

FOSHAN ELECTRICAL AND LIGHTING CO., LTD.

Report for the Third Quarter of 2015

October 2015

Section I. Important Reminders

The Board of Directors, the Supervisory Committee as well as all directors, supervisors and senior management staff of Foshan Electrical and Lighting Co., Ltd. (hereinafter referred to as “the Company”) warrant that this report is factual, accurate and complete without any false record, misleading statement or material omission. And they shall be jointly and severally liable for that.

All directors attended the board session for reviewing this report.

Pan Jie, company principal & chief of the accounting work, and Yin Jianchun, chief of the accounting organ (chief of accounting), hereby confirm that the Financial Statements enclosed in this report are factual, accurate 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.

Section II. Financial Highlights & Change of Shareholders

I. Major accounting data and financial indexes

Does the Company adjust retrospectively or restate accounting data of previous years due to change of the accounting policy or correction of any accounting error?

Yes No

| | 30 Sept. 2015 | 31 Dec. 2014 | Increase/decrease (%) | |
|--|------------------|---------------------------|-----------------------|---------------------------|
| Total assets (RMB Yuan) | 5,531,565,504.80 | 3,736,704,336.40 | 48.03% | |
| Net assets attributable to shareholders of the Company (RMB Yuan) | 4,565,039,287.43 | 3,044,585,720.58 | 49.94% | |
| | Jul.-Sept. 2015 | YoY increase/decrease (%) | Jan.-Sept. 2015 | YoY increase/decrease (%) |
| Operating revenues (RMB Yuan) | 708,115,195.93 | -12.91% | 2,232,477,982.42 | -5.25% |
| Net profit attributable to shareholders of the Company (RMB Yuan) | -26,823,845.62 | -123.99% | 73,434,913.69 | -75.58% |
| Net profit attributable to shareholders of the Company after extraordinary gains and losses (RMB Yuan) | 37,030,978.71 | -64.95% | 128,842,999.16 | -53.13% |
| Net cash flows from operating activities (RMB Yuan) | -- | -- | 147,174,253.40 | -7.65% |
| Basic EPS (RMB Yuan/share) | -0.0211 | -124.00% | 0.0577 | -75.78% |
| Diluted EPS (RMB Yuan/share) | -0.0211 | -124.00% | 0.0577 | -75.78% |
| Weighted average ROE (%) | -0.42% | -3.98% | 2.99% | -7.25% |

Items and amounts of extraordinary gains and losses

Applicable Inapplicable

Unit: RMB Yuan

| Item | Amount as of Jan.-Sept. 2015 | Note |
|---|------------------------------|------|
| Gains/losses on the disposal of non-current assets (including the offset part of asset impairment provisions) | -555,609.58 | |
| Government grants recognized in the current period, except for those acquired in the ordinary course of business or granted at certain quotas or amounts according to the country's unified standards | 2,984,850.54 | |

| | | |
|---|----------------|-------------------------------------|
| Gains and losses on change in fair value from tradable financial assets and tradable financial liabilities, as well as investment income from disposal of tradable financial assets and tradable financial liabilities and financial assets available for sales, except for effective hedging related with normal businesses of the Company | 22,309,001.00 | |
| Other non-operating income and expenses than the above | -93,998,116.54 | Litigation compensations recognized |
| Other gain/loss items that meet the definition of an extraordinary gain/loss | 588,232.86 | |
| Less: Income tax effects | -13,336,346.80 | |
| Minority interests effects (after tax) | 72,790.55 | |
| Total | -55,408,085.47 | -- |

Explain the reasons if the Company classifies an item as an extraordinary gain/loss according to the definition in the Explanatory Announcement No. 1 on Information Disclosure for Companies Offering Their Securities to the Public—Extraordinary Gains and Losses, or classifies any extraordinary gain/loss item mentioned in the said explanatory announcement as a recurrent gain/loss item

Applicable Inapplicable

No such cases in the reporting period.

II. Total number of shareholders and shareholdings of the top ten shareholders at the period-end

1. Total number of common shareholders and shareholdings of the top ten common shareholders at the period-end

Unit: share

| Total number of common shareholders at the period-end | | 100,098 | | | | |
|---|-----------------------|-----------------------------|---------------------------|----------------------------------|--------------------------|------------------|
| Shareholdings of the top ten common shareholders | | | | | | |
| Name of shareholder | Nature of shareholder | Shareholding percentage (%) | Number of the shares held | Number of restricted shares held | Pledged or frozen shares | |
| | | | | | Status of shares | Number of shares |
| OSRAM Holding Company Limited | Foreign corporation | 13.47% | 171,360,391 | | | |
| Prosperity Lamps & Components Limited | Foreign corporation | 10.50% | 133,577,143 | | | |

| | | | | | | |
|--|-------------------------|-------|------------|--|--|--|
| Guangdong Provincial Railway Construction Investment Group Co., Ltd. | State-owned corporation | 4.75% | 60,437,728 | | | |
| Shenzhen Rising Investment and Development Co., Ltd. | State-owned corporation | 3.11% | 39,536,747 | | | |
| Central Hujin Investment Ltd. | State-owned corporation | 2.42% | 30,799,000 | | | |
| Essence International Securities (Hong Kong) Co., Ltd. | Foreign corporation | 1.92% | 24,371,297 | | | |
| DBS Vickers (Hong Kong) Ltd A/C Clients | Foreign corporation | 1.75% | 22,252,573 | | | |
| Wang Changhua | Domestic individual | 1.52% | 19,304,754 | | | |
| Beijing He Ju Investment Management Co., Ltd.-He Ju Platform Securities Investment Fun | Other | 0.89% | 11,302,074 | | | |
| Zhuang Jianyi | Foreign individual | 0.85% | 10,821,372 | | | |

Shareholdings of the top ten non-restricted common shareholders

| Name of shareholder | Number of non-restricted common shares held at the period-end | Type of shares | |
|--|---|--------------------|-------------|
| | | Type | Number |
| OSRAM Holding Company Limited | 171,360,391 | RMB ordinary share | 171,360,391 |
| Prosperity Lamps & Components Limited | 133,577,143 | RMB ordinary share | 133,577,143 |
| Guangdong Provincial Railway Construction Investment Group Co., Ltd. | 60,437,728 | RMB ordinary share | 60,437,728 |

| | | | |
|--|--|-----------------------------------|------------|
| Shenzhen Rising Investment and Development Co., Ltd. | 39,536,747 | RMB ordinary share | 39,536,747 |
| Central Hujin Investment Ltd. | 30,799,000 | RMB ordinary share | 30,799,000 |
| Essence International Securities (Hong Kong) Co., Ltd. | 24,371,297 | Domestically listed foreign share | 24,371,297 |
| DBS Vickers (Hong Kong) Ltd A/C Clients | 22,252,573 | Domestically listed foreign share | 22,252,573 |
| Wang Changhua | 19,304,754 | RMB ordinary share | 19,304,754 |
| Beijing He Ju Investment Management Co., Ltd.-He Ju Platform Securities Investment Fund | 11,302,074 | RMB ordinary share | 11,302,074 |
| Zhuang Jianyi | 10,821,372 | Domestically listed foreign share | 10,821,372 |
| Explanation on associated relationship or persons acting in concert among the above-mentioned shareholders | <p>1. As of September 30, Shenzhen Rising Investment and Development Co., Ltd. and Rising Investment and Development Limited, which holds 10,763,126 B-shares in the Company, act in concert. After OSRAM GmbH transfers OSRAM Holding Company Limited to Guangdong Electronics Information Industry Group Ltd., Guangdong Electronics Information Industry Group Ltd., Shenzhen Rising Investment and Development Co., Ltd. and Rising Investment and Development Limited shall become parties acting in concert, holding a total of 221,660,264 shares (a stake of 17.42%) in the Company.</p> <p>2. Prosperity Lamps & Components Limited and Zhuang Jianyi were related parties and acting-in-concert parties. Apart from that, it's unknown whether there was any associated relationship among other shareholders of the top ten shareholders, or whether there is any action-in-concert among them regarding to Administrative Measures on Acquisition of Listed Companies.</p> | | |
| Top ten non-restricted common shareholders taking part in securities margin trading (if any) | Wang Changhua, an individual shareholder of the Company, holds 547,054 and 18,757,700 shares in the Company respectively through his common securities account and credit trading collateral securities account, totaling 19,304,754 shares. | | |

Did any of the top 10 common shareholders or the top 10 non-restricted common shareholders of the Company carry out any agreed buy-back in the reporting period?

Yes No

No such cases in the reporting period.

2. Total number of preferred share holders and shareholdings of the top ten preferred share holders at the period-end

Applicable Inapplicable

Section III. Significant Events

I. Major changes of main accounting statement items and financial indicators in the reporting period, as well as reasons for the changes

√ Applicable □ Inapplicable

Unit: RMB Yuan

| Statement item | Closing amount (or amount for the current period) | Opening amount (or amount for the same period of last year) | +/-% | Main reasons for the movement |
|---|---|---|------------|---|
| Financial assets measured at fair value and of which changes are recorded into current gains and losses | 79,036,750.00 | 20,320.00 | 388860.38% | More treasury bonds and other securities were bought. |
| Accounts receivable | 478,956,663.92 | 322,951,674.45 | 48.31% | The amounts due from customers increased. |
| Interest receivable | 3,828,443.43 | 2,101,275.54 | 82.20% | The withdrawn interest on term deposits increased. |
| Other receivables | 11,634,719.58 | 74,122,844.63 | -84.30% | The financial subsidy for high-efficient and energy-saving products was withdrawn. |
| Financial assets available for sale | 2,529,682,467.57 | 581,157,988.22 | 335.28% | A shareholding company went public and the relevant fair value was recognized increased. |
| Construction in progress | 121,517,336.25 | 90,862,098.21 | 33.74% | Engineering projects related to the plants in construction increased. |
| Taxes and fares payable | 37,735,674.31 | 13,881,113.81 | 171.85% | Taxes payable increased. |
| Other payables | 80,867,197.29 | 21,923,820.48 | 268.86% | The amounts due from the Company because of lawsuits increased. |
| Projected liabilities | - | 61,438,275.16 | -100.00% | The payment of the previously projected lawsuit compensations was confirmed. |
| Deferred income tax liabilities | 308,704,598.20 | 15,516,937.71 | 1889.47% | Deferred income tax liabilities recognized due to the fair value changes of financial assets available for sale |
| Capital reserves | 296,323,594.59 | 589,892,717.59 | -49.77% | Capitalization of the capital reserves |
| Other comprehensive incomes | 1,734,453,015.75 | 72,150,338.69 | 2303.94% | The fair value of the financial asset available for sale recorded great movements. |

| | | | | |
|--|-----------------|-----------------|-----------|--|
| Financial expenses | -20,044,328.31 | -7,501,068.21 | -167.22% | Exchange gains increased. |
| Asset impairment losses | 42,384,452.59 | 3,188,721.21 | 1229.20% | Impairment provisions for fixed assets increased. |
| Gains and losses on fair value changes | 393,590.00 | 1,379,081.46 | -71.46% | Fluctuations of the market prices of the stocks held by the Company |
| Non-operating incomes | 3,656,043.70 | 56,763,405.38 | -93.56% | The financial subsidy for high-efficient and energy-saving products was withdrawn. |
| Non-operating expense | 96,557,359.72 | 443,807.91 | 21656.57% | Recognized lawsuit compensations |
| Minority shareholders' income | -5,844,543.38 | -688,427.48 | -748.97% | The losses on non-wholly-owned subsidiaries increased. |
| Net cash flows from financing activities | -215,284,023.90 | -151,583,685.10 | -42.02% | Dividends increased. |

II. Progress and influence of significant events, as well as the analysis and explanation on solutions

√ Applicable □ Inapplicable

1. On 9 Sept. 2015, OSRAM GmbH, the controlling shareholder of OSRAM Holding Company Limited (the biggest shareholder of the Company), signed the Equity Transfer Agreement with Guangdong Electronics Information Industry Group Ltd. ("Electronics Group"), transferring the 100% stake of OSRAM Holding Company Limited to Electronics Group at the price of RMB 2,621,813,982.30 plus the cash of OSRAM Holding Company Limited before the pay day. According to the Agreement, Electronics Group, the transferee, shall obtain or complete, within three months after the Agreement signing day (note: either the transferor or the transferee can extend that period for another one month by notifying the other party in writing, which means four months after the Agreement signing day), the approval of the State-owned Assets Supervision and Administration Commission of the People's Government of Guangdong Province as well as the filing with the National Development and Reform Commission, the Department of Commerce of Guangdong Province and the Guangdong bureau of the State Administration of Foreign Exchange regarding the said equity transfer. As such, Electronics Group shall become the biggest shareholder of the Company after the completion of the said equity transfer (for details, see the Indicative Announcement No. 2015-044 on the Change of Shareholder disclosed on www.cninfo.com.cn dated 10 Sept. 2015).

2. In Mar. 2013, CSRC Guangdong administered an administrative punishment on the illegal information disclosure of the Company. During the period from September 2013 to October 2015, 2,755 plaintiffs separately sued the Company to Guangzhou Intermediate People's Court for false securities statement, demanding a total of civil compensations of RMB 384,111,400 and HKD 1,328,000 from the Company for its illegal information disclosure. During the period from November 2014 to September 2015, Guangzhou Intermediate Court rendered the first-instance judgments for 2,182 among the aforesaid cases, ruling that the Company should pay a total of RMB 150,868,400 and HKD 2,268,300 to the 2,182 plaintiffs as compensations as well as should bear the court costs of RMB 2,548,600. All the judgments have taken effect. So far, there are still 573 cases left pending.

III. Commitments made by the Company or shareholders holding over 5% of the Company's shares in the reporting period or such commitments carried down into the reporting period

Applicable Inapplicable

No such commitments in the reporting period.

IV. Predict the 2015 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. Securities investment

Applicable Inapplicable

| Variety of securities | Code of securities | Name of securities | Initial investment cost (RMB Yuan) | Number of shares held at period-beginning | Shareholding percentage at period-beginning | Number of shares held at period-end | Shareholding percentage at period-end | Closing book value (RMB Yuan) | Gain/loss in reporting period (RMB Yuan) | Accounting title | Source of stock |
|-----------------------|--------------------|--------------------|------------------------------------|---|---|-------------------------------------|---------------------------------------|-------------------------------|--|-------------------------------|-----------------|
| Stock | 002736 | GXZQ | 11,660.00 | 2,000 | | 2,000 | | 31,200.00 | 400.00 | Transactional financial asset | |
| Bond | 300413 | KLG | 4,530.00 | 500 | | 0 | | 0.00 | 11,958.67 | Transactional financial asset | |
| Stock | 300418 | KLWW | 10,150.00 | 500 | | 0 | | 0.00 | 23,126.61 | Transactional financial asset | |
| Stock | 601021 | CQHK | 18,160.00 | 1,000 | | 0 | | 0.00 | 50,547.20 | Transactional financial asset | |
| Stock | 000601 | SNGF | 1,005,199.54 | 167,300 | | 0 | | 0.00 | 1,195,894.77 | Transactional financial asset | |

| | | | | | | | | | |
|-------|--------|------|-----------|-------|--|-------|-----------|-----------|---|
| Stock | 300421 | LXGF | 4,565.00 | 500 | | 0 | 0.00 | 6,607.00 | Transacti onal financial asset |
| Stock | 601198 | DXZQ | 18,360.00 | 2,000 | | 2,000 | 33,260.00 | 320.00 | Transacti onal financial asset |
| Stock | 603118 | GJGF | 11,950.00 | 1,000 | | 0 | 0.00 | 13,705.10 | Transacti onal financial asset |
| Stock | 603618 | HDGF | 11,650.00 | 1,000 | | 0 | 0.00 | 14,284.40 | Transacti onal financial asset |
| Stock | 603939 | YFYF | 19,470.00 | 1,000 | | 0 | 0.00 | 22,454.32 | Transacti onal financial asset |
| Stock | 300420 | WYKJ | 4,135.00 | 500 | | 0 | 0.00 | 9,076.88 | Transacti onal financial asset |
| Stock | 300433 | LSKJ | 11,495.00 | 500 | | 500 | 30,995.00 | | Transacti onal financial asset |
| Stock | 300432 | FLJG | 6,985.00 | 500 | | 1,500 | 28,935.00 | 150.00 | Transacti onal financial asset |
| Stock | 601689 | TPJT | 11,370.00 | 1,000 | | 1,000 | 17,120.00 | 185.00 | Transacti onal financial asset |
| Stock | 600958 | DFZQ | 50,150.00 | 5,000 | | 0 | 0.00 | 53,088.25 | Transacti onal financial asset |
| Stock | 002752 | SXGF | 2,870.00 | 500 | | 500 | 12,695.00 | | Transacti |

| | | | | | | | | | | | |
|-------|--------|------|----------------|--------|--|--------|--|----------------|--------|---|--|
| | | | | | | | | | | onal financial asset | |
| Stock | 603808 | GLS | 19,160.00 | 1,000 | | 1,000 | | 36,090.00 | 250.00 | Transacti onal financial asset | |
| Stock | 600959 | JSYX | 10,940.00 | 2,000 | | 2,000 | | 34,660.00 | | Transacti onal financial asset | |
| Stock | 300438 | PHNY | 7,435.00 | 500 | | 500 | | 28,295.00 | | Transacti onal financial asset | |
| Stock | 300455 | KTHW | 3,440.00 | 500 | | 500 | | 15,990.00 | | Transacti onal financial asset | |
| Stock | 300456 | NWKJ | 7,005.00 | 500 | | 500 | | 51,600.00 | | Transacti onal financial asset | |
| Stock | 603227 | XFKJ | 4,980.00 | 1,000 | | 1,000 | | 22,810.00 | | Transacti onal financial asset | |
| Stock | 603198 | YJGJ | 11,800.00 | 1,000 | | 1,000 | | 32,930.00 | 400.00 | Transacti onal financial asset | |
| Stock | 300478 | HZGX | 7,420.00 | 500 | | 500 | | 17,950.00 | | Transacti onal financial asset | |
| Stock | 601985 | ZGHD | 61,020.00 | 18,000 | | 18,000 | | 170,820.0 0 | | Transacti onal financial asset | |
| Stock | 601211 | GTJA | 118,260.0 0 | 6,000 | | 6,000 | | 117,600.0 0 | | Transacti onal | |

| | | | | | | | | | | | |
|-------|--------|---------|----------------------|-----|--|-----|--|-------------------|------------|-------------------------------|----------------------------------|
| | | | | | | | | | | financial asset | |
| Stock | 300482 | WFSW | 8,000.00 | 500 | | 500 | | 41,500.00 | | Transactional financial asset | |
| Other | 205001 | 1 Day | 98,754.00 0.00 | | | | | 0.00 | 6,884.18 | Transactional financial asset | Pledged repo |
| Other | 205007 | 7 Days | 69,226.00 0.00 | | | | | 56,812.00 0.00 | 9,066.92 | Transactional financial asset | Pledged repo |
| Other | 205008 | 14 Days | 50,880.00 0.00 | | | | | 18,500.00 0.00 | 40,510.28 | Transactional financial asset | Pledged repo |
| Bond | 204001 | GC001 | 2,161,921 ,619.00 | | | | | 0.00 | 225,374.99 | Transactional financial asset | Reverse repo of government bonds |
| Bond | 204002 | GC002 | 141,102.8 22.00 | | | | | 0.00 | 14,667.83 | Transactional financial asset | Reverse repo of government bonds |
| Bond | 204003 | GC003 | 92,402.77 2.00 | | | | | 0.00 | 35,653.66 | Transactional financial asset | Reverse repo of government bonds |
| Bond | 204004 | GC004 | 321,912.8 76.00 | | | | | 0.00 | 99,379.38 | Transactional financial asset | Reverse repo of government bonds |
| Bond | 204007 | GC007 | 491,324.5 65.00 | | | | | 0.00 | 156,695.62 | Transactional financial asset | Reverse repo of government bonds |
| Bond | 204014 | GC014 | 3,000,300 .00 | | | | | 3,000,300 .00 | | Transactional financial asset | Reverse repo of government bonds |

| | | | | | | | | | | |
|---|--------------|------------------|---------|----|--------|----|---------------|--------------|-------|----------|
| | | | | | | | | | asset | nt bonds |
| | | | | | | | 0.00 | | | |
| Other securities investments held at period-end | | 0.00 | | -- | | -- | 0.00 | | -- | -- |
| Total | | 3,431,987,113.54 | 216,300 | -- | 39,000 | -- | 79,036,750.00 | 1,990,681.06 | -- | -- |
| Disclosure date of the board announcement on approval of the securities investment | 23 Jan. 2014 | | | | | | | | | |
| Disclosure date of the general meeting announcement on approval of the securities investment (if any) | | | | | | | | | | |

Note: The funds for “pledged repo” and “reverse repo of government bonds” were strictly controlled within the line approved by the board, without use out of line. In order to better use the funds, we carried out repeated investment in the mature investment products above in multiple transactions. As such, the single investment costs for “pledged repo” and “reverse repo of government bonds” were their accumulative amounts which were repeatedly invested with during Jan.-Sept. 2015.

VI. Shareholdings in other listed companies

Applicable Inapplicable

At the end of the reporting period, the Company held 73,006,150 shares in Guoxuan High-Tech Co., Ltd. (stock abbr.: GXGK; stock code: 002074), which are currently restrictedly tradable (for details, see Announcement No. 2015-018 on Progress of Back Door Listing of Shareholding Company disclosed on www.cninfo.com.cn dated 14 May 2015). Apart from that, the Company held 18,546,754 shares in Everbright Bank.

VII. Investments in derivatives

Applicable Inapplicable

The Company did not invest in any derivative in the reporting period.

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

Applicable Inapplicable

| Time | Place | Way of reception | Visitor type | Visitor | Main discussion and materials provided by the Company |
|------|-------|------------------|--------------|---------|---|
| | | | | | |

| | | | | | |
|---------------|-------------|----------|------------|---------------------|---|
| 15 Jul. 2015 | The Company | By phone | Individual | Individual investor | The situation of the Company's production and operation |
| 26 Aug. 2015 | The Company | By phone | Individual | Individual investor | Particulars about the halt in the trading of the Company's shares |
| 10 Sept. 2015 | The Company | By phone | Individual | Individual investor | Particulars about the changes in the Company's shareholders |

IX. Illegal external guarantees

Applicable Inapplicable

No such cases in the reporting period.

X. Occupation of the Company's capital by the controlling shareholder or its related parties for non-operating purposes

Applicable Inapplicable

No such cases in the reporting period.

Section IV. Financial Statements

I. Financial statements

1. Consolidated balance sheet

Prepared by Foshan Electrical and Lighting Co., Ltd.

30 Sept. 2015

Unit: RMB Yuan

| Item | Closing balance | Opening balance |
|---|------------------|------------------|
| Current assets: | | |
| Monetary funds | 814,662,598.87 | 989,718,395.60 |
| Settlement reserves | | |
| Intra-group lendings | | |
| Financial assets measured at fair value of which changes are recorded in current profits and losses | 79,036,750.00 | 20,320.00 |
| Derivative financial assets | | |
| Notes receivable | 211,396,242.45 | 250,993,285.13 |
| Accounts receivable | 478,956,663.92 | 322,951,674.45 |
| Accounts paid in advance | 15,203,117.40 | 12,551,566.91 |
| Premiums receivable | | |
| Reinsurance premiums receivable | | |
| Receivable reinsurance contract reserves | | |
| Interest receivable | 3,828,443.43 | 2,101,275.54 |
| Dividend receivable | | |
| Other accounts receivable | 11,634,719.58 | 74,122,844.63 |
| Financial assets purchased under agreements to resell | | |
| Inventories | 537,402,436.50 | 625,794,972.48 |
| Assets held for sale | | |
| Non-current assets due within 1 year | | |
| Other current assets | 39,953,405.72 | 31,783,068.68 |
| Total current assets | 2,192,074,377.87 | 2,310,037,403.42 |

| | | |
|--|------------------|------------------|
| Non-current assets: | | |
| Loans by mandate and advances granted | | |
| Available-for-sale financial assets | 2,529,682,467.57 | 581,157,988.22 |
| Held-to-maturity investments | | |
| Long-term accounts receivable | | |
| Long-term equity investment | 3,645,389.80 | 3,689,724.39 |
| Investing real estate | | |
| Fixed assets | 396,038,129.65 | 463,267,701.29 |
| Construction in progress | 121,517,336.25 | 90,862,098.21 |
| Engineering materials | | |
| Disposal of fixed assets | | |
| Production biological assets | | |
| Oil-gas assets | | |
| Intangible assets | 182,503,295.44 | 187,114,129.71 |
| R&D expense | | |
| Goodwill | 7,360,330.45 | 7,360,330.45 |
| Long-term deferred expenses | 457,228.52 | 918,958.73 |
| Deferred income tax assets | 46,060,361.26 | 41,696,214.79 |
| Other non-current assets | 52,226,587.99 | 50,599,787.19 |
| Total of non-current assets | 3,339,491,126.93 | 1,426,666,932.98 |
| Total assets | 5,531,565,504.80 | 3,736,704,336.40 |
| Current liabilities: | | |
| Short-term borrowings | | |
| Borrowings from the Central Bank | | |
| Customer bank deposits and due to banks and other financial institutions | | |
| Intra-group borrowings | | |
| Financial liabilities measured at fair value of which changes are recorded in current profits and losses | | |
| Derivative financial liabilities | | |
| Notes payable | | |
| Accounts payable | 355,773,377.94 | 399,330,968.48 |
| Accounts received in advance | 65,797,234.12 | 60,842,257.61 |

| | | |
|--|------------------|----------------|
| Financial assets sold and repurchased | | |
| Handling charges and commissions payable | | |
| Payroll payable | 62,377,063.72 | 58,315,210.64 |
| Tax payable | 37,735,674.31 | 13,881,113.81 |
| Interest payable | | |
| Dividend payable | | |
| Other accounts payable | 80,867,197.29 | 21,923,820.48 |
| Reinsurance premiums payable | | |
| Insurance contract reserves | | |
| Payables for acting trading of securities | | |
| Payables for acting underwriting of securities | | |
| Liabilities held for sale | | |
| Non-current liabilities due within 1 year | | |
| Other current liabilities | | |
| Total current liabilities | 602,550,547.38 | 554,293,371.02 |
| Non-current liabilities: | | |
| Long-term borrowings | | |
| Bonds payable | | |
| Of which: preference shares | | |
| Perpetual bonds | | |
| Long-term payables | | |
| Long-term payroll payables | | |
| Specific payables | | |
| Estimated liabilities | | 61,438,275.16 |
| Deferred income | 11,201,416.50 | 10,955,833.27 |
| Deferred income tax liabilities | 308,704,598.20 | 15,516,937.71 |
| Other non-current liabilities | | |
| Total non-current liabilities | 319,906,014.70 | 87,911,046.14 |
| Total liabilities | 922,456,562.08 | 642,204,417.16 |
| Owners' equity: | | |
| Share capital | 1,272,132,868.00 | 978,563,745.00 |

| | | |
|--|------------------|------------------|
| Other equity instruments | | |
| Of which: preference shares | | |
| Perpetual bonds | | |
| Capital reserves | 296,323,594.59 | 589,892,717.59 |
| Less: Treasury stock | | |
| Other comprehensive income | 1,734,453,015.75 | 72,150,338.69 |
| Specific reserves | | |
| Surplus reserves | 626,168,440.86 | 626,168,440.86 |
| Provisions for general risks | | |
| Retained profits | 635,961,368.23 | 777,810,478.44 |
| Total equity attributable to owners of the Company | 4,565,039,287.43 | 3,044,585,720.58 |
| Minority interests | 44,069,655.29 | 49,914,198.66 |
| Total owners' equity | 4,609,108,942.72 | 3,094,499,919.24 |
| Total liabilities and owners' equity | 5,531,565,504.80 | 3,736,704,336.40 |

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

2. Balance sheet of the Company

Unit: RMB Yuan

| Item | Closing balance | Opening balance |
|---|-----------------|-----------------|
| Current assets: | | |
| Monetary funds | 505,982,072.25 | 685,652,777.19 |
| Financial assets measured at fair value of which changes are recorded in current profits and losses | 79,036,750.00 | 20,320.00 |
| Derivative financial assets | | |
| Notes receivable | 200,830,865.36 | 240,920,585.13 |
| Accounts receivable | 521,544,490.25 | 335,793,103.52 |
| Accounts paid in advance | 19,266,722.04 | 16,580,637.31 |
| Interest receivable | | |
| Dividend receivable | | |
| Other accounts receivable | 39,628,387.41 | 142,329,039.45 |
| Inventories | 502,969,808.98 | 578,978,618.17 |

| | | |
|--|------------------|------------------|
| Assets held for sale | | |
| Non-current assets due within 1 year | | |
| Other current assets | 31,602,862.21 | 27,359,093.82 |
| Total current assets | 1,900,861,958.50 | 2,027,634,174.59 |
| Non-current assets: | | |
| Available-for-sale financial assets | 2,529,682,467.57 | 581,157,988.22 |
| Held-to-maturity investments | | |
| Long-term accounts receivable | | |
| Long-term equity investment | 445,595,329.56 | 445,639,664.15 |
| Investing real estate | | |
| Fixed assets | 315,993,778.37 | 362,743,711.79 |
| Construction in progress | 119,027,765.47 | 88,784,906.41 |
| Engineering materials | | |
| Disposal of fixed assets | | |
| Production biological assets | | |
| Oil-gas assets | | |
| Intangible assets | 121,717,826.81 | 125,206,977.08 |
| R&D expense | | |
| Goodwill | | |
| Long-term deferred expenses | | |
| Deferred income tax assets | 29,203,995.53 | 33,978,127.89 |
| Other non-current assets | 50,557,419.99 | 48,778,664.19 |
| Total of non-current assets | 3,611,778,583.30 | 1,686,290,039.73 |
| Total assets | 5,512,640,541.80 | 3,713,924,214.32 |
| Current liabilities: | | |
| Short-term borrowings | | |
| Financial liabilities measured at fair value of which changes are recorded in current profits and losses | | |
| Derivative financial liabilities | | |
| Notes payable | | |
| Accounts payable | 461,709,218.02 | 447,190,248.26 |
| Accounts received in advance | 63,543,765.95 | 56,335,813.10 |
| Payroll payable | 44,861,811.32 | 56,655,167.35 |
| Tax payable | 27,041,252.09 | 5,496,341.46 |

| | | |
|---|------------------|------------------|
| Interest payable | | |
| Dividend payable | | |
| Other accounts payable | 103,586,767.82 | 89,738,558.57 |
| Liabilities held for sale | | |
| Non-current liabilities due within 1 year | | |
| Other current liabilities | | |
| Total current liabilities | 700,742,815.20 | 655,416,128.74 |
| Non-current liabilities: | | |
| Long-term borrowings | | |
| Bonds payable | | |
| Of which: preference shares | | |
| Perpetual bonds | | |
| Long-term payables | | |
| Long-term payroll payables | | |
| Specific payables | | |
| Estimated liabilities | | 61,438,275.16 |
| Deferred income | 10,542,666.45 | 10,180,833.31 |
| Deferred income tax liabilities | 306,140,281.45 | 12,733,711.71 |
| Other non-current liabilities | | |
| Total non-current liabilities | 316,682,947.90 | 84,352,820.18 |
| Total liabilities | 1,017,425,763.10 | 739,768,948.92 |
| Owners' equity: | | |
| Share capital | 1,272,132,868.00 | 978,563,745.00 |
| Other equity instruments | | |
| Of which: preference shares | | |
| Perpetual bonds | | |
| Capital reserves | 293,418,663.91 | 586,987,786.91 |
| Less: Treasury stock | | |
| Other comprehensive income | 1,734,453,015.75 | 72,150,338.69 |
| Specific reserves | | |
| Surplus reserves | 626,168,440.86 | 626,168,440.86 |
| Retained profits | 569,041,790.18 | 710,284,953.94 |
| Total owners' equity | 4,495,214,778.70 | 2,974,155,265.40 |

| | | |
|--------------------------------------|------------------|------------------|
| Total liabilities and owners' equity | 5,512,640,541.80 | 3,713,924,214.32 |
|--------------------------------------|------------------|------------------|

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

3. Consolidated income statement for the reporting period

Unit: RMB Yuan

| Item | Jul.-Sept. 2015 | Jul.-Sept. 2014 |
|---|-----------------|-----------------|
| I. Operating revenues | 708,115,195.93 | 813,054,868.99 |
| Including: Sales income | 708,115,195.93 | 813,054,868.99 |
| Interest income | | |
| Premium income | | |
| Handling charge and commission income | | |
| II. Operating costs | 642,721,696.02 | 736,252,905.21 |
| Including: Cost of sales | 542,230,043.63 | 622,564,216.73 |
| 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 | 6,711,800.86 | 5,781,243.33 |
| Selling and distribution expenses | 35,778,209.37 | 41,394,727.55 |
| Administrative expenses | 67,490,716.09 | 68,202,701.20 |
| Financial expenses | -8,836,387.51 | -1,767,720.58 |
| Asset impairment loss | -652,686.42 | 77,736.98 |
| Add: Gain/(loss) from change in fair value ("-" means loss) | -879,180.46 | 263,325.00 |
| Gain/(loss) from investment ("-" means loss) | 1,000,143.12 | 4,283,490.23 |
| Including: share of profits in | -43,126.19 | -1,974,838.28 |

| | | |
|---|----------------|----------------|
| associates and joint ventures | | |
| Foreign exchange gains (“-” means loss) | | |
| III. Business profit (“-” means loss) | 65,514,462.57 | 81,348,779.01 |
| Add: non-operating income | 711,341.35 | 53,469,038.32 |
| Including: Gains on disposal of non-current assets | 4,533.19 | 2,656.53 |
| Less: non-operating expense | 81,621,195.57 | 328,352.43 |
| Including: Losses on disposal of non-current assets | 169,132.84 | 89,848.46 |
| IV. Total profit (“-” means loss) | -15,395,391.65 | 134,489,464.90 |
| Less: Income tax expense | 13,529,834.96 | 21,649,281.23 |
| V. Net profit (“-” means loss) | -28,925,226.61 | 112,840,183.67 |
| Net profit attributable to owners of the Company | -26,823,845.62 | 111,798,106.18 |
| Minority shareholders’ income | -2,101,380.99 | 1,042,077.49 |
| VI. After-tax net amount of other comprehensive incomes | 266,466,095.90 | 4,603,393.15 |
| After-tax net amount of other comprehensive incomes attributable to owners of the Company | 266,466,095.90 | 4,603,393.15 |
| (I) Other comprehensive incomes that will not be reclassified into gains and losses | | |
| 1. Changes in net liabilities or assets with a defined benefit plan upon re-measurement | | |
| 2. Enjoyable shares in other comprehensive incomes in investees that cannot be reclassified into gains and losses under the equity method | | |
| (II) Other comprehensive incomes that will be reclassified into gains and losses | 266,466,095.90 | 4,603,393.15 |
| 1. Enjoyable shares in other comprehensive incomes in investees that will be reclassified into gains and losses under the equity method | | |
| 2. Gains and losses on fair | 266,466,095.90 | 4,603,393.15 |

| | | |
|--|----------------|----------------|
| value changes of available-for-sale financial assets | | |
| 3. Gains and losses on reclassifying held-to-maturity investments into available-for-sale financial assets | | |
| 4. Effective hedging gains and losses on cash flows | | |
| 5. Foreign-currency financial statement translation difference | | |
| 6. Other | | |
| After-tax net amount of other comprehensive incomes attributable to minority shareholders | | |
| VII. Total comprehensive incomes | 237,540,869.29 | 117,443,576.82 |
| Attributable to owners of the Company | 239,642,250.28 | 116,401,499.33 |
| Attributable to minority shareholders | -2,101,380.99 | 1,042,077.49 |
| VIII. Earnings per share | | |
| (I) Basic earnings per share | -0.0211 | 0.0879 |
| (II) Diluted earnings per share | -0.0211 | 0.0879 |

Where business mergers under the same control occurred in the reporting period, the net profit achieved by the merged parties before the business mergers was RMB 0.00, with the corresponding amount for the same period of last year being RMB 0.00.

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

4. Income statement of the Company for the reporting period

Unit: RMB Yuan

| Item | Jul.-Sept. 2015 | Jul.-Sept. 2014 |
|-------------------------------|-----------------|-----------------|
| I. Total sales | 720,912,734.95 | 806,665,406.65 |
| Less: cost of sales | 574,751,556.83 | 640,443,951.13 |
| Business taxes and surcharges | 4,461,643.20 | 3,478,834.42 |
| Distribution expenses | 35,033,215.58 | 39,720,980.54 |
| Administrative expenses | 50,759,084.41 | 59,903,503.42 |
| Financial costs | -6,971,556.08 | 309,962.70 |
| Impairment loss | -640,204.47 | 239,314.19 |

| | | |
|---|----------------|----------------|
| Add: gain/(loss) from change in fair value (“-” means loss) | -879,180.46 | 263,325.00 |
| Gain/(loss) from investment (“-” means loss) | 1,000,143.12 | 4,283,490.23 |
| Including: income from investment on associates and joint ventures | -43,126.19 | -1,974,838.28 |
| II. Business profit (“-” means loss) | 63,639,958.14 | 67,115,675.48 |
| Add: non-operating income | 482,758.84 | 53,186,773.16 |
| Including: Gains on disposal of non-current assets | 3,261.06 | 2,656.53 |
| Less: non-operating expense | 80,194,137.39 | 259,672.88 |
| Including: Losses on disposal of non-current assets | 71,254.04 | 76,836.26 |
| III. Total profit (“-” means loss) | -16,071,420.41 | 120,042,775.76 |
| Less: Income tax expense | 13,258,294.88 | 18,940,646.61 |
| IV. Net profit (“-” means loss) | -29,329,715.29 | 101,102,129.15 |
| V. After-tax net amount of other comprehensive incomes | 266,466,095.90 | 4,603,393.15 |
| (I) Other comprehensive incomes that will not be reclassified into gains and losses | | |
| 1. Changes in net liabilities or assets with a defined benefit plan upon re-measurement | | |
| 2. Enjoyable shares in other comprehensive incomes in investees that cannot be reclassified into gains and losses under the equity method | | |
| (II) Other comprehensive incomes that will be reclassified into gains and losses | 266,466,095.90 | 4,603,393.15 |
| 1. Enjoyable shares in other comprehensive incomes in investees that will be reclassified into gains and losses under the equity method | | |
| 2. Gains and losses on fair value changes of available-for-sale financial assets | 266,466,095.90 | 4,603,393.15 |
| 3. Gains and losses on | | |

| | | |
|---|----------------|----------------|
| reclassifying held-to-maturity investments into available-for-sale financial assets | | |
| 4. Effective hedging gains and losses on cash flows | | |
| 5. Foreign-currency financial statement translation difference | | |
| 6. Other | | |
| VI. Total comprehensive incomes | 237,136,380.61 | 105,705,522.30 |
| VII. Earnings per share | | |
| (I) Basic earnings per share | | |
| (II) Diluted earnings per share | | |

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

5. Consolidated income statement for Jan.-Sept. 2015

Unit: RMB Yuan

| Item | Jan.-Sept. 2015 | Jan.-Sept. 2014 |
|---|------------------|------------------|
| I. Operating revenues | 2,232,477,982.42 | 2,356,113,627.02 |
| Including: Sales income | 2,232,477,982.42 | 2,356,113,627.02 |
| Interest income | | |
| Premium income | | |
| Handling charge and commission income | | |
| II. Operating costs | 2,052,625,592.96 | 2,072,803,238.63 |
| Including: Cost of sales | 1,708,273,484.64 | 1,778,781,496.88 |
| 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 | 18,636,634.64 | 20,911,197.63 |
| Selling and distribution expenses | 118,002,589.64 | 104,362,640.48 |
| Administrative expenses | 181,786,564.78 | 172,698,040.65 |
| Financial expenses | -20,044,328.31 | -7,501,068.21 |
| Asset impairment loss | 45,970,647.57 | 3,550,931.20 |
| Add: Gain/(loss) from change in fair value (“-” means loss) | 393,590.00 | 1,379,081.46 |
| Gain/(loss) from investment (“-” means loss) | 21,709,308.94 | 22,398,896.01 |
| Including: share of profits in associates and joint ventures | -44,334.59 | -4,570,361.37 |
| Foreign exchange gains (“-” means loss) | | |
| III. Business profit (“-” means loss) | 201,955,288.40 | 307,088,365.86 |
| Add: non-operating income | 3,656,043.70 | 56,763,405.38 |
| Including: Gains on disposal of non-current assets | 10,647.72 | 25,197.24 |
| Less: non-operating expense | 96,557,359.72 | 443,807.91 |
| Including: Losses on disposal of non-current assets | 566,257.30 | 199,691.48 |
| IV. Total profit (“-” means loss) | 109,053,972.38 | 363,407,963.33 |
| Less: Income tax expense | 41,463,602.07 | 63,339,145.18 |
| V. Net profit (“-” means loss) | 67,590,370.31 | 300,068,818.15 |
| Net profit attributable to owners of the Company | 73,434,913.69 | 300,757,245.63 |
| Minority shareholders’ income | -5,844,543.38 | -688,427.48 |
| VI. After-tax net amount of other comprehensive incomes | 1,662,302,677.06 | 2,201,622.81 |
| After-tax net amount of other comprehensive incomes attributable to owners of the Company | 1,662,302,677.06 | 2,201,622.81 |
| (I) Other comprehensive incomes that will not be reclassified into gains and losses | | |
| 1. Changes in net liabilities or assets with a defined benefit plan upon re-measurement | | |
| 2. Enjoyable shares in other comprehensive incomes in investees that | | |

| | | |
|---|------------------|----------------|
| cannot be reclassified into gains and losses under the equity method | | |
| (II) Other comprehensive incomes that will be reclassified into gains and losses | 1,662,302,677.06 | 2,201,622.81 |
| 1. Enjoyable shares in other comprehensive incomes in investees that will be reclassified into gains and losses under the equity method | | |
| 2. Gains and losses on fair value changes of available-for-sale financial assets | 1,662,302,677.06 | 2,201,622.81 |
| 3. Gains and losses on reclassifying held-to-maturity investments into available-for-sale financial assets | | |
| 4. Effective hedging gains and losses on cash flows | | |
| 5. Foreign-currency financial statement translation difference | | |
| 6. Other | | |
| After-tax net amount of other comprehensive incomes attributable to minority shareholders | | |
| VII. Total comprehensive incomes | 1,729,893,047.37 | 302,270,440.96 |
| Attributable to owners of the Company | 1,735,737,590.75 | 302,958,868.44 |
| Attributable to minority shareholders | -5,844,543.38 | -688,427.48 |
| VIII. Earnings per share | | |
| (I) Basic earnings per share | 0.0577 | 0.2382 |
| (II) Diluted earnings per share | 0.0577 | 0.2382 |

Where business mergers under the same control occurred in this period, the net profit achieved by the merged parties before the business mergers was RMB 0.00, with the corresponding amount for the same period of last year being RMB 0.00.

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

6. Income statement of the Company for Jan.-Sept. 2015

Unit: RMB Yuan

| Item | Jan.-Sept. 2015 | Jan.-Sept. 2014 |
|--|------------------|------------------|
| I. Total sales | 2,270,512,189.33 | 2,376,898,585.23 |
| Less: cost of sales | 1,788,069,981.31 | 1,852,122,043.43 |
| Business taxes and surcharges | 12,070,843.28 | 14,672,962.49 |
| Distribution expenses | 114,981,668.27 | 100,712,956.80 |
| Administrative expenses | 142,323,446.04 | 149,762,871.66 |
| Financial costs | -14,117,149.02 | -1,606,596.11 |
| Impairment loss | 42,384,452.59 | 3,188,721.21 |
| Add: gain/(loss) from change in fair value (“-” means loss) | 393,590.00 | 1,379,081.46 |
| Gain/(loss) from investment (“-” means loss) | 21,709,308.94 | 27,286,940.89 |
| Including: income from investment on associates and joint ventures | -44,334.59 | -4,570,361.37 |
| II. Business profit (“-” means loss) | 206,901,845.80 | 286,711,648.10 |
| Add: non-operating income | 2,809,300.57 | 56,311,598.43 |
| Including: Gains on disposal of non-current assets | 9,375.59 | 23,548.17 |
| Less: non-operating expense | 95,029,663.34 | 326,629.40 |
| Including: Losses on disposal of non-current assets | 367,887.24 | 138,590.12 |
| III. Total profit (“-” means loss) | 114,681,483.03 | 342,696,617.13 |
| Less: Income tax expense | 40,640,622.89 | 55,148,025.14 |
| IV. Net profit (“-” means loss) | 74,040,860.14 | 287,548,591.99 |
| V. After-tax net amount of other comprehensive incomes | 1,662,302,677.06 | 2,201,622.81 |
| (I) Other comprehensive incomes that will not be reclassified into gains and losses | | |
| 1. Changes in net liabilities or assets with a defined benefit plan upon re-measurement | | |
| 2. Enjoyable shares in other comprehensive incomes in investees that cannot be reclassified into gains | | |

| | | |
|---|------------------|----------------|
| and losses under the equity method | | |
| (II) Other comprehensive incomes that will be reclassified into gains and losses | 1,662,302,677.06 | 2,201,622.81 |
| 1. Enjoyable shares in other comprehensive incomes in investees that will be reclassified into gains and losses under the equity method | | |
| 2. Gains and losses on fair value changes of available-for-sale financial assets | 1,662,302,677.06 | 2,201,622.81 |
| 3. Gains and losses on reclassifying held-to-maturity investments into available-for-sale financial assets | | |
| 4. Effective hedging gains and losses on cash flows | | |
| 5. Foreign-currency financial statement translation difference | | |
| 6. Other | | |
| VI. Total comprehensive incomes | 1,736,343,537.20 | 289,750,214.80 |
| VII. Earnings per share | | |
| (I) Basic earnings per share | | |
| (II) Diluted earnings per share | | |

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

7. Consolidated cash flow statement for Jan.-Sept. 2015

Unit: RMB Yuan

| Item | Jan.-Sept. 2015 | Jan.-Sept. 2014 |
|---|------------------|------------------|
| I. Cash flows from operating activities: | | |
| Cash received from sale of commodities and rendering of service | 2,102,277,561.19 | 2,076,769,836.60 |
| 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 financial assets measured at fair value of which changes are recorded into current gains and losses | | |
| Cash received from interest, handling charges and commissions | | |
| Net increase of intra-group borrowings | | |
| Net increase of funds in repurchase business | | |
| Tax refunds received | 33,445,602.81 | 72,644,129.98 |
| Other cash received relating to operating activities | 20,678,610.25 | 20,082,032.78 |
| Subtotal of cash inflows from operating activities | 2,156,401,774.25 | 2,169,495,999.36 |
| Cash paid for goods and services | 1,234,358,194.72 | 1,326,879,168.41 |
| 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 | 403,809,285.82 | 395,252,355.70 |
| Various taxes paid | 147,501,911.63 | 173,347,398.11 |
| Other cash payment relating to | 223,558,128.68 | 114,657,687.66 |

| | | |
|---|------------------|------------------|
| operating activities | | |
| Subtotal of cash outflows from operating activities | 2,009,227,520.85 | 2,010,136,609.88 |
| Net cash flows from operating activities | 147,174,253.40 | 159,359,389.48 |
| II. Cash flows from investing activities: | | |
| Cash received from withdrawal of investments | | 84,584,789.24 |
| Cash received from return on investments | 22,503,643.86 | 26,897,948.09 |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 918,188.00 | |
| 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 | 23,421,831.86 | 111,482,737.33 |
| Cash paid to acquire fixed assets, intangible assets and other long-term assets | 56,386,190.51 | 61,725,661.90 |
| Cash paid for investment | 72,247,111.38 | 139,846,192.64 |
| Net increase of pledged loans | | |
| Net cash paid to acquire subsidiaries and other business units | | 11,512,886.32 |
| Other cash payments relating to investing activities | | |
| Subtotal of cash outflows from investing activities | 128,633,301.89 | 213,084,740.86 |
| Net cash flows from investing activities | -105,211,470.03 | -101,602,003.53 |
| 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 | | 2,452.04 |
| Subtotal of cash inflows from financing activities | | 2,452.04 |
| Repayment of borrowings | | |
| Cash paid for interest expenses and distribution of dividends or profit | 215,284,023.90 | 149,551,837.14 |
| Including: dividends or profit paid by subsidiaries to minority shareholders | | |
| Other cash payments relating to financing activities | | 2,034,300.00 |
| Sub-total of cash outflows from financing activities | 215,284,023.90 | 151,586,137.14 |
| Net cash flows from financing activities | -215,284,023.90 | -151,583,685.10 |
| IV. Effect of foreign exchange rate changes on cash and cash equivalents | -1,734,556.20 | -3,983,205.58 |
| V. Net increase in cash and cash equivalents | -175,055,796.73 | -97,809,504.73 |
| Add: Opening balance of cash and cash equivalents | 989,718,395.60 | 897,675,824.22 |
| VI. Closing balance of cash and cash equivalents | 814,662,598.87 | 799,866,319.49 |

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

8. Cash flow statement of the Company for Jan.-Sept. 2015

Unit: RMB Yuan

| Item | Jan.-Sept. 2015 | Jan.-Sept. 2014 |
|---|------------------|------------------|
| I. Cash flows from operating activities: | | |
| Cash received from sale of commodities and rendering of service | 2,067,661,900.95 | 2,036,003,201.81 |
| Tax refunds received | 33,276,332.50 | 72,511,885.64 |
| Other cash received relating to operating activities | 18,229,755.23 | 17,748,548.58 |

| | | |
|---|------------------|------------------|
| Subtotal of cash inflows from operating activities | 2,119,167,988.68 | 2,126,263,636.03 |
| Cash paid for goods and services | 1,518,134,264.09 | 1,581,047,195.45 |
| Cash paid to and for employees | 160,958,419.31 | 158,412,719.46 |
| Various taxes paid | 70,871,999.04 | 109,706,043.58 |
| Other cash payment relating to operating activities | 216,260,245.11 | 119,487,110.64 |
| Subtotal of cash outflows from operating activities | 1,966,224,927.55 | 1,968,653,069.13 |
| Net cash flows from operating activities | 152,943,061.13 | 157,610,566.90 |
| II. Cash flows from investing activities: | | |
| Cash received from withdrawal of investments | | 84,584,789.24 |
| Cash received from return on investments | 22,503,643.86 | 31,785,992.97 |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 17,188.00 | |
| 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 | 22,520,831.86 | 116,370,782.21 |
| Cash paid to acquire fixed assets, intangible assets and other long-term assets | 65,844,104.54 | 53,116,260.50 |
| Cash paid for investment | 72,247,111.38 | 164,206,192.64 |
| Net cash paid to acquire subsidiaries and other business units | | |
| Other cash payments relating to investing activities | | |
| Subtotal of cash outflows from investing activities | 138,091,215.92 | 217,322,453.14 |
| Net cash flows from investing activities | -115,570,384.06 | -100,951,670.93 |
| 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 | | |
| Repayment of borrowings | | |
| Cash paid for interest expenses and distribution of dividends or profit | 215,284,023.90 | 147,665,237.14 |
| Other cash payments relating to financing activities | | |
| Sub-total of cash outflows from financing activities | 215,284,023.90 | 147,665,237.14 |
| Net cash flows from financing activities | -215,284,023.90 | -147,665,237.14 |
| IV. Effect of foreign exchange rate changes on cash and cash equivalents | -1,759,358.11 | -3,983,205.58 |
| V. Net increase in cash and cash equivalents | -179,670,704.94 | -94,989,546.75 |
| Add: Opening balance of cash and cash equivalents | 685,652,777.19 | 581,390,386.39 |
| VI. Closing balance of cash and cash equivalents | 505,982,072.25 | 486,400,839.64 |

Legal representative: Pan Jie

Person-in-charge of the accounting work: Pan Jie

Chief of the accounting division: Yin Jianchun

II. Auditor's report

Is this report audited?

 Yes No

This report is not audited.

The Board of Directors
Foshan Electrical and Lighting Co., Ltd.

27 October 2015