# HANGZHOU HIKVISION DIGITAL TECHNOLOGY CO., LTD.



2020 Quarter 3 Report July to September 2020

October 24<sup>th</sup> 2020





# Section I Important Notes, Contents and Definitions

The Board of Directors, Board of Supervisors, directors, supervisors and senior management of Hangzhou Hikvision Digital Technology Co., Ltd. (hereinafter referred to as the "Company") hereby guarantee that the information presented in this report shall be together be wholly liable for the truthfulness, accuracy and completeness of its contents and free of any false records, misleading statements or material omissions, and will undertake individual and joint legal liabilities.

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

Chen Zongnian, the Company's legal representative, Jin Yan, the person in charge of the accounting work, and Zhan Junhua, the person in charge of accounting institution (accounting supervisor) hereby declare and warrant that the financial statements in this report are authentic, accurate and complete.

### Note:

This document is a translated version of the Chinese version 2020 Q3 Financial Report ("2020 年第 三季度报告全文"), and the published 2020 Q3 report in the Chinese version shall prevail. The complete published Chinese 2020 Q3 Financial Report may be obtained at http://www.cninfo.com.cn.

# **Section II Corporate Profile**

# I. Key Accounting Data and Financial Indicators

Whether the Company performed a retroactive adjustment or restatement of the previous accounting data

# □Yes√ No

|  | At September 30 <sup>th</sup> 202 | 0                         | 2       | At December 31 <sup>st</sup> 2019 | Change(%) between<br>December 31 <sup>st</sup> 2019 and<br>September 30 <sup>th</sup> 2020 |
|--|-----------------------------------|---------------------------|---------|-----------------------------------|--|
| Total assets (RMB)   | 79,21                             | 6,734,278.27              |         | 75,358,000,240.29                 | 5.12%  |
| Net assets attributable to shareholders of the Company (RMB)   | 47,80                             | 00,785,407.20             |         | 44,904,033,876.83                 | 6.45%  |
|  | 2020 Q3                           | YoY Change(<br>2020 Q3 an |         | 2020 Q1~Q3                        | YoY Change(%) between<br>2019 Q1~Q3 and 2020<br>Q1~Q3                                      |
| Operating income (RMB)   | 17,750,035,645.86                 |                           | 11.53%  | 42,021,194,889.62                 | 5.48%  |
| Net profits attributable to shareholders of the Company (RMB)  | 3,814,978,645.77                  | 0.12%                     |         | 8,438,951,476.64                  | 5.13%  |
| Net profits attributable to shareholders of the Company excluding non-recurring gains and losses (RMB) | 3,576,189,605.69                  | -2.48%                    |         | 8,039,687,983.37                  | 3.21%  |
| Net cash flows from operating activities (RMB)   | 5,464,651,652.26                  |                           | 883.95% | 5,534,617,992.83                  | 4352.08%   |
| Basic earnings per share (RMB/share)   | 0.405                             |                           | 1.25%   | 0.909                             | 5.70%  |
| Diluted earnings per share (RMB/share)   | 0.405                             |                           | 1.25%   | 0.909                             | 5.70%  |
| Weighted average Return on Equity (ROE)  | 8.34%                             |                           | -1.30%  | 18.12%                            | -2.32%   |

# **HIKVISION**

#### The total share capital of the Company as of the previous trading day of the financial report disclosure:

| The total share capital of the Company as of the previous trading day of the financial report disclosure (share) | 9,345,010,696 |
|--|---------------|
|--|---------------|

### Fully diluted earnings per share calculated using the latest share capital:

| Fully diluted earnings per share (RMB/share) calculated with the latest share capital 0.903 | Full | ly diluted earnings per share (RMB/share) calculated with the latest share capital | 0.903 |
|---|------|--|-------|
|---|------|--|-------|

## Items and Amounts of Non-recurring Gains and Losses

### $\sqrt{\text{Applicable}}$ $\square$ Inapplicable

Unit: RMB

| Item   | January 1 <sup>st</sup> 2020–September 30 <sup>th</sup> 2020 |
|--|--|
| Profit or loss from disposal of non-current assets (including the write-off for the impairment provision of assets)  | 304,642.17   |
| The government subsidies included in the current profits and losses (excluding the government subsidy closely related to regular course of business of the Company and government subsidy based on standard quota or quantitative continuous application according to the state industrial policy.)  | 483,576,325.24   |
| Profits and losses attributed to change in fair value for held-for-trading financial assets, derivative financial assets, held-for-trading financial liabilities, and derivative financial liabilities; and investment income from disposal of held-for-trading financial assets, derivative financial assets, held-for-trading financial liabilities, derivative financial liabilities and other debt investments, excluding the effective hedging business related to the regular business operation of the Company. | 37,532,757.35  |
| Other non-operating income and expenditures except the items mentioned above   | 30,885,184.58  |
| Less: Impact of income tax   | 123,079,331.88   |
| Impact of the minority interests (after tax)   | 29,956,084.19  |
| Total  | 399,263,493.27   |

Explain the reasons if the Company classifies an item as a non-recurring gain/loss according to the definition in the <Explanatory Announcement No. 1 on Information Disclosure for Companies Offering Their Securities to the Public—Non-recurring Gains and Losses>, or classifies any non-recurring gain/loss item mentioned in the aforementioned note as a recurrent gain/loss item

 $\Box$  Applicable  $\sqrt{$  Inapplicable

# II. Total Number of Shareholders at the end of the reporting period and Information for Top 10 Shareholders

### 1. Number of common shareholders and preferred shareholders with resumed voting rights and information about top 10 shareholders

Unit: Share

| Total number of common shareholders at the end of the reporting period           | 242,350                              | Total number of pre<br>recovered at the end | 0                                   |  |         |              |
|--|--------------------------------------|---|-------------------------------------|--|---------|--------------|
|  | Particulars                          | about top 10 shareh                         | olders                              |  |         |              |
|  |                                      | Share-                                      |                                     | The number of                                      | Pledge  | ed or frozen |
| Name of shareholder  | Nature of shareholder                | holding percentage<br>(%)                   | Total shares held at the period-end | common shares held<br>with trading<br>restrictions | Status  | Amount       |
| China Electronics Technology HIK Group Co., Ltd.                                 | Domestic State-owned corporation     | 38.88%                                      | 3,632,897,256                       | 0  | Pledged | 50,000,000   |
| Gong Hongjia   | Overseas individual                  | 12.43%                                      | 1,161,608,214                       | 941,292,525  | Pledged | 444,540,000  |
| Hong Kong Securities Clearing Company<br>Ltd.(HKSCC)                             | Overseas corporation                 | 5.97%                                       | 558,304,047                         | 0  | -       |              |
| Xinjiang Weixun Investment Management Limited<br>Partnership                     | Domestic non-state-owned corporation | 4.82%                                       | 450,795,176                         | 0  | Pledged | 93,148,998   |
| Perseverance Asset Management L.L.P.—<br>Perseverance LinShan No.1 YuanWang Fund | Funds, financial products, etc.      | 2.47%                                       | 231,000,026                         | 0  |         |              |
| Xinjiang Pukang Investment Limited Partnership                                   | Domestic non-state-owned corporation | 1.95%                                       | 182,510,174                         | 0  | Pledged | 127,700,000  |
| Hu Yangzhong   | Domestic Individual                  | 1.95%                                       | 182,186,477                         | 136,639,858  | Pledged | 8,150,000    |
| The 52nd Research Institute at China Electronics<br>Technology Group Corporation | Domestic State-owned corporation     | 1.93%                                       | 180,775,044                         | 0  | -       |              |
| CITIC Securities Company Limited   | Domestic State-owned corporation     | 1.21%                                       | 113,094,618                         | 0  | -       |              |
| Central Huijin Investment Ltd.   | Domestic State-owned corporation     | 0.70%                                       | 65,818,800                          | 0  | -       |              |

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| Particulars about shares held by the Top 10 common shareholders holding shares that are not subject to trading restriction(s) |   |                     |               |  |  |  |  |  |  |
|---|---|---------------------|---------------|--|--|--|--|--|--|
|   |   | Type of shares      |               |  |  |  |  |  |  |
| Name of shareholder   | Number of common shares without trading restrictions held at the period-end | Туре                | Number        |  |  |  |  |  |  |
| China Electronics Technology HIK Group Co., Ltd.  | 3,632,897,256   | RMB ordinary shares | 3,632,897,256 |  |  |  |  |  |  |
| Hong Kong Securities Clearing Company<br>Ltd.(HKSCC)  | 558,304,047   | RMB ordinary shares | 558,304,047   |  |  |  |  |  |  |
| Xinjiang Weixun Investment Management Limited<br>Partnership  | 450,795,176   | RMB ordinary shares | 450,795,176   |  |  |  |  |  |  |
| Perseverance Asset Management L.L.P.—<br>Perseverance LinShan No.1 YuanWang Fund  | 231,000,026   | RMB ordinary shares | 231,000,026   |  |  |  |  |  |  |
| Gong Hongjia  | 220,315,689   | RMB ordinary shares | 220,315,689   |  |  |  |  |  |  |
| Xinjiang Pukang Investment Limited Partnership  | 182,510,174   | RMB ordinary shares | 182,510,174   |  |  |  |  |  |  |
| The 52nd Research Institute at China Electronics<br>Technology Group Co. Ltd.   | 180,775,044   | RMB ordinary shares | 180,775,044   |  |  |  |  |  |  |
| CITIC Securities Company Limited  | 113,094,618   | RMB ordinary shares | 113,094,618   |  |  |  |  |  |  |
| Central Huijin Investment Ltd.  | 65,818,800  | RMB ordinary shares | 65,818,800    |  |  |  |  |  |  |
| Hu Yangzhong  | 45,546,619  | RMB ordinary shares | 45,546,619    |  |  |  |  |  |  |
| Explanation on associated relationship and concerted actions among above shareholders   |   |                     |               |  |  |  |  |  |  |



Any of the Company's top 10 common shareholders or top 10 non-restricted common shareholders conducts any agreed buy-back in the reporting period?

 $\Box$  Applicable  $\sqrt{$  Inapplicable

No such cases in the reporting period.

# 2. Total number of preferred shareholders and information about Top 10 preferred shareholders

 $\Box$  Applicable  $\sqrt{$  Inapplicable



# Section III Significant Events

1. Information and explanation about variations in key financial statement items and financial indicators during the reporting period.

√Applicable □Inapplicable

# 1.1 Explanation for variations in balance sheet items

|   | Balance at          | Balance at                   | YoY     |  |  |
|---|---------------------|------------------------------|---------|--|--|
| Item  | September 30th 2020 | December 31st 2019           | change  | Note of Changes  |  |
|   | (RMB)               | (RMB)                        | (%)     |  |  |
| Contract assets                             | 126,490,278.41      | 0.00                         | 100.00% | According to the new revenue standard,<br>part of the completed and unsettled<br>assets and accounts receivable are<br>reclassified to contract assets.              |  |
| Other non-current assets                    | 542,886,697.82      | 865,586,676.92               | -37.28% | Decrease in unsettled assets that have<br>been completed for more than one year<br>according to the construction progress<br>of the projects                         |  |
| Non-current assets due within one year      | 1,036,003,483.96    | ,003,483.96 528,469,701.75 9 |         | Increase in long-term receivables  |  |
| Long-term receivables                       | 1,975,160,938.45    | 1,382,536,761.22             | 42.86%  | confirmed by installment sales of goods  |  |
| Long-term equity investment                 | 521,779,447.88      | 252,165,321.49               | 106.92% | Increase in external equity investments  |  |
| Other non-current financial assets          | 458,565,043.51      | 312,398,267.44               | 46.79%  | Increase in external equity investments  |  |
| Construction in progress                    | 1,248,463,158.58    | 631,555,479.06               | 97.68%  | Mainly due to increased investment in<br>the second phase of the Chengdu<br>Technology Base, Hangzhou Innovation<br>Industrial Base and Chongqing<br>Technology Base |  |
| Short-term borrowings                       | 4,339,565,033.35    | 2,640,082,485.15             | 64.37%  | Increased demand for short-term working capital  |  |
| Notes payable                               | 610,407,561.05      | 1,239,584,016.70             | -50.76% | Increase in purchase payment due   |  |
| Taxes payable                               | 1,798,414,632.65    | 991,342,805.91               | 81.41%  | Increase in unpaid corporate income tax  |  |
| Other payables                              | 2,227,367,991.23    | 1,568,744,599.94             | 41.98%  | Increase in accrued expenses and unpaid dividends payable  |  |
| Non-current liabilities due within one year | 207,812,149.40      | 86,123,154.06                | 141.30% | Increase in long-term loans due within one year  |  |



| Other current liabilities       | 1,817,675,879.67 | 913,534,538.26 | 98.97%  | The Company issued 1 billion RMB of<br>short-term commercial paper during the<br>current reporting period       |
|---------------------------------|------------------|----------------|---------|---|
| Deferred income tax liabilities | 95,017,852.70    | 51,088,103.96  | 85.99%  | Increased taxable temporary differences such as accelerated depreciation  |
| Other comprehensive income      | -88,048,825.29   | -53,541,146.99 | -64.45% | Exchange rate fluctuations caused a<br>decrease in the conversion differences<br>of foreign currency statements |

# **1.2 Explanation for variations in income statement items**

| Item                             | 2020 Q1~Q3 (RMB) | 2019 Q1~Q3 (RMB) | YoY Change<br>(%) | Note of changes  |
|----------------------------------|------------------|------------------|-------------------|--|
| Financial expense                | 154,708,009.70   | -626,571,624.15  | 124.69%           | Increase in foreign exchange losses subject to exchange rate fluctuations.               |
| Investment Income                | 124,741,116.75   | 29,551,998.27    | 322.11%           | Increase in investment dividends   |
| Gains from changes in fair value | 40,458,673.51    | 11,214,933.39    | 260.76%           | Increase in gains from changes in<br>fair value of other non-current<br>financial assets |
| Asset impairment loss            | -260,366,239.98  | -149,483,833.80  | 74.18%            | Increase in provision for impairment of inventory  |

# 1.3 Explanation for variations in cash flow statement items

| Item                                     | 2020 Q1~Q3 (RMB)  | 2019 Q1~Q3 (RMB)  | YoY<br>Change (%) | Note of changes  |
|--|-------------------|-------------------|-------------------|--|
| Net cash flows from operating activities | 5,534,617,992.83  | 124,315,235.40    | 4352.08%          | Mainly the increase in sales<br>collection for the current reporting<br>period                             |
| Net cash flows from investing activities | -1,803,764,753.48 | -1,257,968,335.26 | -43.39%           | Increase in external equity<br>investment and long-term asset<br>purchase and construction<br>expenditures |

# 2. Progress and influence of significant events, analysis and explanation of corresponding solutions.

 $\sqrt{\text{Applicable}}$   $\square$  Inapplicable

On July 24<sup>th</sup> 2020, the 18<sup>th</sup> meeting of the fourth board of directors of the Company reviewed and approved the *Proposal on Transfer of Part of Assets to the Company's Holding Subsidiary of Innovative Business*", agreeing to the Company to transfer the



asset group of the thermal imaging division of Hikvision at a consideration of RMB 801.14 million (excluding tax) to Hangzhou Hikmicro Sensing Technology Co., Ltd., a holding subsidiary of innovative business. The above transfer was completed in July 2020.

On May 23<sup>th</sup> 2020, the Company disclosed the *Announcement on the pre-disclosure of Shareholding Reduction* (No. 2020-034): The shareholder, Gong Hongjia, who holds 1,255,056,700 shares of the Company (accounting for 13.43% of the Company's total share capital) plans to reduce his holdings of the Company's shares, not exceeding 2% of the Company's total share capital, within six months after 15 trading days from the date of the announcement. On September 3<sup>rd</sup> 2020, the Company received the *Gong Hongjia's Notification Letter on the Completion of the Implementation of the Share Reduction Plan* issued by shareholder Gong Hongjia. Gong Hongjia reduced his holdings of the Company's shares by a total of 93,448,486 shares (accounting for 1.00% of the current Company's total share capital) through bidding transactions. The implementation of the reduction plan is completed, and the remaining shares of the reduction plan will no longer be reduced through bidding transactions. For details, please refer to the *Announcement on Share Reduction by Shareholders* (No. 2020-050) disclosed by the Company on September 4<sup>th</sup> 2020.

| Overview of significant events   | Disclosure Date                | Temporary public disclosure website index |  |  |
|--|--------------------------------|---|--|--|
| Proposal on Transfer of Part of Assets to the Company's Holding<br>Subsidiary of Innovative Business | July 25 <sup>th</sup> 2020     | www.cninfo.com.cn                         |  |  |
| Announcement on Share Reduction by Shareholders  | September 4 <sup>th</sup> 2020 | www.cninfo.com.cn                         |  |  |

Implementation progress of share repurchase

 $\Box$  Applicable  $\sqrt{$  Inapplicable

Progress in the implementation of the reduction of repurchased shares by means of centralized bidding  $\Box$  Applicable  $\sqrt{$  Inapplicable

# **3.** Unfulfilled and overdue commitments from the related committed parties such as the Company's actual controller, shareholders, related parties, acquirer(s), and the Company during the reporting period

□Applicable √Inapplicable No such case during the reporting period.

# 4. Financial asset investment

### 1. Securities investment

□Applicable √Inapplicable

### 2. Details in derivatives investment

# √Applicable □Inapplicable

| Name of<br>derivative<br>investment<br>operator                                | Relation-<br>ship                   | Whether<br>related<br>transaction<br>exists | Types of<br>derivatives<br>investment | Initial investment<br>amount of<br>derivatives<br>investment   | Start Date  | Expiration<br>date               | Initial<br>investment<br>amount | Purchase amount<br>during the<br>current reporting<br>period | during the current | Amount of<br>impairment<br>provision (if<br>any) | Closing<br>investment<br>amount | The proportion of the<br>closing investment<br>amount to the Company's<br>net assets at the end of the<br>reporting period | during the |
|--|-------------------------------------|---|---------------------------------------|--|---|----------------------------------|---------------------------------|--|--------------------|--|---------------------------------|--|------------|
| Commercial<br>bank   | No                                  | No  | Foreign<br>exchange<br>contract       | 98,489.32  | December<br>5 <sup>th</sup> 2019  | November<br>3 <sup>rd</sup> 2020 | 98,489.32                       | 151,174.96   | -                  | -  | 20,152.37                       | 0.42%  | -314.59    |
| Total  |                                     |   |                                       | 98,489.32  |   |                                  | 98,489.32                       | 151,174.96   | -                  | -  | 20,152.37                       | 0.42%  | -314.59    |
| Source of funds for derivatives investments                                    |                                     |   | Own capital                           |  |   |                                  |                                 |  |                    |  |                                 |  |            |
| Litigation involve   | Litigation involved (if applicable) |   |                                       |  | Not applicable  |                                  |                                 |  |                    |  |                                 |  |            |
| Disclosure date o<br>derivatives invest  |                                     |   | ouncement for t                       | ne approval of   | April 20 <sup>th</sup> 2019 / December 25 <sup>th</sup> 2019  |                                  |                                 |  |                    |  |                                 |  |            |
| Disclosure date o approval of deriva   |                                     |   | hareholders me                        | eting for the  | May 16 <sup>th</sup> 2020   |                                  |                                 |  |                    |  |                                 |  |            |
| Risk analysis and  | control mea                         | asures for deriva                           | tives holdings of                     | luring the   | For specific information on risk analysis and control measures, please refer to the Announcement on Conducting Foreign Exchange Hedging                 |                                  |                                 |  |                    |  |                                 |  |            |
| 1 01   | , U                                 |   | market risk, liq                      | uidity risk, credit  | Transactions in 2019 (Announcement No. 2019-021) disclosed by the Company on April 20th 2019 and Announcement on the Implementation of                  |                                  |                                 |  |                    |  |                                 |  |            |
| risk, operational r  | risk, legal ris                     | sk, etc.)                                   |                                       |  | Foreign Exchange Hedging Transactions in 2020 (Announcement No. 2019-065) disclosed on December 25th 2019.  |                                  |                                 |  |                    |  |                                 |  |            |
| Changes in market prices or product fair values of invested derivatives during |                                     |   |                                       | The Company's accounting for the fair value of derivatives is mainly for the unexpired contracts of forward foreign exchange settlement and sale |   |                                  |                                 |  |                    |  |                                 |  |            |
| the reporting period. The analysis of the fair value of derivatives should     |                                     |   |                                       | transactions signed by the Company and banks during the reporting period. Based on the difference between the quotation of the unexpired forward |   |                                  |                                 |  |                    |  |                                 |  |            |
| disclose the speci   | fic methods                         | used and relate                             | d assumptions a                       | ·  | foreign exchange settlement and sale contract at the end of the period and the forward foreign exchange price, the held-for-trading financial assets or |                                  |                                 |  |                    |  |                                 |  |            |
| settings   |                                     |   |                                       | held-for-trading financial liabilities are recognized.   |   |                                  |                                 |  |                    |  |                                 |  |            |

Unit: 0,000 RMB

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| Explanation of whether the Company's derivatives accounting policies and specific accounting principles have changed significantly during the reporting | Not applicable |
|---|----------------|
| period compared with the previous reporting period  |                |
| Independent directors' specific opinions on the Company's derivatives investment and risk control   | Not applicable |

# 5. Progress of investment projects with raised funds

 $\Box$ Applicable  $\sqrt{Inapplicable}$ 

# 6. Guidance on the Company's 2020 full year operational results.

 $\Box$ Applicable  $\sqrt{Inapplicable}$ 

# 7. Major contracts for daily operations

 $\Box$ Applicable  $\sqrt{Inapplicable}$ 

Significant differences between the progress of a major contract and the contract agreement and affect more than 30% of the contract amount.

□Applicable √Inapplicable

# 8. Entrusted financial management

□Applicable √ Inapplicable No such case during the current reporting period.

# 9. Illegal provision of guarantees for external parties

 $\Box$  Applicable  $\sqrt{$  Inapplicable No such case in the reporting period.



# 10. The Company's funds used by the controlling shareholder or its related parties for nonoperating purposes

□ Applicable √ Inapplicable
 No such case in the reporting period.

# 11. Schedule for the reception activities including research, communication and interviews during the reporting period

 $\sqrt{\text{Applicable}}$   $\square$  Inapplicable

## 11.1 Reception of research activities during 2020 Q3

| Time of reception   | Location                                 | Method of reception                          | Type of reception<br>object | Index of basic situation of the research activities  |
|---|--|--|-----------------------------|--|
| July 25 <sup>th</sup> 2020  | Corporate Headquarter conference room    | investors;                                   |                             | CNINF, Investor Relations Activity Record: July $25^{TH} 2020$   |
| From July 27 <sup>th</sup> 2020 to<br>August 10 <sup>th</sup> 2020        | Corporate Headquarter<br>conference room | On-site Research and telephone communication | Institutional investors     | CNINF, Investor Relations Activity Record: From<br>July 27th 2020 to August 10 <sup>th</sup> 2020                    |
| From August 11 <sup>th</sup> 2020 to<br>August 21 <sup>st</sup> 2020      | Corporate Headquarter<br>conference room | On-site Research and telephone communication | Institutional investors     | CNINF, Investor Relations Activity Record: From<br>August 11 <sup>th</sup> 2020 to August 21 <sup>st</sup> 2020      |
| From August 24 <sup>th</sup> 2020 to<br>September 4 <sup>th</sup> 2020    | Corporate Headquarter<br>conference room | On-site Research and telephone communication | Institutional investors     | CNINF, Investor Relations Activity Record: From<br>August 24 <sup>th</sup> 2020 to September 4 <sup>th</sup> 2020    |
| From September 7 <sup>th</sup> 2020<br>to September 25 <sup>th</sup> 2020 | Corporate Headquarter<br>conference room | On-site Research and telephone communication | Institutional investors     | CNINF, Investor Relations Activity Record: From<br>September 7 <sup>th</sup> 2020 to September 25 <sup>th</sup> 2020 |

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# 11.2 Participation of conferences for investor relationship activities during 2020 Q3

| Time of conference | Location               | Conference Name   | Type of reception<br>object | Method of reception   |
|--------------------|------------------------|---|-----------------------------|---|
| July 2020          | Virtual<br>Conference  | Europe Virtual NDR-via CICC   | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | Hongkong Virtual NDR-via Bernstein                                    | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | Hongkong Virtual NDR-via Jefferies                                    | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | U.S.A Virtual NDR- via Jefferies                                      | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Shanghai               | NDR-via Guangfa Securities  | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Shenzhen,<br>Guangzhou | NDR-via Shenwan Hongyuan<br>Securities                                | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | Europe and U.S.A. NDR-via<br>Bernstein                                | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Beijing                | NDR-via CITIC Securities  | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | Nomura Virtual China Investor<br>Forum 2020                           | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | UBS 2020 China A-Share Virtual<br>Conference                          | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| August 2020        | Virtual<br>Conference  | Goldman Sachs China A-Share<br>Conference                             | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| September<br>2020  | Virtual<br>Conference  | Huachuang Securities 2020 Autumn<br>Conference                        | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| September<br>2020  | Virtual<br>Conference  | Morgan Stanley Virtual Asia TMT<br>Conference                         | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| September<br>2020  | Virtual<br>Conference  | 21st Credit Suisse<br>Asian Technology Conference (virtual<br>event)  | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| September<br>2020  | Virtual<br>Conference  | The 27 <sup>th</sup> CITIC Securities-CLSA<br>Flagship Investor Forum | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| September<br>2020  | Virtual<br>Conference  | Jefferies Inaugural Jefferies Asia<br>Forum                           | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |
| September 2020     | Virtual<br>Conference  | Bernstein 17th Annual Pan European<br>Strategic Decisions Conference  | All kinds of investors      | One-on-One, One-on-multi, small group<br>Meetings, and etc. |



# 11.3 Investor relations activity statistics during 2020 Q3

| Number of daily research received (On-site and telephone conference, times) | 89    |
|---|-------|
| Number of institutional investors received (ppl)                            | 1,094 |
| Number of individual investors received (ppl)                               | 17    |
| Number of investor relations conference participated                        | 17    |



# **Section IV Financial Reports**

# 4.1 Financial Reports

# 1. Consolidated Balance Sheet

# September 30<sup>th</sup> 2020

|  |                                 | Unit: RMB                      |
|--|---------------------------------|--------------------------------|
| Item                                   | September 30 <sup>th</sup> 2020 | December 31 <sup>st</sup> 2019 |
| Current Assets:                        |                                 |                                |
| Cash and bank balances                 | 26,724,024,164.26               | 27,071,948,919.78              |
| Held-for-trading financial assets      | 3,699,122.53                    | 181.76                         |
| Notes receivable                       | 1,011,138,678.03                | 973,236,789.02                 |
| Accounts receivable                    | 23,081,153,716.66               | 21,307,927,200.28              |
| Receivables for financing              | 1,401,626,436.20                | 1,257,385,053.02               |
| Prepayments                            | 353,652,040.44                  | 309,685,733.32                 |
| Other receivables                      | 487,082,928.46                  | 555,246,545.48                 |
| Inventories                            | 11,152,999,292.02               | 11,267,986,843.11              |
| Contract assets                        | 126,490,278.41                  | -                              |
| Non-current assets due within one year | 1,036,003,483.96                | 528,469,701.75                 |
| Other current assets                   | 709,905,750.73                  | 754,456,821.72                 |
| Total Current Assets                   | 66,087,775,891.70               | 64,026,343,789.24              |
| Non-current Assets:                    |                                 |                                |
| Long-term receivables                  | 1,975,160,938.45                | 1,382,536,761.22               |
| Long-term equity investment            | 521,779,447.88                  | 252,165,321.49                 |
| Other non-current financial assets     | 458,565,043.51                  | 312,398,267.44                 |
| Fixed assets                           | 5,949,833,303.19                | 5,791,218,720.87               |
| Construction in progress               | 1,248,463,158.58                | 631,555,479.06                 |
| Intangible assets                      | 1,180,714,269.67                | 1,046,122,507.64               |
| Goodwill                               | 270,239,159.35                  | 273,611,961.96                 |
| Long-term deferred expenses            | 95,363,789.29                   | 87,611,490.75                  |
| Deferred tax assets                    | 885,952,578.83                  | 688,849,263.70                 |
| Other non-current assets               | 542,886,697.82                  | 865,586,676.92                 |
| Total Non-current Assets               | 13,128,958,386.57               | 11,331,656,451.05              |
| Total Assets                           | 79,216,734,278.27               | 75,358,000,240.29              |
| Current Liabilities:                   |                                 |                                |
| Short-term borrowings                  | 4,339,565,033.35                | 2,640,082,485.15               |
| Held-for-trading financial liabilities | 7,004.35                        | 652,428.18                     |
| Notes payable                          | 610,407,561.05                  | 1,239,584,016.70               |
| Accounts payable                       | 9,818,653,069.71                | 12,700,075,307.70              |
| Contract Liabilities                   | 1,352,215,377.01                | -                              |



| Item  | September 30 <sup>th</sup> 2020 | December 31 <sup>st</sup> 2019 |
|---|---------------------------------|--------------------------------|
| Receipts in advance                                       |                                 | 1,020,989,460.61               |
| Payroll payable   | 2,235,616,280.86                | 2,359,674,640.12               |
| Taxes payable   | 1,798,414,632.65                | 991,342,805.91                 |
| Other payables  | 2,227,367,991.23                | 1,568,744,599.94               |
| Including : Interests payable                             |                                 |                                |
| Dividends payable   | 205,898,523.84                  | 108,129,385.24                 |
| Non-current liabilities due within one year               | 207,812,149.40                  | 86,123,154.06                  |
| Other current liabilities                                 | 1,817,675,879.67                | 913,534,538.26                 |
| Total Current Liabilities                                 | 24,407,734,979.28               | 23,520,803,436.63              |
| Non-current Liabilities:                                  |                                 |                                |
| Long-term borrowings                                      | 4,797,581,206.34                | 4,604,168,571.43               |
| Long-term payables  | 49,212,312.82                   | 50,181,416.72                  |
| Provisions  | 85,303,772.07                   | 90,570,669.01                  |
| Deferred income   | 192,809,629.77                  | 333,589,831.30                 |
| Deferred tax liabilities                                  | 95,017,852.70                   | 51,088,103.96                  |
| Other non-current liabilities                             | 1,234,739,326.10                | 1,234,739,326.10               |
| Total non-current liabilities                             | 6,454,664,099.80                | 6,364,337,918.52               |
| Total liabilities   | 30,862,399,079.08               | 29,885,141,355.15              |
| Owners' Equity  |                                 |                                |
| Share capital   | 9,345,010,696.00                | 9,345,010,696.00               |
| Capital reserves  | 5,058,308,870.67                | 4,126,943,698.96               |
| Less: Treasury shares                                     | 2,046,939,271.56                | 2,148,273,864.36               |
| Other comprehensive income                                | (88,048,825.29)                 | (53,541,146.99)                |
| Surplus reserves  | 4,672,505,348.00                | 4,672,505,348.00               |
| Retained earnings   | 30,859,948,589.38               | 28,961,389,145.22              |
| Total owners' equity attributable to owner of the Company | 47,800,785,407.20               | 44,904,033,876.83              |
| Minority equity   | 553,549,791.99                  | 568,825,008.31                 |
| Total owners' equity                                      | 48,354,335,199.19               | 45,472,858,885.14              |
| Total liabilities and owners' equity                      | 79,216,734,278.27               | 75,358,000,240.29              |

Person in Charge of Accounting Institution: Zhan Junhua

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# 2. Balance Sheet of the Parent Company

| Item                                   | September 30 <sup>th</sup> 2020 | December 31 <sup>st</sup> 2019 |
|--|---------------------------------|--------------------------------|
| Current Assets:                        |                                 |                                |
| Cash and bank balances                 | 18,431,399,544.71               | 16,851,590,525.05              |
| Notes receivable                       | 122,418,086.27                  | 149,703,073.98                 |
| Accounts receivable                    | 29,999,914,461.83               | 25,107,965,925.08              |
| Receivables for financing              | 97,128,786.70                   | 84,839,695.67                  |
| Prepayments                            | 177,688,053.30                  | 160,688,588.99                 |
| Other receivables                      | 1,525,238,871.47                | 921,275,388.15                 |
| Including: Interests receivable        |                                 |                                |
| Dividends receivable                   | -                               | 2,550,000.00                   |
| Inventories                            | 221,715,239.78                  | 171,243,815.97                 |
| Contract assets                        | 5,484,332.44                    | -                              |
| Non-current assets due within one year | 94,087,854.60                   | 4,513,795.81                   |
| Other current assets                   | 21,460,416.80                   | 23,117,398.50                  |
| Total Current Assets                   | 50,696,535,647.90               | 43,474,938,207.20              |
| Non-current Assets:                    |                                 |                                |
| Long-term receivables                  | 68,593,256.43                   | 681,568.43                     |
| Long-term equity investment            | 6,044,491,821.20                | 5,074,018,030.44               |
| Other non-current financial assets     | 455,670,823.51                  | 309,504,047.44                 |
| Fixed assets                           | 2,806,275,072.45                | 2,831,295,145.61               |
| Construction in progress               | 344,069,153.59                  | 153,416,054.28                 |
| Intangible assets                      | 165,825,318.15                  | 188,362,883.75                 |
| Long-term deferred expenses            | 44,329,900.69                   | 34,199,446.06                  |
| Deferred tax assets                    | 176,930,540.34                  | 126,357,792.34                 |
| Other non-current assets               | 18,749,006.23                   | 21,619,464.07                  |
| Total Non-current Assets               | 10,124,934,892.59               | 8,739,454,432.42               |
| Total Assets                           | 60,821,470,540.49               | 52,214,392,639.62              |
| Current Liabilities:                   |                                 |                                |
| Short-term borrowings                  | 3,482,751,236.09                | 2,001,781,388.89               |
| Accounts payable                       | 449,065,134.95                  | 450,983,270.08                 |
| Contract liabilities                   | 318,991,129.74                  | -                              |
| Receipts in advance                    |                                 | 227,242,328.23                 |

Unit: RMB



| Item  | September 30 <sup>th</sup> 2020 | December 31st 2019 |
|---|---------------------------------|--------------------|
| Payroll payable                             | 1,424,975,531.91                | 1,564,304,003.49   |
| Taxes payable                               | 1,519,649,694.85                | 796,890,945.83     |
| Other payables                              | 2,258,051,626.19                | 533,325,191.05     |
| Including : Interests payable               |                                 |                    |
| Dividends payable                           | 205,898,523.84                  | 105,679,385.24     |
| Non-current liabilities due within one year | 4,445,607.82                    | 9,539,251.98       |
| Other current liabilities                   | 1,817,675,879.77                | 913,534,538.26     |
| Total Current Liabilities                   | 11,275,605,841.32               | 6,497,600,917.81   |
| Non-current Liabilities:                    |                                 |                    |
| Long-term borrowings                        | 3,197,640,000.00                | 3,126,200,000.00   |
| Provisions                                  | 51,992,619.07                   | 62,863,096.83      |
| Deferred Income                             | 123,060,667.94                  | 162,018,728.45     |
| Other non-current liabilities               | 1,234,739,326.10                | 1,234,739,326.10   |
| Total non-current liabilities               | 4,607,432,613.11                | 4,585,821,151.38   |
| Total liabilities                           | 15,883,038,454.43               | 11,083,422,069.19  |
| Owners' Equity                              |                                 |                    |
| Share capital                               | 9,345,010,696.00                | 9,345,010,696.00   |
| Capital reserves                            | 4,665,997,632.43                | 4,064,833,739.52   |
| Less: Treasury shares                       | 2,046,939,271.56                | 2,148,273,864.36   |
| Surplus reserves                            | 4,672,505,348.00                | 4,672,505,348.00   |
| Retained earnings                           | 28,301,857,681.19               | 25,196,894,651.27  |
| Total owners' equity                        | 44,938,432,086.06               | 41,130,970,570.43  |
| Total liabilities and owners' equity        | 60,821,470,540.49               | 52,214,392,639.62  |

Legal Representative: Chen Zongnian Person in Charge of the Accounting work: Jin Yan Person in Charge of Accounting Institution: Zhan Junhua



# 3. Consolidated Income Statement

|  |                   | Unit: RME         |
|--|-------------------|-------------------|
| Item   | 2020 Q3           | 2019 Q3           |
| I. Total operating income  | 17,750,035,645.86 | 15,915,642,804.35 |
| II. Total operating costs  | 14,236,690,054.68 | 11,986,336,953.81 |
| Including: Total operating costs   | 9,777,113,666.40  | 8,496,804,444.94  |
| Business taxes and surcharges  | 115,971,298.33    | 96,963,076.85     |
| Selling expenses   | 1,813,548,049.93  | 1,940,139,966.75  |
| Administrative expenses  | 470,051,489.24    | 446,580,701.06    |
| Research and Development (R&D) expenses  | 1,677,325,334.35  | 1,502,476,961.10  |
| Financial expenses   | 382,680,216.43    | (496,628,196.89)  |
| Including: Interest expenses   | 54,235,983.98     | 74,410,747.56     |
| Interest income  | 157,417,761.75    | 161,426,059.65    |
| Add: Other Income  | 695,122,842.24    | 580,970,230.04    |
| Investment income (loss)   | (25,478,592.81)   | 8,327,642.30      |
| Including: Investment gains (losses) in associated enterprise and joint-venture enterprise | (13,390,249.40)   | 5,825,385.04      |
| Gains from changes in fair values  | 60,895,110.47     | 9,348,538.93      |
| Credit impairment losses ("-")   | (56,336,117.60)   | (144,256,060.56)  |
| Impairment losses ("-") of assets  | (94,972,081.65)   | (69,340,091.15)   |
| Asset disposal income  | 283,087.18        | 389,512.37        |
| III. Operating profit  | 4,092,859,839.01  | 4,314,745,622.47  |
| Add: Non-operating income  | 19,780,669.56     | 20,153,328.90     |
| Less: Non-operating expenses   | 5,510,143.35      | 3,644,173.04      |
| IV. Total profit   | 4,107,130,365.22  | 4,331,254,778.33  |
| Less: Income tax expenses  | 196,804,188.85    | 460,924,198.11    |
| V. Net profit  | 3,910,326,176.37  | 3,870,330,580.22  |
| 5.1 Classification by operation continuity   |                   |                   |
| (a) Net profit on continuous operation   | 3,910,326,176.37  | 3,870,330,580.22  |
| 5.2 Classification by attribution of ownership   |                   |                   |
| (a) Profit or loss attributable to minority shareholders                                   | 95,347,530.60     | 59,751,625.33     |
| (b) Net profit attributable to owners of parent company                                    | 3,814,978,645.77  | 3,810,578,954.89  |
| VI. Other comprehensive income, net of income tax  | (9,595,165.08)    | (5,267,606.68)    |
| Other comprehensive income attributable to owners of the<br>Company, net of tax            | (10,024,762.83)   | (5,162,206.61)    |
| (I) Items that will not be reclassified subsequently to profit or loss                     |                   |                   |



| Item   | 2020 Q3          | 2019 Q3          |
|--|------------------|------------------|
| (II) Other comprehensive income to be reclassified to profit or loss in subsequent periods           | (10,024,762.83)  | (5,162,206.61)   |
| Exchange differences arising on conversion of financial statements denominated in foreign currencies | (10,024,762.83)  | (6,527,620.17)   |
| Gains and losses from changes in fair value of other current assets                                  |                  | 1,365,413.56     |
| Other comprehensive income attributable to minority interests, net of tax                            | 429,597.75       | (105,400.07)     |
| VII. Total comprehensive income  | 3,900,731,011.29 | 3,865,062,973.54 |
| Total comprehensive income attributable to owners of the parent company                              | 3,804,953,882.94 | 3,805,416,748.28 |
| Total comprehensive income attributable to minority shareholders                                     | 95,777,128.35    | 59,646,225.26    |
| VIII. Earnings per share   |                  |                  |
| (I) Basic earnings per share   | 0.405            | 0.400            |
| (II) Diluted earnings per share  | 0.405            | 0.400            |

Person in Charge of Accounting Institution: Zhan Junhua

# 4. Income Statement of the Parent Company

Unit: RMB

|   |                  | Uliit. KiviB     |
|---|------------------|------------------|
| Item  | 2020 Q3          | 2019 Q3          |
| I. Total operating income   | 7,511,924,308.00 | 6,920,272,660.94 |
| Less: Total operating Cost  | 1,956,223,390.19 | 2,180,260,453.52 |
| Business taxes and surcharges   | 84,476,812.68    | 67,760,722.14    |
| Selling expenses  | 628,836,225.71   | 852,081,852.19   |
| Administrative expenses   | 202,054,745.57   | 184,623,515.65   |
| Research and Development (R&D) expenses   | 1,067,748,117.12 | 1,095,442,523.12 |
| Financial expenses  | (37,892,562.70)  | (361,435,536.59) |
| Including : Interest expenses   | 8,885,004.93     | 6,808,200.57     |
| Interest income   | 110,979,371.45   | 124,514,655.05   |
| Add: Other income   | 553,775,426.53   | 434,811,042.75   |
| Investment income   | 793,888,185.71   | 2,102,615.50     |
| Including: Investment gain (loss) in associated enterprise and joint-venture enterprise | (8,930,255.92)   | 2,102,615.50     |
| Gains from changes in fair values   | 49,112,093.33    | 10,635,547.81    |
| Credit impairment losses ("-")  | (11,379,036.94)  | (30,515,452.66)  |
| Impairment losses ("-") of assets   | 500,808.24       | 1,753,720.58     |
| Asset disposal income   | 7,882.27         | 10,098.01        |
| II. Operating profit  | 4,996,382,938.57 | 3,320,336,702.90 |
| Add: Non-operating income   | 3,145,560.28     | 4,577,655.07     |
|   |                  |                  |



| Item   | 2020 Q3          | 2019 Q3          |
|--|------------------|------------------|
| Less: Non-operating expenses   | 2,846,523.76     | 1,684,190.05     |
| III. Total profit  | 4,996,681,975.09 | 3,323,230,167.92 |
| Less: Income tax expenses  | 293,424,076.90   | 151,477,969.94   |
| IV. Net profit   | 4,703,257,898.19 | 3,171,752,197.98 |
| (a) Net profit on continuous operation   | 4,703,257,898.19 | 3,171,752,197.98 |
| V. Other comprehensive income, net of income tax   |                  | (1,937,862.58)   |
| (I) Items that will not be reclassified subsequently to profit or loss                     |                  |                  |
| (II) Other comprehensive income to be reclassified to profit or loss in subsequent periods |                  | (1,937,862.58)   |
| Gains and losses from changes in fair value of other current assets                        |                  | (1,937,862.58)   |
| VI. Total comprehensive income   | 4,703,257,898.19 | 3,169,814,335.40 |

Person in Charge of Accounting Institution: Zhan Junhua

# 5. Consolidated Income Statement from January 1st 2020 to September 30th 2020

|  |                   | Unit: RMB         |
|--|-------------------|-------------------|
| Item   | 2020 Q1-Q3        | 2019 Q1-Q3        |
| I. Total operating income  | 42,021,194,889.62 | 39,838,916,228.85 |
| II. Total operating costs  | 33,719,184,646.63 | 31,313,618,168.78 |
| Including: Total operating costs   | 21,970,833,611.78 | 21,337,310,778.62 |
| Business taxes and surcharges  | 284,043,463.58    | 264,510,982.77    |
| Selling expenses   | 5,233,839,568.35  | 5,153,400,075.91  |
| Administrative expenses  | 1,335,010,979.18  | 1,177,690,944.82  |
| Research and Development (R&D) expenses  | 4,740,749,014.04  | 4,007,277,010.81  |
| Financial expenses   | 154,708,009.70    | (626,571,624.15)  |
| Including: Interest expenses   | 148,373,068.03    | 167,413,125.18    |
| Interest income  | 464,390,827.93    | 454,438,589.00    |
| Add: Other Income  | 1,689,901,236.39  | 1,303,536,451.58  |
| Investment income  | 124,741,116.75    | 29,551,998.27     |
| Including: Investment gains (losses) in<br>associated enterprise and joint-venture<br>enterprise | (22,332,967.09)   | 1,610,229.42      |
| Gains from changes in fair values  | 40,458,673.51     | 11,214,933.39     |
| Credit impairment losses ("-")   | (209,108,587.37)  | (278,782,493.13)  |
| Impairment losses ("-") of assets  | (260,366,239.98)  | (149,483,833.80)  |
| Asset disposal income  | 304,642.17        | 1,199,556.27      |



| Item  | 2020 Q1-Q3       | 2019 Q1-Q3       |
|---|------------------|------------------|
| III. Operating profit   | 9,687,941,084.46 | 9,442,534,672.65 |
| Add: Non-operating income   | 51,501,876.64    | 58,460,407.50    |
| Less: Non-operating expenses  | 12,888,908.91    | 12,058,354.95    |
| IV. Total profit  | 9,726,554,052.19 | 9,488,936,725.20 |
| Less: Income tax expenses   | 1,149,356,334.82 | 1,394,844,854.79 |
| V. Net profit   | 8,577,197,717.37 | 8,094,091,870.41 |
| 5.1 Classification by operation continuity  |                  |                  |
| (a) Net profit on continuous operation  | 8,577,197,717.37 | 8,094,091,870.41 |
| 5.2 Classification by attribution of ownership  |                  |                  |
| (a) Profit or loss attributable to minority shareholders  | 138,246,240.73   | 66,757,705.28    |
| (b) Net profit attributable to owners of parent company   | 8,438,951,476.64 | 8,027,334,165.13 |
| VI. Other comprehensive income, net of income tax   | (36,391,343.45)  | 224,061.25       |
| Other comprehensive income attributable to owners of<br>the parent company, net of tax<br>(I) Items that will not be reclassified subsequently to | (34,507,678.30)  | (239,399.77)     |
| profit or loss         (II) Other comprehensive income to be reclassified to         profit or loss in subsequent periods                         | (34,507,678.30)  | (239,399.77)     |
| 1.Exchange differences arising on conversion of<br>financial statements denominated in foreign currencies   | (34,507,678.30)  | (15,729,788.42)  |
| 2.Gains and losses from changes in fair value of other current assets   |                  | 15,490,388.65    |
| Other comprehensive income attributable to minority interests, net of tax   | (1,883,665.15)   | 463,461.02       |
| VII. Total comprehensive income   | 8,540,806,373.92 | 8,094,315,931.66 |
| Total comprehensive income attributable to owners of<br>the parent company  | 8,404,443,798.34 | 8,027,094,765.36 |
| Total comprehensive income attributable to minority shareholders  | 136,362,575.58   | 67,221,166.30    |
| VIII. Earnings per share  |                  |                  |
| (I) Basic earnings per share  | 0.909            | 0.860            |
| (II) Diluted earnings per share   | 0.909            | 0.860            |

Person in Charge of Accounting Institution: Zhan Junhua

# 6. Income Statement of the Parent Company from January 1st 2020 to September 30th 2020

Unit: RMB

| Item                          | 2020 Q1-Q3        | 2019 Q1-Q3        |  |
|-------------------------------|-------------------|-------------------|--|
| I. Total operating income     | 19,096,192,393.23 | 17,354,516,639.53 |  |
| Less: Total operating Cost    | 4,878,230,387.67  | 5,260,041,102.44  |  |
| Business taxes and surcharges | 212,000,163.18    | 179,363,153.88    |  |



| Item  | 2020 Q1-Q3        | 2019 Q1-Q3                       |
|---|-------------------|----------------------------------|
| Selling expenses  | 2,007,406,390.91  | 2,352,469,006.14                 |
| Administrative expenses   | 584,100,618.17    | 531,467,438.33                   |
| Research and Development (R&D)<br>expenses  | 3,258,134,217.35  | 2,875,427,888.71                 |
| Financial expenses  | (238,495,703.61)  | (436,020,048.92)                 |
| Including : Interest expenses   | 22,674,749.11     | 49,350,390.76                    |
| Interest income   | 326,480,965.28    | 392,680,476.99                   |
| Add: Other income   | 1,351,019,789.13  | 1,070,578,767.20                 |
| Investment income   | 986,594,188.91    | 19,153,543.65                    |
| Including: Investment loss in<br>associated enterprise and joint-<br>venture enterprise   | (12,559,206.81)   | (772,376.22)                     |
| Gains from changes in fair values   | 36,094,761.07     | 12,788,786.31                    |
| Credit impairment losses ("-")  | (26,484,698.83)   | 622,905,019.26                   |
| Impairment losses ("-") of assets   | 1,595,892.90      | 51,323,003.42                    |
| Asset disposal income   | 10,746.11         | 191,846.66                       |
| II. Operating profit  | 10,743,646,998.85 | 8,368,709,065.45                 |
| Add: Non-operating income   | 11,895,468.93     | 12,793,513.71                    |
| Less: Non-operating expenses  | 4,114,046.66      | 6,921,272.37                     |
| III. Total profit   | 10,751,428,421.12 | 8,374,581,306.79                 |
| Less: Income tax expenses   | 1,106,073,358.20  | 997,044,554.62                   |
| IV. Net profit  | 9,645,355,062.92  | 7,377,536,752.17                 |
| (a) Net profit on continuous operation  | 9,645,355,062.92  | 7,377,536,752.17                 |
| V. Other comprehensive income, net of income<br>tax<br>(I) Items that will not be reclassified<br>subsequently to profit or loss                  |                   | (774,633.17)                     |
| (II) Other comprehensive income to be<br>reclassified to profit or loss in subsequent periods<br>1.Gains and losses from changes in fair value of |                   | (774,633.17)                     |
| other current assets VI. Total comprehensive income   | 9,645,355,062.92  | (774,633.17)<br>7,376,762,119.00 |

Person in Charge of Accounting Institution: Zhan Junhua



# 7. Consolidated Cash Flow Statement from January 1st 2020 to September 30th 2020

|   |                    | Unit: RMB          |
|---|--------------------|--------------------|
| Item  | 2020 Q1-Q3         | 2019 Q1-Q3         |
| I. Cash flows from operating activities:  |                    |                    |
| Cash received from sale of goods or rendering of services   | 44,732,201,357.96  | 39,797,920,691.39  |
| Receipts of tax refunds   | 2,519,486,353.29   | 2,205,856,683.57   |
| Other cash receipts relating to operating activities  | 1,120,966,888.55   | 1,108,671,779.38   |
| Sub-total of cash inflows from operating activities   | 48,372,654,599.80  | 43,112,449,154.34  |
| Cash payments for goods purchased and services received   | 28,365,300,528.80  | 29,259,780,105.41  |
| Cash paid to and on behalf of employees   | 7,786,708,739.25   | 6,690,990,896.32   |
| Payments of various types of taxes  | 3,516,698,560.06   | 3,748,604,004.24   |
| Other cash payments relating to operating activities  | 3,169,328,778.86   | 3,288,758,912.97   |
| Sub-total of cash outflows from operating activities  | 42,838,036,606.97  | 42,988,133,918.94  |
| Net Cash flows from Operating Activities  | 5,534,617,992.83   | 124,315,235.40     |
| II. Cash flows from Investing Activities:   |                    |                    |
| Cash receipts from recovery of investments  | 1,436,901,231.06   |                    |
| Cash receipts from investment income  | 151,548,143.79     | 10,579,222.38      |
| Net cash receipts from disposals of fixed assets,<br>intangible assets and other long-term assets | 21,360,710.88      | 56,062,267.50      |
| Other cash receipts relating to investing activities  | 24,102,324.29      | 18,166,664.71      |
| Sub-total of cash inflows from investing activities   | 1,633,912,410.02   | 84,808,154.59      |
| Cash payments to acquire or construct fixed assets, intangible assets and other long-term assets  | 1,605,697,549.12   | 1,274,540,687.78   |
| Cash paid to acquire investments  | 1,831,979,614.38   | 2,884,220.00       |
| Net cash paid to acquire subsidiaries and other business<br>units                                 |                    | 65,351,582.07      |
| Sub-total of cash outflows from investing activities  | 3,437,677,163.50   | 1,342,776,489.85   |
| Net cash flows from Investing Activities  | (1,803,764,753.48) | (1,257,968,335.26) |
| III. Cash flows from financing activities:  |                    |                    |
| Cash receipts from capital contributions  | 159,764,987.03     | 113,220,262.15     |
| Including: cash receipts from capital contributions from minority owners of subsidiaries          | 159,764,987.03     | 113,220,262.15     |
| Cash receipts from borrowings   | 3,681,920,917.95   | 7,150,799,943.42   |
| Cash receipts from issuance of bonds  | 999,500,000.00     |                    |
| Sub-total of cash inflows from financing activities   | 4,841,185,904.98   | 7,264,020,205.57   |
| Cash repayments of borrowings   | 1,734,060,296.82   | 2,826,949,887.78   |
| Cash repayments of bonds  |                    | 3,079,240,000.00   |

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| Cash payments for distribution of dividends or profits or settlement of interest expenses | 6,599,275,667.73   | 5,808,192,337.22   |
|---|--------------------|--------------------|
| Other cash payments relating to financing activities                                      | 64,290,000.00      | 26,897,116.20      |
| Sub-total of cash outflows from financing activities                                      | 8,397,625,964.55   | 11,741,279,341.20  |
| Net cash flows from Financing Activities  | (3,556,440,059.57) | (4,477,259,135.63) |
| IV. Effect of foreign exchange rate changes on Cash and<br>Cash Equivalents               | (418,677,132.16)   | 314,124,262.83     |
| V. Net Increase in Cash and Cash Equivalents  | (244,263,952.38)   | (5,296,787,972.66) |
| Add: Opening balance of Cash and Cash Equivalents   | 26,515,668,008.40  | 26,031,011,733.89  |
| VI. Closing Balance of Cash and Cash Equivalents  | 26,271,404,056.02  | 20,734,223,761.23  |

Person in Charge of Accounting Institution: Zhan Junhua

# Cash Flow Statement of the Parent Company from January 1<sup>st</sup> 2020 to September 30<sup>th</sup> 2020

|   |                   | Unit: RMB         |
|---|-------------------|-------------------|
| Item  | 2020 Q1-Q3        | 2019 Q1-Q3        |
| I. Cash flows from Operating Activities::   |                   |                   |
| Cash receipts from the sale of goods and the rendering of services                                  | 16,415,929,623.98 | 12,029,215,025.03 |
| Receipts of tax refunds   | 1,151,059,755.24  | 934,577,449.38    |
| Other cash receipts relating to operating activities  | 601,515,335.11    | 596,615,907.62    |
| Sub-total of cash inflows from operating activities   | 18,168,504,714.33 | 13,560,408,382.03 |
| Cash payments for goods acquired and services received  | 5,642,609,260.24  | 6,141,625,941.11  |
| Cash payments to and on behalf of employees   | 4,067,488,635.30  | 3,826,354,338.41  |
| Payments of various types of taxes  | 2,309,740,849.52  | 2,274,516,905.16  |
| Other cash payments relating to operating activities  | 1,077,193,118.06  | 1,374,026,139.24  |
| Sub-total of cash outflows from operating activities  | 13,097,031,863.12 | 13,616,523,323.92 |
| Net Cash flows from Operating Activities  | 5,071,472,851.21  | (56,114,941.89)   |
| II. Cash flows from Investing Activities:   |                   |                   |
| Cash receipts from recovery of investments  | 2,800,000.00      |                   |
| Cash receipts from investment income  | 153,552,279.56    | 2,568,699.00      |
| Net cash receipts from disposals of fixed assets, intangible assets and other long-term assets      | 5,422,277.99      | 3,976,093.24      |
| Other cash receipts relating to investing activities  | 1,655,981,987.34  | 3,066,451,513.72  |
| Sub-total of cash inflows from investing activities   | 1,817,756,544.89  | 3,072,996,305.96  |
| Cash payments to acquire or construct fixed assets,<br>intangible assets and other long-term assets | 360,168,318.03    | 264,771,882.74    |



| Cash payments to acquire investments  | 922,603,054.15     |                    |
|---|--------------------|--------------------|
| Net cash paid to acquire subsidiaries and other business units                            |                    | 414,400,000.00     |
| Other cash payments relating to investing activities                                      |                    | 982,391,211.78     |
| Sub-total of cash outflows from investing activities                                      | 1,282,771,372.18   | 1,661,563,094.52   |
| Net Cash flows from Investing Activities  | 534,985,172.71     | 1,411,433,211.44   |
| III. Cash flows from Financing Activities   |                    |                    |
| Cash receipts from borrowings   | 2,480,000,000.00   | 3,679,240,000.00   |
| Cash receipts from issuance of bonds  | 999,500,000.00     |                    |
| Sub-total of cash inflows from financing activities                                       | 3,479,500,000.00   | 3,679,240,000.00   |
| Cash repayments of borrowings   | 1,000,000,000.00   |                    |
| Cash repayments of bonds  |                    | 3,079,240,000.00   |
| Cash payments for distribution of dividends or profits or settlement of interest expenses | 6,468,742,388.72   | 5,669,311,652.85   |
| Other cash payments relating to financing activities                                      |                    | 26,897,116.20      |
| Sub-total of cash outflows from financing activities                                      | 7,468,742,388.72   | 8,775,448,769.05   |
| Net Cash flows from Financing Activities  | (3,989,242,388.72) | (5,096,208,769.05) |
| IV. Effect of foreign exchange rate changes on Cash and<br>Cash Equivalents               | (36,671,500.59)    | 140,012,598.62     |
| V. Net increase in cash and cash equivalents  | 1,580,544,134.61   | (3,600,877,900.88) |
| Add: Beginning balance of cash and cash equivalents                                       | 16,656,028,410.72  | 18,998,934,287.59  |
| VI. Closing Balance of Cash and Cash Equivalents  | 18,236,572,545.33  | 15,398,056,386.71  |

Person in Charge of Accounting Institution: Zhan Junhua

### 4.2 Notes on financial statement adjustment

- (1) Implementation of the new revenue standard for the first time since 2020, adjustments to the implementation of relevant items in the financial statements at the beginning of the year
  - √Applicable □Inapplicable
  - Whether to adjust the balance sheet account at the beginning of the year

√Applicable □Inapplicable

#### Consolidated Balance Sheet

Unit: RMB

| Item                              | December 31 <sup>st</sup> 2019 | January 1 <sup>st</sup> 2020 | Adjustments |
|-----------------------------------|--------------------------------|------------------------------|-------------|
| Current Assets:                   |                                |                              |             |
| Cash and bank balances            | 27,071,948,919.78              | 27,071,948,919.78            | 0.00        |
| Held-for-trading financial assets | 181.76                         | 181.76                       | 0.00        |

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| Item                                   | December 31 <sup>st</sup> 2019 | January 1 <sup>st</sup> 2020 | Adjustments       |
|--|--------------------------------|------------------------------|-------------------|
| Notes receivable                       | 973,236,789.02                 | 973,236,789.02               | 0.00              |
| Accounts receivable                    | 21,307,927,200.28              | 21,272,964,582.56            | -34,962,617.72    |
| Receivables for financing              | 1,257,385,053.02               | 1,257,385,053.02             | 0.00              |
| Prepayments                            | 309,685,733.32                 | 309,685,733.32               | 0.00              |
| Other receivables                      | 555,246,545.48                 | 555,246,545.48               | 0.00              |
| Inventories                            | 11,267,986,843.11              | 10,756,027,592.41            | -511,959,250.70   |
| Contract assets                        |                                | 546,921,868.42               | 546,921,868.42    |
| Non-current assets due within one year | 528,469,701.75                 | 528,469,701.75               | 0.00              |
| Other current assets                   | 754,456,821.72                 | 754,456,821.72               | 0.00              |
| Total Current Assets                   | 64,026,343,789.24              | 64,026,343,789.24            | 0.00              |
| Non-current Assets:                    |                                |                              |                   |
| Long-term receivables                  | 1,382,536,761.22               | 1,382,536,761.22             | 0.00              |
| Long-term equity investment            | 252,165,321.49                 | 252,165,321.49               | 0.00              |
| Other non-current financial assets     | 312,398,267.44                 | 312,398,267.44               | 0.00              |
| Fixed assets                           | 5,791,218,720.87               | 5,791,218,720.87             | 0.00              |
| Construction in progress               | 631,555,479.06                 | 631,555,479.06               | 0.00              |
| Intangible assets                      | 1,046,122,507.64               | 1,046,122,507.64             | 0.00              |
| Goodwill                               | 273,611,961.96                 | 273,611,961.96               | 0.00              |
| Long-term deferred expenses            | 87,611,490.75                  | 87,611,490.75                | 0.00              |
| Deferred tax assets                    | 688,849,263.70                 | 688,849,263.70               | 0.00              |
| Other non-current assets               | 865,586,676.92                 | 865,586,676.92               | 0.00              |
| Total Non-current Assets               | 11,331,656,451.05              | 11,331,656,451.05            | 0.00              |
| Total Assets                           | 75,358,000,240.29              | 75,358,000,240.29            | 0.00              |
| Current Liabilities:                   |                                |                              |                   |
| Short-term borrowings                  | 2,640,082,485.15               | 2,640,082,485.15             | 0.00              |
| Held-for-trading financial liabilities | 652,428.18                     | 652,428.18                   | 0.00              |
| Notes payable                          | 1,239,584,016.70               | 1,239,584,016.70             | 0.00              |
| Accounts payable                       | 12,700,075,307.70              | 12,700,075,307.70            | 0.00              |
| Receipts in advance                    | 1,020,989,460.61               |                              | -1,020,989,460.61 |
| Contract liabilities                   |                                | 1,128,239,007.61             | 1,128,239,007.61  |
| Payroll payable                        | 2,359,674,640.12               | 2,359,674,640.12             | 0.00              |
| Taxes payable                          | 991,342,805.91                 | 991,342,805.91               | 0.00              |
| Other payables                         | 1,568,744,599.94               | 1,568,744,599.94             | 0.00              |
| Including : Interests payable          |                                |                              |                   |
| Dividends payable                      | 108,129,385.24                 | 108,129,385.24               | 0.00              |
| Non-current liabilities due within     | 86,123,154.06                  | 86,123,154.06                | 0.00              |

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| Item   | December 31 <sup>st</sup> 2019 | January 1 <sup>st</sup> 2020 | Adjustments     |
|--|--------------------------------|------------------------------|-----------------|
| one year   |                                |                              |                 |
| Other current liabilities                                    | 913,534,538.26                 | 913,534,538.26               | 0.00            |
| Total Current Liabilities                                    | 23,520,803,436.63              | 23,628,052,983.63            | 107,249,547.00  |
| Non-current Liabilities:                                     |                                |                              |                 |
| Long-term borrowings   | 4,604,168,571.43               | 4,604,168,571.43             | 0.00            |
| Long-term payables   | 50,181,416.72                  | 50,181,416.72                | 0.00            |
| Provisions   | 90,570,669.01                  | 90,570,669.01                | 0.00            |
| Deferred income  | 333,589,831.30                 | 226,340,284.30               | -107,249,547.00 |
| Deferred tax liabilities                                     | 51,088,103.96                  | 51,088,103.96                | 0.00            |
| Other non-current liabilities                                | 1,234,739,326.10               | 1,234,739,326.10             | 0.00            |
| Total non-current liabilities                                | 6,364,337,918.52               | 6,257,088,371.52             | -107,249,547.00 |
| Total liabilities  | 29,885,141,355.15              | 29,885,141,355.15            | 0.00            |
| Owners' Equity   |                                |                              |                 |
| Share capital  | 9,345,010,696.00               | 9,345,010,696.00             | 0.00            |
| Capital reserves   | 4,126,943,698.96               | 4,126,943,698.96             | 0.00            |
| Less: Treasury shares  | 2,148,273,864.36               | 2,148,273,864.36             | 0.00            |
| Other comprehensive income                                   | -53,541,146.99                 | -53,541,146.99               | 0.00            |
| Surplus reserves   | 4,672,505,348.00               | 4,672,505,348.00             | 0.00            |
| Retained earnings  | 28,961,389,145.22              | 28,961,389,145.22            | 0.00            |
| Total owners' equity attributable<br>to owner of the Company | 44,904,033,876.83              | 44,904,033,876.83            | 0.00            |
| Minority equity  | 568,825,008.31                 | 568,825,008.31               | 0.00            |
| Total owners' equity   | 45,472,858,885.14              | 45,472,858,885.14            | 0.00            |
| Total liabilities and owners' equity                         | 75,358,000,240.29              | 75,358,000,240.29            | 0.00            |

#### Balance Sheet of the Parent Company

Unit: RMB

| Item                            | December 31 <sup>st</sup> 2019 | January 1 <sup>st</sup> 2020 | Adjustments |
|---------------------------------|--------------------------------|------------------------------|-------------|
| Current Assets:                 |                                |                              |             |
| Cash and bank balances          | 16,851,590,525.05              | 16,851,590,525.05            | 0.00        |
| Notes receivable                | 149,703,073.98                 | 149,703,073.98               | 0.00        |
| Accounts receivable             | 25,107,965,925.08              | 25,107,965,925.08            | 0.00        |
| Receivables for financing       | 84,839,695.67                  | 84,839,695.67                | 0.00        |
| Prepayments                     | 160,688,588.99                 | 160,688,588.99               | 0.00        |
| Other receivables               | 921,275,388.15                 | 921,275,388.15               | 0.00        |
| Including: Interests receivable |                                |                              |             |



| Item  | December 31 <sup>st</sup> 2019 | January 1 <sup>st</sup> 2020 | Adjustments     |
|---|--------------------------------|------------------------------|-----------------|
| Dividends receivable                        | 2,550,000.00                   | 2,550,000.00                 | 0.00            |
| Inventories                                 | 171,243,815.97                 | 160,419,083.27               | -10,824,732.70  |
| Contract assets                             |                                | 10,824,732.70                | 10,824,732.70   |
| Non-current assets due within one year      | 4,513,795.81                   | 4,513,795.81                 | 0.00            |
| Other current assets                        | 23,117,398.50                  | 23,117,398.50                | 0.00            |
| Total Current Assets                        | 43,474,938,207.20              | 43,474,938,207.20            | 0.00            |
| Non-current Assets:                         |                                |                              |                 |
| Long-term receivables                       | 681,568.43                     | 681,568.43                   | 0.00            |
| Long-term equity investment                 | 5,074,018,030.44               | 5,074,018,030.44             | 0.00            |
| Other non-current financial assets          | 309,504,047.44                 | 309,504,047.44               | 0.00            |
| Fixed assets                                | 2,831,295,145.61               | 2,831,295,145.61             | 0.00            |
| Construction in progress                    | 153,416,054.28                 | 153,416,054.28               | 0.00            |
| Intangible assets                           | 188,362,883.75                 | 188,362,883.75               | 0.00            |
| Long-term deferred expenses                 | 34,199,446.06                  | 34,199,446.06                | 0.00            |
| Deferred tax assets                         | 126,357,792.34                 | 126,357,792.34               | 0.00            |
| Other non-current assets                    | 21,619,464.07                  | 21,619,464.07                | 0.00            |
| Total Non-current Assets                    | 8,739,454,432.42               | 8,739,454,432.42             | 0.00            |
| Total Assets                                | 52,214,392,639.62              | 52,214,392,639.62            | 0.00            |
| Current Liabilities:                        |                                |                              |                 |
| Short-term borrowings                       | 2,001,781,388.89               | 2,001,781,388.89             | 0.00            |
| Accounts payable                            | 450,983,270.08                 | 450,983,270.08               | 0.00            |
| Receipts in advance                         | 227,242,328.23                 |                              | -227,242,328.23 |
| Contract liabilities                        |                                | 227,242,328.23               | 227,242,328.23  |
| Payroll payable                             | 1,564,304,003.49               | 1,564,304,003.49             | 0.00            |
| Taxes payable                               | 796,890,945.83                 | 796,890,945.83               | 0.00            |
| Other payables                              | 533,325,191.05                 | 533,325,191.05               | 0.00            |
| Including : Interests payable               |                                |                              |                 |
| Dividends payable                           | 105,679,385.24                 | 105,679,385.24               | 0.00            |
| Non-current liabilities due within one year | 9,539,251.98                   | 9,539,251.98                 | 0.00            |
| Other current liabilities                   | 913,534,538.26                 | 913,534,538.26               | 0.00            |
| Total Current Liabilities                   | 6,497,600,917.81               | 6,497,600,917.81             | 0.00            |
| Non-current Liabilities:                    |                                |                              |                 |
| Long-term borrowings                        | 3,126,200,000.00               | 3,126,200,000.00             | 0.00            |
| Provisions                                  | 62,863,096.83                  | 62,863,096.83                | 0.00            |
| Deferred income                             | 162,018,728.45                 | 162,018,728.45               | 0.00            |
| Other non-current liabilities               | 1,234,739,326.10               | 1,234,739,326.10             | 0.00            |

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| Item                                 | December 31 <sup>st</sup> 2019 | January 1 <sup>st</sup> 2020 | Adjustments |
|--------------------------------------|--------------------------------|------------------------------|-------------|
| Total non-current liabilities        | 4,585,821,151.38               | 4,585,821,151.38             | 0.00        |
| Total liabilities                    | 11,083,422,069.19              | 11,083,422,069.19            | 0.00        |
| Owners' Equity                       |                                |                              |             |
| Share capital                        | 9,345,010,696.00               | 9,345,010,696.00             | 0.00        |
| Capital reserves                     | 4,064,833,739.52               | 4,064,833,739.52             | 0.00        |
| Less: Treasury shares                | 2,148,273,864.36               | 2,148,273,864.36             | 0.00        |
| Surplus reserves                     | 4,672,505,348.00               | 4,672,505,348.00             | 0.00        |
| Retained earnings                    | 25,196,894,651.27              | 25,196,894,651.27            | 0.00        |
| Total owners' equity                 | 41,130,970,570.43              | 41,130,970,570.43            | 0.00        |
| Total liabilities and owners' equity | 52,214,392,639.62              | 52,214,392,639.62            | 0.00        |



# (2) Description of retrospective adjustment to prior comparative data for the implementation of the new revenue standard since 2020.

√Applicable □Inapplicable

#### Consolidated Balance Sheet

Unit: RMB

|   | Book value presented<br>according to former revenue<br>standards on December 31 <sup>st</sup><br>2019 | Reclassification  | Book value presented<br>according to the New<br>Revenue Standard on<br>January 1 <sup>st</sup> 2020 |
|---|---|-------------------|---|
| Accounts receivable (Note 1)  | 21,307,927,200.28   | -34,962,617.72    | 21,272,964,582.56   |
| Inventories (Note 1)  | 11,267,986,843.11   | -511,959,250.70   | 10,756,027,592.41   |
| Contract assets (Note 1)  |   | 546,921,868.42    | 546,921,868.42  |
| Other non-current assets-<br>Completed but unsettled assets<br>formed by construction contracts<br>(Note 1) | 751,457,739.44  | -751,457,739.44   |   |
| Other non-current assets-contract assets (Note 1)   |   | 751,457,739.44    | 751,457,739.44  |
| Receipts in advance (Note 2)  | 1,020,989,460.61  | -1,020,989,460.61 |   |
| Contract liabilities (Note 2)   |   | 1,128,239,007.61  | 1,128,239,007.61  |
| Deferred income (Note 2)  | 333,589,831.30  | -107,249,547.00   | 226,340,284.30  |

Note1: The construction contracts undertaken by the Group were performance obligations to be fulfilled over a period of time, and the Group recognized revenue based on the progress of fulfillment of the contract. The amount of revenue recognized by the Group based on the progress of fulfillment of the project in excess of the processed settlement amounts for contracts in progress is reclassified as contract assets. Accordingly, as at January 1<sup>st</sup> 2020, the Group's completed but unsettled assets of RMB 1,263,416,990.14 and accounts receivable of RMB 34,962,617.72 formed by construction contracts previously presented under inventory and other non-current assets were reclassified as contract assets, of which the amounts expected to be to be collected in more than one year were presented under other non-current assets.

Note 2: Receipts in advance received by the Group for sales of goods and services rendered were reclassified as contract liabilities as at January 1<sup>st</sup> 2020. The Group's obligations to provide services to customers in consideration for the provision of cloud storage and other services were reclassified to contract liabilities as at January 1<sup>st</sup> 2020.



#### Balance Sheet of the Parent Company

|                               | * * *   |                  | Unit: RMB  |
|-------------------------------|---|------------------|--|
|                               | Book value presented<br>according to former revenue<br>standards on December 31 <sup>st</sup><br>2019 | Reclassification | Book value presented<br>according to the New<br>Revenue Standards on<br>January 1 <sup>st</sup> 2020 |
| Inventories (Note 1)          | 171,243,815.97  | -10,824,732.70   | 160,419,083.27   |
| Contract assets (Note 1)      |   | 10,824,732.70    | 10,824,732.70  |
| Receipts in advance (Note 2)  | 227,242,328.23  | -227,242,328.23  |  |
| Contract liabilities (Note 2) |   | 227,242,328.23   | 227,242,328.23   |

Note1: The construction contracts undertaken by the Company were performance obligations to be fulfilled over a period of time, and the Company recognized revenue based on the progress of fulfillment of the contract. The amount of revenue recognized by the Company based on the progress of fulfillment of the project in excess of the processed settlement amounts for contracts in progress is reclassified as contract assets. Accordingly, as at January 1<sup>st</sup> 2020, the Company's completed but unsettled assets of RMB 10,824,732.70 from construction contracts previously presented under inventory were reclassified as contract assets.

Note 2: Receipts in advance received by the Company for the sales of goods and services rendered were reclassified to contract liabilities as at January 1<sup>st</sup> 2020.



# 4.3 Audit Report

Whether audit has been performed on this 2020  $3^{rd}$  Quarter Report  $\Box$  Yes  $\sqrt{No}$ The Company's 2020  $3^{rd}$  Quarter report has not been audited

# HANGZHOU HIKVISION DIGITAL TECHNOLOGY CO., LTD.

Chairman: Chen Zongnian

October 24<sup>th</sup> 2020

Note: This document is a translated version of the Chinese version 2020 Q3 Financial Report ("2020 年第三季度报告全文"), and the published 2020 Q3 report in the Chinese version shall prevail. The complete published Chinese 2020 Q3 Financial Report may be obtained at http://www.cninfo.com.cn.