I. Major Financial Data

(I) Major Accounting Data and Financial Indicators

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

□ Yes ☑No

	This reporting period	Amount for corresponding period last year	Increase/decrease in this reporting period as compared to the previous year
Operating income (yuan)	2,237,194,615.74	2,177,271,694.59	2.75%
Net profits attributable to shareholders of listed companies (yuan)	398,415,708.31	388,734,141.35	2.49%
Net profits attributable to shareholders of the listed company after deduction of non-recurring profits and losses (yuan)	352,836,284.84	341,448,848.17	3.34%
Net cash flow from operating activities (yuan)	54,887,609.62	181,762,454.94	-69.80%
Basic EPS (yuan/share)	0.42	0.41	2.44%
Diluted EPS (yuan/share)	0.42	0.41	2.44%
Weighted average return on net assets	3.72%	3.92%	Decreased by 0.2%
	End of the reporting period	End of previous year	Increase/decrease at the end of this reporting period as compared to the end of the previous year
Total assets (yuan)	15,689,511,406.14	16,779,531,315.72	-6.50%
Owner's equity attributable to shareholders of listed companies (yuan)	10,925,204,458.54	10,522,938,731.68	3.82%

(II) Non-recurring Profit and Loss Items and Amount

☑ Applicable □ Not applicable

Unit: yuan

Item

Other profit and loss items that meet the definition of non-recurring profit and loss

□ Applicable ☑ Not applicable

The Company does not have any other profit and loss items that meet the definition of non-recurring profit and loss.

Description of defining the non-recurring profit and loss items enumerated in the *Interpretative Announcement No. 1 on Information Disclosure of Public Securities Issuing Companies - Non-recurrent Profits and Losses* as recurrent profit and loss items

☑ Applicable □ Not applicable

Item	Amount involved (yuan)	Cause
VAT exemption or reduction or refund	8,834,981.34	National tax policies, recurring business
Individual income tax service charge refund	535,037.45	National tax policies, recurring business

(III) Changes in major accounting data and financial indicators and the reasons therefor

☑ Applicable □ Not applicable

1. Balance sheet items

At the end of the reporting period, monetary funds increased by 21.11% as compared to the beginning of the year, which was mainly due to the maturity of holding bank time deposit plan and classified into other current assets and other non-current assets according to accounting standards.

At the end of the reporting period, notes receivable decreased by 42.06% as compared to the beginning of the year, which was mainly due to the redemption of notes at maturity.

At the end of the reporting period, other current assets increased by 29.82% as compared to the beginning of the year, which was mainly due to the maturity of holding bank time deposit plan and classified into other current assets according to accounting standards.

At the end of the reporting period, other non-current assets decreased by 43.80% as compared to the beginning of the year, which was due to the withdrawal of time deposits over one year at maturity.

At the end of the reporting period, contract liabilities decreased by 34.34% as compared to the beginning of the year, which was mainly due to the decrease in advance from customers.

At the end of the reporting period, the payroll payable decreased by 81.87% as compared to the beginning of the year, which was mainly due to the completion of 2023 annual bonus payment.

At the end of the reporting period, other payables decreased by 58.11% as compared to the beginning of the year, which was mainly due to the completion of special dividend for the first quarter of 2024.

2. Cash flow statement items

During the reporting period, the net cash flow from operating activities decreased by 69.80% as compared to the same period of last year, which was mainly due to the increase in purchase of goods and payment of salaries.

During the reporting period, the net cash flow from investment activities decreased by 98.32% as compared to the same period of last year, which was mainly due to the adjustments made in accordance with accounting policies.

During the reporting period, the net cash flow from financing activities decreased by 2414.85% as compared to the same period of last year, which was mainly due to the payment of special dividend.

II. Shareholder Information

(I) Total number of common shareholders and preferred shareholders with voting rights restored, and shareholdings of the top ten shareholders

Unit: share

Total number of common shareholders at the end of the reporting period (person)	51,077	Total number of preferred shareholders with voting rights restored at the end of the reporting period (if any)	0

				limited sales conditions	shares	
Hangzhou Robam Industrial Group Co., Ltd.	Domestic non-state legal person	49.68	471,510,000.00	0.00	Not applicable	0.00
Hong Kong Securities Clearing Company Ltd.	Overseas legal person	8.31	78,875,983.00	0.00	Not applicable	0.00
TEMASEK FULLERTON ALPHA PTE LTD	Overseas legal person	1.79	16,950,061.00	0.00	Not applicable	0.00
China Merchants Bank Co. Ltd. BOCOM Schroder New Growth Hybrid Securities Investment Fund	Other	1.51	14,310,684.00	0.00	Not applicable	0.00
National Social Security Fund 413 Portfolio	Other	1.36	12,902,204.00	0.00	Not applicable	0.00
Shen Guoying	Domestic natural person	1.29	12,240,000.00	0.00	Not applicable	0.00
Hangzhou Jinchuang Investment Co., Ltd.	Domestic non-state legal person	0.70	6,640,085.00	0.00	Not applicable	0.00
Hangzhou Yinchuang Investment Co., Ltd.	Domestic non-state legal person	0.67	6,318,000.00	0.00	Not applicable	0.00
Ren Jianhua	Domestic natural person	0.62	5,923,150.00	4,442,362.00	Not applicable	0.00
Industrial and Commercial Bank of China Limited Penghua selects hybrid securities investment funds with ingenuity	Other	0.61	5,787,141.00	0.00	Not applicable	0.00

Shareholding of top 10 shareholders with unlimited sales conditions

Shareholder's name	Number of shares held with unlimited sales conditions	Share type	
		Share type	Quantity
Hangzhou Robam Industrial Group Co., Ltd.	471,510,000.00	RMB common share	471,510,000.00
Hong Kong Securities Clearing Company Ltd.	78,875,983.00	RMB common share	78,875,983.00
TEMASEK FULLERTON ALPHA PTE LTD	16,950,061.00	RMB common share	16,950,061.00
China Merchants Bank Co. Ltd. BOCOM Schroder New Growth Hybrid Securities Investment Fund	14,310,684.00	RMB common share	14,310,684.00
National Social Security Fund 413 Portfolio	12,902,204.00	RMB common share	12,902,204.00
Shen Guoying	12,240,000.00	RMB common share	12,240,000.00
Hangzhou Jinchuang Investment Co., Ltd.	6,640,085.00	RMB common share	6,640,085.00

Hangzhou Yinchuang Investment Co., Ltd.	6,318,000.00	RMB common share	6,318,000.00
Industrial and Commercial Bank of China Limited Penghua selects hybrid securities investment funds with ingenuity	5,787,141.00	RMB common share	5,787,141.00
Agricultural Bank of China Limited - CSI500 Index Open-ended Fund	5,554,000.00	RMB common share	5,554,000.00

Description of the above-mentioned shareholder association or concerted action	The actual controller of the Company's controlling shareholder Hangzhou ROBAM Industrial Group Co., Ltd. and the shareholder Hangzhou Jinchuang Investment Co., Ltd. is Mr. Ren Jianhua, and the natural person shareholder Shen Guoying is the wife of Ren Jianhua. The above shareholders have the possibility of acting in unison.
Securities margin trading business attended by top 10 shareholders (if any)	N/A

Lending of shares by shareholders holding more than 5% shares, top 10 shareholders or top 10 public shareholders with unlimited sales conditions in the refinancing business

□ Applicable ☑ Not applicable

Change in the lending/return of shares by top 10 shareholders or top 10 public shareholders with unlimited sales conditions in the refinancing business as compared to the previous period

□ Applicable ☑ Not applicable

(II) Total number of preferred shareholders and the top 10 preferred shareholders' shareholdings of the Company

□ Applicable ☑ Not applicable

III. Other Important Matters

□ Applicable ☑ Not applicable

IV. Quarterly Financial Statements

(I) Financial statements

1. Consolidated Balance Sheet

Unit: Hangzhou ROBAM Appliances Co., Ltd.

March 31, 2024

Unit: yuan

Item	Ending balance	Beginning balance
Current assets:		
Monetary capital	1,565,945,383.85	1,985,050,745.11
Deposit reservation for balance		

Item	Ending balance	Beginning balance
Including: Interest receivable		
Dividends receivable		
Redemptory monetary capital for sale		
Inventory	1,338,240,649.23	1,524,274,720.24
Including: data resource		
Contract assets		
Assets held for sales		
Non-current assets due within a year		
Other current assets	3,437,410,792.24	2,647,808,620.70
Total current assets	11,335,248,102.75	11,586,516,752.94
Non-current assets:		
Loans and advances		
Debt investment		
Other debt investments		
Long-term receivables		
Long-term equity investment	6,640,336.14	8,427,450.24
Other equity instrument investments	2,116,023.22	2,116,023.22
Other non-current financial assets	480,000,000.00	480,000,000.00
Investment properties	86,019,783.28	91,136,832.31
Fixed assets	1,696,825,798.95	1,720,724,257.46
Construction in progress	373,109,818.67	359,768,699.68
Productive biological assets		
Oil and gas assets		
Right-of-use assets	12,503,694.30	13,802,458.98
Intangible assets	211,036,248.42	214,553,739.31
Including: data resource		
Development expenditure		
Including: data resource		
Goodwill	12,223,271.67	12,223,271.67
Long-term unamortized expenses	3,827,432.08	5,034,659.37
Deferred income tax assets	389,606,216.81	362,897,841.89
Other non-current assets	1,080,354,679.85	1,922,329,328.65
Total non-current assets	4,354,263,303.39	5,193,014,562.78
Total assets	15,689,511,406.14	16,779,531,315.72
Current liabilities:		
Short-term borrowing	88,503,320.70	95,003,320.70
Borrowings from central bank		
Borrowing funds		
Trading financial liabilities		
Derivative financial liabilities		
Notes payable	1,124,249,392.19	1,098,720,000.58
Accounts payable	1,997,766,497.46	2,548,743,762.06
Advance from customers		
Contract liabilities	669,667,045.24	1,019,942,923.58
Financial assets sold for repurchase		
Deposits from customers and interbank		
Acting trading securities		
Acting underwriting securities		
Payroll payable	32,260,104.63	177,923,042.01
Tax payable	171,016,573.20	154,365,676.80

Item	Ending balance	Beginning balance
Other payables	316,702,264.04	755,964,919.76
Including: Interest payable		
Dividends payable		472,047,458.00
Fees and commissions payable		
Dividend payable for reinsurance		
Liabilities held for sales		
Non-current liabilities due within a year	2,994,011.92	4,522,658.42
Other current liabilities	86,683,093.71	118,041,351.23
Total current liabilities	4,489,842,303.09	5,973,227,655.14
Non-current liabilities:		
Reserve fund for insurance contracts		
Long-term borrowing		
Bonds payable		
Including: preferred stock		
Perpetual bond		
Lease liabilities	10,736,164.72	10,750,792.90
Long-term payable		
Long-term payroll payable		
Estimated liabilities		
Deferred income	131,014,766.19	136,538,254.74
Deferred income tax liabilities	28,529,802.34	28,418,565.01
Other non-current liabilities		
Total non-current liabilities	170,280,733.25	175,707,612.65
Total liabilities	4,660,123,036.34	6,148,935,267.79
Owner's equity:		
Share capital	949,024,050.00	949,024,050.00
Other equity instruments		
Including: preferred stock		
Perpetual bond		
Capital reserve	415,670,291.73	411,778,214.22
Minus: treasury stock	199,995,742.59	199,995,742.59
Other comprehensive income	-100,199,693.12	-100,157,634.16
Special reserve		
Surplus reserves	474,516,412.50	474,516,412.50
General risk preparation		
Undistributed profit	9,386,189,140.02	8,987,773,431.71
Total owners' equities attributable to the owners of parent company	10,925,204,458.54	10,522,938,731.68
Minority equity	104,183,911.26	107,657,316.25
Total owners' equities	11,029,388,369.80	

Item	Amount incurred in current period	Amount incurred in previous period
Fee and commission income		
II. Total operating costs	1,829,923,364.67	1,792,745,740.21
Including: Operating costs	1,104,112,964.04	984,337,364.16
Interest expenditure		
Fee and commission expense		
Surrender value		
Net payments for insurance claims		
Net reserve fund extracted for insurance liability		
Bond insurance expense		
Reinsurance costs		
Taxes and surcharges	14,169,604.86	10,857,671.80
Selling expenses	597,805,803.84	672,397,550.12
Management costs	95,931,909.79	90,902,716.15
Research and development expenses	69,436,172.91	68,509,891.30
Financial expenses	-51,533,090.77	-34,259,453.32
Including: interest expenditure	457,165.23	897,315.09
Interest revenue	52,268,972.59	34,936,516.43
Plus: other incomes	43,332,808.87	46,812,180.81
Income from investment (loss expressed with "-")	-1,775,329.39	9,323,093.36
Including: Income from investment of joint venture and cooperative enterprise	-1,787,114.10	-2,490,700.04
Income from derecognition of financial assets measured at amortized cost		
Exchange gain (loss expressed with "-")		
Net exposure hedging gain (loss expressed with "-")		
Income from fair value changes (loss expressed with "-")		
Credit impairment losses (loss expressed with "-")	17,902,453.99	18,167,476.13
Assets impairment losses (loss expressed with "-")	-700,571.35	
Income from disposal of assets (loss expressed with "-")	-203,869.89	-176,472.71
III. Operating profits (loss expressed with "-")	465,826,743.30	458,652,231.97
Plus: Non-operating income	1,339,617.02	1,279,572.02
Minus: non-operating expenditure	1,715,212.41	1,181,078.69
IV. Total profits (total loss expressed with "-")	465,451,147.91	458,750,725.30
Minus: Income tax expenses	70,508,844.59	71,795,909.91
V. Net profits (net loss expressed with "-")	394,942,303.32	386,954,815.39
(I) Classified by business continuity		
1. Net profits from going concern (net loss expressed with "-")	394,942,303.32	386,954,815.39
2. Net profits from discontinuing operation (net loss expressed with "-")		
(II) Classified by ownership		
1. Net owners' profits attributable to the owners of parent company	398,415,708.31	388,734,141.35

Item	Amount incurred in current period	Amount incurred in previous period
Cash from selling commodities or offering labor	2,537,149,798.98	2,493,570,127.22
Net increase of customer deposit and deposit from other banks		
Net increase of borrowings from central bank		
Net increase of borrowing funds from other financial institutions		

Item	Amount incurred in current period	Amount incurred in previous period
Cash paid for the purchase and construction of fixed assets, intangible assets and other long term assets	94,003,080.71	74,076,410.38
Cash paid for investment	6,190,000.00	300,000,000.00
Net cash received from reinsurance business		
Net cash paid for obtaining subsidiaries		