MideaGroup
Humanizing Technology

2022 ANNUAL RESULTS

Semi-Annual Results of Midea Group

In a Snapshot

Performance Overview for H1, 2022

Steady Growth in Revenue & Profitability

Total Revenue (RMB)	183.7
+5.0%	
Net Profit Attributable to Shareholders of Company (RMB)	16.0
+6.6%	
Net Profit Attributable to Shareholders of the Company Excluding Non-recurring Gains and Losses (RMB)	15.7
+7.2%	
Domestic (RMB)	104.8
+5.0%	
Overseas (RMB)	77.8
+5.2%	
Gross Profit Margin for 79 domestic Business	
+1.4%	
Gross Profit Margin for Overseas Business	
+0.9%	

Abundant Cash Flow & Solid Operation

Own Funds (RB)	145.2
+10.4% vs. 2021	
Operating Cash Flow (RB)	21.4
+6.0% YoY	

Consistent Dividend Payouts & Active Shares Repurchase

Carried out series of consecutive dividend plans more than RMB93.5 billion since listing in 2013.

Made up to date, we have approximately more than RMB1.8 billion for share repurchases in 2022

Balanced Development in ToB & ToC Business

Smart Home (RB)	125.9
+3.5%	
Industrial Technology (RB)	12.1
+13.3%	
Building Technologies (RB)	12.2
+33.1%	
Robotic & Automation (RB)	5.2
+2.2%	
Digital Innovation (RB)	5.2
+42.4%	

Leading Market Share

Air Conditioner: 21.6% 34.3%	Refrigerator: 19.4% 25.7%
Washing Machine: 19.8% 25.7%	Cooker: 12.2% 16.1%
Water Heater: 9.1% 14.1%	Microwave Oven: 34.7% >10%

* MDRC Survey questionnaire, Order No. of Online Retail Sales Volume, Online Retail Sales Volume, Leading Machine and refrigerator Stock in 4Q 2021 by Market

Double premium brands strategy supports product upgrading

COLMO	TOSHIBA
Premium Brand	Premium Brand
+40 >100%	+31 >10%

Industrial Technology

Core Component for Consumer Appliances

The global market share of residential air conditioner compressors increased to **41%**, representing the first across the globe.

The unit sales of motors for residential air conditioners and laundry appliances accounted for **42%** of the global figures, leading the world for industry.

Industrial Automation

Continues to explore the application of existing products in new areas, including lithium batteries and 3C electronics

We have **40%** IoT growth in linear drive products

Green Energy

Made breakthroughs in intelligent micro-grid, energy storage and DAU (photovoltaic power compensation device, with orders totaling over RMB100 million

The high-Voltage Variable Frequency Drive HGLCs successfully completed certification, and the Household Energy Storage Integrated Machine and Outdoor HEC-S and container energy storage products were launched

Acquired Wuhan T1un Motor in April 2022, officially entering the field of two-wheeled electric vehicle drive and core components of two-wheeled electric vehicles

Building Technology

HVAC

Commercial Air Conditioner has continued to break first with respect to domestic market share

The export value of Midea's heat pump products grew by more than **200%** YoY, with its export volume ranking first in China's heat pump industry

*Data Source: Hisense, Chinese 2022

Building Control

Released the TRANE TRICONEX, Midea Building Digital Platform, whose business includes industrial parks to hospitals, health care and public facilities, etc.

Elevator

LAVICA, a digital and intelligent elevator brand under Midea Building Technologies, released two new elite elevators "Sailor" and "Tiang" the first elevator with the intelligent passenger flow control system (elevator dispatcher room) and "Yunling" (with computer room)

Robotic & Automation

Sustained Growth in KUKA's Business

Order Received (EM EUR)	2.55
+34.8%	
Sales Revenue (EM EUR)	1.74
+13.5%	
EBIT (EM EUR)	48.6
+43.8%	

Data source: 2021H1 KUKA financial report

KUKA CHINA

Revenue of KUKA China increased by **36%** YoY, **11** new products and applications were released, and 2000 robots were launched

More than **20,000** robotics been ordered in new energy vehicle industry, and established cooperative relations with top customers

Redesigned and released the RDC (a core component of control cabinet), and promoted the localized production of key materials such as balance cylinder

Technology Leadership

22H1 R&D investment 5.8 BN / YoY

+10.4%

Valid patents held by Midea (inclusive of TLSC) over

77,000

Global invention patents filed over

2,000

International leading achievement certified

190

Standards formulated and revised

149

State level corporate technology centers

10

Province-level corporate technology, engineering and design centers over

60

Direct to Clients

Focus on user experience

Improve the user experience of the whole industry chain, guided by Net Promoter Score (NPS), with the overall NPS value increasing by 10% YoY

Promote the establishment of membership system

Promote the intelligence and IoT of products, and promote the number of registered members to exceed 100 million

Enhance digitalized business decision-making

Develop the active service platform, with 21 active service scenes launched and more than 1.65 million active service times

Digitalization & Intelligent Driven

With the protection of user privacy and data security as the core

Midea was the only home appliance business that won a case award for The application of personal information security standards and practices, jointly released by the National Cybersecurity National Standard Excellent Practice

Evolution to cross-industry ecological scenes

Approximately 5 million home appliance products have been connected, and IoT system expects to be launched in 2022

"Customize a Smarter Midea Life for You"

Midea IoT had nearly 10 million units of newly connected devices, and it provided services for more than 70 million families, up by 87% YoY

Midea's smart scenes were executed more than 210 million times, representing an increase of over 300% YoY

Global Impact

Continuous improvement overseas channels distribution

Approximately 20000 new active partners More than 20,000 new sales outlets Opened 1 direct sales subsidiary in Brazil and Philippines

An overseas mechanism for smart scenes co-creation

Shipment of IoT products in overseas markets has surpassed 1.4 million units; Cooperation with Amazon Alexa established Completed the development of the MSmartLife app - a globally unified international platform for online support services

Establishment of a digital eco-system for user growth

Reached a total of 12 billion people through foreign social media

Interacted with 2 million users

More than 5.4 million users registered on the official website

China-based Supply for the World + Local Supply

Constructing manufacturing bases in Egypt to cover the Middle East and African market; Constructing new manufacturing base in Thailand to cover Southeast Asia; Initiated the KUKA AGV compressor plant and the integration of The Thai compressor company

Brand Honors

No. 245
on the 2022 Fortune Global 500

No. 186
on the Global Brand Finance 2022

No. 36
on the 2022 Brand Finance Tech 100

In August 2021, Fortune China and the China Electronics Chamber of Commerce jointly released the list of "China Digital 100", and Midea ranked No. 6 for its comprehensive strength in the area of digital economy