### Built to Grow

#### The 2021 Annual & 2022 Q1 Results

#### Revenue Growth

<table>
<thead>
<tr>
<th>Segment</th>
<th>2020 (BN)</th>
<th>2021 (BN)</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Revenue (BN)</td>
<td>13.6 BN</td>
<td>24.5 BN</td>
<td>80.3%</td>
</tr>
<tr>
<td>Overseas Revenue (BN)</td>
<td>10.3 BN</td>
<td>17.7 BN</td>
<td>72.8%</td>
</tr>
<tr>
<td>Total Revenue (BN)</td>
<td>23.9 BN</td>
<td>42.2 BN</td>
<td>80.3%</td>
</tr>
</tbody>
</table>

#### Performance Highlights

- **Revenue in Electric Vehicles**: Increased by more than 100% year-on-year
- **Revenue of KUKA China**: Increased by 51.4%
- **Non-automotive Industries**: Revenue increased by 23.5%

#### Industry Strategies

- **Digitalization**: Products to accelerate business layout
- **Software Solutions**: Platform KUKA iiQoT and other new software
- **Smart Simulation Software**: KUKA.Sim 4.0, IIoT

#### Building Technology

- **HVAC Products**: 96.8% market share
- **Industrial Technology**: 24.8% market share
- **Building Control**: 20.2%

#### Midea

- **Invention Patents**: Granted over 10,000
- **Global Patents**: Filed over 70,000 (inclusive of TLSC)
- **Valid Patents Held by Midea**: 515

#### KUKA

- **Autonomous Mobile Robots**: Market share of 34.6%
- **New Orders**: Increased by 37.9%
- **Remote Collaboration**: 30.0%

#### Smart Home

- **Eco-friendly Solutions**: 35.0%
- **Energy Efficiency**: 24.5%
- **Resource Conservation**: 25.5%
- **Eco-friendly Solutions (BN)**: 13.6 BN

#### Company Performance

<table>
<thead>
<tr>
<th>Metric</th>
<th>2020 (BN)</th>
<th>2021 (BN)</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Profit Attributable to Shareholders</td>
<td>9.5 BN</td>
<td>17.6 BN</td>
<td>84.7%</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>23.9 BN</td>
<td>42.2 BN</td>
<td>80.3%</td>
</tr>
<tr>
<td>Earnings per Share</td>
<td>0.47</td>
<td>0.81</td>
<td>72.8%</td>
</tr>
<tr>
<td>Basic Earnings per Share</td>
<td>0.46</td>
<td>0.81</td>
<td>72.8%</td>
</tr>
</tbody>
</table>

#### Strategic Focus

- **Continuous Innovation**: New products and applications
- **Digitalization**: Products to accelerate business layout

#### Share Repurchase

- **Cumulative Share Repurchase**: 42% of the Company (BN)
- **Accumulative Share Repurchased**: 277 million shares (that of 2021 included) since group listing
- **Cumulative Dividends Distributed**: 11.7 billion
- **Cash Dividends Distributed as % of Net Profit Attributable to Shareholders**: 40.9%
- **Share Repurchase as % of Net Profit Attributable to Shareholders**: 17.0%

#### Targets

- **3S Business Growth**: 110% year-on-year
- **5S Total Revenue**: 13.6 BN

#### Key Takeaways

- **Eco-friendly Solutions**: 35.0%
- **Energy Efficiency**: 24.5%
- **Resource Conservation**: 25.5%

#### Midea Products

- **Premiumisation**: Breakthrough in air-con, washing machine, and refrigerator

#### International

- **Leading Market Share**: 34.6%
- **New Orders**: Increased by 37.9%
- **Remote Collaboration**: 30.0%

#### Summary

- **Built to Grow**: Continued growth in revenue and profit, with a strong focus on digitalization and innovation.
Deepen and promote the business model change and the digital and intelligent transformation of the user service system. Be the first to launch the “text + video + voice” customer interactive service prior to peers with satisfaction rate of 98%. Roll out a cloud platform for digital operations and services, solving problems over 500,000 with the average response time of 120 seconds. Fully realized the replacement of smart small home appliances with after-sales services, replacing nearly 410,000 products in 2021 with shortened replacement cycle of 3 days. Improves the user experience of the whole value chain under the guidance of the Net Promoter Score (NPS), with the NPS increasing by over 25% compared to 2020. Promote the establishment of membership system and private domain traffic, the cumulative number of registered members exceeded 110 million. Reconstructs the service process from the user’s perspective, and redesigns the service blueprint by covering 18 core scenarios and solving 214 service pain points. M-Smart’s industry-leading level of data security. Obtained the first “IT Product Information Security Certification (EAL4+)” certificate in the industry. Accredited with the first international standard certificate for Compliance Management in Relation to Antitrust and Data Protection ISO37301:2021 issued by the BSI. M-Smart’s industry-leading level of data security. Obtained the first “IT Product Information Security Certification (EAL4+)” certificate in the industry. Accredited with the first international standard certificate for Compliance Management in Relation to Antitrust and Data Protection ISO37301:2021 issued by the BSI. Digitization & Intelligence Driven

Global Impact
In 2021, Midea made headway towards the Global Impact strategy that has focused on the United States, Brazil, Germany, Japan and ASEAN. Continuous improvement of overseas channel distribution. Established more than 43,000 overseas own brand sales outlets, with a cumulative total of over 150,000. Achieved 65% year-on-year growth in overseas e-commerce sales, plugged into local e-commerce platforms in over 10 European and American countries. More than 40 Best Seller products were available on the e-commerce platforms in various countries, with 8 sub-categories ranking as the top three sales on Amazon in the United States, the United Kingdom, Germany, Italy and Brazil. Accelerate the model of “China-Based Supply for the World + Local Supply”.

A new manufacturing base was launched in Brazil. A new production base for refrigerators, washing machines and water heaters in Egypt has put into operation. A new production base for air conditioners in Thailand has completed test run. Brand Honors
No. 288 on the 2021 Fortune Global 500
No. 183 on the 2021 Forbes Global 2000
No. 33 on the 2021 BrandZ™ Top 100 Most Valuable Chinese Brands.

Environment
Total waste reduced compared to 2020: 4,350,532 tons. Total water consumption reduced compared to 2020: 3,623,980 tons. Ratio of renewable energy consumption increased to 10.1%. Total installed capacity of photovoltaic (PV) power projects exceeded 160MW. Sustainability
Social
Invented to support rural revitalization, through more than 200 projects. Nearly RMB 30 million expenses as medical expenditures for employees and their immediate family members on critical diseases or accidents through "May I Support Funds" from 2016 to 2021. RMB 50 million.

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