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#### Zoomlion Heavy Industry Science and Technology Co., Ltd.\*

中聯重科股份有限公司

(a joint stock company incorporated in the People's Republic of China with limited liability)

(Stock Code: 1157)

#### FIRST QUARTERLY REPORT OF 2016

#### **SUMMARY**

The Board of Zoomlion Heavy Industry Science and Technology Co., Ltd.\* hereby announces the First Quarterly Report of 2016 of the Company. The financial data contained in the Report has been prepared in accordance with PRC GAAP and is unaudited.

This announcement is made in accordance with Rule 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

The board of directors (the "Board") of Zoomlion Heavy Industry Science and Technology Co., Ltd.\* (the "Company") hereby announces the unaudited results of the Company for the three months ended 31 March 2016 (the "First Quarterly Report of 2016", the "Report"). The financial data contained in the Report has been prepared in accordance with China Accounting Standards for Business Enterprises ("PRC GAAP") and is unaudited. This announcement is made in accordance with Rule 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

The First Quarterly Report of 2016 is written in both Chinese and English. In the case of any discrepancies, the Chinese version of the Report shall prevail.

## FIRST QUARTERLY REPORT OF 2016 OF ZOOMLION HEAVY INDUSTRY SCIENCE AND TECHNOLOGY CO., LTD. \*

#### 1. IMPORTANT

- 1.1 The Board, the Supervisory Board of the Company and its directors, supervisors and senior management warrant that there are no mis-representations, misleading statements or material omissions in the Report, and they shall, individually and jointly, accept full responsibility for the truthfulness, accuracy and completeness of the contents of the Report.
- 1.2 None of the directors, supervisors and senior management declared to be unable to confirm or held objection to the truthfulness, accuracy and completeness of the Report.
- 1.3 All members of the Board attended the Board meeting in person for the review of the Report.
- 1.4 The first quarterly financial statements of the Company are unaudited.
- 1.5 Dr. Zhan Chunxin, Chairman of the Board, Ms. Du Yigang, Vice-president, and Mr. Jiang Yuan, the person in charge of the accounting affairs, warrant the truthfulness, accuracy and completeness of the financial report contained in this report.

#### 2. CORPORATE INFORMATION

#### 2.1 Principal Financial Data and Indicators prepared in accordance with PRC GAAP

|  | The<br>Reporting<br>Period  | The<br>corresponding<br>period of<br>last year                 | Unit: RMB Increase/decrease over corresponding period of last year  |
|--|---|--|---|
| Operating income   | 3,023,695,826.80  | 3,782,836,809.78   | -20.07%   |
| Net profit attributable to equity shareholders of the Company Net profit after extraordinary gain and loss attributable to equity shareholders   | -660,323,718.98   | -383,355,266.05  | -72.25%   |
| of the Company   | -691,842,917.73   | -423,602,025.04  | -63.32%   |
| Net cash flow from operating activities  Basic earnings per share (RMB/share) Diluted earnings per share (RMB/share) Weighted average return on net assets   | -1,229,944,612.07<br>-0.09<br>-0.09<br>-1.67%                             | -3,725,364,321.54<br>-0.05<br>-0.05<br>-0.96%                  | 66.98%<br>-80.00%<br>-80.00%<br>A decrease of<br>0.71 percentage<br>points  |
| Total assets (RMB) Net assets attributable to the equity shareholders of the Company (RMB)   | As at the end of the reporting period 92,927,610,699.98 39,297,937,192.55 | As at the end of last year 93,723,020,007.67 39,936,600,440.37 | Change in the end of the reporting period as compared with the end of last year -0.85% -1.60%  Unit: RMB Amount for |
| Item   |   |  | the period from<br>the beginning of<br>the year to<br>the end of the<br>reporting period                            |
| Profit/loss from the disposal of non-current assets asset impairment) Government subsidies recorded under current profit   | it and loss   | •  | -706,388.70   |
| (excluding those closely related to the business of a fixed amount or fixed quantity under the stand Profit/loss from debt restructuring  Change in fair value of financial assets and liabilit investment income from disposal of financial as trading and financial assets held for sale other the | lard of the State) ies held for trading and sets and liabilities held     | d<br>l for   | 72,828,174.69<br>-3,092,741.64  |
| liabilities held under hedging arrangement in rel Non-operating income and expenses other than the Less: Income tax effect Minority interests after tax  | ation to normal busine  |  | -15,294,270.92<br>6,885,463.35<br>9,196,278.94<br>19,904,759.09   |
| Total  |   |  | 31,519,198.75   |

# 2.2 Total number of shareholders and top ten holders of shares not subject to sales restriction as at the end of the reporting period

Total number of the shareholders as at the end of the Reporting Period **Top ten shareholders** 

Unit: Share 446,829

| Top ten shareholders  |                                       | Shareholding | Number of     |
|---|---------------------------------------|--------------|---------------|
| Name of shareholders  | Nature of shareholders                | percentage   | shares held   |
| HKSCC NOMINEES LIMITED  | Overseas legal person                 | 18.08%       | 1,385,632,703 |
| State-owned Assets Supervision and Administration Commission of | State-owned legal person              | 16.35%       | 1,253,314,876 |
| Hunan Provincial People's Government                            |                                       |              |               |
| Changsha Hesheng Science and Technology Investment Co., Ltd.    | Domestic non state-owned legal person | 5.04%        | 386,517,443   |
| China Securities Finance Co., Ltd.                              | State-owned legal person              | 3.01%        | 230,408,951   |
| GOOD EXCEL GROUP LIMITED  | Overseas legal person                 | 2.20%        | 168,635,680   |
| Real Smart International  | Overseas legal person                 | 2.20%        | 168,635,602   |
| Changsha Yifang Science and Technology Investment Co., Ltd.     | Domestic non state-owned legal person | 2.05%        | 156,864,942   |
| Central Huijin Asset Management Ltd.                            | State-owned legal person              | 1.51%        | 115,849,400   |
| Hony Capital Fund I (Tianjin), L.P.                             | Domestic non state-owned legal person | 0.84%        | 64,600,000    |
| National Social Insurance Fund 210 Package                      | State-owned legal person              | 0.33%        | 24,999,969    |

# 3. Significant changes in major items of the financial statements and financial indicators and reasons (based on statements reported under PRC GAAP)

Unit: RMB

| Item   | As at the end<br>of the period<br>(Current period) | As at the beginning<br>of the period<br>(Previous period) | Percentage of changes | Reasons  |
|--|--|---|-----------------------|--|
| Item   | (Current periou)                                   | (Frevious periou)   | of changes            | Reasons  |
| Financial assets at fair value through profit or loss      | 1,888,298.90                                       | 15,646,907.05   | -87.93%               | Mainly attributable to the change in fair value of forward foreign exchange  |
| Other non-current assets                                   | 70,000,000.00                                      | _   |                       | Mainly attributable to the prepayments for equity acquisition  |
| Short-term factoring borrowings                            | 2,291,133.83                                       | 4,353,591.26  | -47.37%               | Mainly attributable to the payments for short-term factoring borrowings  |
| Financial liabilities at fair value through profit or loss | _  | 41,268,197.24   |                       | Mainly attributable to the change in fair value of forward foreign exchange  |
| Accrued payroll  | 100,750,362.04                                     | 197,962,157.08  | -49.11%               | Mainly attributable to the payment of remuneration for the previous year   |
| Taxes payable  | 206,877,122.25                                     | 358,104,379.84  | -42.23%               | Mainly attributable to the payment of taxes for the previous year  |
| Interest payable   | 462,567,302.84                                     | 213,644,945.81  | 116.51%               | Mainly attributable to the effect of provision for the interest accrued on the corporate bonds and medium-term notes |
| Non-current liabilities due within one year                | 8,392,851,058.08                                   | 5,463,126,881.60  | 53.63%                | Mainly attributable to the effect arising from issuance of super short-term bill notes                               |
| Taxes and surcharges for operations                        | 34,058,170.24                                      | 17,177,473.78   | 98.27%                | Mainly attributable to the increase in taxes payable   |
| Financial expenses   | 481,325,294.56                                     | 225,335,308.99  | 113.60%               | Mainly attributable to impacts of change in exchange rates   |
| Losses on assets impairment                                | 87,995,623.13                                      | 160,951,222.50  | -45.33%               | Mainly attributable to lower growth in receivables   |
| Gains from changes of fair value                           | 27,642,014.66                                      | 10,176,681.83   | 171.62%               | Mainly attributable to the change<br>in fair value of forward foreign<br>exchange                                    |
| Income from investment                                     | -40,044,309.10                                     | 25,423,414.47   |                       | Mainly attributable to the effect of settlement of forward foreign exchange  |
| Non-operating profits                                      | 91,703,222.69                                      | 61,062,613.63   | 50.18%                | Mainly attributable to the increase in subsidy income  |
| Income tax expenses  | -134,604,978.34                                    | 5,712,638.99  |                       | Mainly attributable to the decrease in the income tax payable and the increase in the deferred income tax assets     |
| Net cash flow from operating activities                    | -1,229,944,612.07                                  | -3,725,364,321.54   | 66.98%                | Mainly attributable to decrease in expenses for operation  |
| Net cash flow from investing activities                    | -1,017,150,031.82                                  | 806,085,869.05  | -226.18%              | Mainly attributable to the increase in the net cash from subsidiaries  |
| Net cash flow generated from financing activities          | 482,485,096.87                                     | 2,002,132,641.75  | -75.90%               | Mainly attributable to the increase in Debt repayment  |

#### 4. APPENDIX

#### 4.1 Consolidated Balance Sheet

|  |  | Unit: RMB  |
|--|--|--|
| Item   | Balances at<br>the end of<br>the period  | Balances at<br>the beginning of<br>the period  |
| Current assets: Cash and cash equivalents Balance with clearing companies Placements with other financial institutions Financial assets at fair value  | 12,158,203,112.93  | 13,535,350,463.53  |
| through profit or loss  Derivative financial assets  | 1,888,298.90   | 15,646,907.05  |
| Bill receivables Account receivables Prepayments Premiums receivable Reinsurance accounts receivable Deposits receivable from reinsurance contract     | 912,987,176.52<br>29,714,297,000.90<br>350,206,769.63  | 1,186,077,418.79<br>29,744,509,323.58<br>347,197,829.82                                  |
| Interest receivable Dividends receivable Other receivables Purchases of resold financial assets  | 13,175,136.50<br>1,222,753,180.21  | 13,175,136.50<br>1,410,113,763.32  |
| Inventories Assets classified as held-for-sale   | 15,064,878,218.49  | 14,082,903,073.89  |
| Non-current assets due within one year Other current assets  | 12,796,121,704.21<br>1,571,198,024.87  | 12,645,266,868.29<br>1,604,611,398.62  |
| Total current assets   | 73,805,708,623.16  | 74,584,852,183.39  |
| Non-current assets:  Loans and advances granted  |  |  |
| Available-for-sale financial assets Held-to-maturity investments   | 179,522,144.46   | 181,036,417.59   |
| Long-term receivables Long-term equity investment Investment property  | 2,456,920,189.73<br>213,603,149.49   | 2,593,608,237.17<br>208,454,569.31   |
| Fixed assets Construction in progress Construction materials Disposal of fixed assets Biological assets for production                                 | 7,642,044,277.96<br>755,663,705.64   | 7,800,033,385.31<br>720,170,629.72   |
| Oil and gas assets Intangible assets Development expenses Goodwill Long-term deferred expenditures Deferred income tax assets Other non-current assets | 4,618,892,550.40<br>106,321,829.56<br>2,073,981,465.46<br>14,205,331.39<br>990,747,432.73<br>70,000,000.00 | 4,639,934,358.53<br>93,265,323.60<br>2,032,523,498.75<br>13,754,719.31<br>855,386,684.99 |
| Total non-current assets   | 19,121,902,076.82  | 19,138,167,824.28  |
| Total assets   | 92,927,610,699.98  | 93,723,020,007.67  |

| Item  | Balances at<br>the end of<br>the period | Balances at<br>the beginning of<br>the period |
|---|---|---|
| Current liabilities:  | ( 227 520 001 52                        | 7.010.550.710.56                              |
| Short-term borrowings   | 6,227,529,891.52                        | 7,818,558,712.56                              |
| Short-term factoring borrowings Deposit received and inter-bank deposit               | 2,291,133.83                            | 4,353,591.26                                  |
| Capital borrowed  |   |   |
| Financial liabilities at fair value through   |   |   |
| profit or loss  |   | 41,268,197.24                                 |
| Derivative financial liabilities  |   | 11,200,177121                                 |
| Bills payable   | 6,150,184,116.44                        | 5,674,402,528.68                              |
| Account payable   | 6,432,801,245.16                        | 6,393,055,129.25                              |
| Advances from customers   | 851,287,184.62                          | 778,751,319.30                                |
| Funds from disposal of  |   |   |
| repurchased financial assets  |   |   |
| Handling charges and commissions payable  |   |   |
| Accrued payroll   | 100,750,362.04                          | 197,962,157.08                                |
| Taxes payable   | 206,877,122.25                          | 358,104,379.84                                |
| Interest payable  | 462,567,302.84                          | 213,644,945.81                                |
| Dividends payable   | 8,431,784.03                            | 8,431,784.03                                  |
| Other payables  | 2,535,502,918.65                        | 3,230,997,838.93                              |
| Reinsurance account payable   |   |   |
| Deposits for insurance contract   |   |   |
| Customer deposits for trading in securities   |   |   |
| Customer deposits for securities underwriting Liabilities classified as held-for-sale |   |   |
| Non-current liabilities due within one year   | 8,392,851,058.08                        | 5,463,126,881.60                              |
| Other current liabilities   | 0,392,031,030.00                        | 3,403,120,001.00                              |
| Other current habilities  |   |   |
| Total current liabilities   | 31,371,074,119.46                       | 30,182,657,465.58                             |
| Non-current liabilities:  |   |   |
| Long-term borrowings  | 5,218,797,111.95                        | 6,453,054,600.00                              |
| Bonds payable   | 15,400,745,461.37                       |   |
| Including: Preference shares  | 13,100,713,101.37                       | 13,120,233,200.10                             |
| Perpetual liabilities   |   |   |
| Long-term payables  | 251,543,662.76                          | 355,360,207.08                                |
| Long-term accrued payroll   |   |   |
| Special payables  |   |   |
| Accrued liabilities   |   |   |
| Deferred income   | 255,797,873.35                          | 255,435,571.86                                |
| Deferred income tax liabilities   | 442,486,955.22                          | 439,151,964.56                                |
| Other non-current liabilities   |   |   |
| Total non-current liabilities   | 21,569,371,064.65                       | 22,931,257,603.90                             |
| Total liabilities   | 52,940,445,184.11                       | 53,113,915,069.48                             |
|   |   |   |

| Item                                     | Balances at<br>the end of<br>the period | Balances at<br>the beginning of<br>the period |
|--|---|---|
| Owners' equity:                          |   |   |
| Share capital                            | 7,664,132,250.00                        | 7,664,132,250.00                              |
| Other equity instruments                 |   |   |
| Including: Preference shares             |   |   |
| Perpetual liabilities                    |   |   |
| Capital reserve                          | 13,065,494,649.57                       | 13,065,494,649.57                             |
| Less: Treasury shares                    |   |   |
| Other comprehensive income               | -768,188,311.98                         | -789,566,258.50                               |
| Special reserves                         | 11,527,630.84                           | 11,245,106.20                                 |
| Surplus reserve                          | 2,917,182,178.98                        | 2,917,182,178.98                              |
| General risk provisions                  |   |   |
| Undistributed profit                     | 16,407,788,795.14                       | 17,068,112,514.12                             |
| Total owner's equity attributable to     |   |   |
| the equity holders of the parent company | 39,297,937,192.55                       | 39,936,600,440.37                             |
|  |   |   |
| Minority interests                       | 689,228,323.32                          | 672,504,497.82                                |
| •  |   |   |
| Total owners' equity                     | 39,987,165,515.87                       | 40,609,104,938.19                             |
| <b>.</b> •                               |   |   |
| Total liabilities and owners' equity     | 92,927,610,699.98                       | 93,723,020,007.67                             |
| Total habilities and owners equity       | 72,721,010,077.70                       |   |

#### 4.2 Balance Sheet of the Parent Company

| Balance Sneet of the Parent Company                   |                          | II ' DMD          |
|---|--------------------------|-------------------|
|   |                          | Unit: RMB         |
|   | Balances                 | Balances at       |
|   | at the end               | the beginning of  |
| Item  | of the period            | the period        |
| Current assets:                                       |                          |                   |
| Cash and cash equivalents                             | 7,410,064,866.29         | 7,595,637,679.72  |
| Financial assets at fair value through profit or loss | 1,888,298.90             | 15,646,907.05     |
| Derivative financial assets                           | 1,000,270.70             | 13,040,707.03     |
| Bill receivables                                      | 502,416,271.71           | 890,687,323.58    |
| Account receivables                                   | 31,856,981,356.05        | 31,981,806,709.86 |
| Prepayments   | 786,394,459.44           | 840,429,231.81    |
| Interest receivable                                   | 700,371,137.11           | 010,127,231.01    |
| Dividends receivable                                  | 13,175,136.50            | 13,175,136.50     |
| Other receivables                                     | 6,636,989,426.47         | 3,078,406,431.29  |
| Inventories   | 11,160,594,808.60        | 10,873,762,983.16 |
| Assets classified as held-for-sale                    | 11,100,374,000.00        | 10,073,702,703.10 |
| Non-current assets due within one year                |                          |                   |
| Other current assets                                  | 633,625,611.64           | 653,375,172.82    |
| other earrent assets                                  |                          | 033,373,172.02    |
| Total current assets                                  | 50 002 120 225 60        | 55 042 027 575 70 |
| Total current assets                                  | <u>59,002,130,235.60</u> | 55,942,927,575.79 |
| Non-current assets:                                   |                          |                   |
| Available-for-sale financial assets                   | 176,472,325.63           | 177,986,417.59    |
|   | 170,472,323.03           | 177,900,417.39    |
| Held-to-maturity investments                          |                          |                   |
| Long-term receivables                                 | 16 192 722 200 00        | 16 016 621 170 40 |
| Long-term equity investment                           | 16,182,733,299.90        | 16,216,631,172.48 |
| Investment property Fixed assets                      | 4,299,157,266.70         | 4,398,646,738.00  |
| Construction in progress                              | 538,796,305.14           | 520,569,468.78    |
| Construction materials                                | 330,790,303.14           | 320,309,406.76    |
| Disposal of fixed assets                              |                          |                   |
| Biological assets for production                      |                          |                   |
| Oil and gas assets                                    |                          |                   |
| Intangible assets                                     | 1,542,932,230.45         | 1,560,915,634.89  |
| Development expenses                                  | 38,543,240.48            | 30,680,195.65     |
| Goodwill  | 30,343,240.40            | 30,000,193.03     |
| Long-term deferred expenditures                       | 9,068,161.77             | 9,267,639.48      |
| Deferred income tax assets                            | 456,673,628.28           | 340,430,258.75    |
|   | 30,000,000.00            | 340,430,236.73    |
| Other non-current assets                              | 30,000,000.00            |                   |
| Total non-current assets                              | 23,274,376,458.35        | 23,255,127,525.62 |
|   |                          |                   |
| Total assets  | 82,276,506,693.95        | 79,198,055,101.41 |
|   |                          |                   |

| Item  | Balances<br>at the end<br>of the period | Balances at<br>the beginning of<br>the period |
|---|---|---|
| Current liabilities:  |   |   |
| Short-term borrowings   | 4,114,818,948.38                        | 3,838,410,166.75                              |
| Financial liabilities at fair value through profit or loss                                      |   |   |
| Derivative financial liabilities  |   |   |
| Bills payable   | 4,947,302,150.77                        | 4,582,638,586.48                              |
| Account payable   | 8,270,848,142.45                        | 8,506,961,450.48                              |
| Advances from customers   | 1,245,843,508.14                        | 605,548,436.28                                |
| Accrued payroll   | 4,179,803.10                            | 44,732,072.39                                 |
| Taxes payable   | 82,316,381.74                           | 149,772,867.24                                |
| Interest payable  | 307,767,718.75                          | 162,372,561.78                                |
| Dividends payable   | 8,431,784.03                            | 8,431,784.03                                  |
| Other payables  | 2,116,331,351.77                        | 3,717,833,649.83                              |
| Liabilities classified as held-for-sale   |   |   |
| Non-current liabilities due within one year Other current liabilities                           | 8,382,801,019.07                        | 3,493,163,824.37                              |
| Total current liabilities   | 29,480,640,808.20                       | 25,109,865,399.63                             |
| Non-current liabilities:  |   |   |
| Long-term borrowings  | 5,147,557,600.00                        | 5,803,564,600.00                              |
| Bonds payable   | 8,993,359,755.85                        | 8,992,935,899.50                              |
| Including: Preference shares Perpetual liabilities Long-term payables Long-term accrued payroll | 0,772,257,753.05                        | 0,772,733,077.30                              |
| Special payables  |   |   |
| Accrued liabilities   |   |   |
| Deferred income   | 215,737,865.80                          | 214,870,990.80                                |
| Deferred income tax liabilities   | 643,009.60                              | 2,697,980.83                                  |
| Other non-current liabilities   |   |   |
| Total non-current liabilities   | 14,357,298,231.25                       | 15,014,069,471.13                             |
| Total liabilities   | 43,837,939,039.45                       | 40,123,934,870.76                             |

| Item                                 | Balances<br>at the end<br>of the period | Balances at<br>the beginning of<br>the period |
|--------------------------------------|---|---|
| Owners' equity:                      |   |   |
| Share capital                        | 7,664,132,250.00                        | 7,664,132,250.00                              |
| Other equity instruments             |   |   |
| Including: Preference shares         |   |   |
| Perpetual liabilities                |   |   |
| Capital reserve                      | 14,562,774,117.38                       | 14,562,774,117.38                             |
| Less: Treasury shares                |   |   |
| Other comprehensive income           | 719,101.20                              | 2,006,079.37                                  |
| Special reserves                     | 870,200.00                              | 870,200.00                                    |
| Surplus reserve                      | 2,916,182,933.46                        | 2,916,182,933.46                              |
| Undistributed profit                 | 13,293,889,052.46                       | 13,928,154,650.44                             |
| Total owners' equity                 | 38,438,567,654.50                       | 39,074,120,230.65                             |
| Total liabilities and owners' equity | 82,276,506,693.95                       | 79,198,055,101.41                             |

#### 4.3 Consolidated Income Statement

| Con  | isolitated meonic Statement  |  | Unit: RMB                         |
|------|--|--|-----------------------------------|
| Iten | 1  | Amount<br>during the<br>reporting period | Amount during the previous period |
|      |  | 2.022.607.026.00                         | 2 702 02 ( 000 70                 |
| I.   | Total operating income   | 3,023,695,826.80                         | 3,782,836,809.78                  |
|      | Including: Operating income  | 3,023,695,826.80                         | 3,782,836,809.78                  |
|      | Interest income  |  |                                   |
|      | Premium received   |  |                                   |
| II.  | Handling fee and commission income                                       | 3,865,412,911.88                         | 4,246,657,486.65                  |
| 11.  | Total operation costs Including: Operation cost                          | 2,224,634,875.91                         | 2,841,004,786.72                  |
|      | Interest expenses  | 2,224,034,073.91                         | 2,041,004,760.72                  |
|      | Handling fee and commission expenses                                     |  |                                   |
|      | Payment on surrenders  |  |                                   |
|      | Net compensation expenses  |  |                                   |
|      | Net provision drawn for insurance contract                               |  |                                   |
|      | Policy dividend expenses   |  |                                   |
|      | Reinsurance expenses   |  |                                   |
|      | Taxes and surcharges for operations                                      | 34,058,170.24                            | 17,177,473.78                     |
|      | Selling expenses   | 540,214,341.32                           | 542,196,772.67                    |
|      | Administrative expenses  | 497,184,606.72                           | 459,991,921.99                    |
|      | Financial expenses   | 481,325,294.56                           | 225,335,308.99                    |
|      | Losses on assets impairment  | 87,995,623.13                            | 160,951,222.50                    |
|      | Add: Gains from changes of fair value ("-" refers to loss)               | 27,642,014.66                            | 10,176,681.83                     |
|      | Income from investment ("-" refers to loss)                              | -40,044,309.10                           | 25,423,414.47                     |
|      | Including: Investment income from associates and joint venture companies |  |                                   |
|      | Exchange gains ("-" refers to loss)                                      |  |                                   |
| III. | Operating profits ("-" refers to loss)                                   | -854,119,379.52                          | -428,220,580.57                   |
|      | Add: Non-operating profits   | 91,703,222.69                            | 61,062,613.63                     |
|      | Including: Gain on disposal of non-current assets                        | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,  | - , ,                             |
|      | Less: Non-operating expenses   | 15,788,714.99                            | 16,978,391.64                     |
|      | Including: Losses on disposal of non-current assets                      | , ,                                      | , ,                               |
| IV.  | Total profits ("-" refers to total loss)                                 | -778,204,871.82                          | -384,136,358.58                   |
|      | Less: Income tax expenses  | -134,604,978.34                          | 5,712,638.99                      |
| V.   | Net profits ("-" refers to net loss)                                     | -643,599,893.48                          | -389,848,997.57                   |
|      | Net profits attributable to owners of the parent company                 | -660,323,718.98                          | -383,355,266.05                   |
|      | Net profits attributable to minority interests                           | 16,723,825.50                            | -6,493,731.52                     |

| Item   | Amount during the reporting period | Amount during the previous period |
|--|------------------------------------|-----------------------------------|
| VI. Net amount of other comprehensive income after tax Net amount of other comprehensive income after  | 21,377,946.52                      | -84,461,161.95                    |
| tax attributable to owners of the parent company  (I) Other comprehensive income not to be reclassified into profit or loss subsequently  1. Changes of net liabilities or net assets arising from the re-measurement of defined benefit plans | 21,377,946.52                      | -84,461,161.95                    |
| 2. Share of other comprehensive income of the investees which cannot be reclassified into profit or loss under equity method   |                                    |                                   |
| (II) Other comprehensive income to be reclassified   | 01 277 046 50                      | 04 461 161 05                     |
| into profit or loss subsequently  1. Share of other comprehensive income of the investees which can be reclassified into profit or loss under equity method subsequently   | 21,377,946.52                      | -84,461,161.95                    |
| <ol> <li>Profit or loss from the change of fair value of available-for-sale financial assets</li> <li>Profit or loss from held-to-maturity investment reclassified as available-for-sale financial assets</li> </ol>                           | -1,286,978.17                      | 488,881.85                        |
| <ul><li>4. Effective portion of profit or loss from cash flows hedges</li><li>5. Exchange differences from translation of</li></ul>  |                                    |                                   |
| financial statements 6. Others Net amount of other comprehensive income after  | 22,664,924.69                      | -84,950,043.80                    |
| tax attributable to minority shareholders  |                                    |                                   |
| VII. Total comprehensive income  Total comprehensive income attributable to owners of  | -622,221,946.96                    | -474,310,159.52                   |
| the parent company  Total comprehensive income attributable to   | -638,945,772.46                    | -467,816,428.00                   |
| minority shareholders  | 16,723,825.50                      | -6,493,731.52                     |
| VIII. Earnings per share:  |                                    |                                   |
| (1) Basic earnings per share   | -0.09                              | -0.05                             |
| (2) Diluted earnings per share   | -0.09                              | -0.05                             |

### **4.4** Income Statement of the Parent Company

|            |   |                   | UIIII. RIVID      |
|------------|---|-------------------|-------------------|
|            |   | Amount during the | Amount during the |
| Iten       | 1   | reporting period  | previous period   |
| I.         | Operating income  | 1,628,149,810.92  | 2,155,237,586.06  |
|            | Less: Operating cost  | 1,213,077,991.70  | 1,702,145,728.91  |
|            | Taxes and surcharges for operations   | 30,029,863.75     | 9,383,016.25      |
|            | Selling expenses  | 374,267,641.84    | 417,398,346.64    |
|            | Administrative expenses   | 305,712,313.53    | 279,998,132.72    |
|            | Financial expenses  | 376,002,866.62    | -76,132,562.33    |
|            | Losses on assets impairment   | 77,413,533.53     | 156,029,074.53    |
|            | Add: Gains from changes of fair value ("-" refers to loss)                            | -13,748,838.15    | 741,027.35        |
|            | Income from investment ("-" refers to loss)   | 8,374,997.31      | -119,975.65       |
|            | Including: Investment income from associates and joint venture companies              |                   |                   |
| II.        | Operating profits ("-" refers to loss)  | -753,728,240.89   | -332,963,098.96   |
|            | Add: Non-operating profits  | 13,269,578.24     | 13,111,303.21     |
|            | Including: Gain on disposal of non-current assets                                     |                   |                   |
|            | Less: Non-operating expenses  | 12,023,345.59     | 11,275,311.16     |
|            | Including: Losses on disposal of non-current assets                                   |                   |                   |
| III.       | Total profits ("-" refers to total loss)  | -752,482,008.24   | -331,127,106.91   |
|            | Less: Income tax expense  | -118,216,410.26   | -29,879,036.00    |
|            | Net profits ("-" refers to net loss)  | -634,265,597.98   | -301,248,070.91   |
| V.         | Net amount of other comprehensive income after tax                                    | -1,286,978.17     | 488,881.85        |
|            | (I) Other comprehensive income not to be reclassified                                 |                   |                   |
|            | into profit or loss subsequently  |                   |                   |
|            | 1. Changes of net liabilities or net assets from                                      |                   |                   |
|            | the re-measurement of defined benefit plans 2. Share of other comprehensive income of |                   |                   |
|            | the investees which cannot be reclassified  |                   |                   |
|            | into profit or loss under equity method   |                   |                   |
|            | (II) Other comprehensive income to be reclassified into                               |                   |                   |
|            | profit or loss subsequently   | -1,286,978.17     | 488,881.85        |
|            | 1. Share of other comprehensive income of   | 1,200,770117      | .00,001.00        |
|            | the investees company which can be  |                   |                   |
|            | reclassified into profit or loss under  |                   |                   |
|            | equity method subsequently  |                   |                   |
|            | 2. Profit or loss from the change of fair value of                                    |                   |                   |
|            | available-for-sale financial assets   | -1,286,978.17     | 488,881.85        |
|            | 3. Profit or loss from held-to-maturity investment                                    |                   |                   |
|            | reclassified as available-for-sale  |                   |                   |
|            | financial assets  |                   |                   |
|            | 4. Effective portion of profit or loss from   |                   |                   |
|            | cash flows hedges   |                   |                   |
|            | 5. Exchange differences from translation of   |                   |                   |
|            | financial statements  |                   |                   |
| <b>171</b> | 6. Others   | 605 550 576 15    | 200 750 100 07    |
| VI.        | Total comprehensive income  | -635,552,576.15   | -300,759,189.06   |
| V 11.      | Earnings per share:   |                   |                   |
|            | <ul><li>(1) Basic earnings per share</li><li>(2) Diluted earnings per share</li></ul> |                   |                   |
|            | (2) Diruwu carnings per snare   |                   |                   |

Unit: RMB

#### 4.5 Consolidated Cash Flow Statement

| Cons | sondated Cash Flow Statement  |                                    | Unit: RMB                                      |
|------|---|------------------------------------|--|
| Iten | 1   | Amount during the reporting period | Amount during the previous period              |
| I.   | Cash flow from operating activities:  |                                    |  |
|      | Cash received from selling goods and providing services Net increase in customer bank deposits and due to banks and other financial institutions Net increase in borrowings from central bank | 3,448,997,435.39                   | 4,740,507,651.87                               |
|      | Net increase in placements from other financial institutions  |                                    |  |
|      | Cash received from original insurance contract premiums   |                                    |  |
|      | Net cash received from reinsurance business   |                                    |  |
|      | Net increase in policy holder deposits and investments funds  |                                    |  |
|      | Net increase in the disposal of financial assets at fair value  |                                    |  |
|      | through profit or loss Cash received from interest, fees and commissions  |                                    |  |
|      | Net increase in capital borrowed  |                                    |  |
|      | Net increase in income from repurchase business   |                                    |  |
|      | Refunds of taxes received   | 85,456,364.29                      | 21,938,821.09                                  |
|      | Cash received relating to other operating activities  | 208,276,130.72                     | 214,677,862.23                                 |
| Sub  | total of cash inflow from operating activities  | 3,742,729,930.40                   | 4,977,124,335.19                               |
|      | Cash paid for purchasing goods and receiving services   | 2,921,911,504.41                   | 5,205,491,714.17                               |
|      | Net increase in customer loans and advances to customers  |                                    |  |
|      | Net increase in deposit in central bank and   |                                    |  |
|      | due to banks and other financial institutions   |                                    |  |
|      | Cash paid for original insurance contract claimed Cash paid for interest, fees and commissions  |                                    |  |
|      | Cash paid for policy holder dividend  |                                    |  |
|      | Cash paid to and for employees  | 602,210,578.43                     | 988,823,990.05                                 |
|      | Cash paid for taxes and surcharges  | 213,182,044.68                     | 266,147,656.74                                 |
|      | Cash paid relating to other operating activities  | 1,235,370,414.95                   | 2,242,025,295.77                               |
| Sub  | -total of cash outflow from operating activities  | 4,972,674,542.47                   | 8,702,488,656.73                               |
| Net  | cash flow from operating activities   | -1,229,944,612.07                  | -3,725,364,321.54                              |
| II.  | Cash flow from investing activities:  |                                    |  |
|      | Cash received from disposal of investments  | (0.000 F0                          | ( (   <b>                                 </b> |
|      | Cash received from returns on investments   | 69,293.58                          | 6,647,534.28                                   |
|      | Net cash received from disposal of fixed assets,  | 022 041 61                         | 17 002 001 02                                  |
|      | intangible assets and other long-term assets Net cash received from subsidiaries and  | 923,941.61                         | 17,993,091.92                                  |
|      | other operating business units  |                                    | 1,409,850,308.95                               |
|      | Cash received relating to other investing activities  | 390,909,715.87                     | 1,809,460.06                                   |
| Sub  | total of cash inflow from investing activities  | 391,902,951.06                     | 1,436,300,395.21                               |
|      | Cash paid for acquisition and construction of fixed assets,   | , ,                                | , , ,  |
|      | intangible assets and other long-term assets  | 53,280,950.41                      | 14,423,096.58                                  |
|      | Cash paid for investment  |                                    |  |
|      | Net increase in pledge loans  |                                    | 0.00   |
|      | Net cash received from subsidiaries and   |                                    |  |
|      | other operating business units  |                                    |  |
| Cuk  | Cash paid relating to other investing activities  | 52 290 050 41                      | 14,423,096.58                                  |
|      | -total of cash outflow investing activities cash flow from investing activities   | 53,280,950.41<br>338,622,000.65    | 1,421,877,298.63                               |
| 1101 | cash from from investing activities   | 550,044,000.05                     | 1,741,011,490.03                               |

| Item  | Amount during the reporting period | Amount during the previous period |
|---|------------------------------------|-----------------------------------|
| III. Cash flow generated from financing activities:       |                                    |                                   |
| Cash received from investment                             |                                    |                                   |
| Including: Cash received by subsidiaries from             |                                    |                                   |
| the investment of minority shareholders                   |                                    |                                   |
| Cash received from borrowings                             | 10,109,378,744.70                  | 4,441,586,191.50                  |
| Cash received from issuing bonds                          | 10,100,010,1110                    | ., 1,0 0 0,1 > 1.0 0              |
| Cash received related to other financing activities       |                                    | 0.00                              |
| Sub-total of cash inflow from financing activities        | 10,109,378,744.70                  | 4,441,586,191.50                  |
| Cash paid for repaying debts                              | 10,098,829,250.71                  | 1,446,460,131.46                  |
| Cash paid for distributing dividends and profits and      |                                    |                                   |
| interest repayment  | 114,830,012.62                     | 160,129,300.20                    |
| Including: Dividends and profits paid by subsidiaries to  |                                    |                                   |
| minority shareholders                                     |                                    |                                   |
| Cash paid related to other financing activities           |                                    | 435,409,550.17                    |
| Sub-total of cash outflow from financing activities       | 10,213,659,263.33                  | 2,041,998,981.83                  |
| Net cash flow generated from financing activities         | -104,280,518.63                    | 2,399,587,209.67                  |
| IV. Effect of foreign exchange rate changes to cash and   |                                    |                                   |
| cash equivalents  | 9,349,595.32                       | -96,392,134.13                    |
| V. Net increase in cash and cash equivalents              | -986,253,534.73                    | -291,947.37                       |
| Add: Balance of cash and cash equivalents                 |                                    |                                   |
| at beginning of period                                    | 11,486,750,848.39                  | 14,483,416,992.37                 |
| VI. Balance of cash and cash equivalents at end of period | 10,500,497,313.66                  | 14,483,125,045.00                 |

### 4.6 Cash Flow Statement of Parent Company

| Cas  | in Flow Statement of Farent Company                                   |                             | Unit: RMB                  |
|------|---|-----------------------------|----------------------------|
|      |   | Amount                      | Amount                     |
| Ite  | n   | during the reporting period | during the previous period |
| I.   | Cash flow from operating activities:                                  |                             |                            |
|      | Cash received from selling goods and providing services               | 2,746,297,954.39            | 2,025,134,465.21           |
|      | Refunds of taxes received   | 28,295,018.25               | 16,832,300.09              |
|      | Cash received relating to other operating activities                  | 427,291,306.21              | 632,719,245.21             |
| Sub  | o-total of cash inflow from operating activities                      | 3,201,884,278.85            | 2,674,686,010.51           |
|      | Cash paid for purchasing goods and receiving services                 | 1,436,335,764.13            | 2,962,923,069.91           |
|      | Cash paid to and for employees  | 470,238,701.10              | 636,272,942.14             |
|      | Cash paid for taxes and surcharges                                    | 115,402,878.52              | 144,460,878.99             |
| ~ .  | Cash paid relating to other operating activities                      | 5,693,835,746.25            | 1,802,413,745.11           |
|      | o-total of cash outflow from operating activities                     | 7,715,813,090.00            | 5,546,070,636.15           |
|      | cash flow from operating activities                                   | -4,513,928,811.15           | -2,871,384,625.64          |
| II.  | Cash flow from investing activities:                                  |                             | 050 002 500 00             |
|      | Cash received from disposal of investments                            | (0.202.50                   | 878,093,790.00             |
|      | Cash received from returns on investments                             | 69,293.58                   | 6,647,534.28               |
|      | Net cash received from disposal of fixed assets,                      | (25,002,22                  | 4 220 755 11               |
|      | intangible assets and other long-term assets                          | 625,883.33                  | 4,220,755.11               |
|      | Net cash received from disposal of subsidiaries and                   |                             |                            |
|      | other operating business units  | 265 006 555 21              | 001 150 7(( 10             |
| C1   | Cash received relating to other investing activities                  | 265,096,555.31              | 281,150,766.40             |
| Sut  | o-total of cash inflow from investing activities                      | 265,791,732.22              | 1,170,112,845.79           |
|      | Cash paid for acquisition and construction of fixed assets,           | 23,388,906.56               | 73,370,828.74              |
|      | intangible assets and other long-term assets Cash paid for investment | 23,300,900.30               | 290,656,148.00             |
|      | Net cash paid for acquisition of subsidiaries and                     |                             | 230,030,140.00             |
|      | other operating business units  |                             |                            |
|      | Cash paid relating to other investing activities                      |                             |                            |
| Sul  | o-total of cash outflow investing activities                          | 23,388,906.56               | 364,026,976.74             |
|      | cash flow from investing activities                                   | 242,402,825.66              | 806,085,869.05             |
|      | Cash flow generated from financing activities:                        | 272,702,023.00              | 000,003,007.03             |
| 111. | Cash received from investment   |                             |                            |
|      | Cash received from borrowings   | 10,878,732,108.38           | 2,863,816,567.28           |
|      | Cash received from issuing bonds                                      | 10,070,722,100.20           | 2,000,010,007.20           |
|      | Cash received related to other financing activities                   |                             |                            |
| Sub  | ptotal of cash inflow from financing activities                       | 10,878,732,108.38           | 2,863,816,567.28           |
|      | Cash paid for repaying debts  | 6,442,915,766.75            | 758,755,576.42             |
|      | Cash paid for distributing dividends and                              | -, ,,                       | , ,                        |
|      | profits and interest repayment  | 79,808,449.64               | 102,928,349.11             |
|      | Cash paid related to other financing activities                       | , ,                         | , ,                        |
| Sub  | p-total of cash outflow from financing activities                     | 6,522,724,216.39            | 861,683,925.53             |
|      | cash flow generated from financing activities                         | 4,356,007,891.99            | 2,002,132,641.75           |
|      | Effect of foreign exchange rate changes to cash and                   |                             |                            |
|      | cash equivalents  | -4,974,064.62               | 340,308.91                 |
| V.   | Net increase in cash and cash equivalents                             | 79,507,841.88               | -62,825,805.93             |
|      | Add: Balance of cash and cash equivalents                             |                             |                            |
|      | at beginning of period  | 6,309,775,143.79            | 11,233,634,029.11          |
| VI.  | Balance of cash and cash equivalents at end of period                 | 6,389,282,985.67            | 11,170,808,223.18          |
|      |   |                             |                            |

# By Order of the Board Zoomlion Heavy Industry Science and Technology Co., Ltd.\* Zhan Chunxin

Chairman

#### Changsha, the PRC, 22 April 2016

As at the date of this announcement, the executive director of the Company is Dr. Zhan Chunxin; the non-executive directors are Mr. Hu Xinbao and Mr. Zhao John Huan; and the independent non-executive directors are Mr. Zhao Songzheng, Mr. Lai Kin Keung and Ms. Liu Guiliang.

\* For identification purpose only