

CHINT Global





USD 18.34 Billion



USD **20.84** Billion



40,000+





140+



4%-12%

32%

CHINT Global



8,000+







Countries and Regions



25+



YoY Revenue Growth in 2022,



60%+

Localization Rate of CHINT

CHINT was established in 1984 and built from the capital of approximately 8,000 US dollars. With our rapid development these years, CHINT has become the world's leading intelligent energy solutions provider for the whole industrial chain with the most complete product ranges, from Plant to Plug. In 2022, our annual sales revenue exceeded 18.34 billion dollars and total assets of more than 206.84 billion dollars.

Through market localization by integrating businesses and continuous upgrading, CHINT Global further established its supply chain. This localization has also enabled flexible business models such as smart operating and maintenance, financing, and other integrated technical services for the global market.

OUR MILESTONES



1984

Established Yueqing Qiujing Switch Factory



1991

Established Wenzhou CHINT Electric Co., Ltd.



2006

Deployed New Energy



2010

Established the 1st International Subsidiary



2020

The Official Launch of CHINT Global



2021

Established CHINT Global APAC HQ and Innovation Lab in Singapore 2023

Building platforms and capabilities to accelerate and close the loop of regional businesses

LIGHTING UP THE INDUSTRY

LIGHTING UP THE GLOBAL EXPANSION

LIGHTING UP THE LOCAL EXPANSION

ELEVATING THE LOCALIZATION

1992

Obtained the 1st Export Order at Canton Fair

1997

CHINT Was Granted the Right to Import and Expor



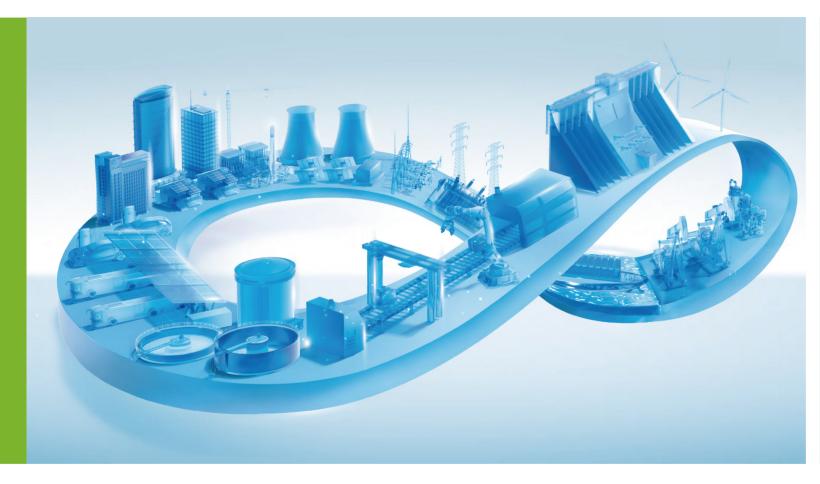
2004

Established Yueqing Qiujing Switch Factory 2017

Established the 1st Local Factory, CHINT-EGEMAC



OUR BUSINESS SCOPE





CHINT Global Lighting Up Your Life to Boundless Electric Possibilities

- Power Generation
- Energy Storage
- Transmission

- Transformation
- Distribution

- Sales
- Consumption

A comprehensive industry chain established to foster the growth of a new integrated ecosystem

GLOBAL OPERATION LOCALIZATION

Rooted Locally, Serving the Globe

After more than 30 years of overseas expansion, CHINT Global has subsidiaries and offices in Europe, North America, Asia-Pacific, West Asia & Africa and Latin America. Its business footprint covers more than 140 countries and regions worldwide, continuously providing the world with more efficient smart electricity and clean energy

Business Covering

140+
Countries and Regions



25+ Global Subsidiaries



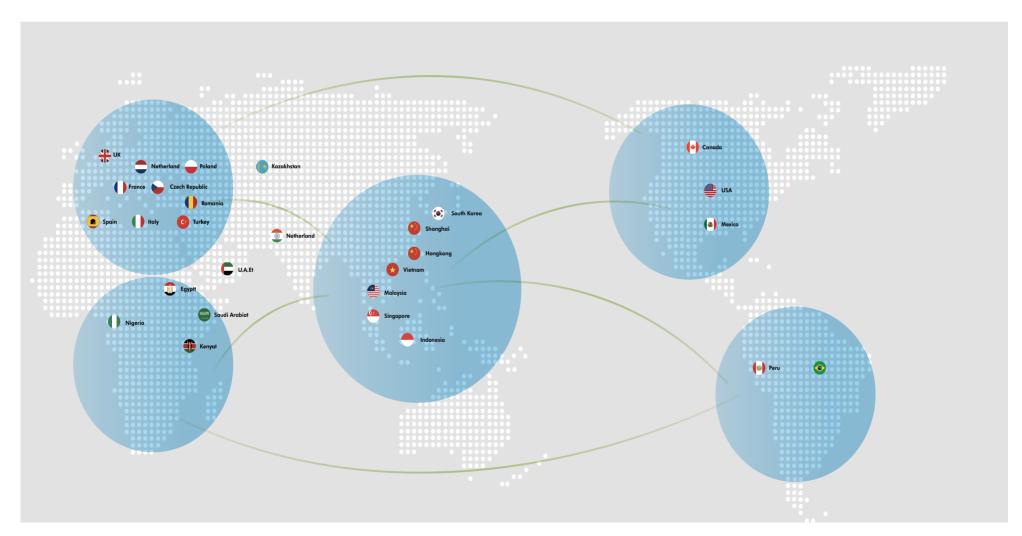
2300+
Global Distributors



60%+

Localization Rate of Global Employees





GLOBAL R&D LOCATION

Think Globally, Collaborate Locally

Global Research Institutes

Industry and International Standards Formulation

Accumulated Authorized Patents

400%-12%

Annual R&D Investment Obtained from the Percentage of Sales

CHINT Intelligent Electrical Laboratory Center



- Encompasses the National, European and American standards
- Improve the autonomous R&D capabilities and accelerate new products development
- Develop and elevate the system testing for customer application scenarios

Asia Pacific Innovation Lab, Singapore



- Showcasing a comprehensive and cutting-edge solutions for various industries. Innovate and cocreate solutions together with the international partners to achieve business and environmental goals
- Remote Factory Acceptance Testing can be achieved in the Lab, to ensure product qualities and international standards are applied

NOARK Global R&D Center



- Establish global R&D centers in Asia Pacific, Europe and North America regions
- Integrate "Industry-Academia-Research" model, utilize the global innovative resources and attract the top industry technical talents
- Advanced simulation platform and R&D process manufacturing center to meet customers' personalization and customization needs globally



















GLOBAL INTELLIGENT MANUFACTURING LOCALIZATION

Penetrate Locally, Escalate Globally





Global Manufacturing Bases

Including

8

Overseas Manufacturing Bases

5

Planning Production Capacity Areas

CHINT actively promotes intelligent construction, centering on processes and equipment, grounded on data, and relying on manufacturing units, workshops, factories, and the supply chain as carriers to establish an intelligent manufacturing system that combines virtual and real, dynamically optimizes, and is environmentally friendly and safe.

We focus on building a national-level intelligent manufacturing factory for low-voltage electrical components, an intelligent factory with Al quality inspection for crystalline silicon cells, and a green and low-carbon factory. Through digital management system monitoring, we achieve a 100% qualified rate for equipment off-line and ensure product traceability.

Sunlight Singapore & Maloysia CHINT ATC Saudi Arabia Wenzhou Low-volltage Intelligent Factory









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GLOBAL DELIVERY

LOCALIZATION

Penetrate Locally, Escalate Globally

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Egypt, Kenya, Dubai, Nigeria



Dubai Global Logistics Center



Brazil Global Logistics Center



Czech Global Logistics Center

ACHIEVING GOALS WITH INDUSTRY PARTNERS

Creating Values with Industry

ADVOVATING CARBON NEYTRALITY, CREATING THE GREEN DNA WITHIN THE COMMUNITY

Industry Solutions



Power Utility



New Energy



Buildings



Telecom & Data Center



Industrial OEM



Industrial



Power O&M Services



EPC+ Services

Global Solar Power Station Construction

500+ Stations

Total Installed Capacity

12+ **GW**

Committed to building "Zero Carbon Villages in China"

Rooftop Solar Users

Million+ Households

Related Employment Driven

160,000 **People**

Supporting rural revitalization and common prosperity

Focusing on global sustainable development, creating new values for a safer, greener, more convenient, and more efficient smart energy lifestyle for humanity



The first certification for full life product carbon footprint in the field of low voltage electrical appliances in China and in the smart electricity meter industry



Carbon footprint certification for 110kV and 220kV transformers



Carbon footprint certification for PV

CHINT

Takes action in the "Energy Revolution"
Helps to achieve the "Carbon Neutrality" goals

Annual Average Green Power Generation

24+ Billion kWh

Annual Average Coal Savings

3.84+ Million Tons

Annual Average Carbon Emission Reduction

24+ Million Tons

Bearing the Social Responsibility, Connecting to a Sustainable Future



NO.1

Top 100 Chinese private enterprises for social responsibility in 2021

¥ 450 Million

Cumulative donations to public welfare projects

- Establishment of CHINT PV Marketing Academy
- Providing professional knowledge training for 120,000 individuals
- Assisting over **20,000** individuals in obtaining certification for job transformation

Low -carbon, Green Living







Public Health





Electricity and Livelihoods





Shared Growth and the Spirit of Striving







Diverse Cultures





Wellbeing of Women and the Future Generation





Overview

Despite challenges such as a sluggish economic recovery and transitioning to new growth areas, we successfully navigated through the first half of 2023. With the proper guidance from the board of directors and the collective efforts of management and all employees. We remained focused on our established goals at the beginning of the year. We implemented strategic initiatives aligned with the "Five Transformations" strategy, accelerating the construction of industrial clusters and enhancing our influence. As a result, our operating income for the reporting period stood at 38.20 billion USD, marking a growth of 17.91% compared to the previous year. Furthermore, our net profit attributable to shareholders of the listed company amounted to 2.61 billion USD, with a year-on-year growth of 13.70%.

Within the reported timeframe, we strategically leveraged the capital market to further fine-tune resource distribution, consistently reinforcing green energy industry and market presence. These measures further steered each business unit towards their own area, enhancing core market competitiveness, thus optimizing our operational structure and elevating our overall profitability.









In pursuit of performance targets, the smart appliances division is unlocking the potential of distribution channels, and deepening initiatives to improve quality, efficiency, and cost structures. By strategically deploying resources, extending global supply chain, hastening global expansion, embarking on a transformative journey towards digitization and intelligence, and prioritizing critical paths and resources, we are effectively elevating our overall value. Over the reporting period, the smart appliances division achieved a revenue of 15.76 billion USD, registering a 7% year-on-year growth.

CHINT China: Unleashing New Possibilities, Cultivating New Driving Forces

CHINT China is actively implementing the overarching strategy of "forging new advantages across the entire chain, venturing into burgeoning markets with ample profit potential and opportunities, collectively charting new courses in the industry, revitalizing platform competitiveness, and propelling digital marketing transformation." This entails accelerating the R&D and innovation for domestic brands, smart manufacturing, and the deployment and enhancement of material technologies. We are committed to collaborative growth, driving the sustainable development of a community with a shared future, honing competitive edges within the channel ecosystem and jointly shaping a new trajectory for business expansion.









• Creating a new future through channel construction

We keep refining our network of channels, building a solid foundation for channel operations, promoting flat and balanced channel structures, and enhancing overall coverage and penetration. In regions with robust potential, we upgrade key distributors with customer resources and financial strength into regional distributors, adding 1,600 new distributors and increasing city-level channel coverage from 81% to 85%. For regions with room to grow, we continuously provide training and support to empower distributors, using TQRDCE tool to analyze challenges, pain points and opportunities in expanding businesses like panel builders, OEM and real estate. We are optimizing pricing strategies, adjusting product offerings and uncovering growth opportunities. In a continuous drive towards digitalized marketing, we are propelling the healthy and enduring progression of the market. During the reporting period, we have completed the development and enhancement of 7 pillars of marketing digitization, including Distributor Master Data, Marketing Cloud, New Retail Digitization Platform, LTC Payment Digital Platform, MTL Strategy Digitization Platform, significantly improving operational capabilities and efficiency. In line with our extended "New National Brands" strategy, we are elevating brand prestige, unleashing the untapped potential within our customer "ecosystem" to elevate brand influence in segmented markets. Through themed events such as "Exploring the Future Factory: Unveiling the Brilliance of Homegrown Products" and the "77 Brand Power Festival," we explore the rich marketing opportunities within nuanced product scenarios, while crafting our image as a leading provider of made-in-China products.

New breakthroughs

With a keen eye on market needs, we expedite the commercialization of businesses related to new energy, new industrial processes, and new infrastructure. Our focus on distinct market segments facilitates advancements in key sectors and burgeoning industry technologies, all aiming at tapping new sources of profit upswing. To acquire top-tier customers, we have leveraged a dual-brand strategy with "CHINT + Noark" products to explore new emerging markets and concentrating on high-value projects, which has led us to establish connections with industry giants such as KSTAR, SUNGROW and SINENG, catalyzing a robust surge in business. In terms of product alignment strategies, we've bolstered our research and development efforts, expediting product iterations and enhancement, successfully rolled out specialized product lines catering to process industries, new energy, 5G and data communication and power sectors. We've implemented 69 new product initiatives and 40 product development projects, delivering a noteworthy boost to our performance.







CHINT Global: Fostering Local Presence, Expediting Global Reach

CHINT Global is staying closely attuned to industry trends and shifts in business landscapes, focusing on major global strategic customers, leveraging the opportunities presented by the Belt and Road Initiative to expedite global capacity deployment, propel operational excellence of overseas subsidiaries, heighten brand visibility, and establish a diversified business framework of "comprehensive electrical solutions and omni-channel," The goal is to create a globally recognized, open, innovative and agile organization. Within the reporting period, CHINT Global has achieved operating revenue of 3.18 billion USD, an increase of 29.14% year-on-year. YoY revenue growth was 3.11% in Asia-Pacific; a substantial 40.93% in Europe; a remarkable 52.27% in North America: 20.09% in West Asia and Africa: and 13.59% in Latin America.



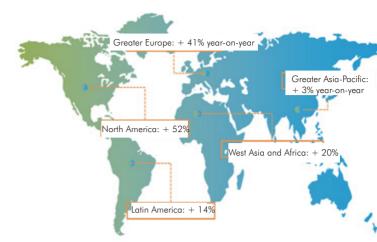


Figure 5: High revenue growth in all regions

During the reporting period, CHINT Global focused on tapping into customer value, providing comprehensive solutions, enhancing business sustainability, driving breakthroughs in emerging businesses and customer transformation and accumulating growth momentum. CHINT Global has expanded its network by onboarding over 40 primary distributors, 5 prominent wholesale distributor groups and 15 key accounts. Furthermore, CHINT Global executed its global manufacturing capacity deployment plan by establishing regional head-quarters, constructing 4overseas factories, establishing an operational management center in Singapore. The company also accomplished the infrastructure setup for its European and West Asia-Africa regions.







CHINT R&D: Combining Craftmanship and Unwavering Dedication to Pioneer a New Era with Technology

We have established sustainable technological collaborations with top-tier customers, enhancing customer loyalty and positioning ourselves as the preferred strategic partner for diverse users across multiple fields through tailored product development, joint formulation of standards, collaborative application for technological projects, and innovative pilot projects, thereby enabling one-stop component procurement and solution delivery, consolidating our leading position and market share in various domains. We actively explore innovative cooperation models with multiple research institutions and universities, such as "systematic collaboration among production, learning, scientific research, and practical application" and "incubation partnerships". This approach ensures a comprehensive understanding of customer needs at the application level, enables our intelligent manufacturing department to achieve efficient product delivery, and ultimately ensures customer satisfaction. To support these efforts, we have integrated a digital platform encompassing digital design, product lifecycle management (PLM), supply chain management, manufacturing execution systems (MES), energy efficiency management, intelligent logistics and warehouse management systems, as well as an order fulfillment system. Through the seamless integration of loT with MES, WMS, and other systems, we significantly enhance our end-to-end delivery capabilities.

Within reporting period, 590 domestic patent applications and 398 granted ones of which 182 invention patents have been applied for and 17 have been granted; 10 PCT patents have been applied for with 28 national entries; 14 foreign patents have been granted. As of the end of the reporting period with a cumulative total of over 7,000 patent applications, we have been granted over 6,000 patents, out of which more than 5,000 are currently active. We have been honored with over 10 accolades in science and technology innovation, including "Leading Technology Companies in Zhejiang Province" and "Green Product Certification 'Front-runner' in Zhejiang Province". We have achieved breakthroughs in products related to carbon neutrality and peak carbon emissions, fully engaged in carbon footprint certification, green factory practice and green product design evaluation.





Green Energy Division

The global energy industry and supply chains are currently undergoing substantial changes, with a strong focus on low-carbon energy consumption, secure and efficient energy systems, and the innovation of digital and intelligent technologies. China, too, is prioritizing energy revolution and the shift towards green, low-carbon practices as a crucial national development strategy. According to the data released by the National Energy Administration, China's new PV installation in January-June 2023 was 78.4GW, up 154% year-on-year. China Photovoltaic Industry Association (CPIA) raised the forecast of new domestic PV installations to 120-140GW in 2023, and the forecast of new global PV installations to 305-350GW. The global energy transformation is underway, and the photovoltaic industry is poised for long-term growth. During the reporting period, our green energy segment achieved operating revenue of 22.82 billion USD, registering a year-on-year increase of 26.16%.

Residential PV continues to grow at a high rate

Committed to becoming a digital, service-oriented provider of integrated household energy solutions, CHINT is actively championing the "carbon neutrality and peak carbon emissions" initiative, joining the global efforts towards a carbon-neutral future. Since its founding, CHINT has concentrated its efforts in the residential PV sector, honed exceptional skills in designing and developing top-notch residential PV stations, as well as abilities in monitoring and maintaining stations. All of these enable us to provide customers with superb residential PV power station products, and premium services that cover the complete lifespan of residential PV power stations. During the reporting period, CHINT recorded an operating revenue of 18.95 billion USD and a net profit of 1.70 billion USD, with newly installed capacity in the first half of 2023 exceeding 5.3GW.









Increasing channel capacity, driving substantial growth in project volume, and reinforcing core businesses

Within this reporting timeframe, CHINT's robust product and technical advantages, early market entry, sophisticated intelligent and digital asset management system, and effective supply chain management have enabled it to achieve an accumulated residential PV installation capacity of over 20 gigawatts, with more than a million household users and long-standing industry dominance During this reporting period, CHINT maintained its momentum in channel expansion, broadening its advantage in terms of channel count. Over the first half of 2023, CHINT onboarded 826 new distributors, expanding its presence to 4 additional provinces, 1 autonomous region, and 3 municipalities directly under the central government, covering 294 districts and counties, thus solidifying the foundation for business growth. CHINT is intensifying efforts across 4 pivotal businesses: residential PV system sales, joint construction of power stations, power station sales, and post-sales support and maintenance services. At the same time, CHINT is strengthening collaboration with state-owned enterprises and business groups owned by central government, like State Power Investment Corporation, China Huaneng and Yuexiu New Energy, etc., accelerating asset turnover and optimizing asset-liability structure. During the reporting period, CHINT achieved a revenue of over 13.72 billion USD through selling power stations to state-owned enterprises and central government-affiliated business conglomerates, infusing robust impetus into its sustainable development.

Taking social responsibilities, raising brand profile, and contributing to the co-construction of carbon-neutral rural communities

As one of the pioneering players in the residential photovoltaic industry, CHINT has consistently placed great importance on its brand reputation. Through establishing and consistently upgrading standards and management protocols for prospecting, designing and constructing residential photovoltaic power stations, CHINT has maintained a strong focus on quality control for its products and equipment. It has also persistently advanced and fortified comprehensive lifecycle management services for power station operation and maintenance. These efforts have earned CHINT favorable word of mouth within its extensive user community. All of these collectively constitute the core strengths that underpin CHINT's sustained and sound development. Closing out the reporting period, the combined market share of "CHINT+Guang Fu Xing" keeps first. Top-tier enterprise customers are on the rise, showcasing the brand effect. CHINT actively responds to national initiatives such as the "County-Wide Rooftop Distributed Photovoltaic Development Pilot" and the "Bringing Photovoltaic Power to Thousands of Villages." In counties abundant with rooftop solar power and blessed with excellent sunlight conditions, CHINT integrates resources to establish distributed residential photovoltaic power stations, and combines PV, energy storage and charging systems for clean energy, facilitating a profound integration and symbiotic development of residential PV and modern village construction. This approach effectively reduces peak electricity demand, optimizes investments in distribution networks, promotes green energy among residents, creates local jobs, drives income growth and contributes to the goals of carbon neutrality and peak carbon emissions. During the reporting period, CHINT successfully hosted the 2nd China Residential Photovoltaic Innovation Development Forum, established the "One Degree of Electricity" public welfare fund, released the industry's first ESG report, amplifying brand influence and empowering millions of households to achieve carbon neutrality.









As a provider of holistic clean energy solutions including development, construction, operation, and services, CHINT New Energy offers all-in-one, turnkey solutions with its extensive competencies encompassing power station design, procurement, construction, grid connection and operational maintenance. Domestic power stations: CHINT New Energy is actively exploring new modes of cooperation with state-owned enterprises and business groups owned by central government, with a view to securing projects as a collaborative entity and striking a balance between sales proceeds and profitability by strategically establishing fulfillment plans. Overseas power stations: collaborating with partners, we've adopted an EPC approach to undertake European projects, with contracted volumes surpassing 1GW. CHINT German's Schoenermark 65.4MW secures a spot in Germany's subsidized PV projects, boosting returns and setting a stellar example for upcoming installations



Sand-PV Complementary Power Station in Kubuqi, Inner Mongolia



Fishery-PV Complementary Project



Sand-PV Complementary



"Mountain Transformation" Project in Zhangjiakou Olympic Passage



Taihanhaitu Fishery-PV Complementary Project in Wenzhou

Riding on the wave of increasing global PV installations, the demand for PV inverters has surged. Wood Mackenzie anticipates that PV inverter shipments worldwide could reach 560GW by 2031. In terms of energy storage, to pave the way for a new paradigm of integrated energy applications encompassing "generation, grid, load, and storage," bolster the acceptance and utilization capacity of renewable energy sources, and fully harness the grid load regulation potential of demand-side, many places in China have established clear requirements for the integration of energy storage with new energy utilization. The energy storage market is witnessing rapid growth, propelled by the expansion of new energy power plants and the increasing demand for extensive storage capabilities.

Within the reporting timeframe, CHINT Power incorporated Tongrun Equipment Technology (002150.SZ) into its consolidated financial reporting, thus broadening its financing avenues. This strategic move empowers CHINT Power to focus on its core businesses, thereby substantially boosting its competitiveness in the PV inverter and energy storage system sectors.



Optimizing market strategies to expand local presence abroad

During the reporting period, CHINT Power concentrated on well-performing markets, explored emerging markets, and consistently broadened its business range. In terms of international operations, CHINT Power has a well-established local team in the North American market. With outstanding products and localized services, they have gained a strong reputation in the PV market, securing the top spot in the commercial and industrial sectors for many years. CHINT Power has established itself as the leading provider of inverters in the Korean market through successful execution of photovoltaic projects such as Boongeo-9MW and ASK Namijido-ri 9MW with Hyundai Group. In the European market, CHINT Power has obtained local product certifications and secured new agency agreements in countries such as Spain, Austria, and Bulgaria, and acquired large orders. CHINT Power is taking the collaboration with state-owned enterprises and business groups owned by central government, including PowerChina, SPIC, CHN Energy Changyuan Electric Power Co., Ltd, China Huadian Corporation Group, and CNNP Rich Energy, to a more profound level, achieving large-scale supply goals, wrapping up the Phase 2 12.5MW photovoltaic project at Zhanjiang Baosteel, the 91MW and 15Mwh PV-fishery complementary project in Fuzhou, Jiangxi, and the 40MWh energy storage project in Hegingtan, Gansu.









• R&D-driven new products for full scenario coverage

CHINT Power establishes two synergistic R&D hubs in Shanghai and Shenzhen, constantly enriching product lineup and application scenarios.

CHINT Power has expanded its portfolio of inverters for residential and ground-mounted PV installations, optimized and upgraded its North American solutions for utility-scale and commercial applications, and achieved complete coverage across residential, commercial, ground-mounted, and self-developed monitoring application scenarios. Furthermore, the launch of high-power 325/350kW string inverters in the first half of the year has bolstered its competitive edge.

In the field of energy storage, CHINT Power actively develops and promotes standardized energy storage products that are highly scalable, replicable, and cost-effective. The Company optimizes the control processes of energy storage products, resulting in a significant increase in system energy density and a substantial reduction in integration and system costs. In the first half of 2023, CHINT Power launched a new generation of residential PV storage solutions, commercial and industrial PV energy storage solutions, as well as the Power Block 2.0 liquid-cooled ground-mounted PV storage solution, which has generated business opportunities. During the reporting period, we have 25 new R&D projects, successfully concluded research on 9 new products, advanced 8 novel technologies, filed for 15 patents, and obtained approval for 11 patents. The increasingly extensive product lineup reinforces our core competitiveness.

See Tongrun Equipment Technology (002150.SZ) 2023 Semi-Annual Report (Management Discussion and Analysis) for more information.



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