





Corporate Snapshot

Worldwide outstanding business summary



2023

373.7 B RMB

Total Revenue

2023

33.7 B RMB

Net Profit

CY 2023

190k

Number of Employees

Credit Ratings

A/A2/A

S&P/Moody's/Fitch



277

2024 Fortune
Global 500

Forbes
GLOBAL 2000
2024

205

2024 Forbes
Global 2000

Global 500
Brand Finance
2023

198

Brand Finance 2023
Top 500
Most Valuable Brands

Brand Finance
Tech100
2023

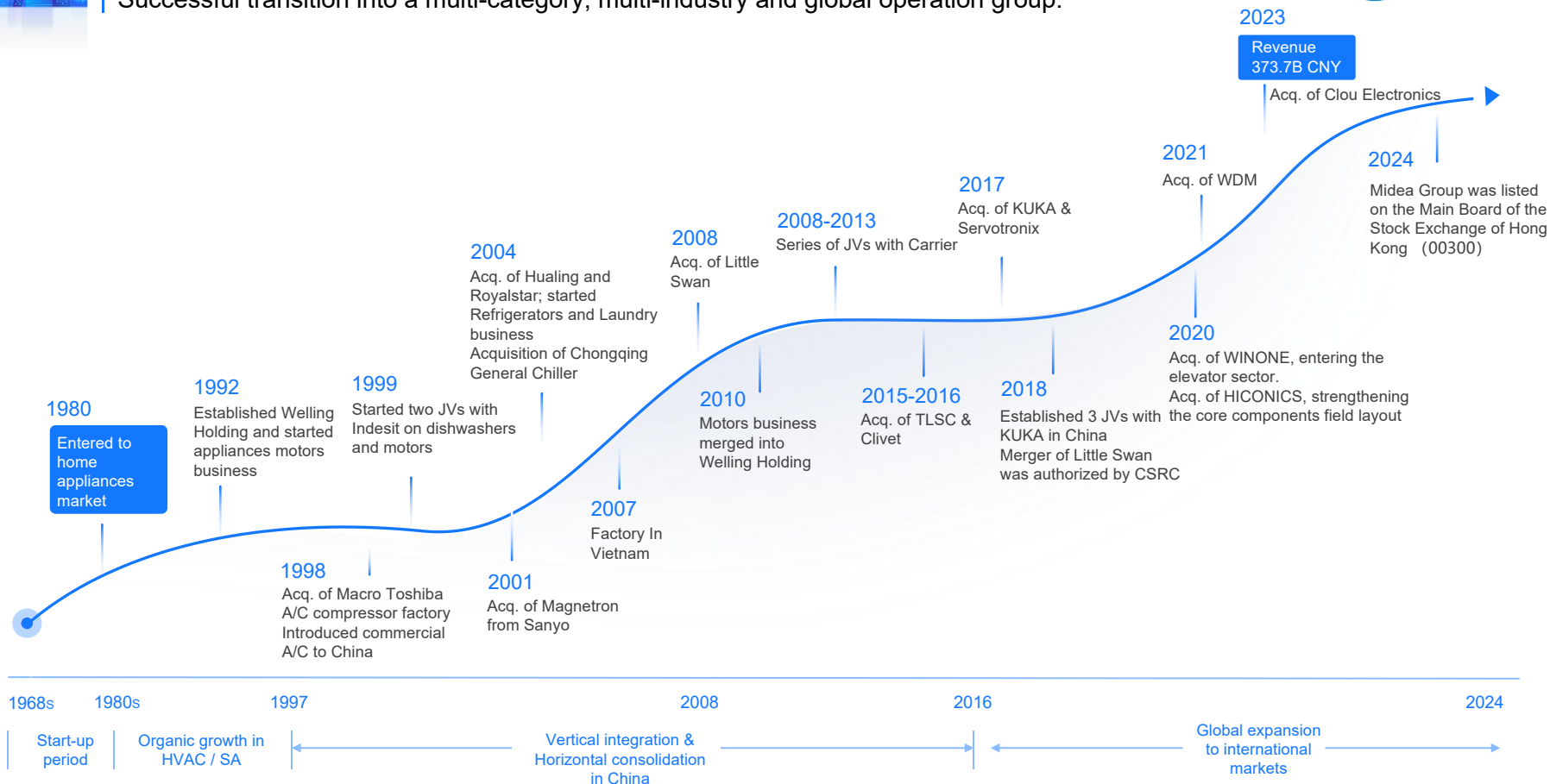
36

Brand Finance 2023
Top 100
Most Valuable Tech Brands



Milestones

Successful transition into a multi-category, multi-industry and global operation group.





Vision, Mission, Value

Carried on traditional culture and embrace future



Integrate with the world,
to inspire your future

+



Bring great innovations to life

+

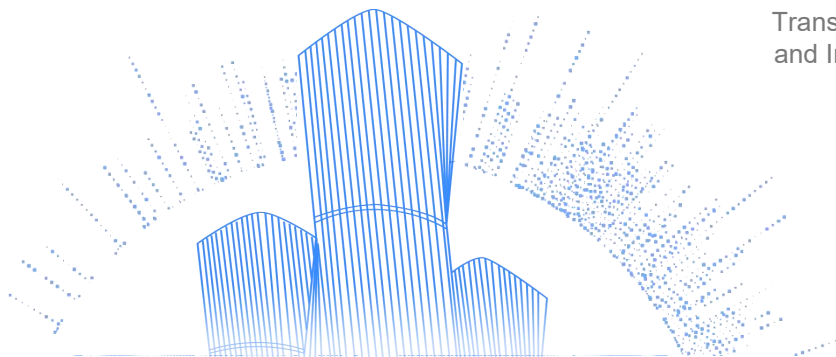


Embrace what's next

Aiming High Customer first

Transformation and Innovation Tolerance and partnership

Dedication and commitment



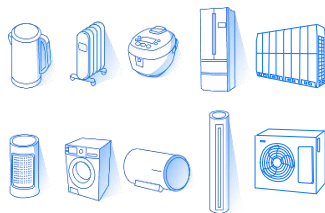


Business Segments

Forming a "1+3+N" business mix with the combination of both our ToC and ToB businesses



Smart Home



We provide the best-experience smart home appliances and services.

COLMO Midea WAHIN

TOSHIBA LittleSwan 金悦金意小天鹅 eureka

CUCHE 酷晨 MK Master Kitchen comfee

Industrial Technology



In the area of green energy and key industrial components, we provide green, efficient and smart products and technological solutions for global pan-industrial customers.

GMCC Welling HICONICS 科陆

SERVOTRONIX



Building Technology



We provide holistic solutions and services for buildings.



TOSHIBA LINVOL WINONE WAHIN



Robotics And Automation



We provide automation solutions based on robotics, the foundation of smart manufacturing.

KUKA SWIESELOG



swisslog healthcare

Healthcare And Medical

We aim to be a provider of first-rate medical equipment and services.

WDM 万东

Smart Logistics

We provide end-to-end smart supply chain solutions.

安得 ANNT

Autonomous Businesses

Midea Cloud 美云智数

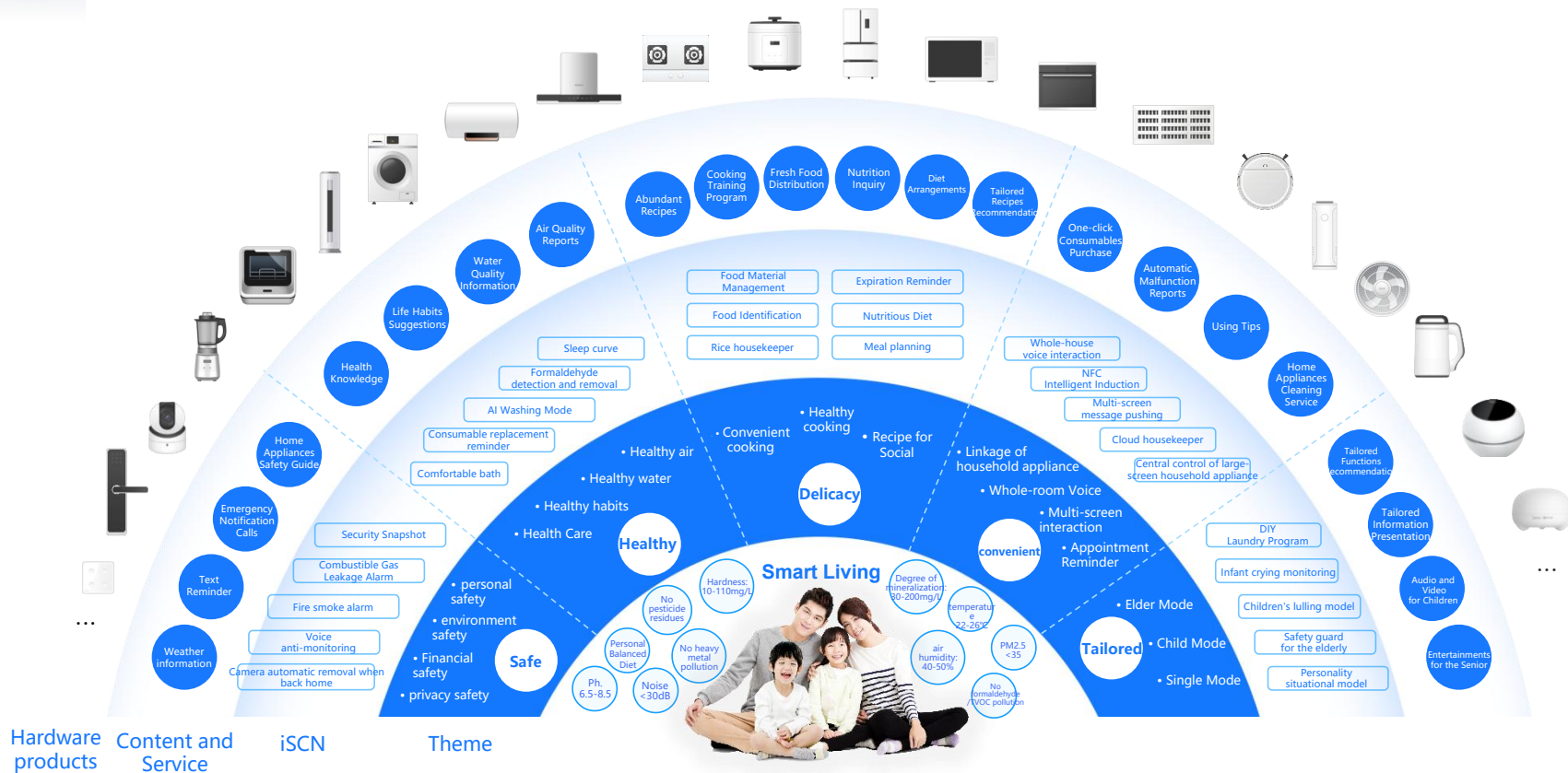
Midea 美智光电





Business Segment – Smart Home Business

Provide customers with the best experience of full home automation service.










Midea Industrial Tech.

Green Energy + Core Industrial Components












Green Energy

Energy Supply	Distributed PV 
Energy Distribution	Distribution equipment 
Energy Regulation	Large-scale Energy Storage Household Energy Storage 
Energy Consumption	Thermal management Electric drive Chassis execution 
Energy Managemet	Smart Measurement 



Core Industrial Components

 Consumer Appliance	Compressor+ 	Motor+ 	IC 	Cooling Parts 
	Controller 	Driver 	Reducer 	HV&LV Converters 





Business Segment – Building Technologies

Smart in one ——Focus on Related Products & Services of Buildings



Building Ecology

Platform Establishment



Green & Low Carbon

Low-carbon practitioners



Intelligent User Experience

The builder of intelligent space

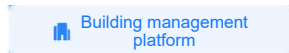
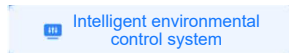
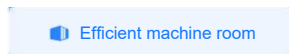
Jointly build a sustainable smart space



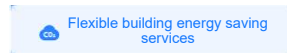
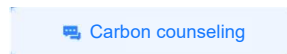
Equipment



System



Low Carbon



Intelligence





Business Segment – Robotics & Automation

The cornerstone of intelligent manufacturing. Automation solutions based on robots.

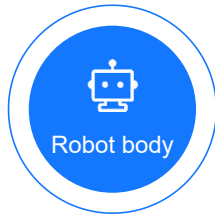


KUKA

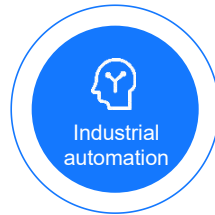
SWISSLOG



4 Development Areas



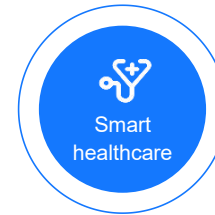
Robot body



Industrial
automation



Smart
logistics



Smart
healthcare



Business Segment – Healthcare

To be a world-class medical equipment and service provider



WDM 万东



Large Medical Imaging Equipment

[Midea-Wandong
Beijing]



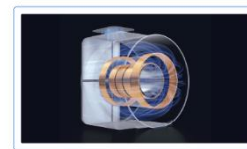
Imaging Diagnostic Service

[Wanlicloud
Beijing]



Ultrasound Diagnostic Products

[Wandong-Esaote
Suzhou]



MRI Core Components

[Suzhou Wanying
Suzhou]

Strong Resources

As a pioneer in Chinese medical imaging industry, integrating top-level scientific research resources globally, sharing advanced medical technology with the world.

Independent Innovation

Master core technology know-how of X-ray, CT, and MRI.
With collaboration across industries, universities, research institutes, and medical clinics to achieve full industry chain independent and controllable.

Intellect Imaging

Relying on cutting-edge technology to advance the digitalization and intelligence of healthcare, empowering clinical practices to improve quality and efficiency across all aspects.



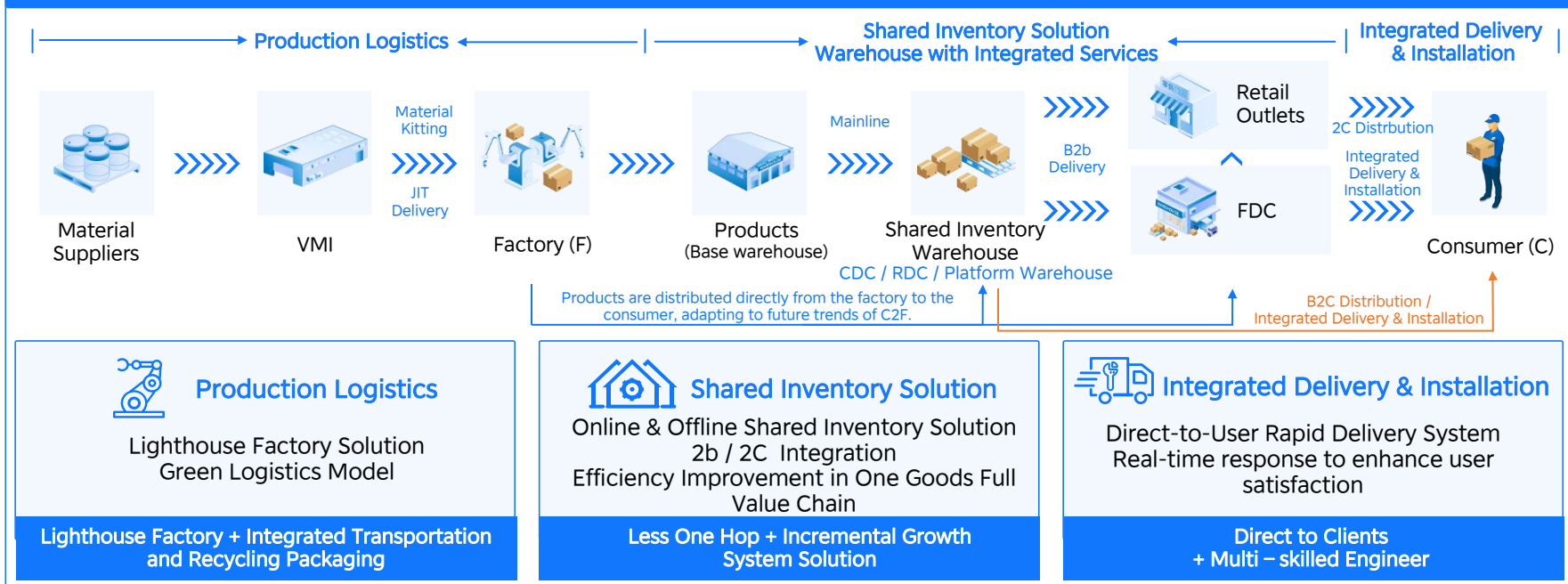
Business Segment - Smart Logistics

Creating additional value for partners through end-to-end digital supply chain (logistics) solutions



安得智联ANNTO

1+3 Service Model (1: End-to-End Process 3: Production logistics 、 Shared Inventory 、 Integrated Delivery & Installation)



Fast moving consumer goods industry

Daily Chemical Industry

Food Industry

Beverage Industry

Alcohol Industry

Personal Care and Home Care Industry

Home Appliance Industry

Home Industry

New Energy Industry

E-commerce Industry

Pan household appliance industry



Four Strategy Focus

Establish core competitiveness in the new period





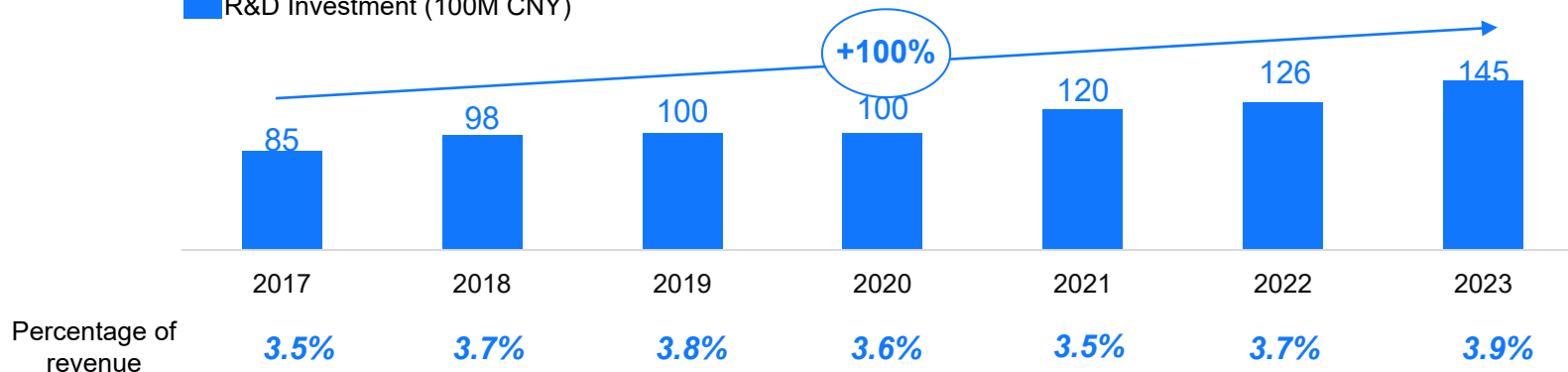
Strategy Focus - Technology Leadership

Streamline and scale up R&D advantages



R&D Investment: Nearly 60B CNY across 5 years

R&D Investment (100M CNY)



R&D personnel

>23,000 people
Over 40% in 2023

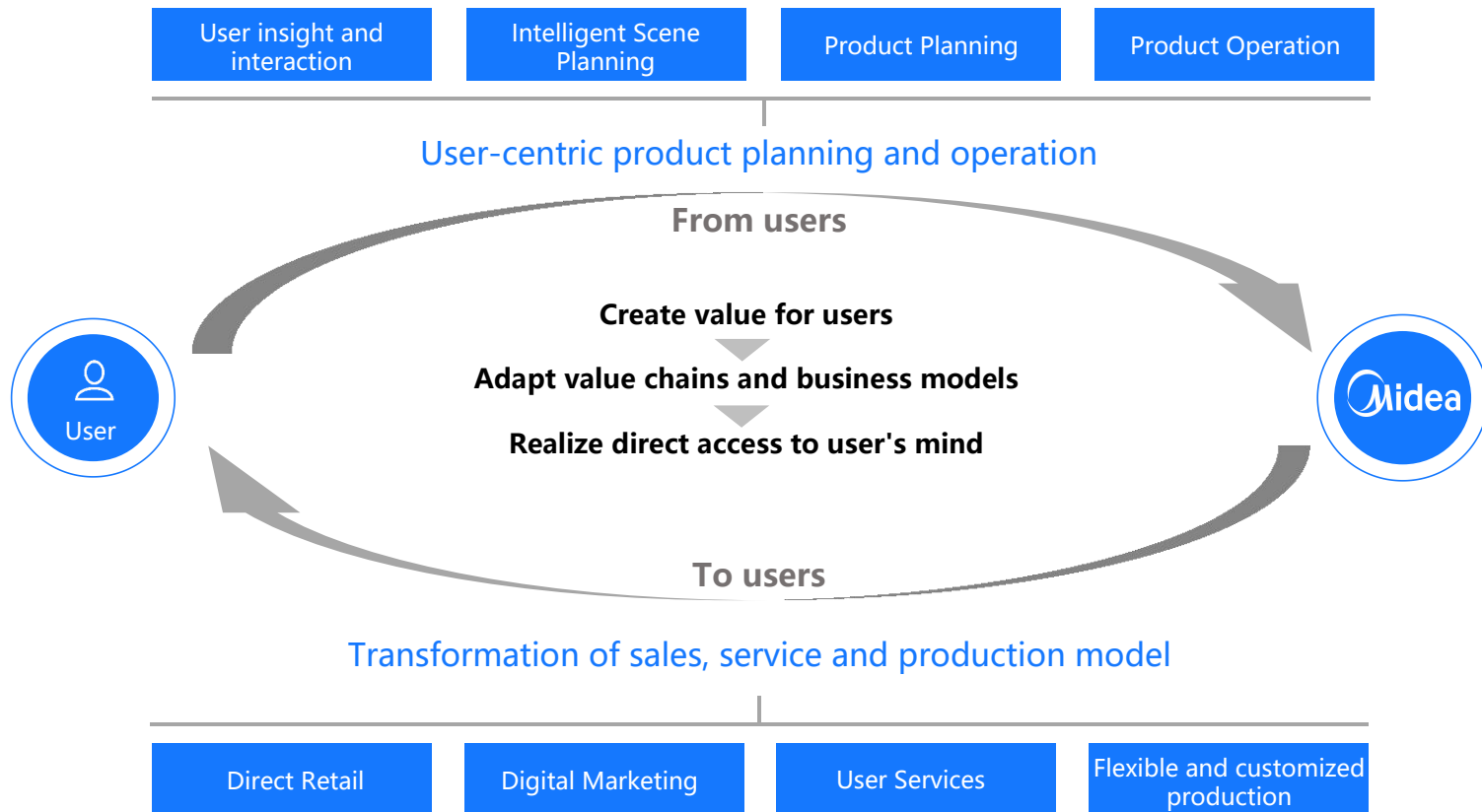
Patent info

100,000+ patent applications
80,000+ Patents granted
Patent family holdings 8th in the world, 2st among
Chinese enterprises(US IFI 2023 Ranking)



Strategy Focus - Direct to Clients (DTC)

Adapt existing value chains and business models, to realize direct access to user's mind, making Midea's products and services user's first choice.





Strategy Focus - Digitization & Intelligence Driven

Digitalization & Intelligence promotes business model innovation



Work Mode Changes

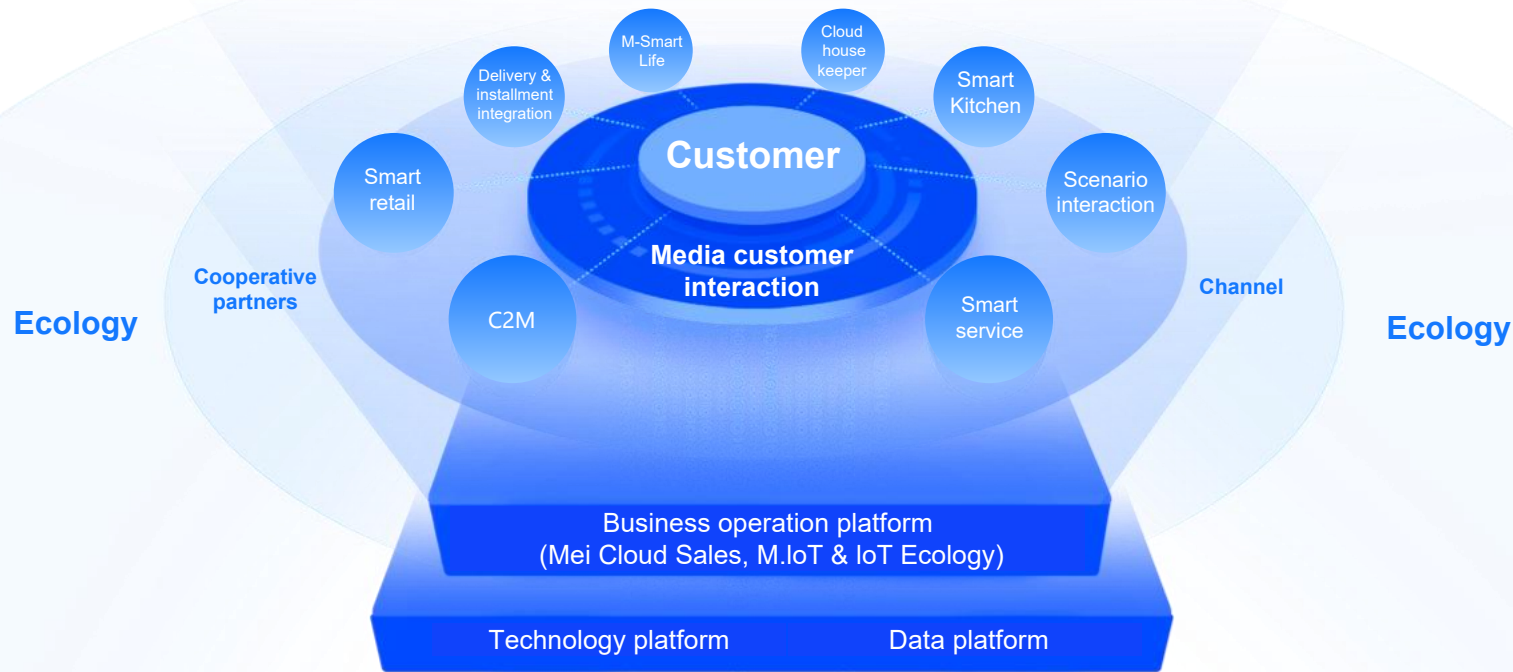
Enhancing employee digitization
efficiency and experience

Business Model Changes

Data-driven collaborative decision making
across whole value chain

Business Model Innovation

Innovating products and services
Opening ecology



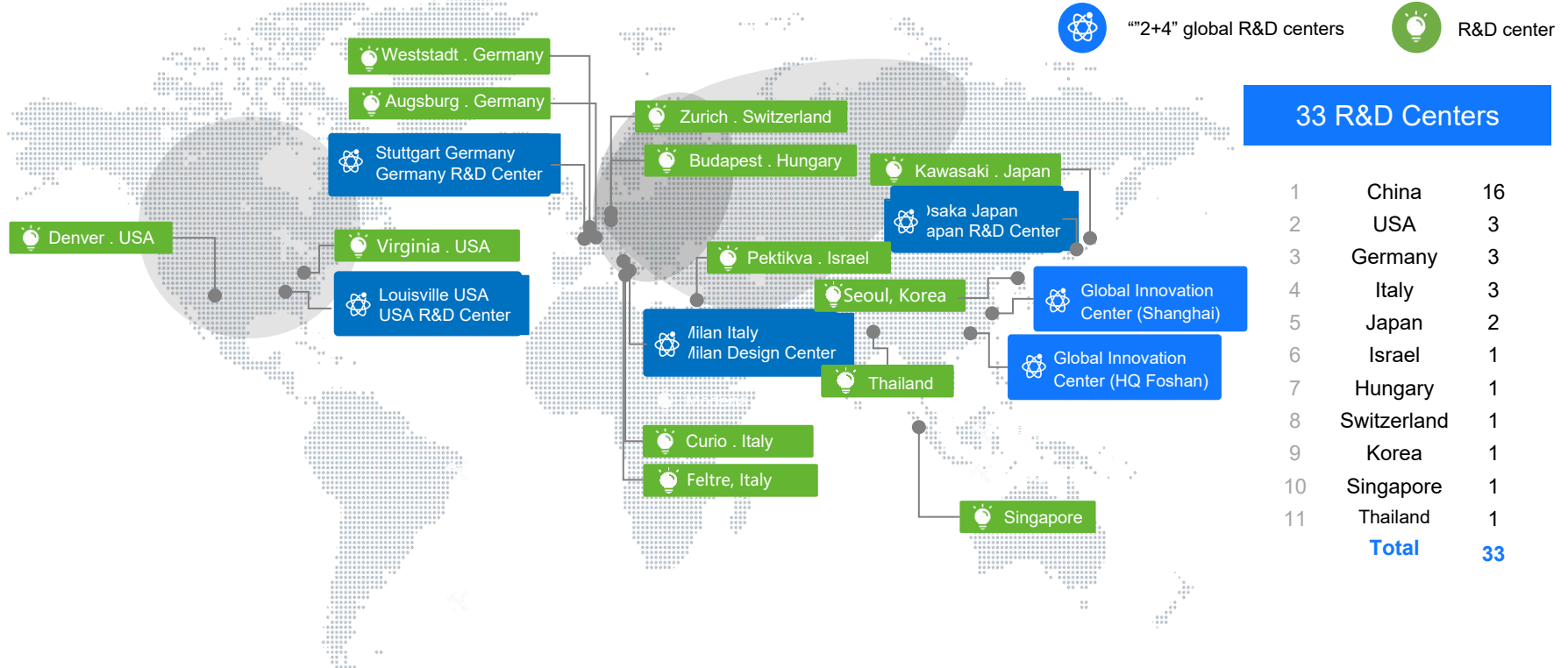


Strategy Focus - Global Impact

Building “2+4+N” globalized R&D networks to exert Midea R&D scale advantage.



The “2+4+N” layout of global R&D network





Strategy Focus - Global Impact

Complementary domestic and international production capacity, global industrial supply chain optimization.

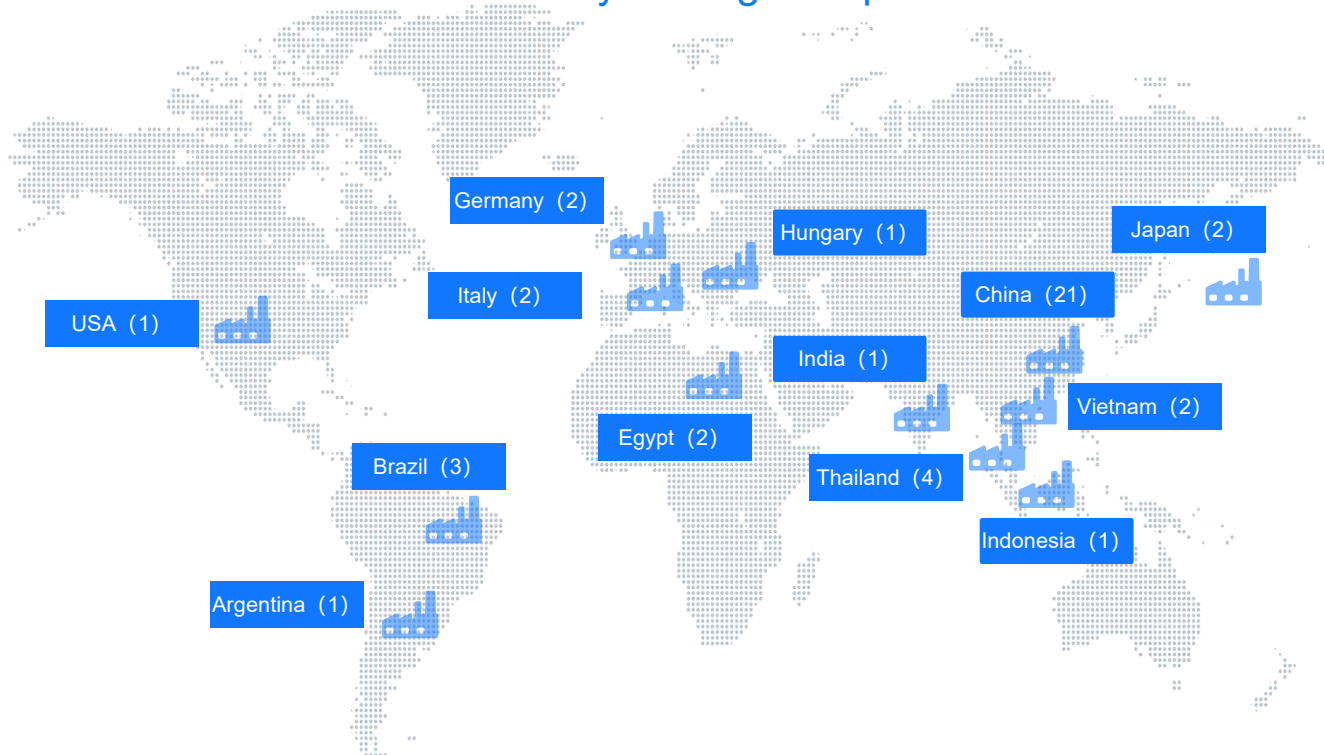


The layout of global production



Production center

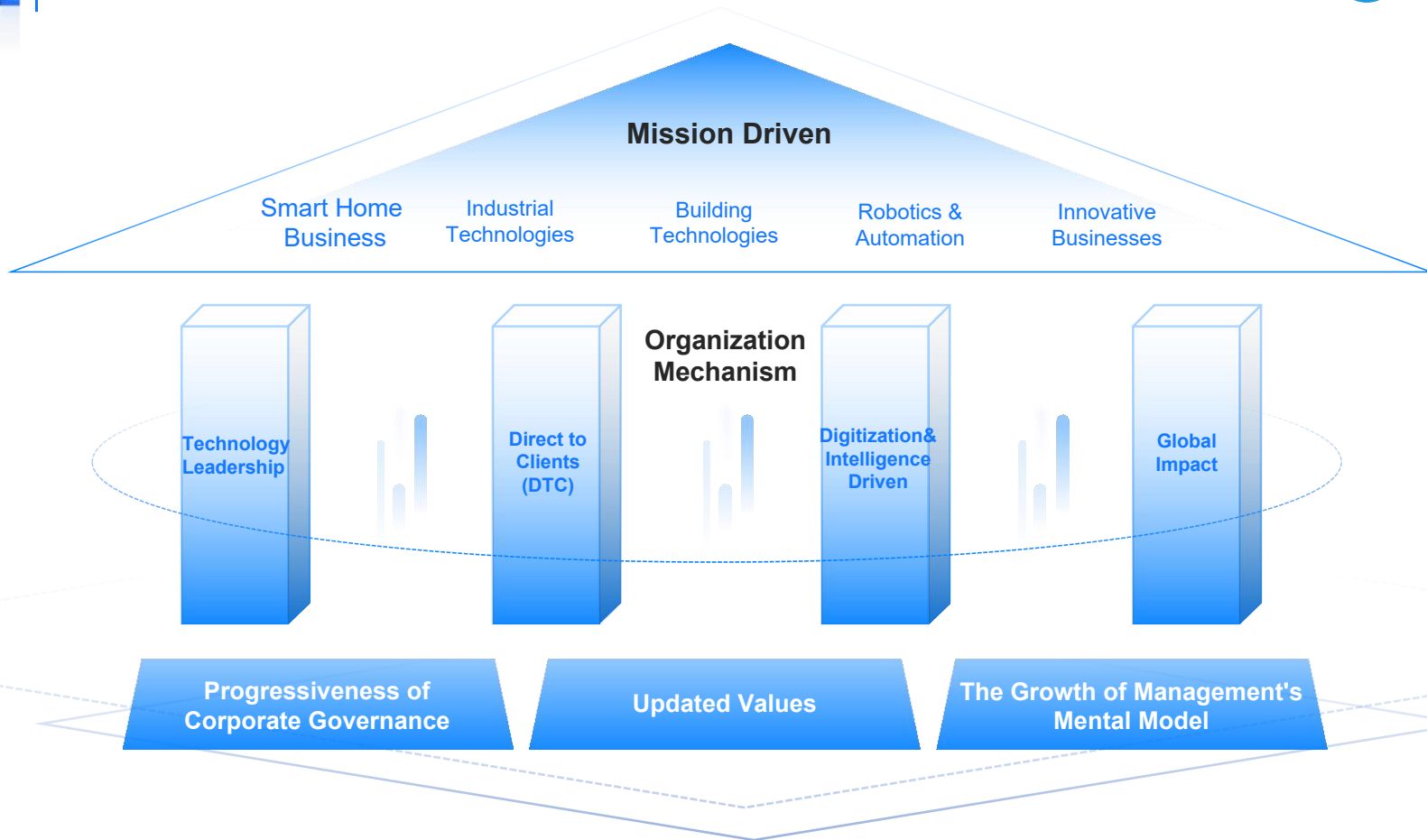
43 Production Centers



1	China	21
2	Thailand	4
3	Brazil	3
4	Egypt	2
5	Germany	2
6	Italy	2
7	Japan	2
8	Vietnam	2
9	Hungary	1
10	India	1
11	USA	1
12	Argentina	1
13	Indonesia	1
	Total	43



Sustaining Competitive Advantage





Aided pages

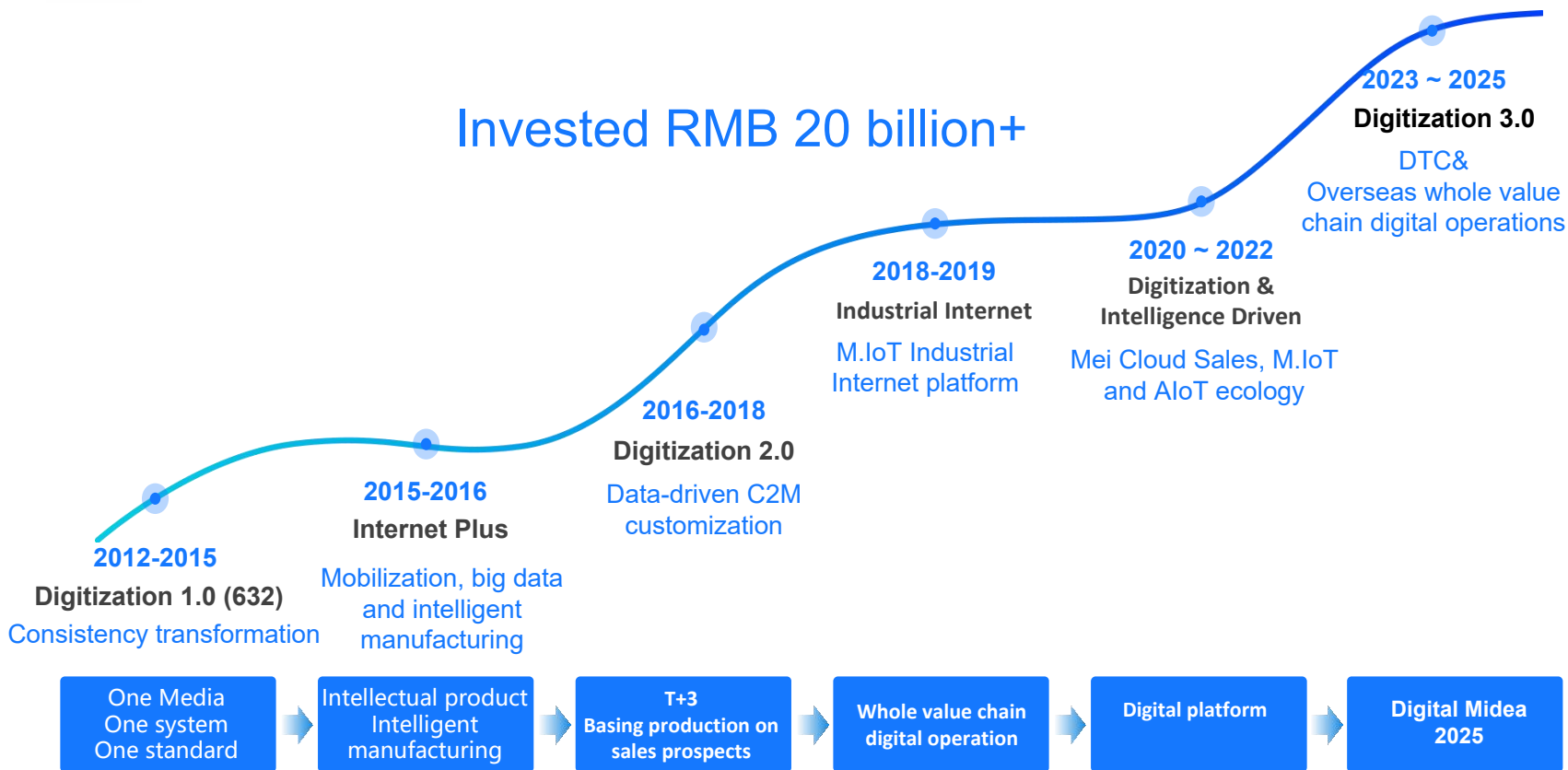
The following are aided pages. You can choose to use according to your needs.





The Digital Transformation Proces of Midea

Invested RMB 20 billion+



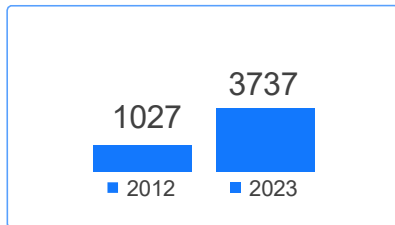


Phased achievements of digital transformation of Midea (2012 vs 2023)

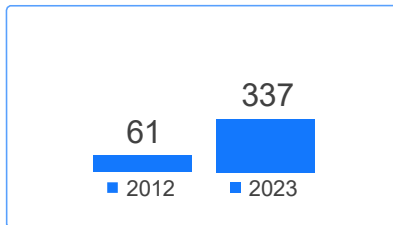


**Revenue steadily improved, and operating efficiency,
self-owned capital and asset status significantly improved**

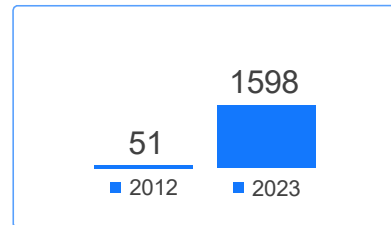
Operating revenue
(100 million)  **+264%**



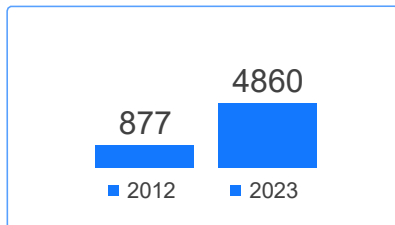
Net profit
(100 million)  **+453%**




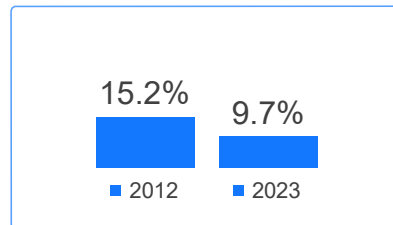
Owned capital
(100 million)  **+3034%**



Total assets
(100 million)  **+454%**



Inventory
proportion  **-5.5%**



Days of capital
turnover  **-25.1days**





Digital Midea 2025

Business Digitalization

DTC Digital Platform, 100%
Digital Operation in Whole
Value Chain

Data Business

Driving Business with User
Perspective
Reaching High-tech Industry
Standards

Technology Leadership

Building Core Technology
Barriers
Maintaining Industry
Leadership

AIoT

First Choice in Global Smart
Home Industry

Digital Innovation

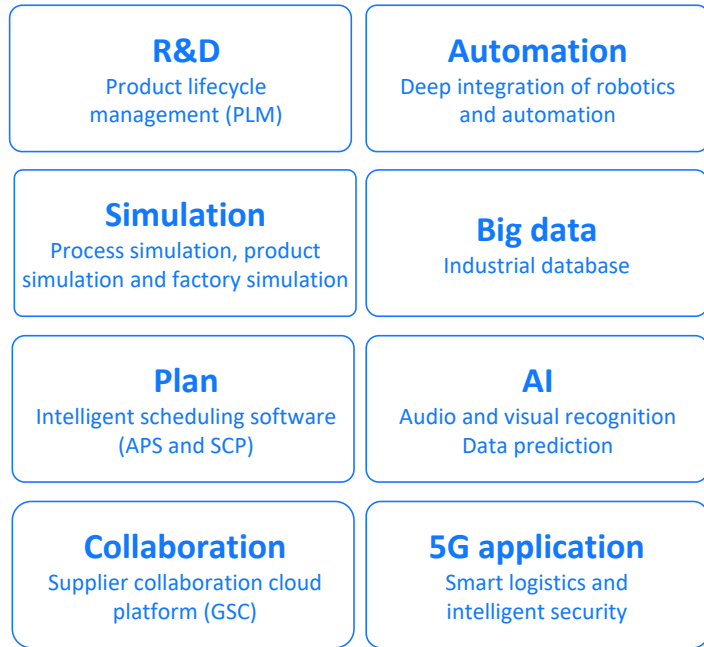
Integrating Digital
Technology into Business
Development to Innovate
Business Model



Capacity building of Meiqing Industry Internet of Midea Group

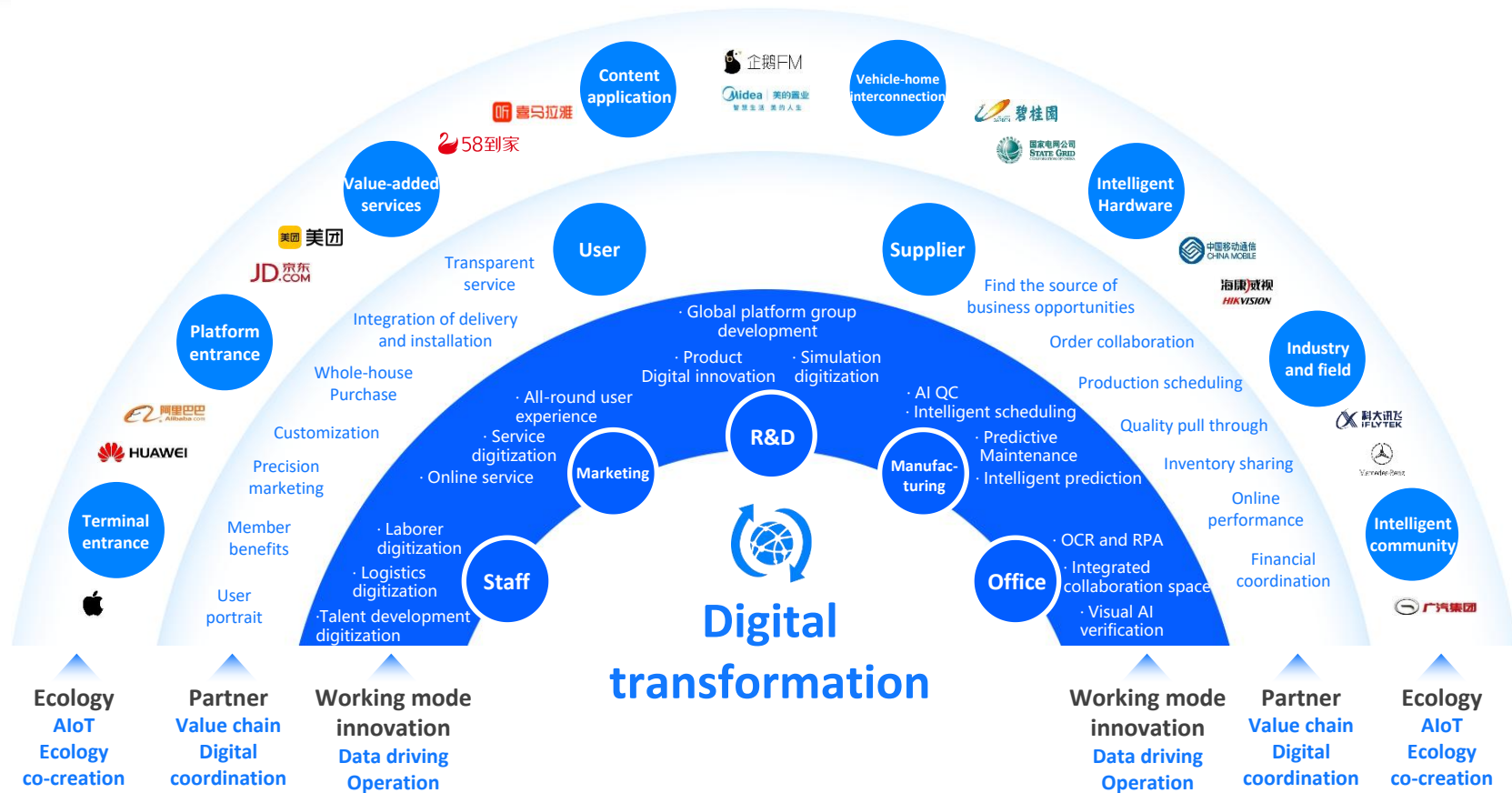


Comprehensive independent R&D of industrial software for external output, enabling enterprises





Digital Transformation of Midea Group promoting business model innovation





Green Strategy



Vision

**Build a green global supply chain,
provide green products and services, and build a green homeland.**

Mission

Promote "3060" strategy to achieve carbon peak by 2030 and carbon neutrality by 2060

**Six
Pillar**

Green Design

1. Green technology
2. Green products
3. Green standard

Green Procurement

1. Fulfil social responsibility
2. Purchase green material
3. Green supply integration
4. Global green procurement

Green Manufacturing

1. Land integration
2. Harmless raw material
3. Clean production environment material
4. Waste recycling
5. Energy low carbonization

Green Logistics

1. Green energy utilization
2. Intelligent logistics
3. Green packaging
4. Green cooperation

Green Recycling

1. Reliable replacement
2. Convenient recycling channel
3. Green disassembly and scrap traceable

Green Service

1. Smart Building solution
2. Energy integration solution

System

Energy saving; Water saving; Material saving; Land saving; LC; Environmental protection; New energy; Recycling; Ecology; Health; Security; Sustainable

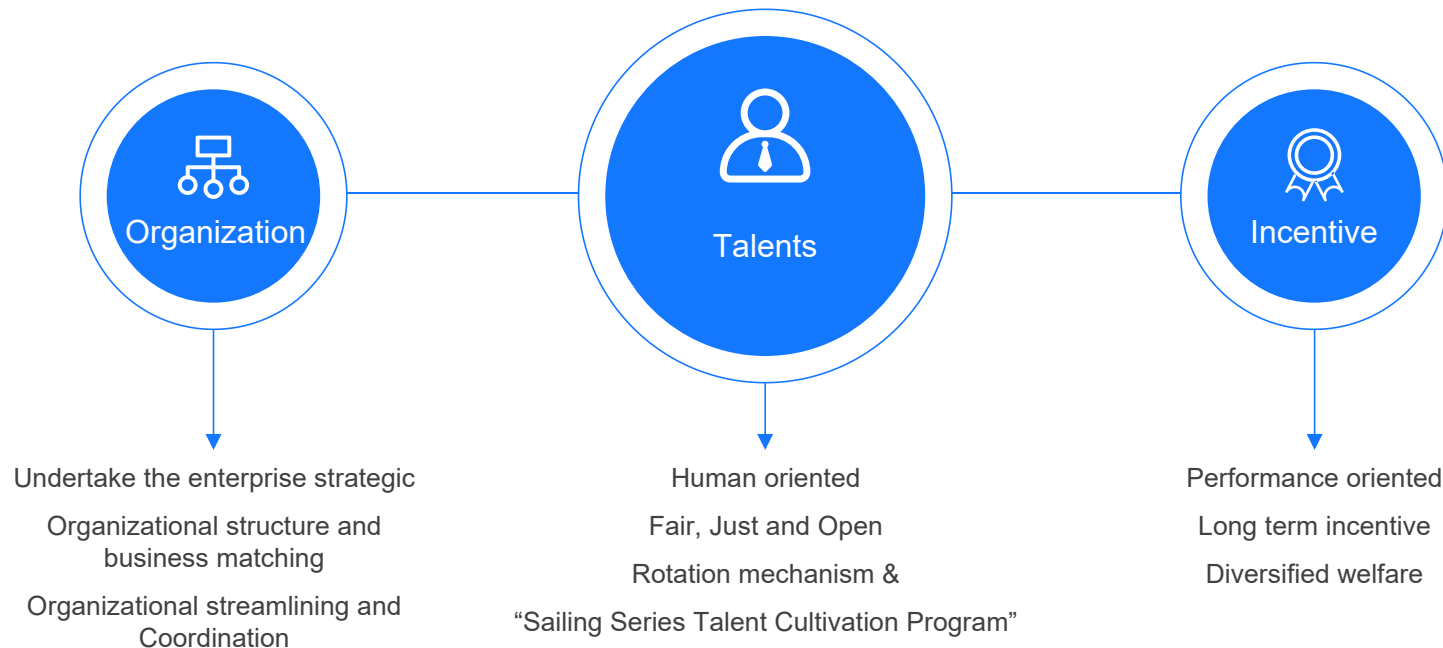
**Founda
tion**

Construct enterprise green technology standard system and operation management



Organizational Talent Concept

Center on employee experience, promote employee efficiency and enhance organizational culture inclusiveness.



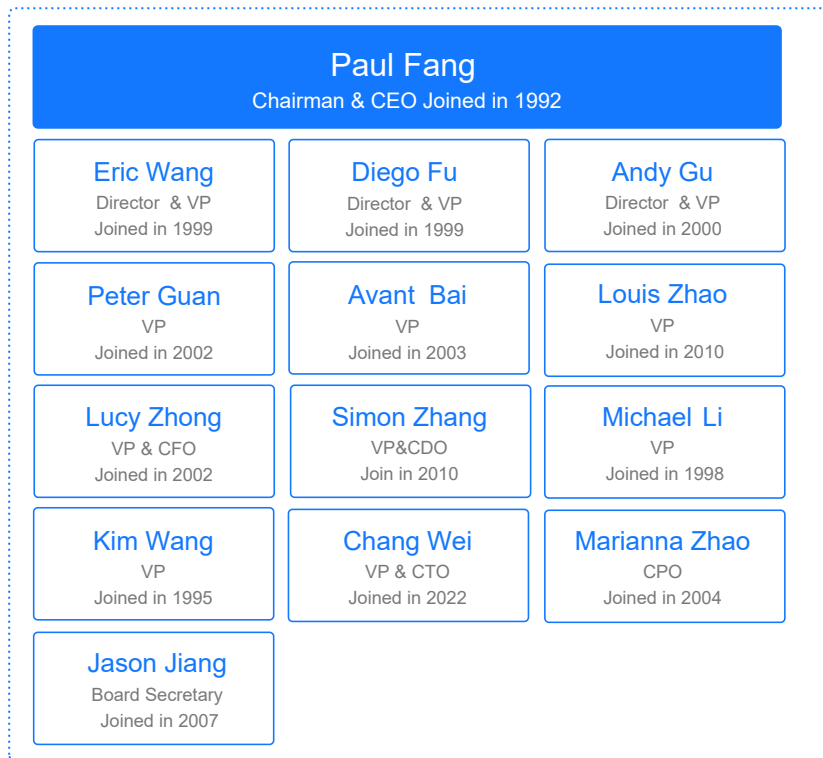


Management Handover

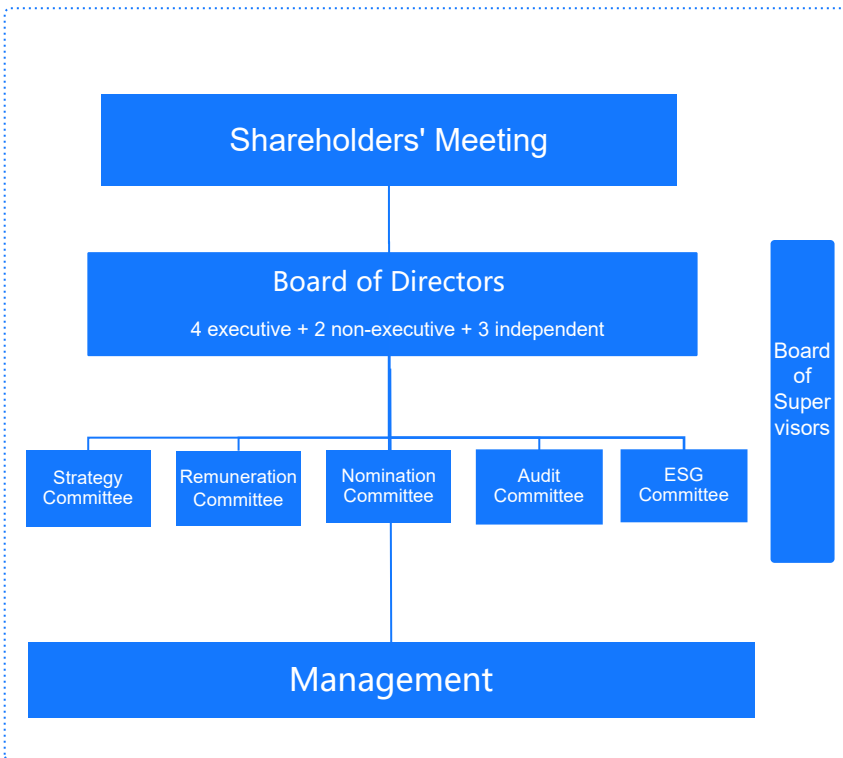
A professional management system based on modern enterprise system



In 2012, professional manager team came on board



Corporate Governance Structure





Corporate Governance

Optimize the right distribution of enterprise stakeholders and build a modern enterprise governance mechanism.



Diversified ownership structure

Reasonable and suitable ownership structure;
The company's interests are the first priority

Manager team

Professional manager management based
on modern enterprise system

Highly authorized management mechanism

High authorization, high performance and high return
Decentralization vitalizes the organization



Entrepreneurship

“ The determination to change ”

Decision-making Mechanism of Board of Directors / Executive Committee

Build an open, transparent collective
deliberation and decision-making mechanism

Incentive mechanism

Performance-oriented and long-term incentives to
ensure the interests of shareholders and executives
are consistent

Open employment mechanism

Human-oriented, incentivize talents by mechanism
and safeguard talents by systems



Organization Structure

Establish a user-centered organization horizontally and vertically



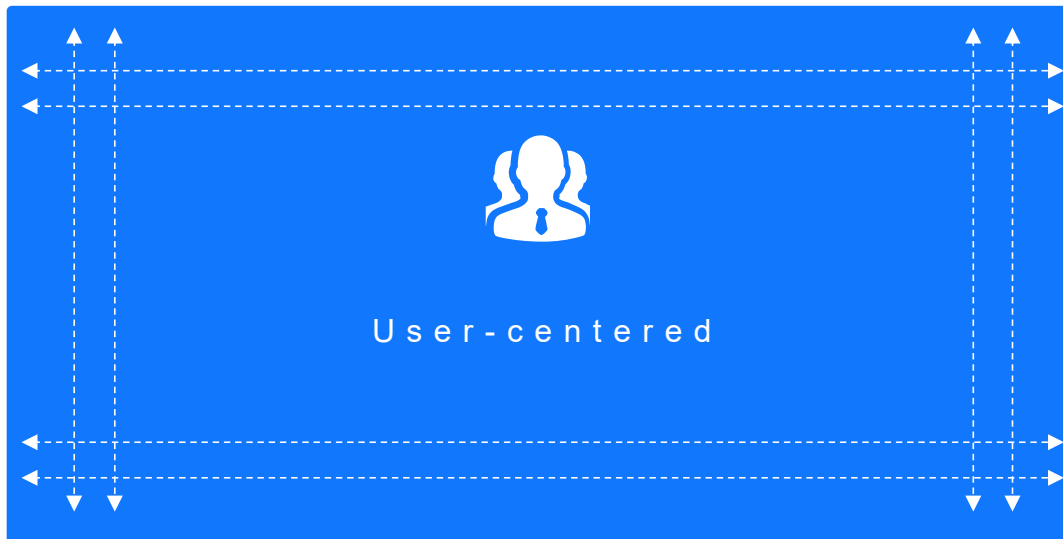
Midea Group

Business Unit

It mainly builds core capabilities and carries out technological innovation around users and products, undertakes specific operations of corresponding product lines or user groups, and achieves sustainable development and profit maximization of the enterprise.

Collaboration Platform

It mainly serves business units, cultivates and builds future-oriented professional abilities.



Functional Department

Positioned as the management subject of each professional field, it is responsible for the formulation, improvement and implementation consistency of the processes, systems and rules of corresponding professional field. Meanwhile, it is responsible for the capacity building, risk control, collaborative work promotion and staff professional competence improvement in the field.



Business Indicators

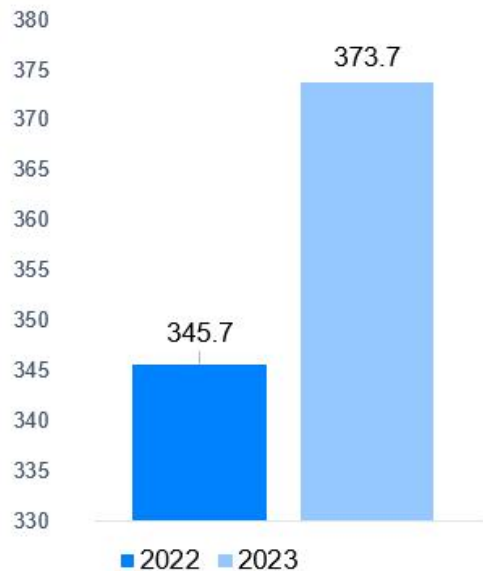
Net profit attributable to the listed company's shareholders



Own Funds

↑ +8.1%

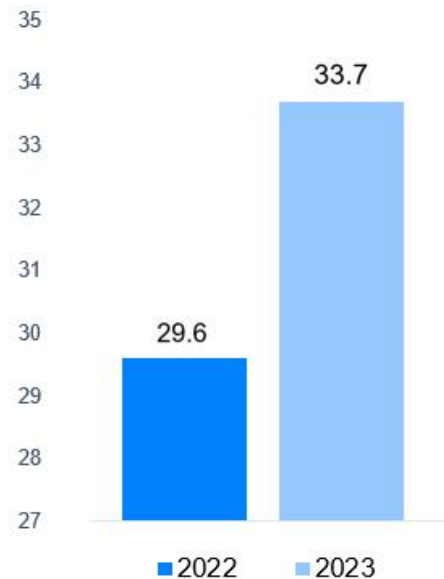
Unit/Currency:
billion/RMB



Net profit attributable to the listed company's shareholders

↑ +14.1%

Unit/Currency:
billion/RMB





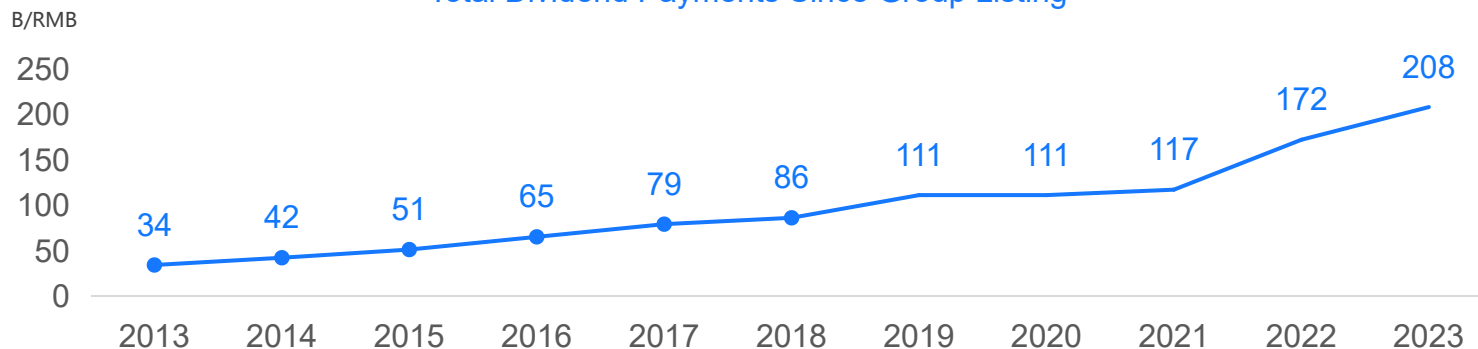
Return to Shareholders

Consistently high dividend returns to shareholders



20.8B	30	61.6%	134.7B	>40%	27.1B
Total dividend Payments (2023)	Cash dividend per 10 shares (2023)	Dividend payout ratio	Cumulative divided payments since Group listing	Divided payout ratio each year since Group listing	Cumulative share repurchase since Group listing

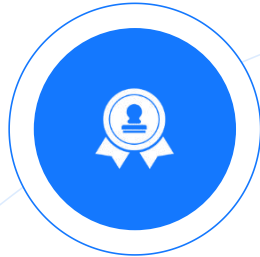
Total Dividend Payments Since Group Listing





Incentive Schemes

Long-term incentives to ensure consistent shareholder and management interests



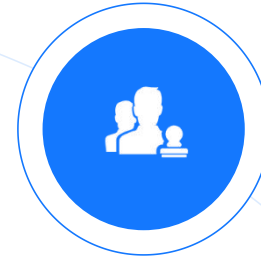
Stock Option Incentive Scheme

- Eight terms of Stock Option Incentive Schemes for about 12500 employees
- Mainly management in R&D and manufacturing



Restricted Share Incentive Scheme

- Five terms of Restricted Share Incentive Schemes for around 1800 employees
- Mainly senior management in the business units



Partner Scheme

- Eight terms of Global Partner Schemes
- Five terms of Business Partner Schemes
- For core management personnel
- From “professional manager” to “business partner”

Combination of motivations and restraints: three levels of appraisal (corporate, departmental and individual) with “red lines”

Thanks

