

JAGUAR LAND ROVER(NINGBO) TRADING Co.,LTD.

ENGLISH TRANSLATION OF FINANCIAL STATEMENTS  
FOR THE YEAR FROM 1 JANUARY 2022 TO 31 DECEMBER 2022  
IF THERE IS ANY CONFLICT BETWEEN THE CHINESE VERSION AND ITS ENGLISH  
TRANSLATION, THE CHINESE VERSION WILL PREVAIL

## AUDITOR'S REPORT

KPMG Huazhen Hu Shen Zi No. 2302856

To the board of directors of Jaguar Land Rover (Ningbo) Trading Co., Ltd.,

### **I. Opinion**

We have audited the attached financial statements (from Page 1 to Page 19) of Jaguar Land Rover (Ningbo) Trading Co., Ltd. (hereinafter referred to as "Jaguar Land Rover (Ningbo) Company"), which comprise the company balance sheets as at 31 December 2022, and the company's income statement and profit appropriation and cash flow statements 2022, and the notes to the financial statements.

In our opinion, the attached financial statements have been properly prepared in compliance with the Accounting Regulations for Business Enterprises (ARBE) issued by Ministry of Finance of the People's Republic of China, and present fairly, in all material respects, the financial position of Jaguar Land Rover (Ningbo) Company as of 31 December 2022, and the company's results of operations and cash flows 2022.

### **II. Basis for Opinion**

We conducted our audit in accordance with Auditing Standards for CPAs of China (hereinafter referred to as "Auditing Standards"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements by CPAs section of our report. We are independent of Jaguar Land Rover (Ningbo) Company in accordance with the Code of Ethics for Professional Accountants of China, and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## **AUDITOR'S REPORT (Cont.)**

KPMG Huazhen Hu Shen Zi No. 2302856

### **III. Responsibility of the Management Layer and Governance Layer for the Financial Statements (Cont.)**

Management layer is responsible for preparing the financial statements in accordance with Accounting Regulations for Business Enterprises to achieve fair presentation of the financial statements, and designing, implementing and maintaining internal control which is necessary to enable that the financial statements are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the management layer is responsible for assessing the ability to continue as a going concern of Jaguar Land Rover (Ningbo) Company, disclosing matters related to going concern and using the going concern assumption unless Jaguar Land Rover (Ningbo) Company either intends to liquidate or to cease operations, or has no realistic alternative but to do so.

The governance layer is responsible for overseeing the financial reporting process of Jaguar Land Rover (Ningbo) Company.

### **IV. Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Auditing Standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also carry out the following tasks:

- (1) Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- (2) Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of its internal control.
- (3) Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management layer.

## AUDITOR'S REPORT (Cont.)

KPMG Huazhen Hu Shen Zi No. 2302856

### IV. Auditor's Responsibilities for the Audit of the Financial Statements (Cont.)

- (4) Conclude on the appropriateness of the management layer's use of the going concern assumption. Meanwhile, based on the audit evidence obtained, conclude whether a material uncertainty exists related to events or conditions that may cast significant doubt on Jaguar Land Rover (Ningbo) Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause Jaguar Land Rover (Ningbo) Company to cease to continue as a going concern.
- (5) Evaluate the overall presentation (including the disclosures), structure and content of the financial statements, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the governance layer regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

KPMG Huazhen LLP (SGP)  
Shanghai Branch

Chinese Certified Public Accountant

Feng Yijia

Shanghai, China

Gao Pan

Date:

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Balance sheet as at 31 December 2022

(Expressed in Renminbi Yuan)

| Assets                                     | Note | <u>2022</u>             | <u>2021</u>             |
|--|------|-------------------------|-------------------------|
| <b>Current assets</b>                      |      |                         |                         |
| Cash at bank and on hand                   | 5    | 550,066,227.94          | 47,007,612.48           |
| Short-term investments                     | 6    | 2,163,592,509.03        | 521,474,196.11          |
| Notes receivable                           | 7    | -                       | -                       |
| Interest receivable                        |      | 3,202,373.31            | 1,298,034.73            |
| Other receivables                          | 8    | 1,532,670.97            | 51,332.49               |
| Payments in advance                        |      | 80,399,508.51           | 186,945,233.56          |
| Inventories                                | 9    | 913,038,225.54          | 584,986,337.56          |
| Deferred expenses                          |      | -                       | 4,770,642.19            |
| Other current assets                       | 10   | -                       | 27,247,730.31           |
| <b>Total current assets</b>                |      | <u>3,711,831,515.30</u> | <u>1,373,781,119.43</u> |
| <b>Fixed assets</b>                        |      |                         |                         |
| Original price of fixed assets             |      | 1,631,823.32            | -                       |
| Less: Impairment provision of fixed assets |      | <u>(1,631,823.32)</u>   | -                       |
| <b>Net fixed assets</b>                    | 11   | -                       | -                       |
| Long-term deferred expenses                |      | <u>4,220,183.47</u>     | -                       |
| <b>Total assets</b>                        |      | <u>3,716,051,698.77</u> | <u>1,373,781,119.43</u> |

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.  
Balance sheet as at 31 December 2022 (continued)  
(Expressed in Renminbi Yuan)

|                                  | Note | <u>2022</u>             | <u>2021</u>           |
|----------------------------------|------|-------------------------|-----------------------|
| Liabilities and owner's equities |      |                         |                       |
| Current liabilities              |      |                         |                       |
| Short-term loans                 | 12   | -                       | 132,467,084.61        |
| Accounts payable                 |      | 505,100,204.30          | 139,183,906.60        |
| Deposit received                 |      | 94,720,636.53           | 19,138,310.78         |
| Taxes payable                    | 4(c) | 1,070,833,183.97        | 184,039,779.30        |
| Other payables                   |      | 218,114,968.91          | 77,523,413.50         |
| Accrued expenses                 |      | <u>323,345,226.56</u>   | <u>253,263,881.72</u> |
| Total current liabilities        |      | <u>2,212,114,220.27</u> | <u>805,616,376.51</u> |
| Long-term liabilities            |      |                         |                       |
| Long-term payables               |      | <u>36,789,797.63</u>    | <u>2,376.35</u>       |
| Total long-term liabilities      |      | <u>36,789,797.63</u>    | <u>2,376.35</u>       |
| Total liabilities                |      | <u>2,248,904,017.90</u> | <u>805,618,752.86</u> |

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.  
Balance sheet as at 31 December 2022 (continued)  
(Expressed in Renminbi Yuan)

|  | Note | <u>2022</u>             | <u>2021</u>             |
|--|------|-------------------------|-------------------------|
| Liabilities and owner's equities (cont.) |      |                         |                         |
| Owner's equities                         |      |                         |                         |
| Paid-in capital                          | 13   | 1,000,000.00            | 1,000,000.00            |
| Surplus reserves                         | 14   | 500,000.00              | 500,000.00              |
| Undistributed profits                    | 15   | <u>1,465,647,680.87</u> | <u>566,662,366.57</u>   |
| Total owner's equities                   |      | <u>1,467,147,680.87</u> | <u>568,162,366.57</u>   |
| Total liabilities and owner's equities   |      | <u>3,716,051,698.77</u> | <u>1,373,781,119.43</u> |

These financial statements have been approved by the Board of Directors of the Company.

|                       |  |  |                 |
|-----------------------|--|--|-----------------|
| Pan Qing              | Tim Howard   | Gui Minghua                              | (Company stamp) |
| Legal representative  | The person in charge<br>of the accounting<br>affairs | The head of the<br>accounting department |                 |
| (Signature and stamp) | (Signature and stamp)                                | (Signature and stamp)                    |                 |

Date:

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.  
Income statement and profit appropriation  
for the year 2022  
(Expressed in Renminbi Yuan)

|  | Note | <u>2022</u>             | <u>2021</u>             |
|--|------|-------------------------|-------------------------|
| Revenues from principal activities                               | 16   | 11,247,809,147.46       | 5,656,728,511.61        |
| Less: Cost of sales from principal activities                    |      | (9,803,173,259.99)      | (4,791,073,815.21)      |
| Business taxes and surcharges from principal activities          | 4(a) | <u>(50,112,116.58)</u>  | <u>(11,108,950.61)</u>  |
| Profit from principal activities                                 |      | 1,394,523,770.89        | 854,545,745.79          |
| Less: Operating expenses   |      | (193,673,483.28)        | (177,503,027.30)        |
| General and administrative expenses                              |      | (145,175,131.32)        | (206,166,574.52)        |
| Financial expenses   | 17   | <u>13,532.02</u>        | <u>(314,906.14)</u>     |
| Operating profit   |      | 1,055,688,688.31        | 470,561,237.83          |
| Add: Investment income   | 18   | 49,561,615.35           | 21,031,484.25           |
| Subsidy income   |      | <u>130,714,700.00</u>   | <u>125,300,000.00</u>   |
| Total profit   |      | 1,235,965,003.66        | 616,892,722.08          |
| Less: Income tax   | 4(b) | <u>(336,979,689.36)</u> | <u>(166,193,794.48)</u> |
| Net profit   |      | 898,985,314.30          | 450,698,927.60          |
| Add: Undistributed profits at the beginning of the year / period |      | <u>566,662,366.57</u>   | <u>116,463,438.97</u>   |
| Distributable profits  |      | 1,465,647,680.87        | 567,162,366.57          |
| Less: Withdrawal of reserve funds                                | 15   | <u>-</u>                | <u>(500,000.00)</u>     |
| Undistributed profits at the end of the year                     |      | <u>1,465,647,680.87</u> | <u>566,662,366.57</u>   |

The notes on pages 9 to 18 form part of these financial statements.



Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Cash flow statement

for the year 2022

(Expressed in Renminbi Yuan)

|   | Note to the<br>cash flow<br>statement | <u>2022</u>                | <u>2021</u>               |
|---|---------------------------------------|----------------------------|---------------------------|
| Cash flows from operating activities:                 |                                       |                            |                           |
| Cash received from sale of goods                      |                                       | 13,025,794,762.73          | 6,084,075,741.08          |
| Received tax refund                                   |                                       | 259,965,573.18             | -                         |
| Cash received relating to other operating activities  |                                       | <u>133,490,512.28</u>      | <u>128,119,275.68</u>     |
| Sub-total of cash inflows                             |                                       | <u>13,419,250,848.19</u>   | <u>6,212,195,016.76</u>   |
| Cash paid for purchasing goods and receiving services |                                       | (8,368,370,104.30)         | (4,470,655,517.49)        |
| Cash paid to and for employees                        |                                       | (128,835,649.49)           | (62,318,515.85)           |
| Cash paid for all types of taxes                      |                                       | (2,519,565,603.25)         | (1,625,614,549.56)        |
| Cash paid relating to other operating activities      |                                       | <u>(168,254,084.99)</u>    | <u>(279,240,223.44)</u>   |
| Sub-total of cash outflows                            |                                       | <u>(11,185,025,442.03)</u> | <u>(6,437,828,806.34)</u> |
| Net cash inflow/(outflow) from operating activities   | i                                     | <u>2,234,225,406.16</u>    | <u>(225,633,789.58)</u>   |

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Cash flow statement

for the year 2022(continued)

(Expressed in Renminbi Yuan)

|   | Note to the<br>cash flow<br>statement | <u>2022</u>                | <u>2021</u>               |
|---|---------------------------------------|----------------------------|---------------------------|
| Cash flows from investing activities:               |                                       |                            |                           |
| Cash received from the recovery of investments      |                                       | 11,525,617,085.32          | 5,545,488,574.09          |
| Cash received from return on investments            |                                       | <u>47,657,276.77</u>       | <u>20,516,519.12</u>      |
| Sub-total of cash inflows                           |                                       | <u>11,573,274,362.09</u>   | <u>5,566,005,093.21</u>   |
| Cash paid for acquisition of investments            |                                       | <u>(13,167,735,398.24)</u> | <u>(5,554,109,304.20)</u> |
| Sub-total of cash outflows                          |                                       | <u>(13,167,735,398.24)</u> | <u>(5,554,109,304.20)</u> |
| Net cash (outflow)/inflow from investing activities |                                       | <u>(1,594,461,036.15)</u>  | <u>11,895,789.01</u>      |

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Cash flow statement

for the year ended 2022 (continued)

(Expressed in Renminbi Yuan)

|  | Notes to the<br>cash flow<br>statement | <u>2022</u>             | <u>2021</u>             |
|--|--|-------------------------|-------------------------|
| Cash flows from financing activities:  |  |                         |                         |
| Cash received by investors   |  | -                       | -                       |
| Cash received from borrowings  |  | <u>221,289,649.22</u>   | <u>439,882,211.65</u>   |
| Sub-total of cash inflows  |  | <u>221,289,649.22</u>   | <u>439,882,211.65</u>   |
| Cash paid for debt repayment   |  | (353,756,733.83)        | (307,415,127.04)        |
| Cash paid for distribution of dividends,<br>profits or repayment of interest |  | (4,000,164.74)          | (2,698,835.44)          |
| Cash paid relating to other financing<br>activities                          |  | <u>(238,505.20)</u>     | <u>(163,434.79)</u>     |
| Sub-total of cash outflows   |  | <u>(357,995,403.77)</u> | <u>(310,277,397.27)</u> |
| Net cash (outflow)/inflow from financing<br>activities                       |  | <u>(136,705,754.55)</u> | <u>129,604,814.38</u>   |
| Net increase/(decrease) in cash and<br>cash equivalents                      | ii                                     | <u>503,058,615.46</u>   | <u>(84,133,186.19)</u>  |

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Cash flow statement

for the year 2022 (continued)

(Expressed in Renminbi Yuan)

Notes to the cash flow statement

|  | <u>2022</u>             | <u>2021</u>             |
|--|-------------------------|-------------------------|
| i Reconciliation of net profit to cash flows from operating activities:  |                         |                         |
| Net profit   | 898,985,314.30          | 450,698,927.60          |
| Add: Accrued/(reversed) provision for diminution in value of inventories | 2,228,716.32            | (240,192.60)            |
| Decrease/(increase) in deferred expenses                                 | 4,770,642.19            | (4,770,642.19)          |
| (Increase)/ decrease in long-term deferred expenses                      | (4,220,183.47)          | -                       |
| Increase in accrued expenses   | 70,312,482.44           | 48,122,648.43           |
| Financial expenses   | 4,007,532.34            | 3,093,407.81            |
| Income from investment   | (49,561,615.35)         | (21,031,484.25)         |
| (Increase)/decrease in gross inventories                                 | (330,280,604.30)        | 124,622,657.07          |
| Decrease/(increase) in gross operating receivables                       | 132,312,116.88          | (214,149,970.22)        |
| Increase/(decrease) in gross operating payables                          | <u>1,505,671,004.81</u> | <u>(611,979,141.23)</u> |
| Net cash inflow/(outflow) from operating activities                      | <u>2,234,225,406.16</u> | <u>(225,633,789.58)</u> |
| ii Net increase/ (decrease) in cash and cash equivalents:                |                         |                         |
| Ending balance of cash and cash equivalents of the year                  | 550,066,227.94          | 47,007,612.48           |
| Less: Beginning balance of cash and cash equivalents of the year         | <u>(47,007,612.48)</u>  | <u>(131,140,798.67)</u> |
| Net increase/(decrease) in cash and cash equivalents                     | <u>503,058,615.46</u>   | <u>(84,133,186.19)</u>  |

The notes on pages 9 to 18 form part of these financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Notes to the financial statements

(Expressed in Renminbi Yuan)

1 Company status

Jaguar Land Rover (Ningbo) Trading Co., Ltd. ("the Company") was established in November 2019 and began operations in May 2020. It is a wholly foreign-owned enterprise invested and established by Jaguar Land Rover Limited in Ningbo, Zhejiang Province, with an operating period of 9 years and a registered capital of RMB 1,000,000 yuan. Its main business includes importing brand-new Jaguar and Land Rover models from overseas (such as the current imported brand-new Land Rover Defender models) and distributing them to dealers in China. The company leased a facility in Ningbo to build and operate a training park for the test drive and brand promotion of Jaguar Land Rover models.

2 Basis of preparation

The principal accounting policies adopted by the Company in the preparation of the financial statements are in conformity with the Accounting Regulations for Business Enterprises issued by the Ministry of Finance of the PRC (MOF).

3 Significant accounting policies

(a) Accounting year

The accounting year of the Company is from 1 January to 31 December.

(b) Basis of preparation and measurement basis

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost.

(c) Functional currency

The Company's functional currency is the Renminbi.

(d) Cash equivalents

Cash equivalents represent short-term, highly liquid investments, which are readily convertible into known amounts of cash and are subject to an insignificant risk of change in value.

(e) Provision for bad and doubtful debts

The provision for bad and doubtful debts is estimated by management based on individual accounts receivable which show signs of uncollectibility. Provision for other receivables is determined based on their specific nature and management's estimate of their collectibility.

(f) Inventories

Inventories are carried at the lower of cost and net realisable value.

Cost comprises all costs of purchase and other costs. Inventories are measured at their actual cost upon acquisition. The cost of inventories is calculated using the specific identification method.

Any excess of the cost over the net realisable value of each item of inventories is recognised as a provision for diminution in the value of inventories. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs necessary to make the sale and relevant taxes.

(g) Investments

(i) Short-term investments

Short-term investments are carried at the lower of cost and market value. The cost of a short-term investment is the total price paid on acquisition of the investment. However, it does not include cash dividends which have been declared but which are unpaid or unpaid interest on debentures which was due at the time of acquisition.

Provision for diminution in value is made on an item-by-item basis for any shortfall of the market value over the cost of individual short-term investments.

With the exception of cash dividends which have been declared but which are unpaid at the time of acquisition of short-term investments and interest on debentures which is due but not yet paid at the time of acquisition of short-term investments, cash dividends and interest are set off against the carrying amount of the short-term investments when received by the Company. Upon the disposal of short-term investments, the difference between the carrying amount of the short-term investments and the proceeds received is recognised as profit or loss for the current period.

(ii) Designated loans receivable

Designated loans receivable refer to the funds lent by the Company through financial institutions to designated borrowers with uses, amounts, terms, interest rates, etc., designated by the Company. The financial institution assists the Company to release the funds and collect the repayments on behalf of the Company.

Designated loans receivable are initially recorded at cost, which is the total amount paid, including relevant expenses such as bank charges.

Interest income arising from designated loans receivable is calculated at the applicable rate on a time proportion basis and recognised in the income statement. Accrual of interest on designated loans receivable ceases when the interest is in default at the due date, and the interest previously accrued is reversed immediately in the income

statement.

The Company makes provision for impairment losses on designated loans receivable (see Note 3(j)). Designated loans receivable are stated in the balance sheet net of impairment losses. Among the designated loans receivable, loans with a period equal to or less than one year are classified under short-term investments; while loans with a period and remaining terms longer than one year are classified under long-term investments, balances with remaining terms equal to or less than one year are reclassified to "Long-term debt investments maturing within one year".

(h) Fixed assets

Fixed assets are stated in the balance sheet at cost less accumulated depreciation and impairment losses (see Note 3(j)).

Fixed assets are depreciated using the straight-line method over their estimated useful lives. The respective estimated useful lives and the estimated rate of residual values on cost for the Company's fixed assets are as follows:

|          | <u>Estimated useful life</u> | <u>Estimated rate of residual value</u> | <u>Rate of depreciation</u> |
|----------|------------------------------|---|-----------------------------|
| Vehicles | 5 years                      | 0%                                      | 20%                         |

(i) Operating lease charges

Lease payments under operating leases are charged as expenses on a straight-line basis over the lease term.

(j) Provision for impairment

The carrying amounts of assets (including designated loans receivable, fixed assets and other assets) are assessed regularly to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in conditions indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment is calculated on an item-by-item basis and recognised as an expense in the income statement.

If there is an indication that there has been a change in the factors used to determine the provision for impairment and as a result the estimated recoverable amount is greater than the carrying amount of the asset, the impairment loss recognised in prior years is reversed. Reversals of impairment losses are recognised in the income statement. An impairment loss is reversed only to the extent of the asset's carrying amount that would have been

determined had no impairment loss been recognised in prior years.

(k) Income tax

Income tax is recognised using the tax payable method. Income tax for the year is provided at the applicable tax rate on taxable income.

(l) Provisions and contingent liabilities

Provisions are recognised when the Company has a present obligation as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligations and a reliable estimate can be made.

Where it is not probable that the settlement of this obligation will cause an outflow of economic benefits, or the amount of the outflow cannot be estimated reliably, the obligation is disclosed as a contingent liability.

(m) Revenue recognition

When it is probable that the economic benefits will flow to the Company and the revenue and costs can be measured reliably, revenue is recognised in the income statement according to the following methods:

(i) Sale of goods

Revenue is recognised when the significant risks and rewards of the ownership of goods have been transferred to the buyers and the Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold.

(ii) Rendering of services

When the outcome of a transaction involving the rendering of services can be estimated reliably, revenue from the rendering of services is recognised in the income statement by reference to the stage of completion of the transaction based on the services performed to date as a percentage of the total services to be performed. When the outcome of the transaction involving the rendering of services cannot be estimated reliably, revenue is recognised only to the extent of the costs incurred that are expected to be recoverable.

(iii) Interest income

Interest income is recognised on a time proportion basis with reference to the principal outstanding and the applicable rate.

(iv) Subsidy income

Subsidy income is recognised in the income statement upon receipt of the subsidy.

(n) Borrowing costs

Borrowing costs incurred on specific borrowings for the construction of fixed assets are capitalised into the cost of the fixed assets during the construction period until the fixed assets are ready for their intended uses.



Except for the above, other borrowing costs are recognised as financial expenses in the income statement when incurred.

(o) Retirement benefits

Pursuant to the relevant laws and regulations in the PRC, the Company has joined a defined contribution retirement plan for the employees arranged by a governmental organisation. The Company makes contributions to the retirement scheme at the applicable rates based on the employees' salaries. The contributions are capitalised into cost of assets or charged to the income statement on an accrual basis. After the payment of the contributions under the retirement plan, the Company does not have any other obligations in this respect.

(p) Profits appropriated to the owner

Profits appropriated to the owner are recognised in the income and profit appropriation statement upon approval.

(q) Related parties

If the Company has the power, directly or indirectly, to control, jointly control or exercise significant influence over another party, or vice versa, or where the Company and one or more parties are subject to common control from another party, they are considered to be related parties. Related parties may be individuals or enterprises.

4 Taxation and surcharges

- (a) The types of tax and surcharges applicable to the Company's sale of goods and rendering of services include value added tax (VAT), consumption tax, urban maintenance and construction tax, education fee surcharge and local education fee surcharge etc.

| Tax name                               | Tax basis and applicable rate   |
|--|---|
| VAT                                    | Output VAT is 13% of product sales and 6% of taxable services revenue, based on tax laws. The remaining balance of output VAT, after subtracting the deductible input VAT of the period, is VAT payable |
| Consumption tax                        | 5% - 40% of composite assessable price for imported taxable consumer goods  |
| Urban maintenance and construction tax | 7% of VAT payable   |
| Education fee surcharge                | 3% of VAT payable   |
| Local education fee surcharge          | 2% of VAT payable   |

Business taxes and surcharges from principal activities include urban maintenance and construction tax, education fee surcharge etc.

(b) Income tax

Income tax in the income statement represents:

|                                     | <u>2022</u>    | <u>2021</u>    |
|-------------------------------------|----------------|----------------|
| Enterprise income tax for this year | 336,979,689.36 | 166,193,794.48 |

The statutory income tax rate of the Company is 25%. For the current year, the Company is liable to income tax at the statutory rate (2021: 25%).

(c) Taxes payable

|                              | <u>2022</u>             | <u>2021</u>           |
|------------------------------|-------------------------|-----------------------|
| Value added tax payable      | 252,091,911.27          | -                     |
| Income tax payable           | 222,382,052.83          | 82,659,437.90         |
| Customs duty payable         | 238,859,561.43          | 47,113,566.72         |
| Consumption tax payable      | 324,213,174.23          | 53,479,190.44         |
| Taxes and surcharges payable | 33,286,484.21           | 787,584.24            |
| Total                        | <u>1,070,833,183.97</u> | <u>184,039,779.30</u> |

5 Cash at bank and on hand

|                 | <u>2022</u>    | <u>2021</u>   |
|-----------------|----------------|---------------|
| Demand deposits | 550,066,227.94 | 47,007,612.48 |

6 Short-term investments

|                    | <u>Beginning balance</u> | <u>Increase for current year</u> | <u>Decrease for current year</u> | <u>Ending balance</u> |
|--------------------|--------------------------|----------------------------------|----------------------------------|-----------------------|
| Debt investments   |                          |                                  |                                  |                       |
| - Designated loans | 521,474,196.11           | 13,167,735,398.24                | (11,525,617,085.32)              | 2,163,592,509.03      |

As of December 31, 2022, the designated loans of our Company include the loans to Jaguar Land Rover (China) Investment Co., Ltd. of RMB 2,163,592,509.03, with an annual interest rate of 4% and no fixed repayment period.

7 Notes receivable

As of December 31, 2022, the carrying amount of the outstanding notes receivable that have been discounted and derecognized by the Company is RMB 3,083,805,267.41(2021: RMB 421,114,180.72), and the remaining maturity of the derecognized notes is within one year.

According to the Law of the People's Republic of China on Negotiable Instruments, if the accepting bank of the Company's discounted notes receivable refuses to pay, the bearer has a recourse right to the Company. For the derecognized notes receivable, the Company has substantially transferred substantially all the risks and rewards of these notes, and therefore the Company derecognizes these notes in full.

8 Other receivables

The ageing analysis of the Company's other receivables is as follows:

|               | 2022         |                     |                    | 2021      |                     |                    |
|---------------|--------------|---------------------|--------------------|-----------|---------------------|--------------------|
|               | RMB          | Percentage of total | Bad debt provision | RMB       | Percentage of total | Bad debt provision |
| Within 1 year | 1,532,670.97 | 100.00%             | -                  | 51,332.49 | 100.00%             | -                  |

The ageing is counted starting from the date when other receivables are recognised.

9 Inventories

|  | 2022           | 2021           |
|--|----------------|----------------|
| Merchandise on hand                                    | 914,016,224.45 | 585,983,977.06 |
| Less: Provision for diminution in value of inventories | (977,998.91)   | (997,639.50)   |
| Total  | 913,038,225.54 | 584,986,337.56 |

Provision for diminution in value of inventories

|                                  | 2022<br>Merchandise on hand | 2021<br>Merchandise on hand |
|----------------------------------|-----------------------------|-----------------------------|
| Beginning balance                | (997,639.50)                | (1,237,832.10)              |
| Provision for current year       | (2,421,444.26)              | (467,861.70)                |
| Decrease for current year        |                             |                             |
| Transfer-out of sales            | 616,533.59                  |                             |
| Reversal after value rebound     | 192,727.94                  | 708,054.30                  |
| Transfer-out of reclassification | 1,631,823.32                |                             |
| Ending balance                   | (977,998.91)                | (997,639.50)                |

10 Other current assets

|                      | 2022 | 2021          |
|----------------------|------|---------------|
| Deductible input VAT | -    | 27,247,730.31 |



15 Profit distribution

Withdrawal of surplus reserves

As of December 31, 2022, the Company's reserve fund has amounted to 50% of registered capital, therefore it will not be accrued this year.

16 Revenues from principal activities

|               | <u>2022</u>              | <u>2021</u>             |
|---------------|--------------------------|-------------------------|
| Sale of goods | <u>11,247,809,147.46</u> | <u>5,656,728,511.61</u> |

17 Financial expenses

|                            | <u>2022</u>         | <u>2021</u>         |
|----------------------------|---------------------|---------------------|
| Interest expenses incurred | (3,769,027.14)      | (2,929,973.02)      |
| Less: Interest income      | 4,031,246.49        | 2,819,275.68        |
| Other financial expenses   | <u>(248,687.33)</u> | <u>(204,208.80)</u> |
| Total                      | <u>13,532.02</u>    | <u>(314,906.14)</u> |

18 Investment income

|                                       | <u>2022</u>          | <u>2021</u>          |
|---------------------------------------|----------------------|----------------------|
| Interest income from designated loans | <u>49,561,615.35</u> | <u>21,031,484.25</u> |

19 Related party relationships and transactions

(a) Related parties with controlling relationships

|                           | <u>Registered<br/>address</u> | <u>Principal<br/>activities</u>        | <u>Relationship<br/>with the<br/>Company</u> | <u>Type of legal<br/>entity</u> |
|---------------------------|-------------------------------|--|--|---------------------------------|
| Jaguar Land Rover Limited | UK                            | Production and<br>sales of<br>vehicles | Parent<br>company                            | Body corporate                  |

The ultimate holding company of the Company is Tata Motors Limited.

(b) Relationship between the Company and related parties without controlling relationships

|  | <u>Relationship with the Company</u> |
|--|--------------------------------------|
| Jaguar Land Rover Investment (China) Co., Ltd. | Fellow subsidiary                    |

(c) The amounts of the Company's related party transactions during the year and its balances with related parties at the year end are summarised as follows:

(i) The material related-party transactions of the Company are summarised as follows:

|  | <u>2022</u>      | <u>2021</u>      |
|--|------------------|------------------|
| Purchase of goods                                | 6,649,221,019.37 | 3,287,955,135.09 |
| Operation support service fee                    | 445,979,122.45   | 316,003,695.77   |
| Compensation for the usage of dealership network | 14,273,665.00    | 14,273,665.00    |
| Interest income                                  | 49,561,615.35    | 21,031,484.25    |
| Interest expense                                 | 3,769,027.14     | 2,929,973.02     |

(ii) The balances of related party receivables, payables and borrowings at the year end are summarised as follows:

|                        | <u>2022</u>      | <u>2021</u>    |
|------------------------|------------------|----------------|
| Short-term investments | 2,163,592,509.03 | 521,474,196.11 |
| Interest receivable    | 3,202,373.31     | 1,298,034.73   |
| Accounts payable       | 411,767,222.45   | 138,765,742.93 |
| Other payables         | 192,166,054.71   | 77,051,122.03  |
| Interest payable       | -                | 231,137.58     |
| Short-term loans       | -                | 132,467,084.61 |
| Other receivables      | 1,255,434.30     | -              |

## 20 Operating lease commitments

As at 31 December, the future minimum lease payments payable by the Company under non-cancellable operating leases in respect of the leasing of Properties are as follows:

|                                  | <u>2022</u>                 | <u>2021</u>                 |
|----------------------------------|-----------------------------|-----------------------------|
| Within 1 year                    | 3,280,000.00                | 3,280,000.00                |
| After 1 year but within 2 years  | 3,280,000.00                | 3,280,000.00                |
| After 2 years but within 3 years | 3,280,000.00                | 3,280,000.00                |
| After 3 years                    | <u>16,400,000.00</u>        | <u>19,680,000.00</u>        |
| Total                            | <u><u>26,240,000.00</u></u> | <u><u>29,520,000.00</u></u> |

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Taxable income adjustment statement

for the year 2022

(Expressed in Renminbi Yuan)

|   | <u>Amount</u>  | <u>Adjusted amount</u> | <u>Amount in RMB after<br/>adjustment</u> | <u>Note</u> |
|---|--|------------------------|---|-------------|
| Revenues from principal activities                      | 11,247,809,147.46  | 146,226,653.22         | 11,394,035,800.68                         | 1           |
| Less: Cost of sales from principal activities           | (9,803,173,259.99)   | 50,971,251.27          | (9,752,202,008.72)                        | 2           |
| Business taxes and surcharges from principal activities | <u>(50,112,116.58)</u>   | -                      | <u>(50,112,116.58)</u>                    |             |
| Profit from principal activities                        | 1,394,523,770.89   | 197,197,904.49         | 1,591,721,675.38                          |             |
| Less: Operating expenses                                | (193,673,483.28)   | 7,215,331.04           | (186,458,152.24)                          | 3           |
| General and administrative expenses                     | (145,175,131.32)   | (92,228,344.19)        | (237,403,475.51)                          | 4           |
| Financial expenses                                      | <u>13,532.02</u>   | <u>(231,137.56)</u>    | <u>(217,605.54)</u>                       | 5           |
| Operating profit  | 1,055,688,688.31   | 111,953,753.78         | 1,167,642,442.09                          |             |
| Add: Investment income                                  | 49,561,615.35  | -                      | 49,561,615.35                             |             |
| Subsidy income  | <u>130,714,700.00</u>  | -                      | <u>130,714,700.00</u>                     |             |
| Total profits before income tax                         | <u>1,235,965,003.66</u>  | <u>111,953,753.78</u>  | <u>1,347,918,757.44</u>                   |             |
| Note 1  | Increase in accrued rebates and others                                   |                        | <u>146,226,653.22</u>                     |             |
| Note 2  | Increase in accrued cost   |                        | 10,711,025.06                             |             |
|   | Adjustment of non-deductible cost of import goods via customs before tax |                        | 40,260,226.21                             |             |
|   | Total  |                        | <u>50,971,251.27</u>                      |             |
| Note 3  | Non-deductible operating expenses before tax                             |                        | <u>7,215,331.04</u>                       |             |

Note: At the request of the local taxation department, the Company has prepared this "Taxable Income adjustments statement", which is for reference and use by the taxation department only and does not constitute one part of the audited financial statements.

Jaguar Land Rover (Ningbo) Trading Co., Ltd.

Taxable income adjustment statement

for the year 2022

(Expressed in Renminbi Yuan)

|        |  |                        |
|--------|--|------------------------|
| Note 4 | Increase in other accrued expenses   | (93,840,526.92)        |
|        | Non-deductible provision for diminution in value of inventories before tax | (19,640.59)            |
|        | Non-deductible impairment provision of fixed assets before tax             | <u>1,631,823.32</u>    |
|        | Total  | <u>(92,228,344.19)</u> |
| Note 5 | Non-deductible financial expenses before tax                               | <u>(231,137.56)</u>    |

Note: At the request of the local taxation department, the Company has prepared this "Taxable Income adjustments statement", which is for reference and use by the taxation department only and does not constitute one part of the audited financial statements.