

*Please make sure that you read carefully the Legal Statement and About the Company’ s Snapshot before reading the PDF and be aware that the information contained in the webpage shall always prevail over the PDF under any circumstances.

Hanwei Electronics Group Corporation

Code: 300007 ISIN: CNE100000H02

Founded	09/11/1998	Email	hwdz@hwsensor.com
Listing	10/30/2009	Telephone	(+86)371-67169159
Website	www.hanwei.cn	Fax	(+86)371-67169196
Domicile	No. 169, Xuesong Road, Hi-tech Development Zone, Zhengzhou, Henan	Office	No.169, Xuesong Road, Zhengzhou High-tech Development Zone, Henan

Business Summary (Updated: 09/04/2025)

With the industrial vision of “to be the leading provider of sensor-based intelligent solutions” , the company has built a relatively complete intelligent Internet of Things (IOT) ecosystem through years of endogenous and extended development. By tightly integrating sensor technology, intelligent instrument technology, data collection technology, GIS, big data, cloud computing and AI, it forms a system solution of “sensor + monitoring terminal + data collection + spatial information technology + big data + cloud application +AI” . It’ s business applications cover sensors, intelligent instruments, integrated intelligent solutions, and intelligent home & health, forming a relatively leading advantage in the industrial fields involved.

1. Sensor Business

In the three-tier architecture that constitutes the Internet of Things, the sensing layer is at the base layer and constitutes the core foundation of the Internet of Things. As the key part of the perception layer for acquiring information and as essential enablers of industrial transformation and upgrading, sensors convert the physical, chemical, and biological information acquired by sensing into easily identifiable digital information and transmit it to the back-end platform for processing, analysis, and application. The company’ s sensor business integrates sensor R&D, production, and sales, adheres to the IDM business model, masters core processes such as thick film, thin film, MEMS, and ceramics, with the products cover gas, pressure, flow, categories such as temperature, humidity, photoelectricity, acceleration, and flexible pressure, making it one of the most growing and valuable core business sectors.

2. Intelligent Instrument Business

Relying on the core sensor technology and years of industry experience, the company has developed and produced a diverse and complete range of intelligent instruments for application scenarios. The main products include detectors, alarm controllers, portable detectors, home detectors, alcohol detectors, and environmental monitoring instruments. Such categories are widely used in industrial safety, municipal monitoring, environmental monitoring, gas safety, smart home and health and other fields. They have a broad customer base in the petroleum, chemical, gas, metallurgical, and power industries, with outstanding market competitiveness.

3. Intelligent Integrated IoT Solution Business

Relying on core sensor technology, the company has developed and produced diversified intelligent meters. Intelligent instruments are used as sensing hardware terminals for different scenarios. The sensing information is transmitted to the company's Xiangyun IoT monitoring system through various communication methods such as NB-IoT. The monitoring system is based on customer needs to analyze and process key information, and finally form a visual display and intelligent application.The Xiangyun IoT products developed by the company take sensors as the core and intelligent instruments as the support. By leveraging advanced technologies such as the Internet of Things (IoT), big data, visualization, and AI, forms a multi-level and three-dimensional application ecosystem encompassing “cloud, pipe, edge, and end” . These products constitute a crucial part of the company's intelligent integrated solution business. Adhering to a demand-oriented approach to drive application integration and innovation, the company's Xiangyun IoT products conduct in-depth research and analysis of industry customers' scenarios to identify and summarize pain points. They empower customers to reduce costs, enhance efficiency, and achieve sustainable and high-quality development. Currently, the company's intelligent integrated solutions cover multiple application scenarios, including intelligent security system solutions, smart city system solutions, and intelligent environmental protection system solutions.

4. Intelligent Home and health

The intelligent home and health business uses the Internet of Things technology to organically connect and manage the environmental safety, health, human health, and intelligent devices in the home, combined with data service operation capabilities, to consolidate the air quality, gas safety market, and expand the water quality safety market, to provide people with professional and reliable “monitoring + governance” home intelligence and health full program services.

Highlights (Updated: 09/04/2025)

1.Industrial Ecosystem Advantage

With the industrial vision of “to be the leading provider of sensor-based intelligent solutions” , the company has formed a complete IoT ecosystem with sensors as the core and extended to downstream instrumentation, IoT platforms and industrial applications through years of development. The company has expanded its sensor business to downstream instrumentation and IoT applications, so as to scale up the company's business operations, open up market channels and information channels for sensor direct applications, and guide sensor innovation and development; through high customer stickiness of IoT platforms and solutions, stabilizing and promoting the sustainable development of the sensor and instrumentation business. The ecosystem integrates hardware and software products; various business categories support, promote, and empower one another; and has the ability to grow internally and expand in an orderly manner. In the future, the company will fully leverage the advantages of its industrial ecosystem; the company will consolidate its leading position in the industry.

2.Core technical advantages

Sensors belong to the core technology of the perception layer of the IoT. After more than 20 years of painstaking research and development, the company has now created a core sensor technology platform that includes the entire process of chip design, sensitive materials, manufacturing processes, and packaging and testing technologies. As the company's platform technology expands and strengthens, more new types of sensor products continue to be developed and produced. The company masters core processes such as thick film, thin film, MEMS, ceramics, etc., and can produce major types of gas sensors such as semiconductors, catalytic combustion,

Trading Information

CSRC Sector	Information Transmission, Software and Information Technology Services
CSRC Subsector	Software and Information Technology Services
Market	ChiNext of Shenzhen Stock Exchange

Directors & Executives

Chairman of the Board:	Ren Hongjun
General Manager:	Li Zhigang
Chief Financial Officer:	Guan Fengyan
Board Secretary:	Xiao Feng
Board Members:	Ren Hongjun,Li Zhigang,Gao Yanming,Shang Zhongfeng,Liu Ruiling,Yang Changzai,Li Shan,Wang Lizhang,Wan Hong

Top 5 Shareholders (Ended: 06/30/2025)

Name	Shares Held(M.)	%Own
Ren Hongjun	52.88	16.15
Zhong Chao	15.15	4.63
China Merchants Bank Co., Ltd. – Penghua Carbon Neutralization Thematic Mixed Fund	11.25	3.44
China Construction Bank Corporation – Maxwealth Advanced Manufacturing Zhixuan Mixed Launched Fund	6.29	1.92
Liu Ruiling	2.49	0.76

Operating Revenue (Unit: Million)

	1Q	Semi-annual	3Q	Annual
2025	603	1,177	–	–
2024	593	1,114	1,570	2,228
2023	584	1,093	1,541	2,287
2022	594	1,181	1,762	2,395
2021	529	1,100	1,590	2,316
2020	410	907	1,349	1,941
2019	431	904	1,282	1,819
2018	378	731	1,081	1,512
2017	357	691	1,004	1,444
2016	273	534	786	1,108

electrochemistry, infrared optics, photoionization, and laser. The entire industry chain is independently controllable and stable, keeps leading position in the field of gas sensors. At the same time, giving full play to the advantages of sensor technology to support the creation of an instrumentation technology platform covering the design and manufacture of machinery, electronics, optics, and software and continuously advances the R&D and market launch of multi-category sensors as well as various industrial safety and environmental monitoring instruments, while constantly strengthening the core competitiveness of sensors and the technological leadership of instruments and meters and building high industry barriers.

The sensors and instrumentation provide sufficient hardware support and data sources for Internet of Things applications, and combines GIS, SCADA and other technologies to form a leading IoT system technology. Intelligent upgrading and transformation in other fields, and continuous improvement towards the platform of the IoT. In the future, the company will continue to enrich the application scenarios of IoT system solutions, continue to polish the coordinated development and technology integration of the "three types of platforms", and create complete and high-quality "sensors + monitoring terminals + data collection + spatial information" IoT technology platform. To accelerate the construction of a deeply integrated and interconnected IoT industry super ecosystem.

The company has a pioneering R&D team led by high-level technical experts and committed to innovation, with independent design and development capabilities. Since 2015, its R&D platform has continuously been recognized as a “National-Level Enterprise Technology Center” . In addition to establishing the headquarters of “Hanwei R&D Institute” in Zhengzhou, the company has also set up R&D institutions in Shanghai, Shenzhen, Chengdu, Wuhan, Suzhou, Shenyang, Beijing and overseas. It has achieved industry-leading results in a number of application fields, and will continue to strengthen its R&D and innovation capabilities in the future to drive technological breakthroughs and business development.

3.Brand Advantages

The company has been in the Internet of Things industry for many years and has always focused on brand development strategies. The “Hanwei” trademark has been rated as “China's Well-known Trademark” , which has a wide range of social popularity and influence, and has been awarded the "Governor's Quality Award", “National single champion enterprise of manufacturing” , with leading position of its quality management level and independent innovation ability in the domestic industry. As a well-known enterprise in the industry, the company continuously and proactively leverages academic conferences and social organization resources to expand the boundaries of its brand influence, enhance brand communication effects, and further boost its influence in the industry. Meanwhile, it actively participates in several major influential industry exhibitions at home and abroad, plans and implements a number of brand events based on its actual business, and combines these efforts with media promotion. As a result, the company's brand reputation and market development capabilities have been significantly strengthened, enabling the brand to fulfill the functions of creating, uniting, and consolidating markets, and Hanwei brand influence continuously improves.

4.Team of Talents Advantages

Over the years, the company has fully implemented the strategy of “strengthening the enterprise with talents” and focused on the construction of team of talents. The company's core management team has rich practical experience in industry management and forward-looking strategic vision, with a profound understanding of industry development trends and the company's development strategy. The company also boasts an experienced team of engineers, technical experts, and business professionals; it encourages technical innovation and management practices, achieving significant progress in technological advancement and enhancing competitiveness. Meanwhile, the company continues to attach great importance to talent reserve and cultivation, vigorously promotes the younger generation of its management team, and encourages more young employees to take up management positions. Ultimately, this effort aims to build a high-quality talent echelon covering management, technology, and professional fields, laying a solid foundation for the company's long-term development.

Investment Risks (Updated: 09/04/2025)

1. Market Risks Brought About by Intensified Industry Competition

In recent years, with the rapid development of the sensor, instrumentation, and Internet of Things (IoT) industries, the market competition landscape is undergoing changes. If the company fails to continuously strengthen its innovation capabilities, enhance brand influence, and deepen market layout, we may face the risk of a decline in market share, which will in turn affect the company's long-term sustainable development. To address this challenge, the company maintains a certain level of R&D investment every year. Through independent innovation and strategic cooperation, it consolidates its leading technological advantages in the sensor field. Meanwhile, the company continuously improves its product matrix, expands service dimensions, and builds differentiated competitive advantages. Additionally, it implements a diversified market strategy, taps into the potential of existing markets, actively explores emerging application areas, and constantly enhances the core competitiveness to ensure sustained and steady development.

2.Technical Risks Caused by Insufficient Innovation Capabilities

In the Internet of Things (IoT) industry, technological iteration is accelerating, and the downstream applications' demands for the performance of software and hardware are constantly upgrading. If the company fails to maintain the continuous innovation capability of the core technologies, it may face the risks of technological backwardness and declining competitiveness. The company owns independent intellectual property rights in sensors, intelligent terminal devices, and intelligent integrated solutions, and possesses the capability of collaborative R&D of software and hardware. Every year, the company maintains a relatively high proportion of R&D investment, continuously strengthens its R&D and innovation capabilities, and consolidates its leading position in China in the fields of gas sensors and safety-related intelligent instruments. In addition, the company continuously advances its M&A (Merger and Acquisition) strategy, integrates advanced technological resources at home and abroad, lays out high-end product lines, consolidates the company's advantages of leading technology in the industry, and supports the company's long-term high-quality development.

3.Management Risks Brought by Group Operation

As the company advances further with its “endogenous growth + extensional mergers and acquisitions” strategy, the company has successfully built an IoT industrial ecosystem group centered on sensors. At present, the company owns more than 30 wholly owned and holding subsidiaries, covering multiple regions across the country. If the company lacks sufficient group-level management and control capabilities, the company may face increased management difficulties, reduced operational efficiency, inadequate industrial synergy, and rising management costs that affect overall profitability. To address this, the dedicated industrial synergy department to promote the sharing of resources such as technology, market channels, and R&D platforms has established. Meanwhile, the company has built unified digital management platform to achieve efficient resource allocation,

comprehensively enhance the effectiveness of group-level management and control, and develop itself into an IoT industrial group with core competitiveness.

4. Risk of Bad Debts from Accounts Receivable

As the company expands its business scale and market reach, the balance of accounts receivable has increased accordingly. If customers experience deteriorated credit conditions, tight capital chains, changes in the industry environment, or other such circumstances, the company may face situations where accounts receivable are overdue or even turn into bad debts. This, in turn, will have an adverse impact on the company's cash flow, profitability, and asset quality. To resolve this, the company strictly assesses customers’ credit standing, implements differentiated credit policies, and dynamically adjusts credit limits; it regularly analyzes the structure of accounts receivable, focuses on long-overdue receivables, and formulates an accounts receivable collection mechanism; it implements a joint collection mechanism involving the sales and finance departments, clarifies responsibilities for payment collection, and incorporates collection rates into performance evaluations; it also monitors changes in customers’ operating conditions and payment capabilities in real time, establishes a risk early warning mechanism for high-risk customers, issues timely warnings, and takes responsive measures to ensure the safety of fund recovery and safeguard the stable operation of its business.

5. External Investment Risks

In recent years, the company has accelerated its industrial layout through strategic investment, acquisition and integration, strengthened its core competitiveness, and advanced toward the corporate vision of “to be the leading provider of sensor-based intelligent solutions” . However, external investment may be exposed to such risks as declining market competitiveness, underperformance of management synergy against expectations, and investment returns falling short of projections. To tackle these, the company has established a professional investment team to conduct industry research, financial due diligence, and risk assessment, ensuring investment targets are highly aligned with its strategy; it dispatches core management personnel and financial teams to optimize the governance structure of invested entities; it promotes the synergy of resources in technology, market, and supply chain to accelerate industrial integration; and it regularly evaluates the operating performance of invested projects and dynamically adjusts management strategies. The company will continue to refine its investment management system to ensure strategic investments effectively empower the core business and drive long-term value growth.

Dividend Data

Cash Div./Share()	Bonus Issue/Share	Stock Div./Share	Date Decl.	Ex-Div.Date	Record Date	Cash Pay Day	Share Pay Day
0.040	—	—	05/21/2025	05/28/2025	05/27/2025	05/28/2025	—
0.030	—	—	12/05/2024	12/12/2024	12/11/2024	12/12/2024	—
0.100	—	—	05/22/2024	05/29/2024	05/28/2024	05/29/2024	—
0.120	—	—	05/11/2023	05/18/2023	05/17/2023	05/18/2023	—
0.080	—	—	04/29/2022	05/11/2022	05/10/2022	05/11/2022	—
0.060	—	—	05/13/2021	05/21/2021	05/20/2021	05/21/2021	—
0.022	—	—	06/04/2020	06/12/2020	06/11/2020	06/12/2020	—
0.015	—	—	06/14/2019	06/21/2019	06/20/2019	06/21/2019	—
0.045	—	—	07/04/2018	07/11/2018	07/10/2018	07/11/2018	—
0.035	—	—	07/24/2017	07/31/2017	07/28/2017	07/31/2017	—

Per Share Data (FYE: 12/31)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Earnings()	0.2300	0.4000	0.8500	0.8700	0.7000	−0.3500	0.2100	0.3800	0.3100	0.2700
Prices: High()	26.26	22.68	30.89	30.80	20.84	19.39	16.85	20.93	34.47	118.70
Prices: Low()	11.52	13.80	13.06	12.77	11.93	8.75	8.41	12.81	16.41	23.60

Financials

Income Statement (Unit: Million ; FYE: 12/31)										
	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Operating Revenue	2,228	2,287	2,395	2,316	1,941	1,819	1,512	1,444	1,108	747
Operating Costs	1,563	1,596	1,716	1,541	1,292	1,248	980	905	680	427
Operating Income	66	155	328	385	287	−1	128	187	102	76
Pretax Income	74	158	328	382	286	−2	152	187	153	119
Income Tax	20	25	52	57	36	62	44	37	25	20
Net Income	54	133	276	325	250	−64	108	149	128	99

Balance Sheet (Unit: Million ; FYE: 12/31)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Assets										
Monetary Capital	696	1,193	1,276	1,415	1,347	1,211	1,453	780	636	515
Current Assets–Total	2,986	3,337	3,388	2,996	2,421	2,372	2,650	1,954	1,645	1,242
Non-current Assets–Total	3,094	2,858	2,702	2,951	2,831	2,432	2,418	2,325	2,120	1,569
Total Assets	6,080	6,194	6,090	5,947	5,252	4,804	5,068	4,279	3,765	2,811
Liabilities										
Current Liabilities–Total	1,722	1,862	1,840	1,359	1,409	1,529	1,628	1,324	1,325	701
Long-term Debt	432	324	222	527	677	446	670	584	352	469
Non-current Liabilities–Total	1,184	1,151	1,131	1,606	1,737	1,404	1,422	1,047	654	609

Total Liabilities	2,907	3,013	2,971	2,965	3,146	2,933	3,049	2,372	1,979	1,309
Stockholder's Equity										
Share Capital	327	327	326	324	293	293	293	293	293	293
Retained Profits	1,123	1,103	1,032	818	595	410	527	480	383	304
Total Owners' Equity	3,174	3,181	3,119	2,982	2,107	1,871	2,019	1,907	1,786	1,501

Cash Flow Statment (Unit: Million ; FYE: 12/31)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Net Cash Flows–Operating	79	88	94	214	586	326	529	131	201	149
Net Cash Flows–Investing	−297	−125	−630	−295	−397	−310	−36	65	−184	−261
Net Cash Flows–Financing	−281	−51	392	148	−53	−265	184	−51	106	386