

北京汽车股份有限公司
2017年一季度业绩推介材料

BAIC Motor 2017 Q1 Business Results

2017.04 Beijing

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1 Summary

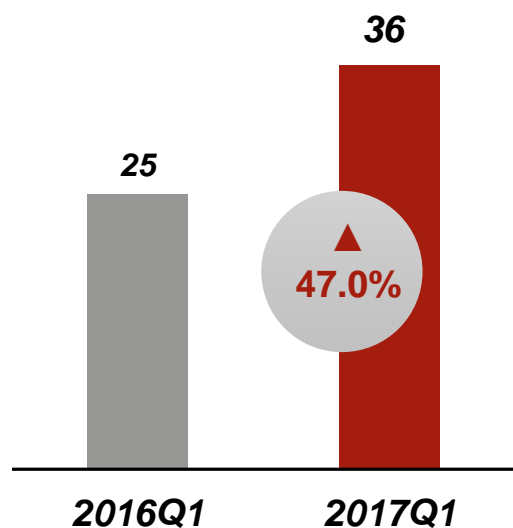
- 2 Industry Development
- 3 Operating Performance
- 4 Key Financials (Consolidated)

Q1 2017 Overall Performance

In Q1 2017, the Group maintained a rapid growth by achieving the total operating income of RMB 36.42 billion, representing a year-on-year increase of 47.0% , a year-on-year increase of 56.0% in net profit attributable to equity holders, and earnings per share of RMB 0.18

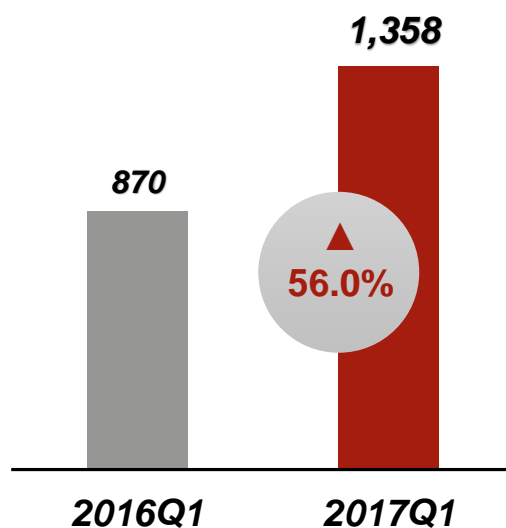
Total Operating Income

(RMB billion)



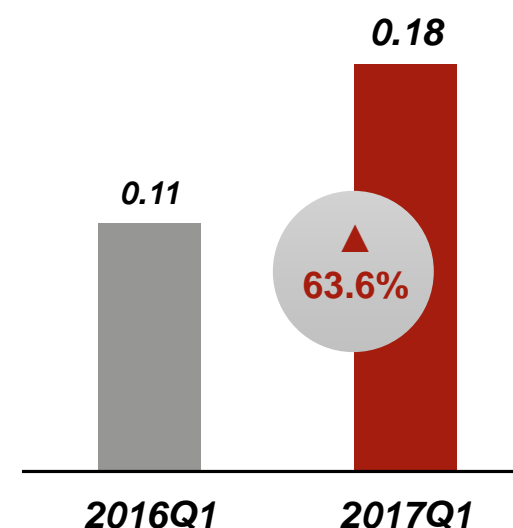
Net profit attributable to equity holders

(RMB million)



Basic earnings per share

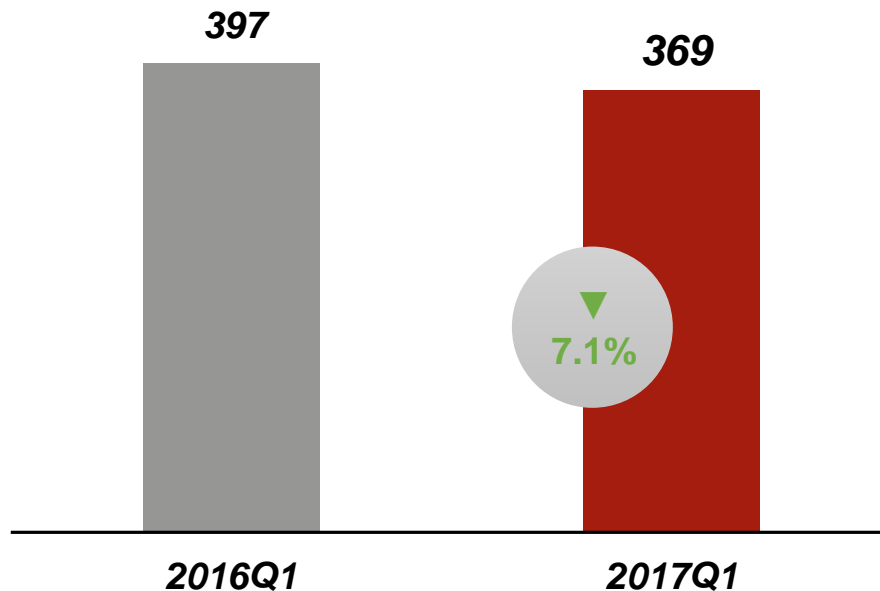
(RMB)



Q1 2017 Overall Sales

In Q1 2017, against the backdrop of weak performance in Chinese vehicle market, Beijing Brand, Beijing Benz, Beijing Hyundai, and Fujian Benz under the Group achieved total sales of 369 thousand units, representing a year-on-year decrease of 7.1%

Q1 2017 sales of the Group (thousand)





1 Summary

2 Industry Development

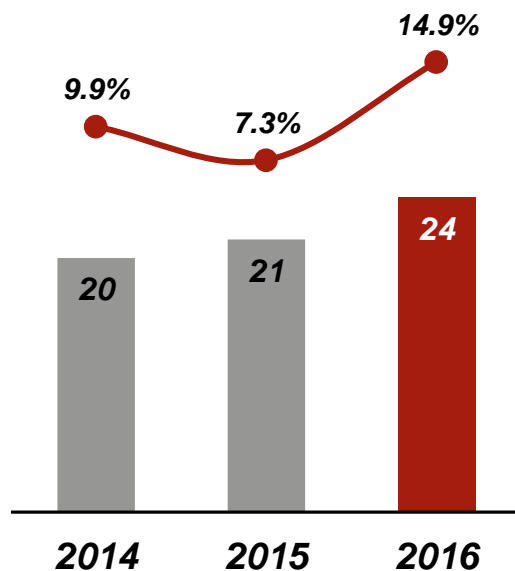
3 Operating Performance

4 Key Financials (Consolidated)

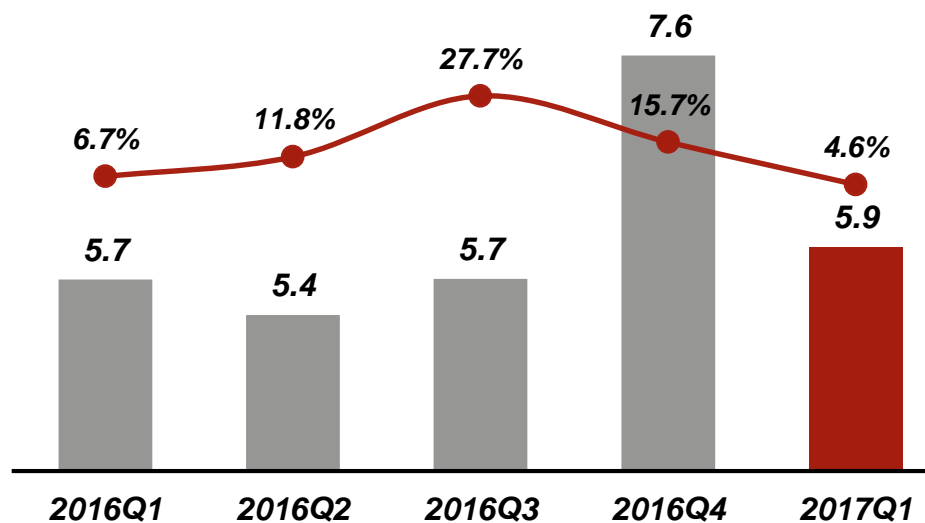
Q1 2017 Development of Passenger Vehicle Market

In Q1 2017, China's passenger vehicle market achieved total sales of 5.948 million units, representing a YoY increase of 4.6%; Compared with the amount of wholesales, the retail sales volume posted an even more obvious drop with a YoY decrease of over 10%

Annual sales and growth of passenger vehicle market (million)



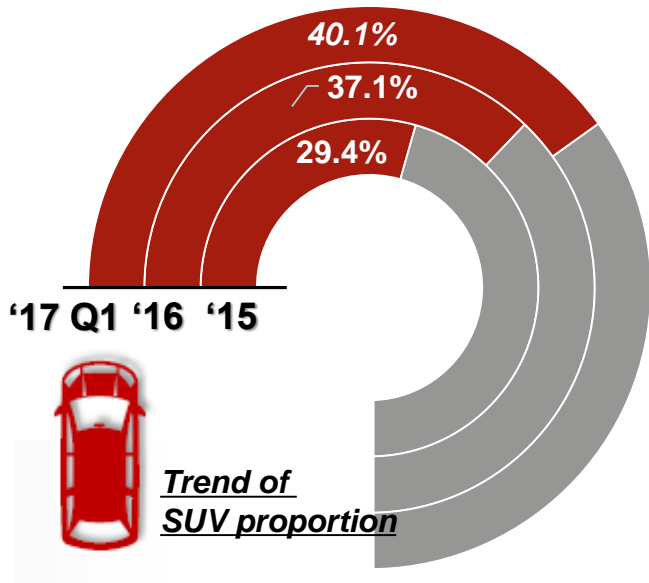
Quarterly sales and growth of passenger vehicle market (million)



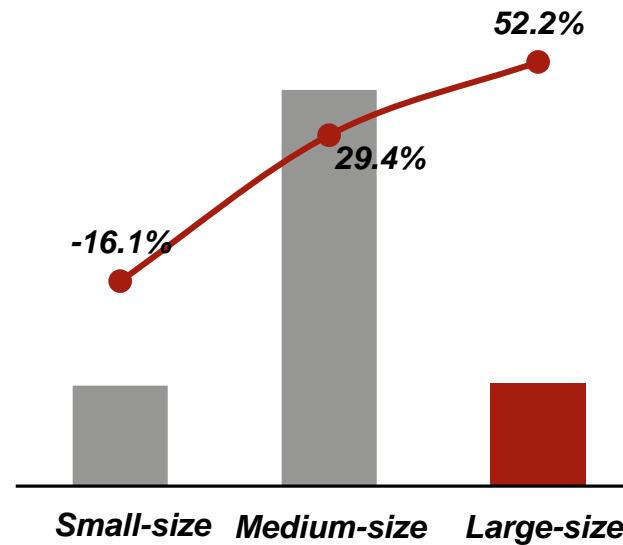
Development of Passenger Vehicle Niche Market

In terms of niche markets, SUVs remain the major driving factor behind industry growth, achieving a YoY increase of 20.9% with the market share of over 40%; The medium and large size SUVs posted an evident increase while the compact and small SUVs posted decrease

Changes in SUVs market share



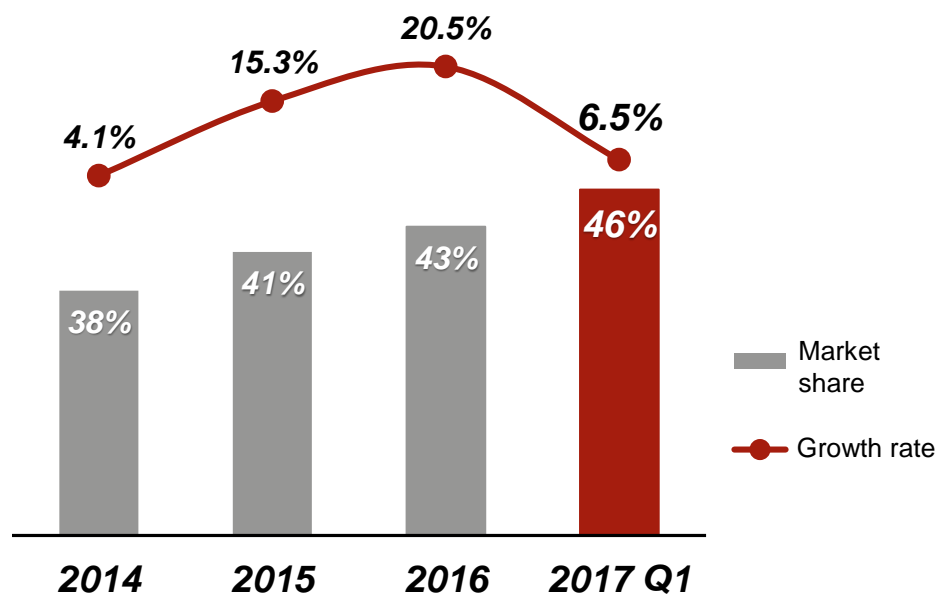
Q1 2017 sales and growth of SUVs segment markets (thousand)



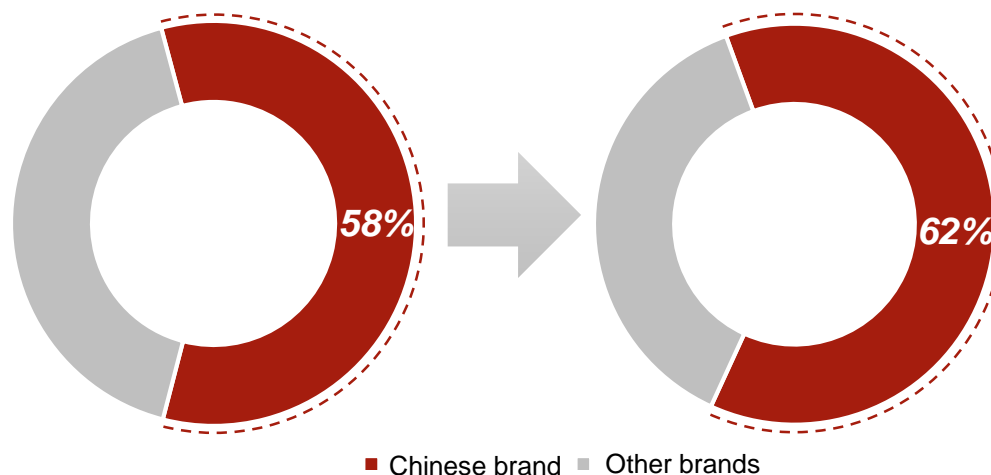
Development of Passenger Vehicles Segment Market

In terms of segment markets, Chinese brand passenger vehicles achieved the total sales of 2.72 million units, representing a YoY increase of 6.5%, and maintained its faster growth trend than industry; The Chinese brand SUVs in Q1 2017 hit a YoY growth rate of 28.9%, with the market share of up to 62.4%

Chinese brand market share and sales growth rate



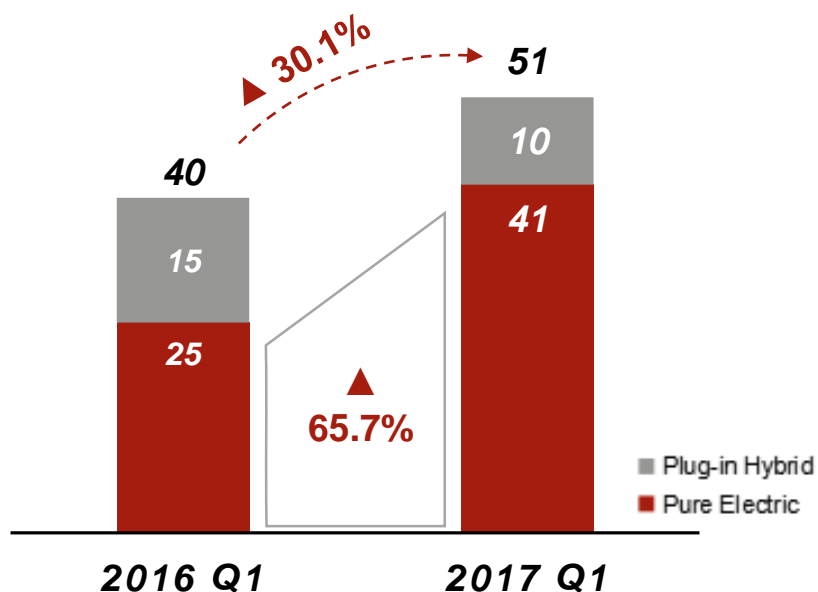
Market share of Chinese brand SUVs



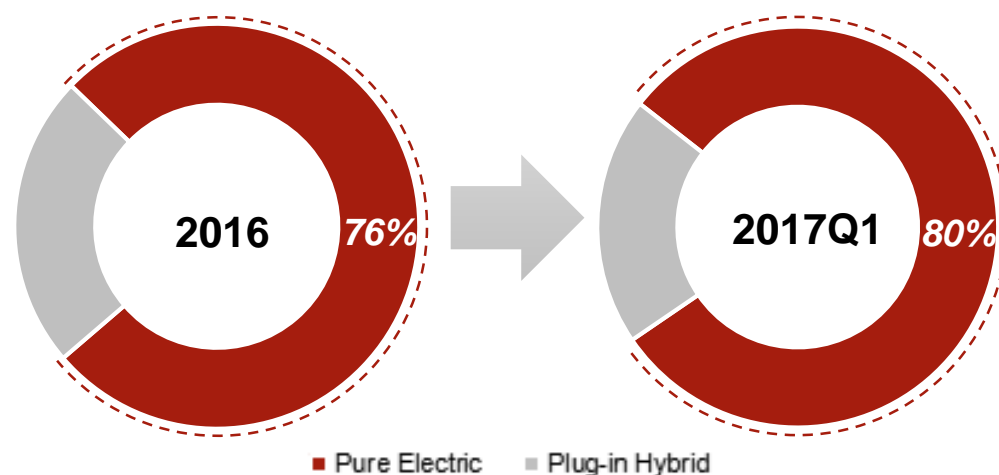
Development of New Energy Passenger Vehicles

The new energy passenger vehicles maintained its growth rate by achieving total sales of 51 thousand units, representing a YoY increase of 30.1%; Pure electric passenger vehicles posted total sales of 41 thousand units, representing a YoY increase of 65.7%, and the market share further rose to 79.9%

Sales and growth of NEVs in Q1 2017 (thousand)



Market share of pure electric passenger vehicles





1

Summary

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Industry Development

3

Operating Performance

- *Beijing Benz*
- *Beijing Brand*
- *Beijing Hyundai*
- *Fujian Benz*

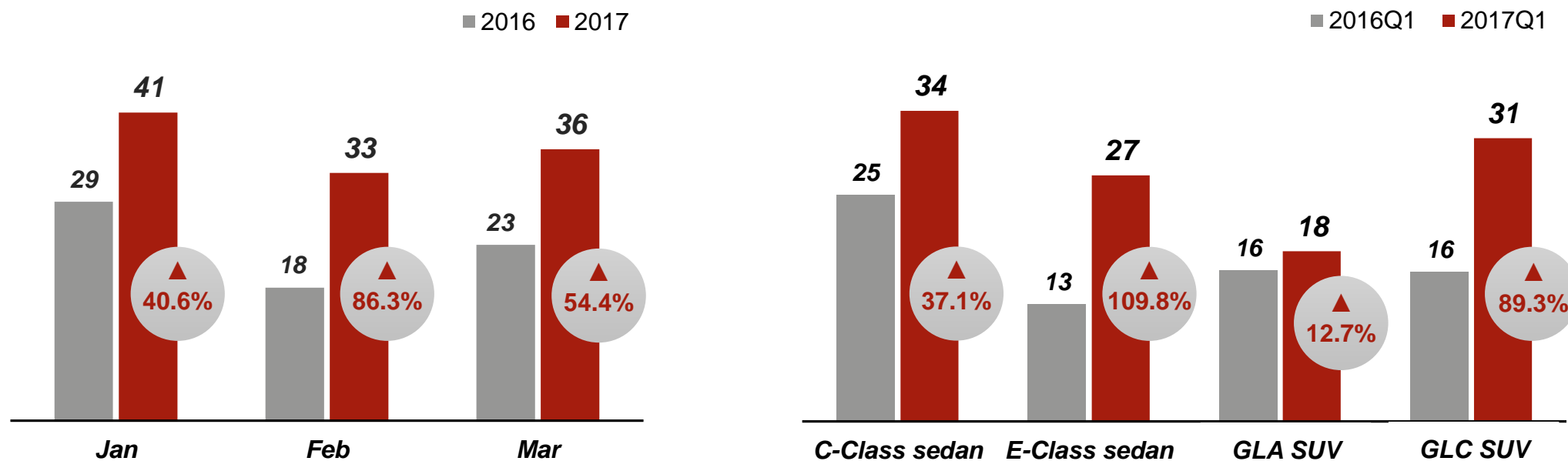
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Key Financials (Consolidated)

Beijing Benz: Overall Sales Performance

In Q1 2017, Beijing Benz achieved total sales of 109 thousand units, representing a YoY growth of 56.7%, its monthly sales all posted rapid increases and all-series products achieved outstanding performance, maintaining their popularity in the market

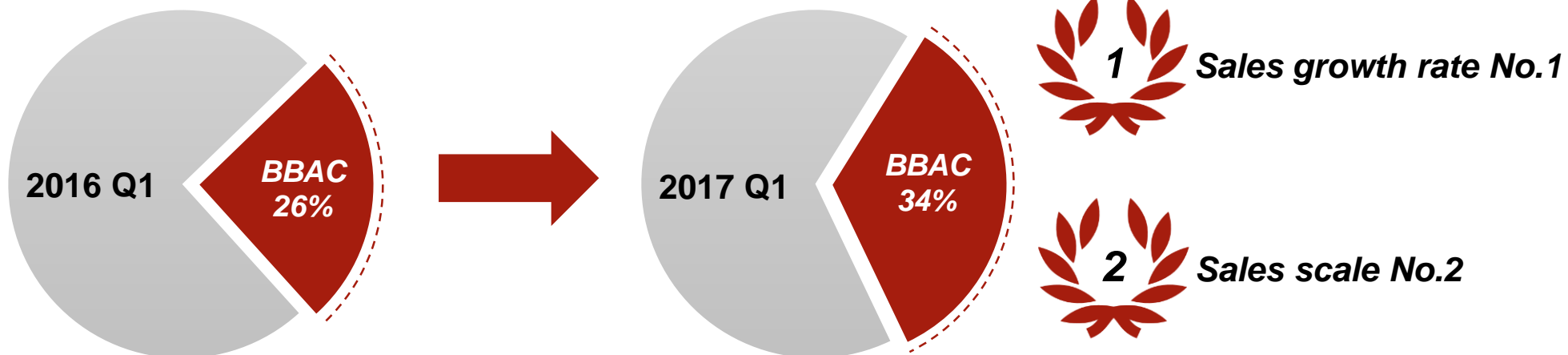
Beijing Benz monthly sales (thousand)



Beijing Benz: Overall Sales Performance (Continued)

In terms of wholesale sales, Beijing Benz kept its second spot in domestic luxury passenger vehicle makers in Q1 2017, with its sales speed several times faster than competing enterprises, and continued to lead the domestic luxury vehicle market

Sales proportion of domestic luxury passenger vehicle brands



Beijing Benz: Debut of New Generation of Domestic GLA SUV

In April 2017, the medium-term facelift GLA-Class SUV made its debut at Shanghai Automobile Exhibition, injecting continued impetus into Beijing Benz's spurt to leader in Chinese luxury vehicle market; it is expected to be launched in Q3 2017

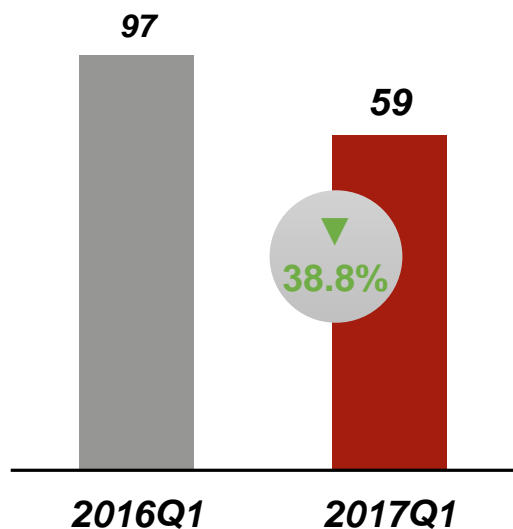
New generation of domestic GLA



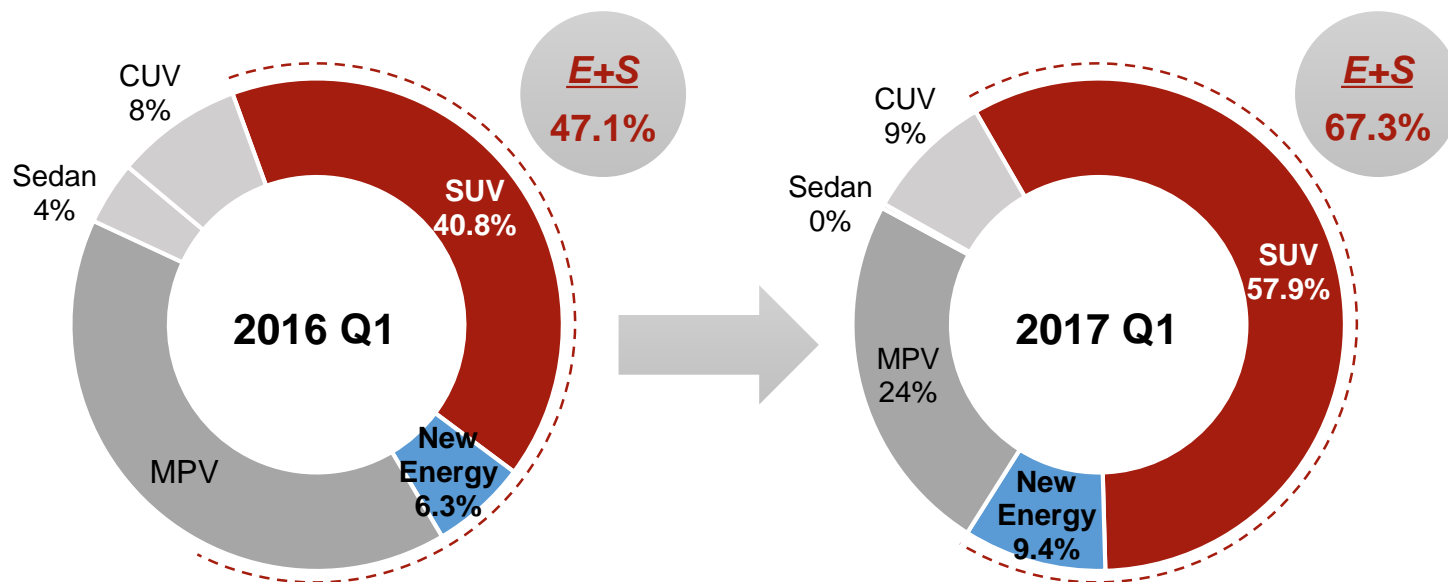
Beijing Brand: Overall Sales Performance

In Q1 2017, under the impact of adjustment of purchase tax cut policy, more intense competition of SUVs market, and the release of new energy product catalog almost in February, the Beijing brand achieved total sales of 59.5 thousand units, down 38.8% on a yearly basis; In spite of the overall sales decline, the brand structure witnessed further optimization, with “E + S” in Q1 2017 accounting for 67.3%, especially the rapid increase of SUVs share to 57.9%

Sales (thousand)



Proportion of Beijing Brand product sales



Beijing Brand: Start 2.0 Intelligence Age

In Q1 2017, besides further deepening of the intelligent development strategy, BAIC Motor demonstrated its forward-looking technology and mindset in intelligent development and make an overall layout of the intelligent industry chain with smart cockpit as a beginning

Smart cockpit



Built-in screen of smart cockpit



Interior of smart cockpit



Beijing Brand: Start 2.0 Intelligence Age (Continued)

In April 2017, the brand new Senova D50 made its debut as Beijing Brand's first 2.0 age product; The concept Offspace D70 pushed the users' experience of "human-machine interface (HMI)" to a new peak while completing its outline

Brand New Senova D50



Concept OffSpaceD70



Interior detailed factors



Beijing Brand : launch more advanced new energy products

In Q1 2017, Beijing Brand released two new high-end pure electric passenger vehicle models- EX260 and EH300, further leading domestic new energy technology and upgrading products

Pure electric B-Class sedan- EH 300



Pure electric SUV- EX 260

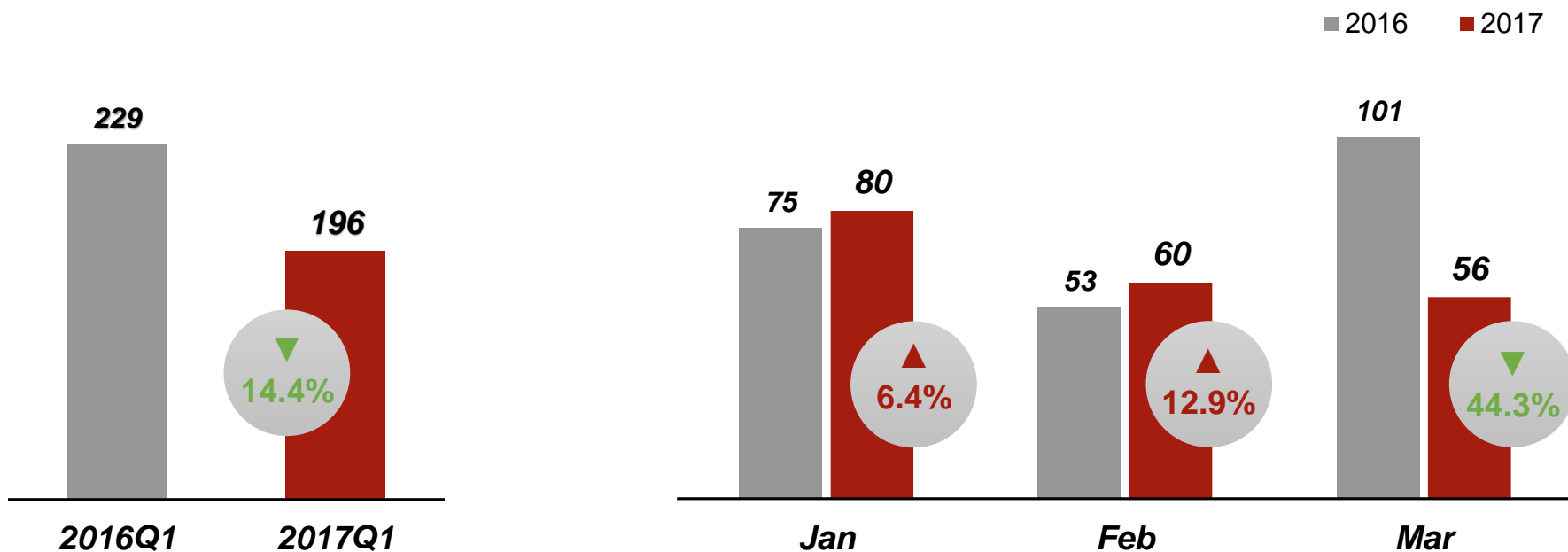


Beijing Hyundai: Overall Operating Performance

From January to February in 2017, Beijing Hyundai sales achieved a YoY increase of 9.1%; But affected by the non-operating event, Beijing Hyundai sales in March declined on a yearly basis ; In Q1 2017, Beijing Hyundai achieved total sales of 196 thousand units, representing a YoY decrease of 14.4%

Sales (thousand)

Beijing Hyundai monthly sales (thousand)



Beijing Hyundai: Debut of brand new ix35 and New Sonata

Based on the strategic “customer-centered” mindset, Beijing Hyundai accelerated its product upgrading project and launched two new products of revolutionary meaning to human’s free travel in April 2017, namely, new generation of ix35 and new Sonata

Create new generation of ix35 for all-round travel experience In consumer’s shoes



Rough outline

Strong power

Smart configuration

Sense of future upgrading New Sonata sets new benchmark for mid-to-high-end vehicle



Outline of future sedan

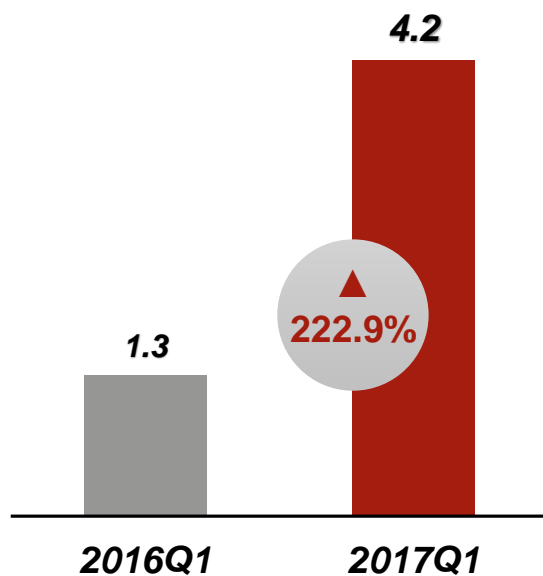
Front-line technological configuration

Diversified power combination

Fujian Benz: Overall Operating Performance

In Q1 2017, Fujian Benz maintained its strong momentum in V-Class sales with overall sales surging 222.9% on a yearly basis, keeping the sound development trend; two new models are expected for launching in the second half of 2017 and official sale in July 2017

Sales (thousand)



V-Class Collection





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(Consolidated)**

Key Financial Data (Consolidated)

Unit: RMB million

Items	January to March in 2017	January to March in 2016	YOY
Total operating income	36,418	24,772	47.0%
Total operating costs	31,870	23,145	37.7%
Total profit	4,711	2,390	97.1%
Net profit	3,354	1,780	88.4%
Net profit attributable to owners of the parent	1,358	870	56.0%
Basic earnings per share (RMB)	0.18	0.11	63.6%
Items	March 31, 2017	January 1, 2017	Change
Total Assets	173,762	168,900	2.9%
Total Liabilities	114,403	110,867	3.2%
Total equity attributable to owners of the parent	41,617	40,160	3.6%



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