



北京汽车股份有限公司
BAIC MOTOR CORPORATION LTD.

(1958.HK)

3rd QUARTER 2015
BUSINESS RESULTS

20 October 2015

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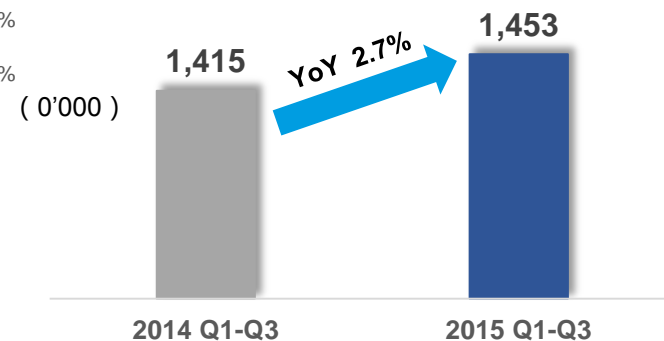
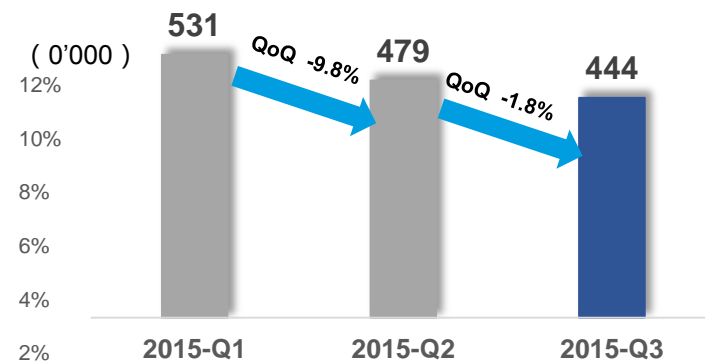
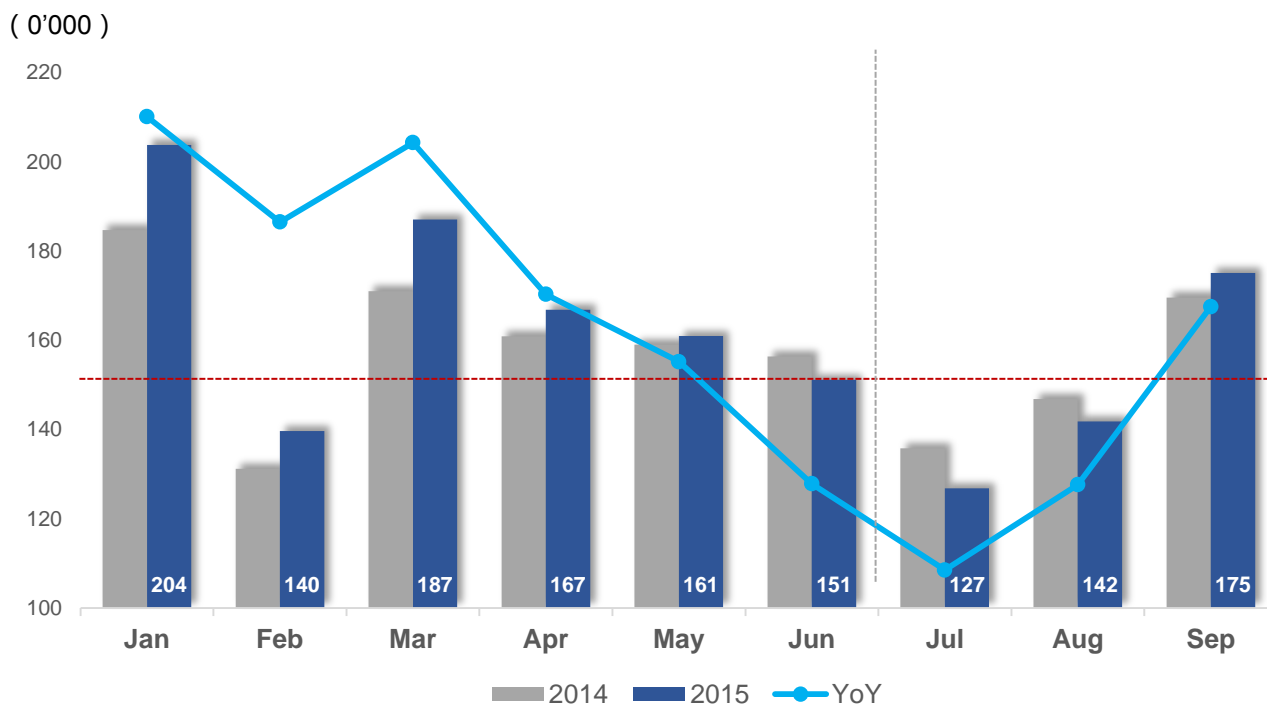
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Chapter 1

Overview of the PV Market for Q3 2015

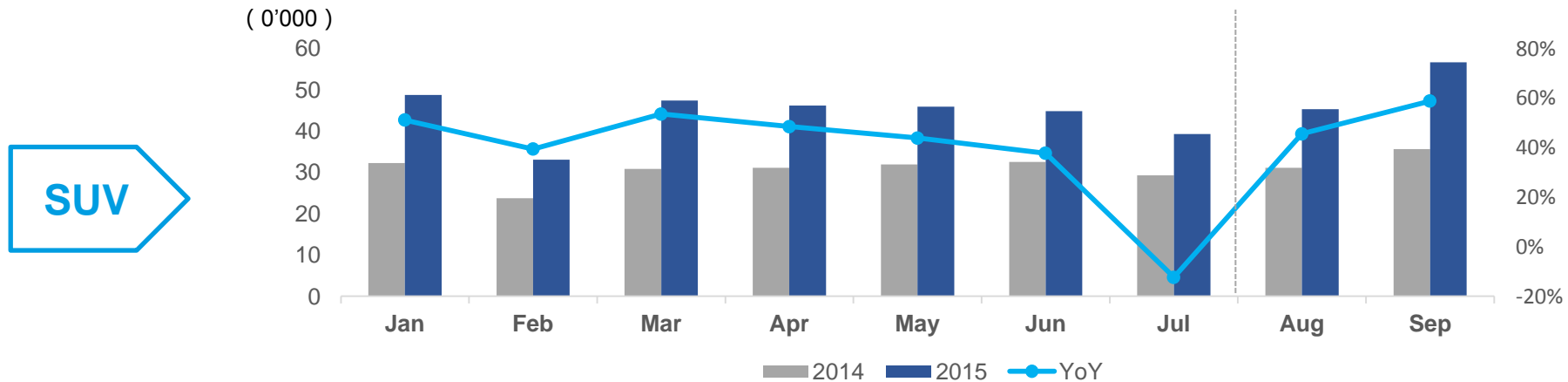
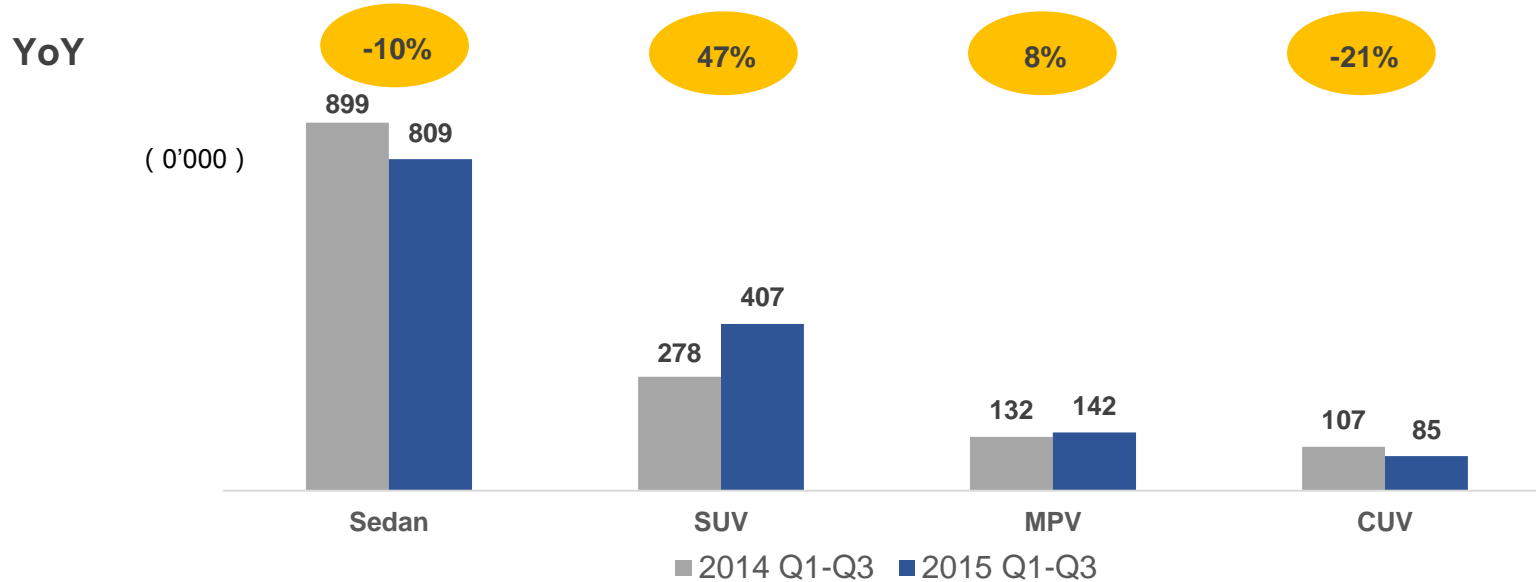
Overview of the PV Market for Q3 2015

In January to September 2015, overall sales of the PV market maintained a small degree of growth in Q3



Segmentation of vehicle models for Q3

For the third quarter of 2015, the SUV segment market maintained rapid growth with YoY growth of 46.7%





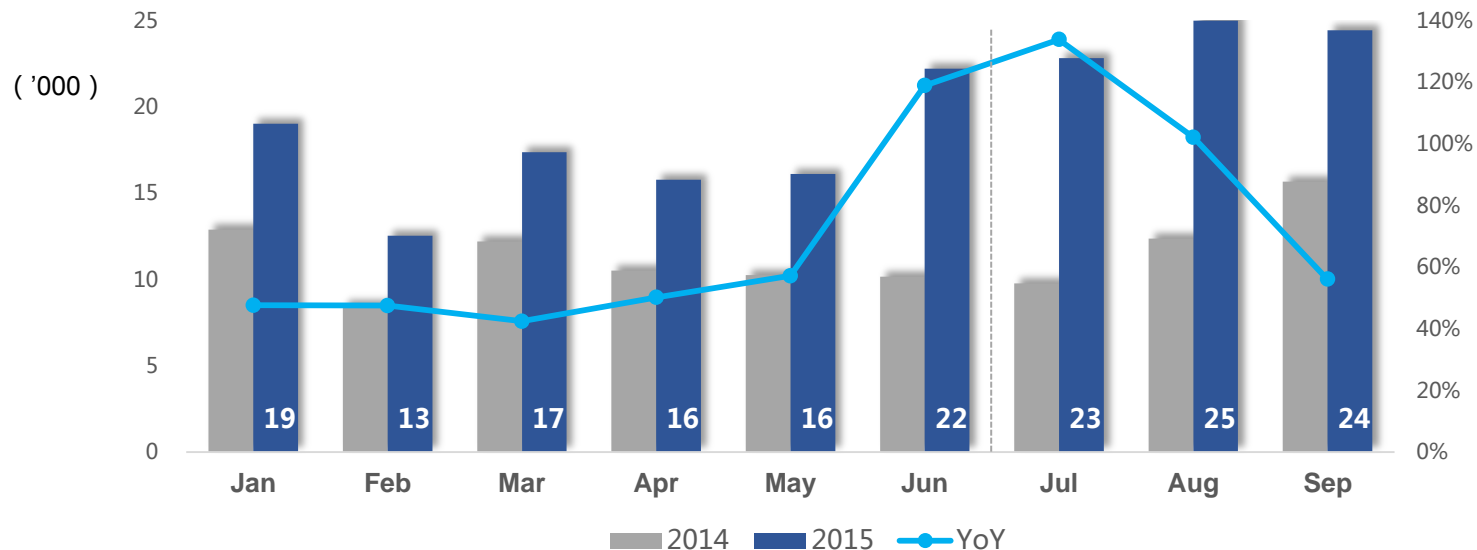
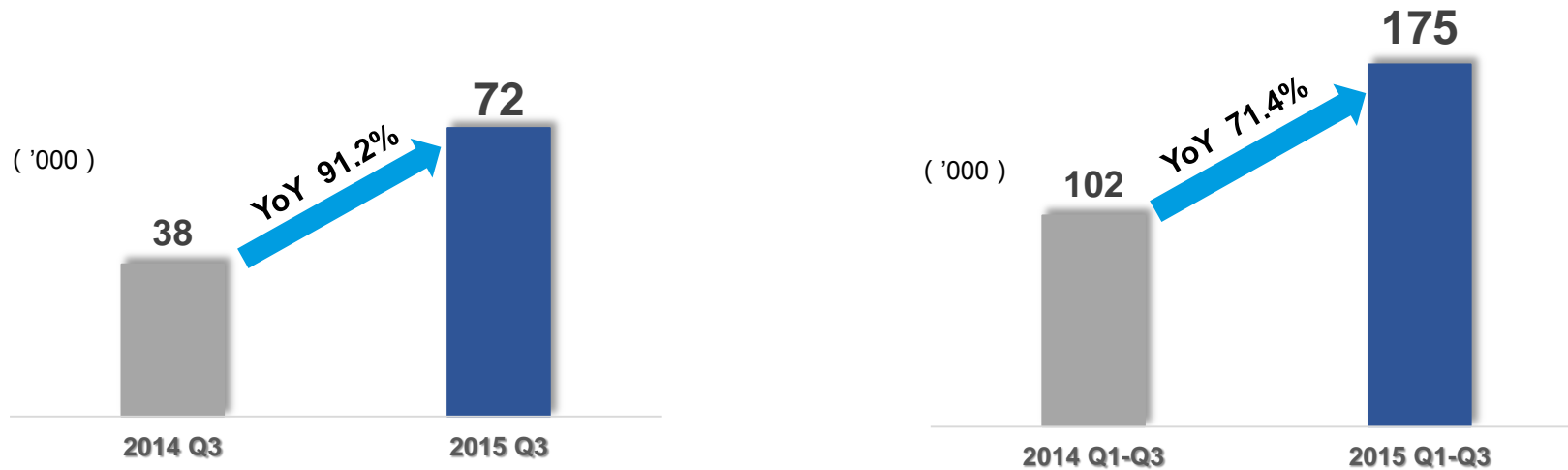
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Chapter 2

Key Business Performance

① Volume of Beijing Benz increased considerably

Beijing Benz maintained rapid growth with yoy growth of 91.2% for Q3 2015

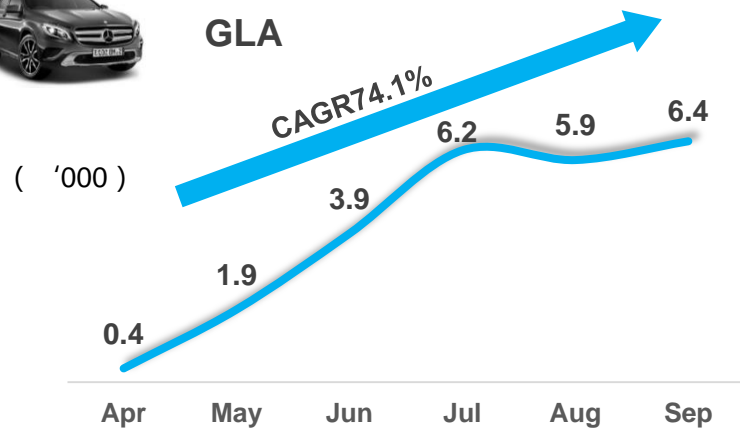


① The products of Beijing Benz performed strongly in the market

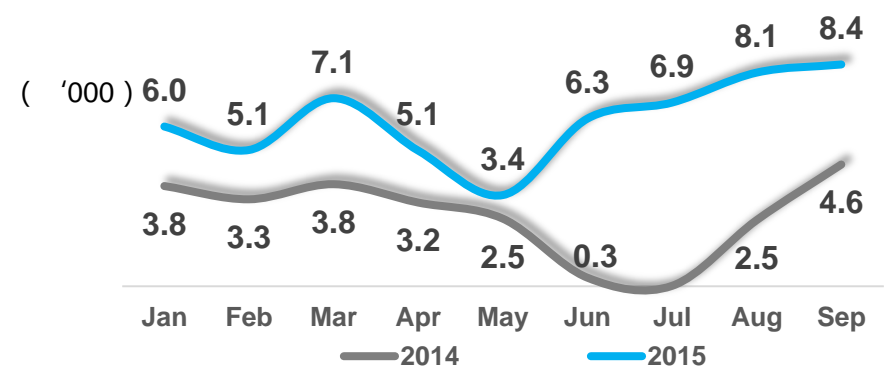
Benefiting from the strong product strength of new models, the volume of best-selling products from Beijing Benz was outstanding



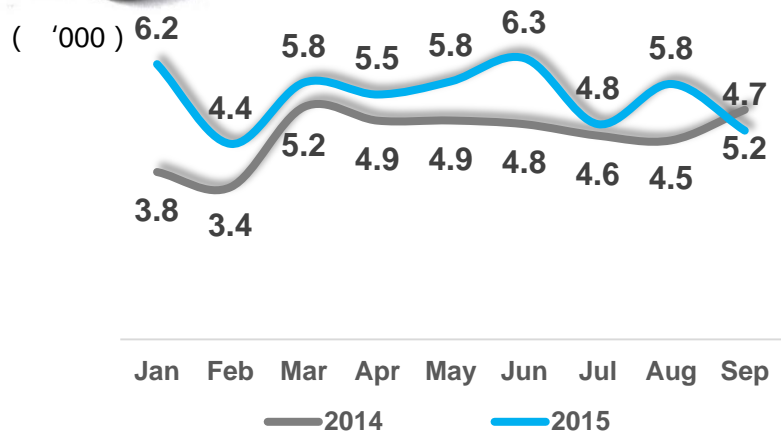
GLA



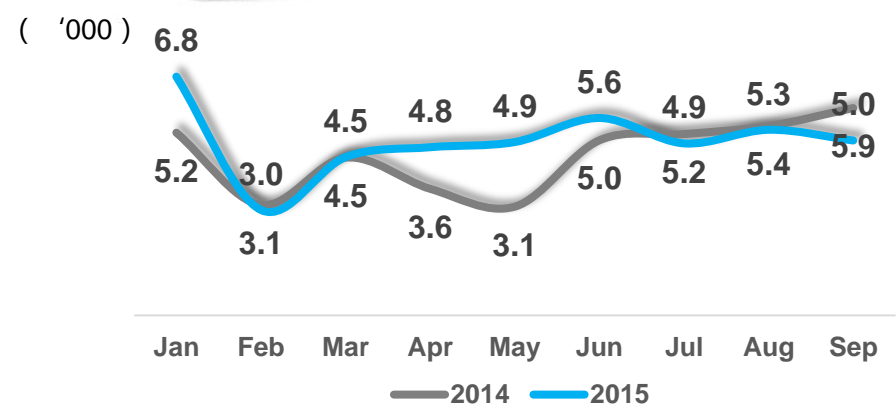
C-Class



GLK



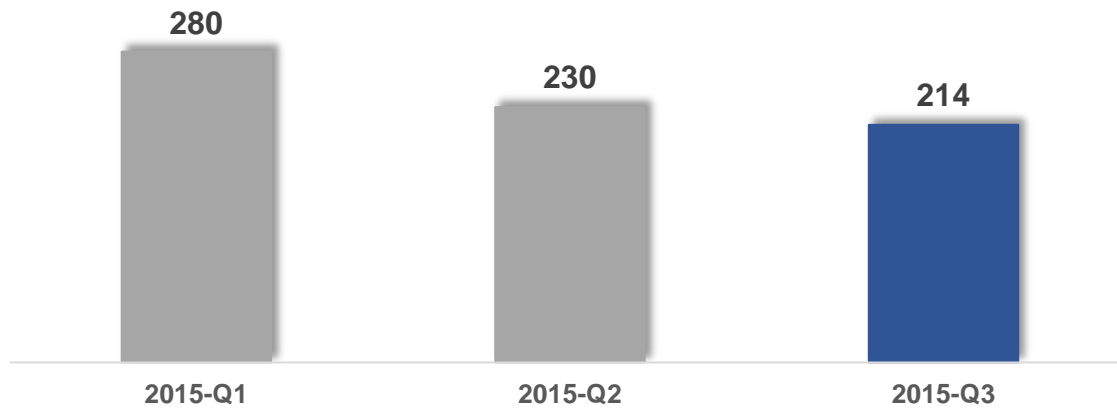
E-Class



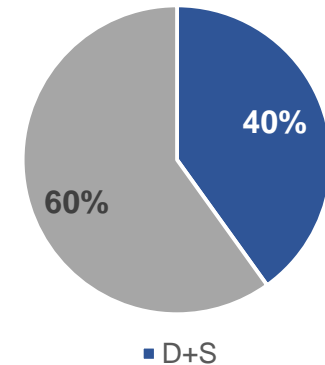
② Sales Volume of Beijing Hyundai

Sales volume of Beijing Hyundai rebounded in the Q3 to 210 thousand, with significant improvement in the sales mix of its D+S models

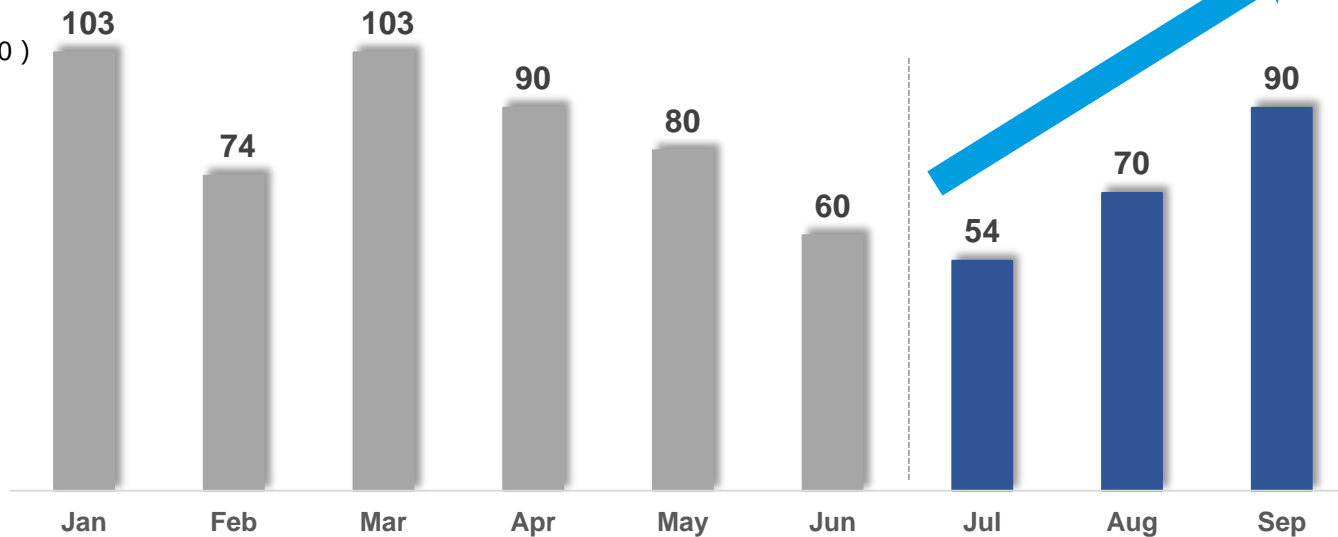
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2014 Q1-Q3 D+S

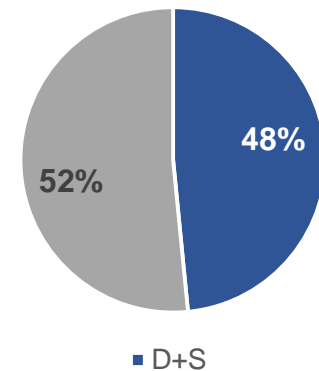


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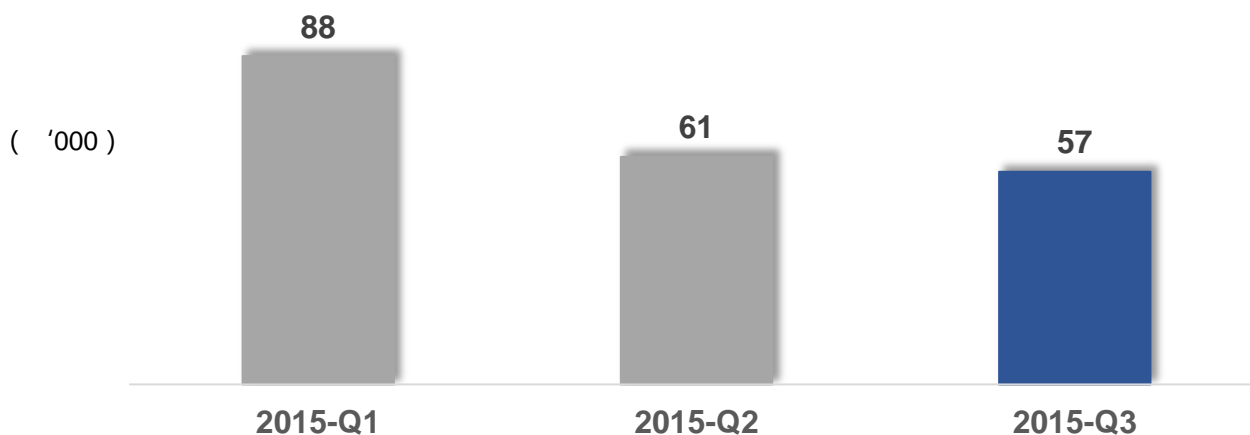
+8%

2015 Q1-Q3 D+S

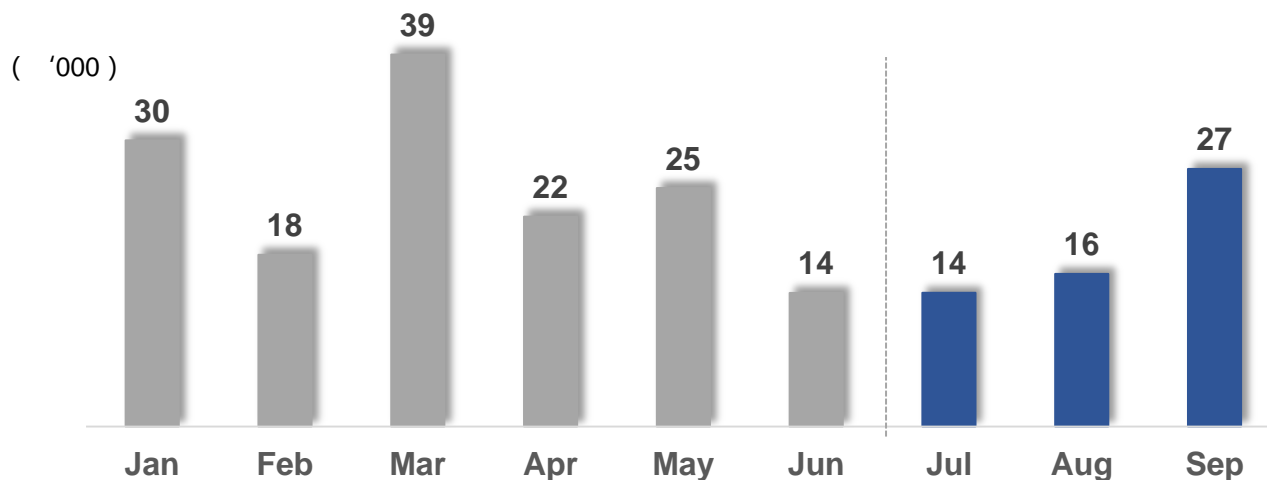
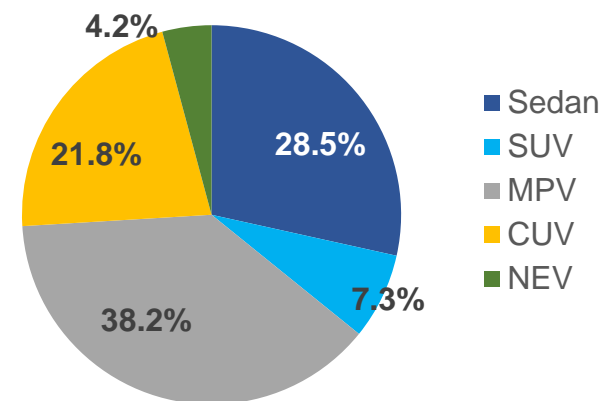


③ Sales Volume and Improved Product Mix of Beijing Brand

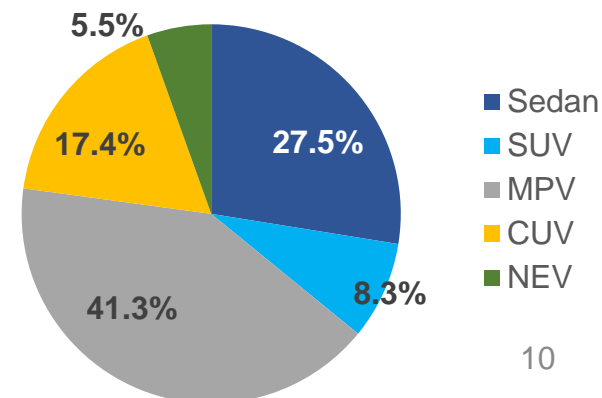
Beijing Brand actively reduced inventory in the Q3 as sales volume regained an upward trend, with a total sales of 57 thousand. Also, the constant adjustment of product structure has led to substantial increase of the proportion of sales of SUV and MPV products



2015 1H Product Mix

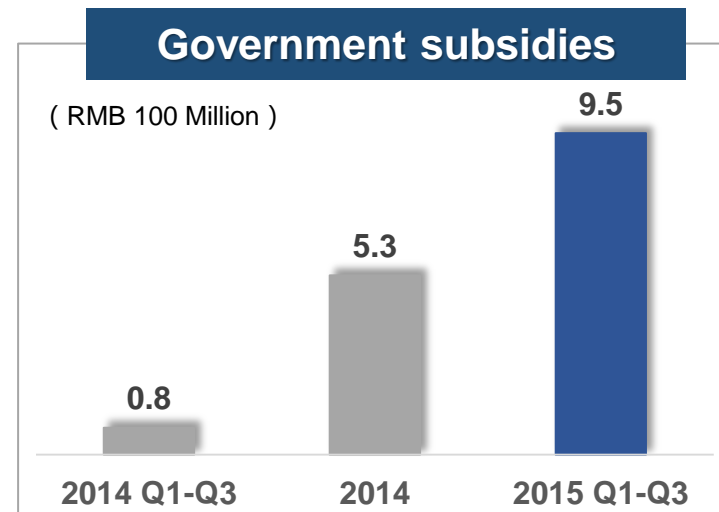
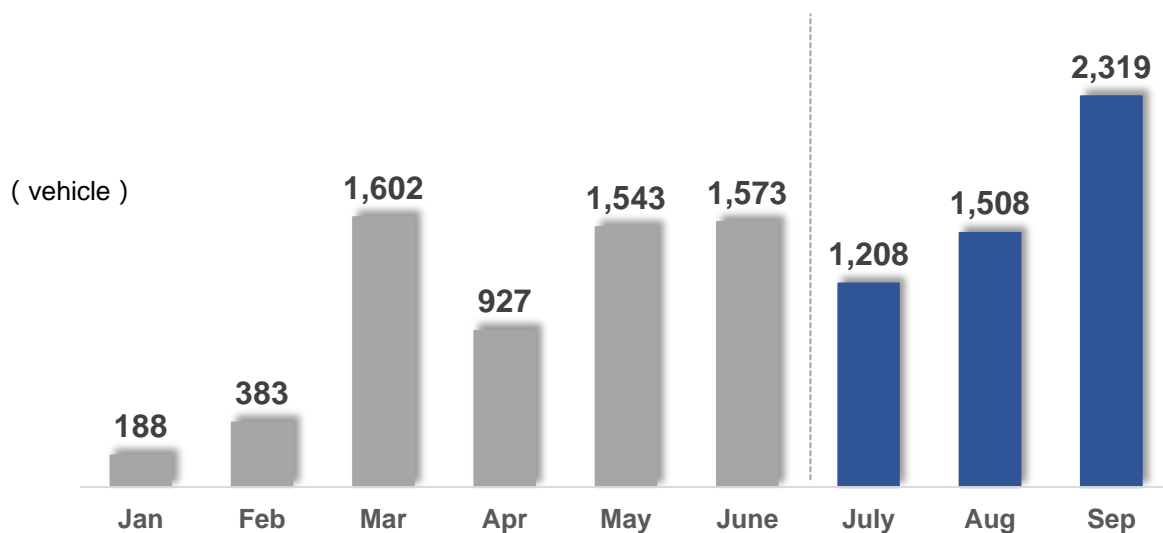
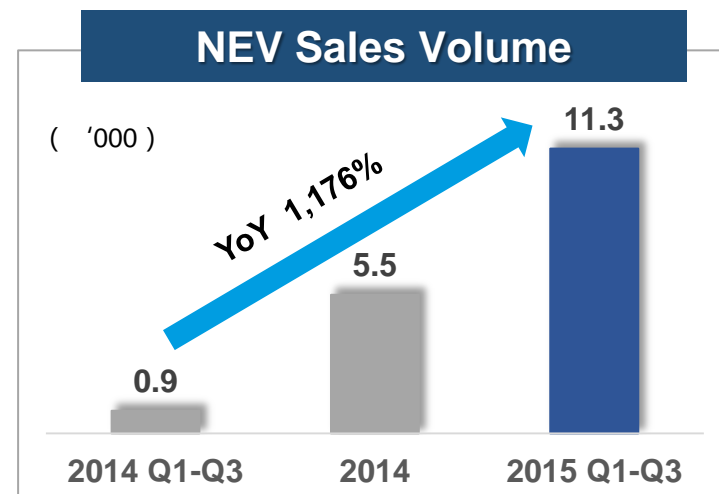
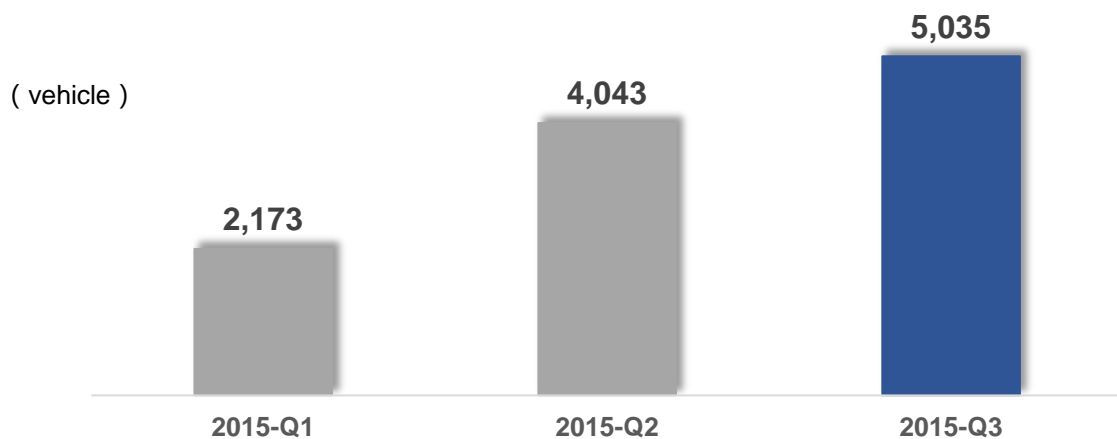


2015 Q1-Q3 Product Mix



③ Sales Volume of NEV

Sales achieved yoy growth of 1,176%, as sales volume of September surpassed 2,300 vehicles, which was an all-time high. Subsidy income had yoy growth of 1,063%



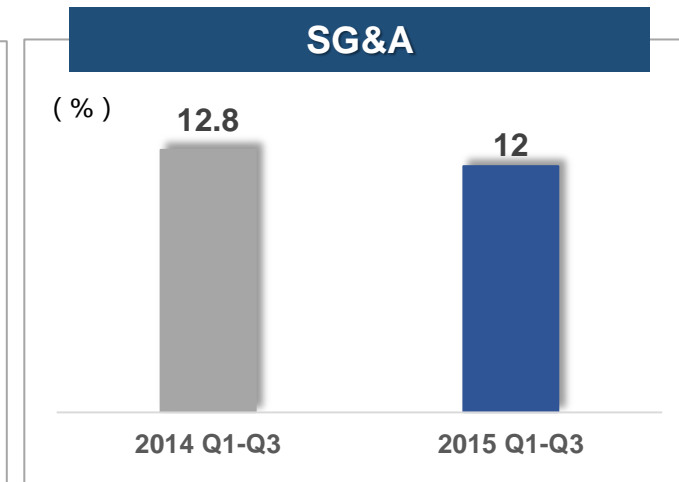
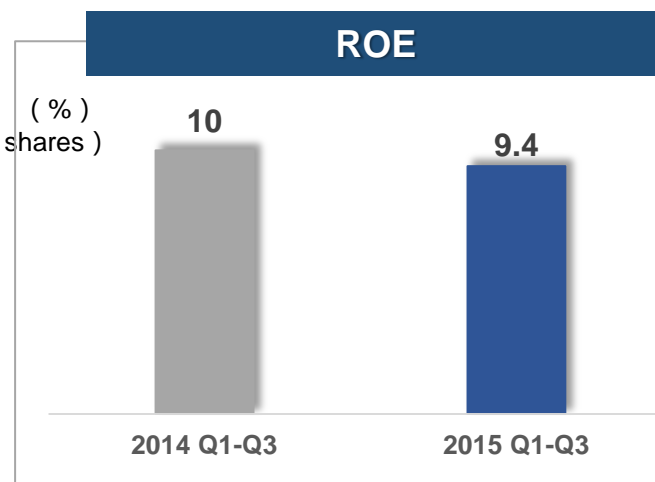
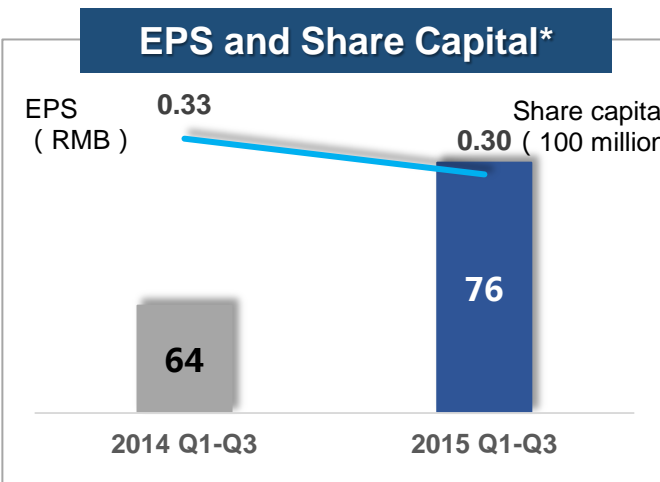
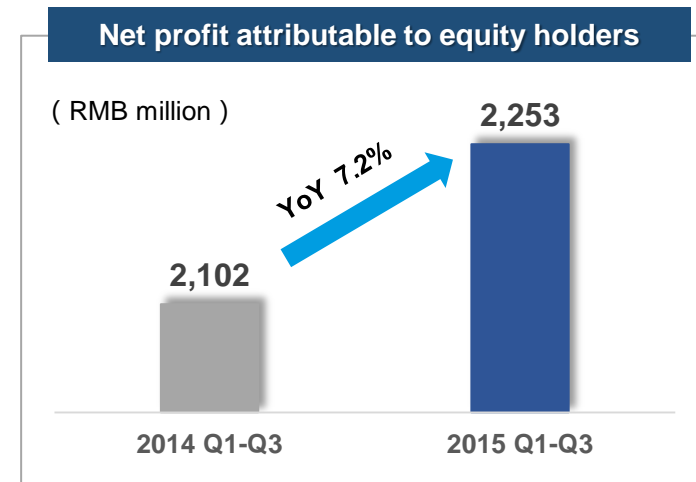
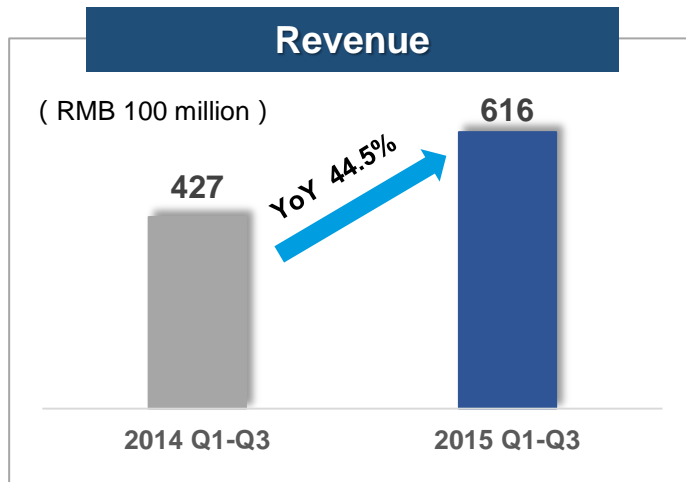


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Chapter 3

Key Financial Indicators (Consolidated)

Key Financial Indicators (Consolidated)



Note: As at 30 June 2014, the weighted average number of ordinary shares in issue is 6,381,818,000 shares. As at 30 September 2015, the weighted average number of ordinary shares in issue is 7,589,032,000 shares.



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Chapter 4

Outlook

Outlook—New Policy



中华人民共和国中央人民政府
The Central People's Government of the People's Republic of China
www.gov.cn

李克强主持召开国务院常务会议

决定推出新一批简政放权放管结合改革举措 打造公平规范便利的营商环境
部署加快雨水管排雨综合利用的海绵城市建设 有效推进新型城镇化
确定支持新能源汽车发展措施 促进调结构扩内需

国务院总理李克强9月29日主持召开国务院常务会议，决定推出新一批简政放权放管结合改革举措，打造公平规范便利的营商环境；部署加快雨水管排雨综合利用的海绵城市建设，有效推进新型城镇化；确定支持新能源汽车发展措施，促进调结构扩内需。

会议认为，持续深化简政放权、放管结合改革，对于打造公平规范市场环境，为创业创新清障减负，具有重要意义。会议确定，一是取消中央指定地方实施的建设项目试生产审批等62项审批事项。年底前对没有法律法规依据的此类事项，原则上全部取消。二是对快递业务员职业技能认定等89项中介服务事项，不再作为部门行政审批受理的必要条件。三是强化“先照后证”改革后的事中事后监管。工商等市场监管部门、审批部门和行业主管部门依照法律法规和分工履行职责，协同配合，防止出现监管真空。同时，探索推进综合执法模式，大幅减少市县两级政府执法队伍种类，充实基层一线，普遍推广随机选择被检查对象和检查人员的“双随机”监管方式。建立工商部门对申请人和审批部门的“双告知”机制，强化信用监管，对违法失信企业和个人在招投标、出入境、政府采购等方面给予限制或禁入。织牢维护市场秩序的“天网”。

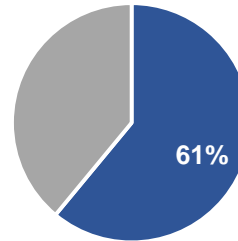
会议指出，按照生态文明建设要求，建设雨水自然积存、渗透、净化的海绵城市，可以修复城市水生态、涵养水资源，增强城市防涝能力，扩大公共产品有效投资，提高新型城镇化质量。会议确定，一是海绵城市建设要与棚户区、危房改造和老旧小区更新相结合，加强排水、调蓄等设施建设，努力消除因给排水设施不足而一雨成涝、污水横流的“顽疾”，加快解决城市内涝、雨水收集利用和黑臭水体治理等问题。二是从今年起在城市新区、各类园区、成片开发区域全面推广海绵城市建设，在基础设施规划、施工、竣工等环节都要突出相关要求。增强建筑小区、公园绿地、道路绿化带等的雨水消纳功能，在非机动车道、人行道等扩大使用透水铺装，并和地下管廊建设结合起来。三是总结推广试点经验，采取PPP、政府采购、财政补贴等方式，创新商业模式，吸引社会资本参与项目建设运营。符合条件的项目纳入专项建设基金支持范围，鼓励金融机构创新信贷业务，多渠道支持海绵城市建设，使雨水变废为用，促进人与自然和谐发展。

会议认为，促进新能源汽车发展，淘汰超标排放汽车，有利于缓解能源与环境压力，推动汽车产业结构优化和消费升级，培育新的经济增长点。会议确定，一是完善新能源汽车扶持政策，支持动力电池、燃料电池汽车等研发，开展智能网联汽车示范试点。机关企事业单位要落实车辆更新中新能源汽车占比要求，加大对新增及更新公交车中新能源汽车比例的考核力度，对不达标地区要扣减燃油和运营补贴，创新分时租赁、车辆共享等运营模式。各地不得对新能源汽车实行限行、限购，已实行的应当取消。二是从2015年10月1日到2016年12月31日，对购买1.6升及以下排量乘用车实施减半征收车辆购置税的优惠政策。三是加快淘汰黄标车，开展清理整顿专项行动。对违法违规省份要问责。在现有资金支持基础上，允许地方政府将盘活财政存量资金用于推动淘汰工作。确保完成到2017年全国基本淘汰黄标车任务。

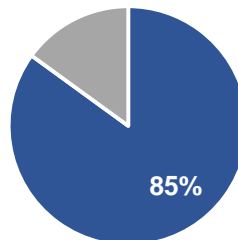
- Optimization of supportive policies of new energy vehicles, support for the research and development of power cell and fuel cell vehicles, deployment of pilot locations for the demonstration of smart linked vehicles.
- Implementation of the preferential policy of reducing vehicle purchasing tax by half for vehicles with emissions of 1.6 liters or below from October 1, 2015 to December 31, 2016.

Percentage of vehicle models below 1.6 liters for the respective brands

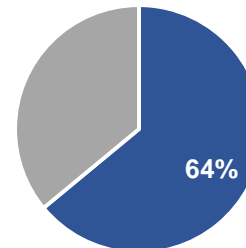
BAIC Motor



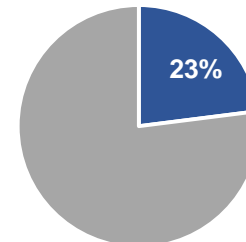
Beijing Brand



Beijing Hyundai



Beijing Benz



■ 1.6L or below

中国政府网
www.gov.cn

国务院办公厅主办，第一时间权威发布

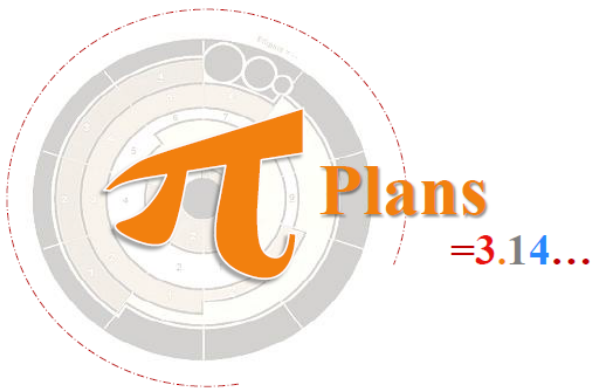
北京二环路新闻
中国日报网微信号: zhongri



weibo.com/baichina

Outlook——π Plans of BAIC Motor

BAIC Motor 2020 strategic objectives: “π” Plans



- 3** BAIC Motor
—Top 3 proprietary brand
- 1** BEIJING BENZ
—Top 1 luxury brand
- 4** Beijing Hyundai
—Top 4 joint venture brand

“π” Plans——3



- Dual-brand Strategy : Senova + Wevan
- R&D layout : Beijing base + 3M
- Sales and service Strategy : 3F
- Manufacturing and procurement strategy: 3H
- New technology strategy : SELL Plan
- Implementation steps of strategic objectives

“π” Plan——1

BEIJING BENZ——Top1 Luxury Brand



- BEIJING BENZ vehicles made in China
- Possess strong capability as a world-class luxury sedan production facility to further enhance its market competitiveness
- In China, BEIJING BENZ is a high-quality luxury sedan manufacturing in the domestic market
- Achieve the highest level of customers satisfaction by utilizing the industry's latest and advanced innovative techniques and technologies
- In China, BEIJING BENZ is a high-quality luxury sedan manufacturing in the domestic market

“π” Plan——4

Beijing Hyundai——Top4 JV Brand





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- **Email: ir@baicmotor.com**

