



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

(A joint stock limited company incorporated in the People's Republic of China with limited liability)

(於中華人民共和國註冊成立的股份有限公司)

(1958.HK)

1ST Quarter 2016 Business Results **ANNOUNCEMENT PRESENTATION**

April 2016

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Chapter 1

Overview of Passenger Vehicle Market in Q1 2016

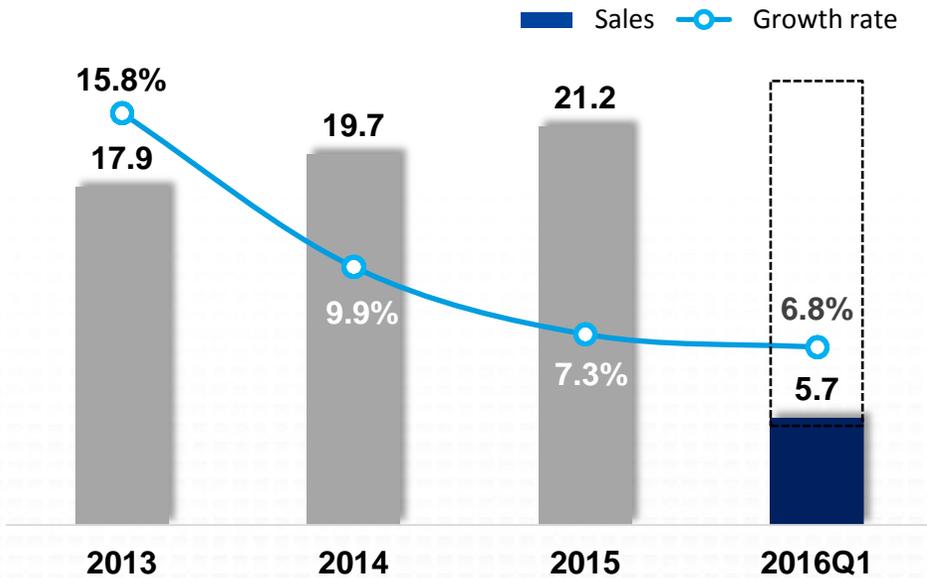
Overview of Passenger Vehicle Market in Q1 2016



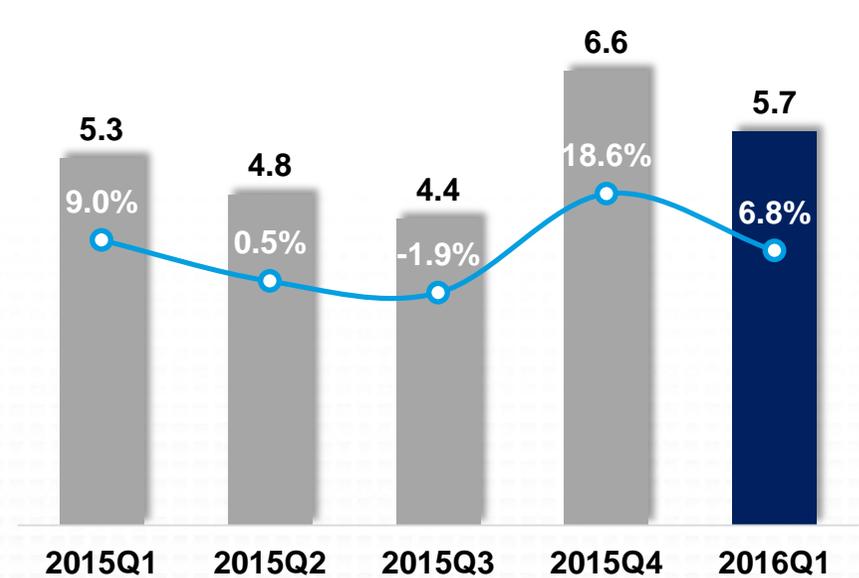
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1 In Q1 2016, China's passenger vehicle sales continued to maintain steady growth, with a YoY growth of 6.8% and a MoM growth of 54.3% in March.

Passenger vehicle sales for 2013- Q1 2016 (million)



Passenger vehicle quarterly sales for 2015- Q1 2016 (million)



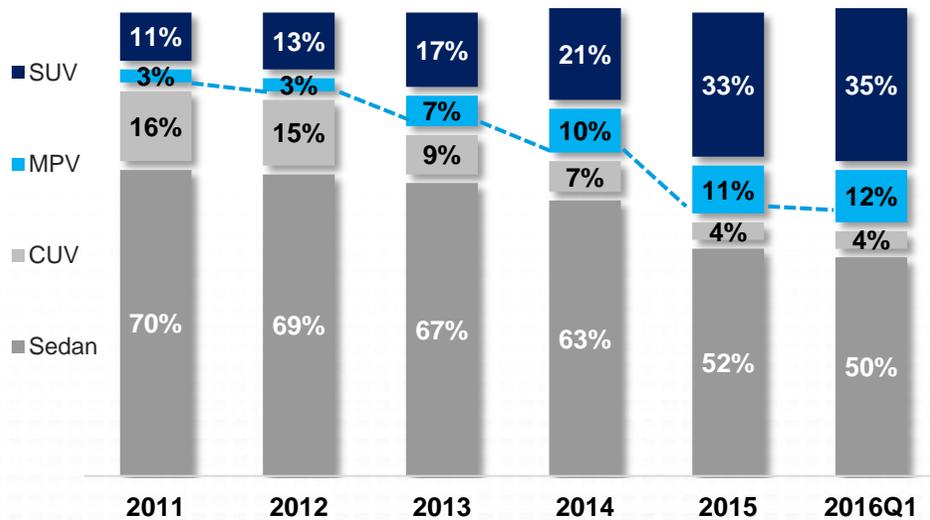
Overview of Passenger Vehicle Market in Q1 2016 (continued)



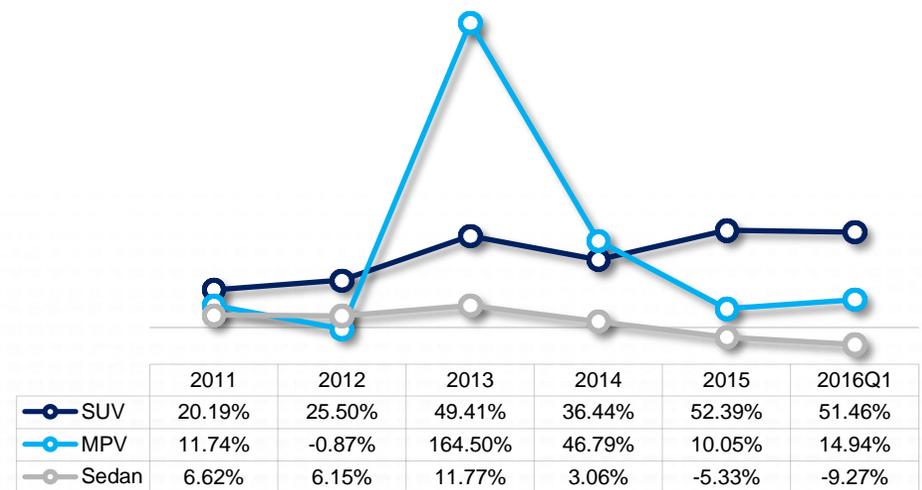
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2 In segment market, SUV and MPV continued to maintain their fast growth.

Market share movements by segment for 2011 to Q1 2016



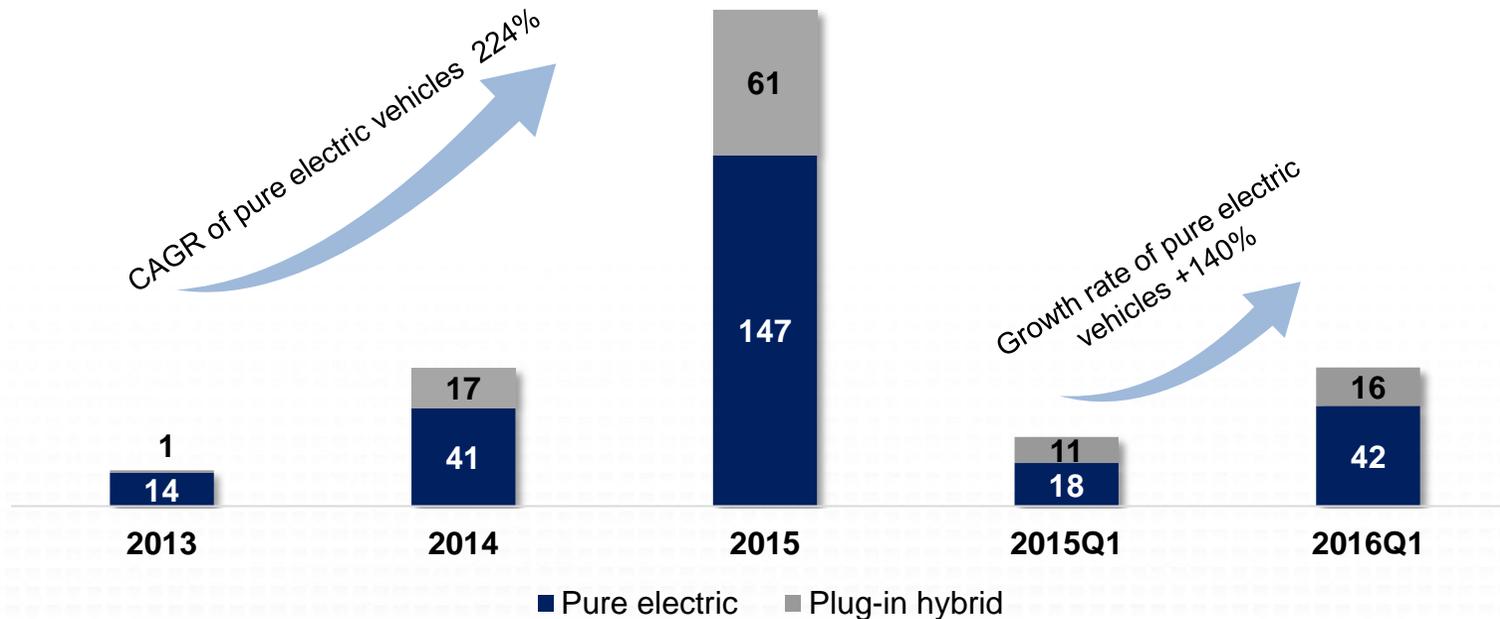
Market share movements YOY for 2011 to Q1 2016



Overview of Passenger Vehicle Market in Q1 2016 (continued)

3 Sales of new energy vehicles maintained rapid growth, gaining plenty of prominence.

Movements of new energy vehicle sales ('000)



Chapter 2

Performance in Q1 2016

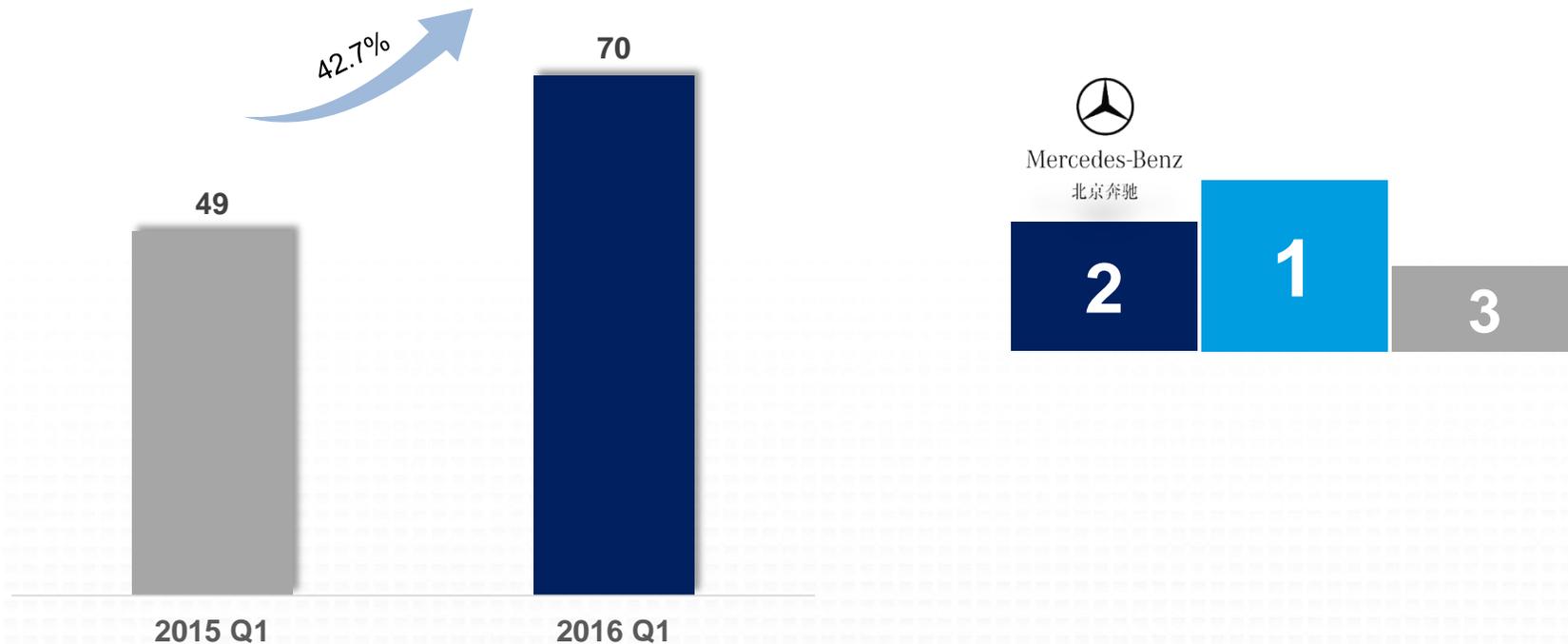
1

Performance of Beijing Benz

Performance of Beijing Benz

1 For Q1 2016, Beijing Benz continued to accelerate its sales growth and became China's 2nd largest manufacturer of luxury vehicles.

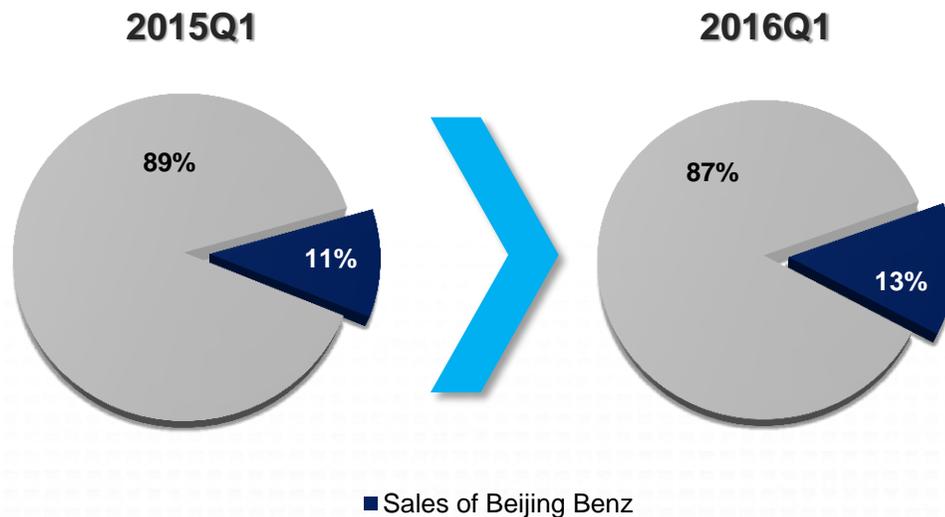
Movements in Sales ('000)



Performance of Beijing Benz(continued)

2 Beijing Benz helped Daimler achieve the best quarterly performance, and reported an extraordinary results in March.

Global sales structure of Daimler



DAIMLER

Investor Relations
Release
April 6, 2016

Mercedes-Benz achieves highest monthly unit sales in the company's history

Mercedes-Benz delivered 198,921 cars to customers in March, more than ever before in one month (+8.4%). Unit sales in the first quarter reached a new high of 483,487 vehicles (+12.6%). New records were set in Europe and the Asia-Pacific region last month. Mercedes-Benz was the premium market leader in Japan, Canada, Australia, Taiwan and Portugal in March. The smart brand also reached a new high for unit sales last month.

Stuttgart – Mercedes-Benz increased its unit sales in March by 8.4% to 198,921 vehicles. More cars were handed over to customers than ever before in one month. The Stuttgart based company with the three-pointed star also achieved the best first quarter in its history with total sales of 483,487 units (+12.6%).

Ola Källenius, Member of the Board of Management of Daimler AG responsible for Mercedes-Benz Cars Marketing & Sales: "Mercedes-Benz posted the strongest unit sales in the company's history in March. And we remain on track. We have just presented two new vehicles without predecessors: the C-Class Cabriolet and the GLC Coupé."

Mercedes-Benz unit sales by region and market

Sales in Europe totalled 97,748 units in March (+9.8%), of which 28,316 vehicles were delivered to customers in Germany (+4.4%). In the first quarter, Mercedes-Benz achieved double-digit growth in Great Britain, Italy, Spain, Belgium, Austria, Sweden and Portugal. Mercedes-Benz was the market leader among the premium manufacturers in Portugal in March.

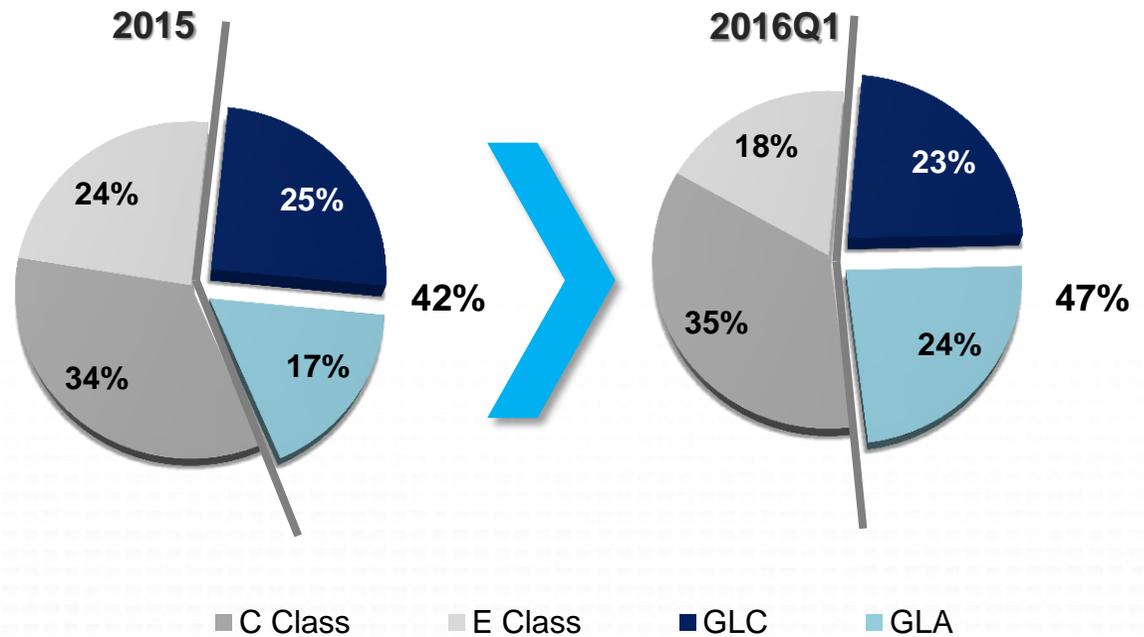
In the Asia-Pacific region, 63,888 customers took delivery of their car with the three-pointed star in March. Unit sales thus increased by 17.9% compared with the prior-year month. In China, 38,133 units were sold in the

Daimler Investor Relations, www.daimler.com/investors

Performance of Beijing Benz(continued)

3 Product mix was constantly optimized with proportion of SUV increasing.

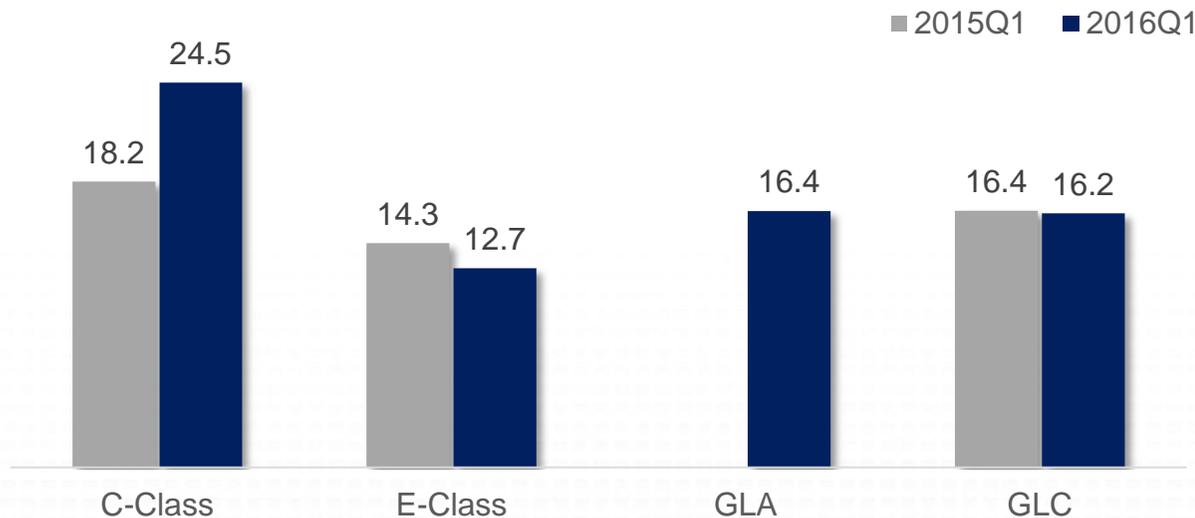
BBAC SUV models and sales percentage



Performance of Beijing Benz(continued)

4 Impressive sales were posted across the product spectrum, and brand new E-class vehicles will be launched soon, which will result in an exponential growth in results.

Sales by vehicle model for Q1 2016 ('000)



2

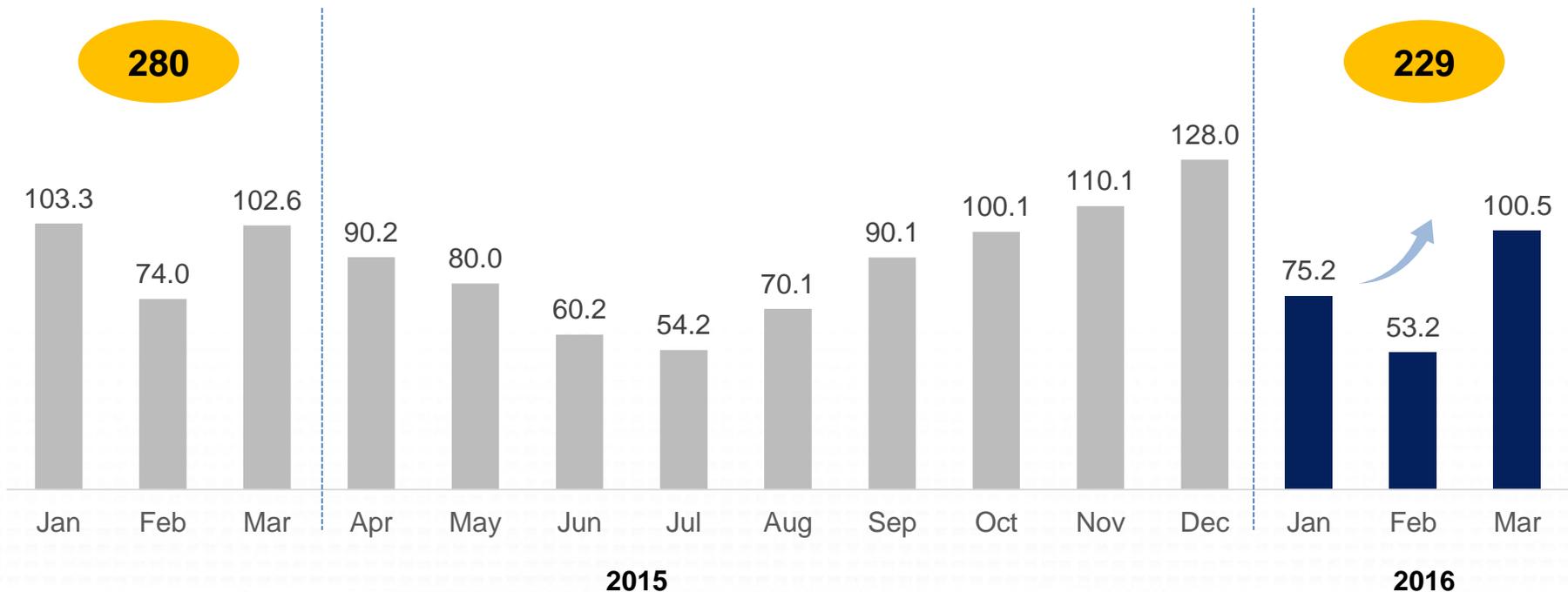
Performance of Beijing Hyundai

Performance of Beijing Hyundai

1

For Q1 2016, due to intensified industrial competition and internal inventory reduction, wholesale declined.

Monthly sales ('000)

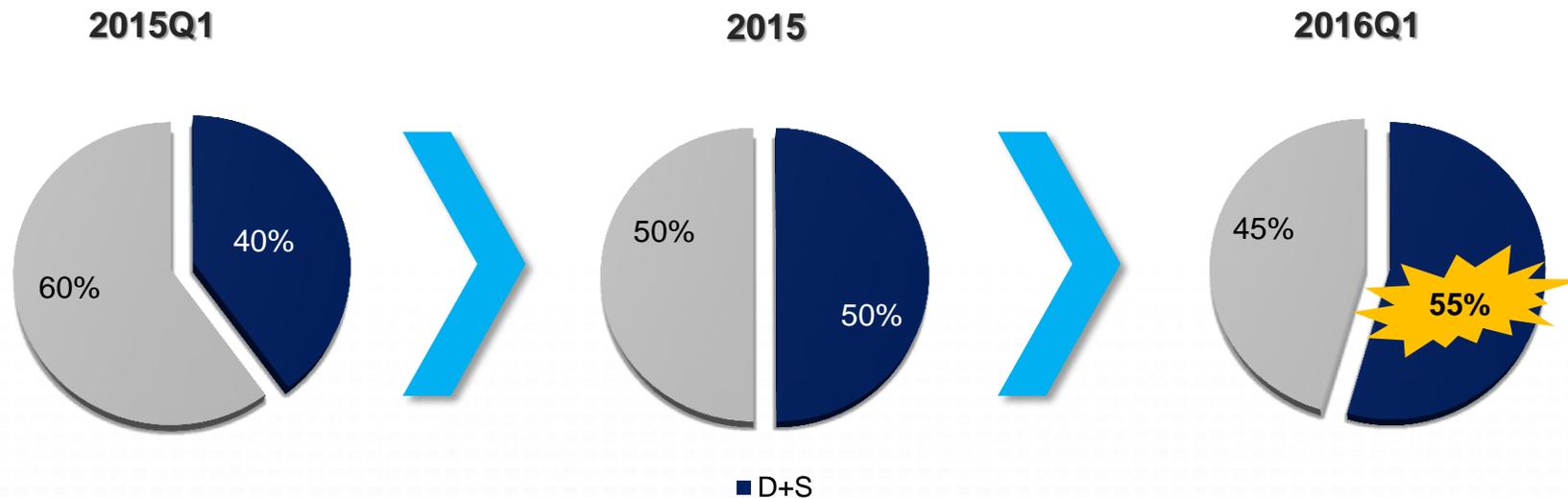


Performance of Beijing Hyundai(continued)

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2 The percentage of D+S rose steadily, realizing a breakthrough.

Percentage of D+S



3 Market recognition of strategy-based new vehicles and SUV products



Elantra-Lingdong reported sales of more than **10,000** units for the first month



All new Tucson reported monthly sales of more than **15,000** units
Joint-venture's SUV ranking: **7**

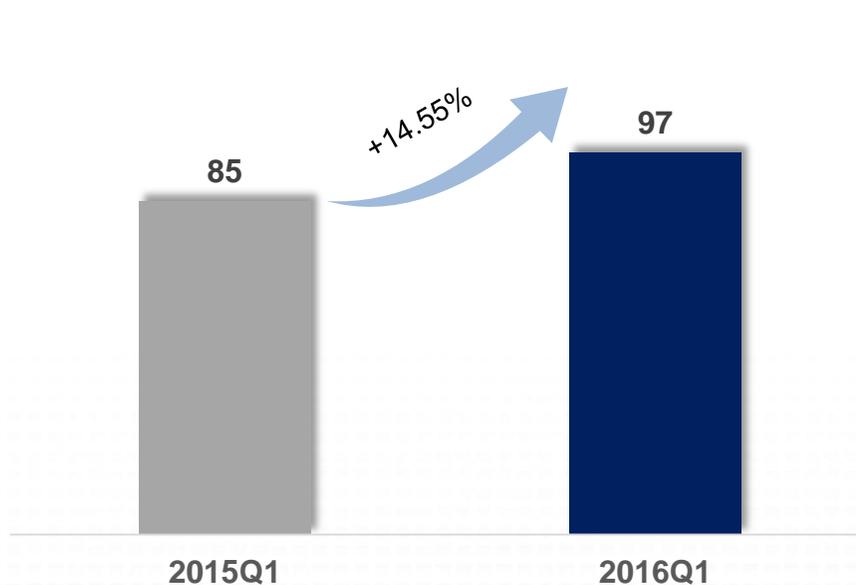
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Performance of Beijing Brand

Performance of Beijing Brand

1 For Q1 2016, sales increased by 14.55% YoY, amongst which monthly sales of star models exceeded 10,000 units.

Movements in sales ('000)



BAIC Senova X25 :
reported cumulative sales
of **22,000** units for Q1

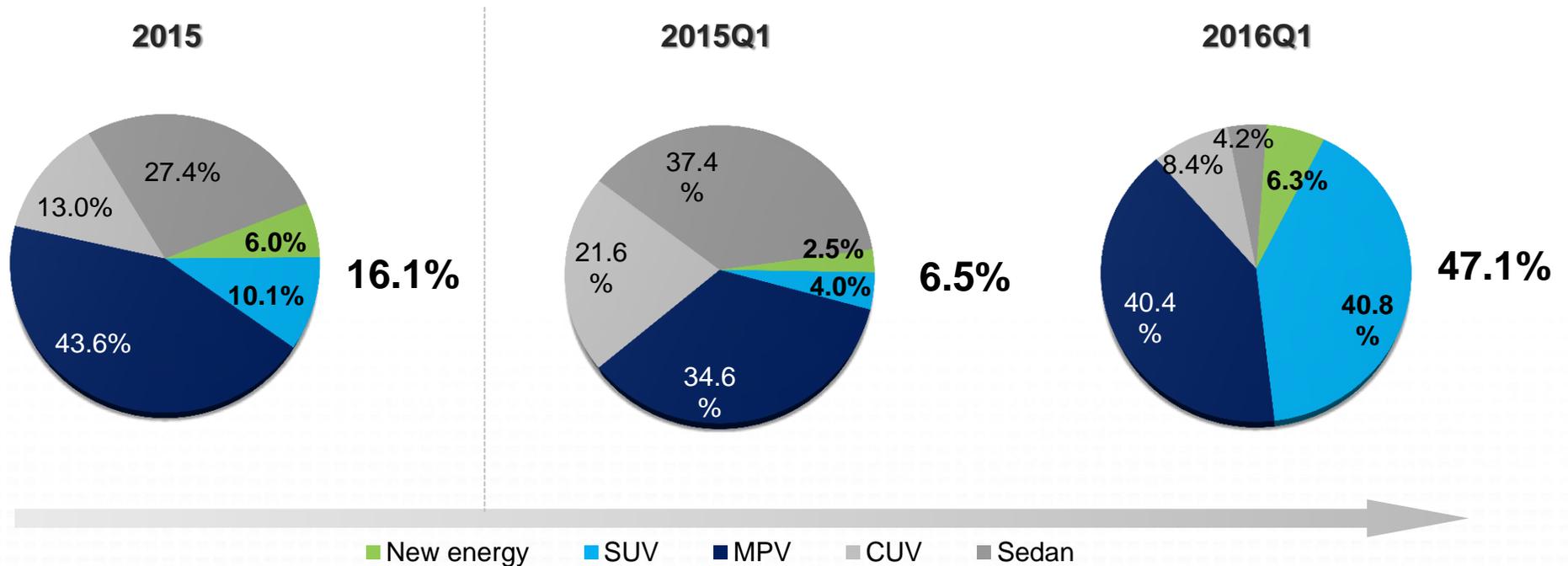


BAIC Senova X55 :
reported cumulative sales
of **14,000** units for Q1

Performance of Beijing Brand(continued)

2 To meet market demands, the “E+S” strategy was vigorously implemented, and positive results were achieved.

Percentage of sales of BAIC vehicles by segment



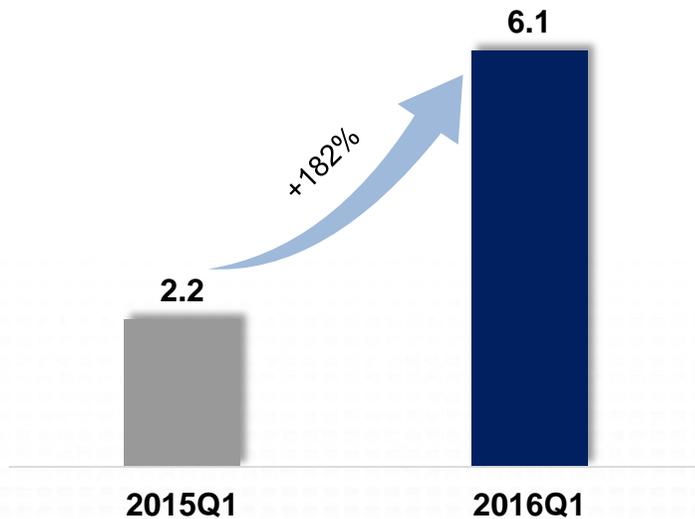
Performance of Beijing Brand(continued)



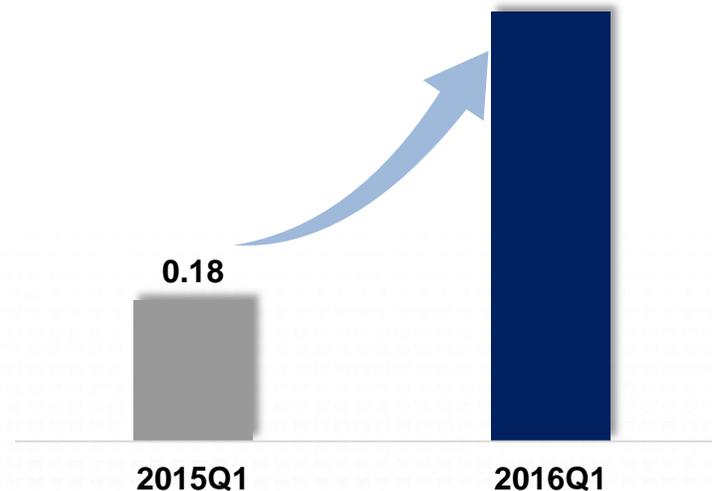
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3 Sales of pure electric vehicles increased by 182% YoY, securing industry-leading position.

Sales of pure electric vehicles ('000)



Government subsidies (RMB billion)



Chapter 3

Key Financial Indicators (consolidated)

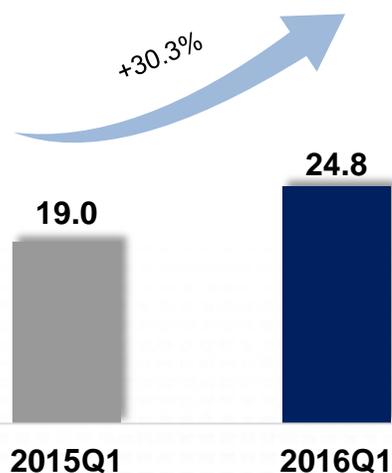
Key Financial Indicators (consolidated)



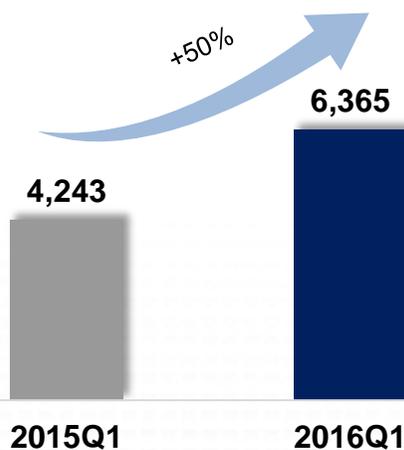
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1 Profitability

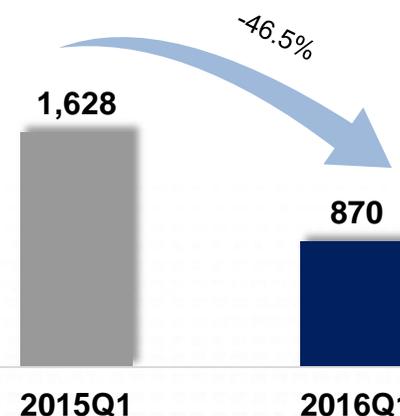
Revenue (RMB billion)



Gross profit (RMB million)



Net profit attributable to equity holders of the Company (RMB million)



Key Financial Indicators (consolidated)



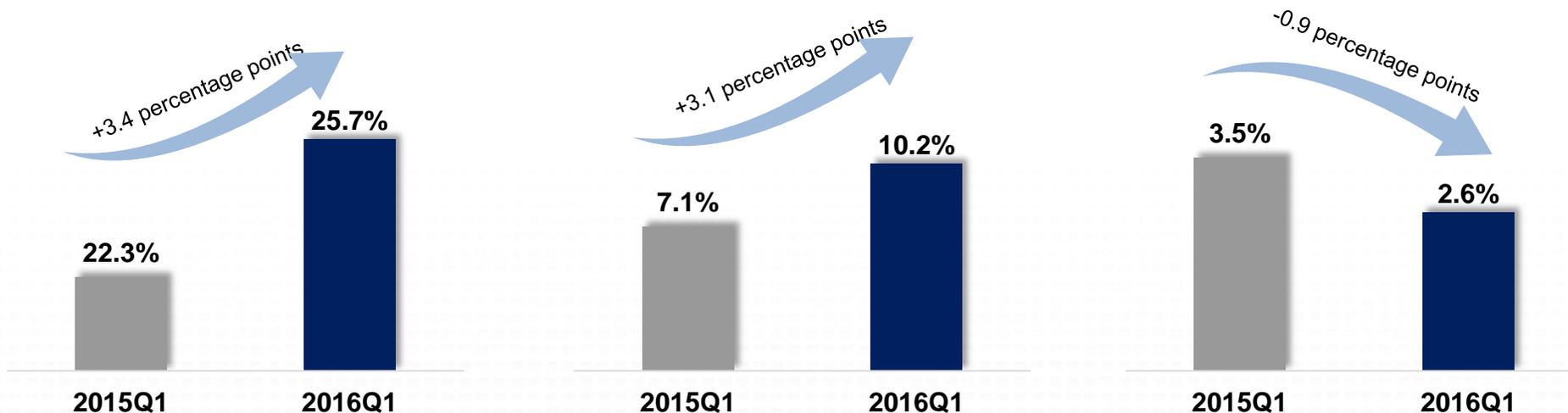
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2 Profitability

Gross profit margin

Selling expenses rate

Administrative expenses rate



Chapter 4

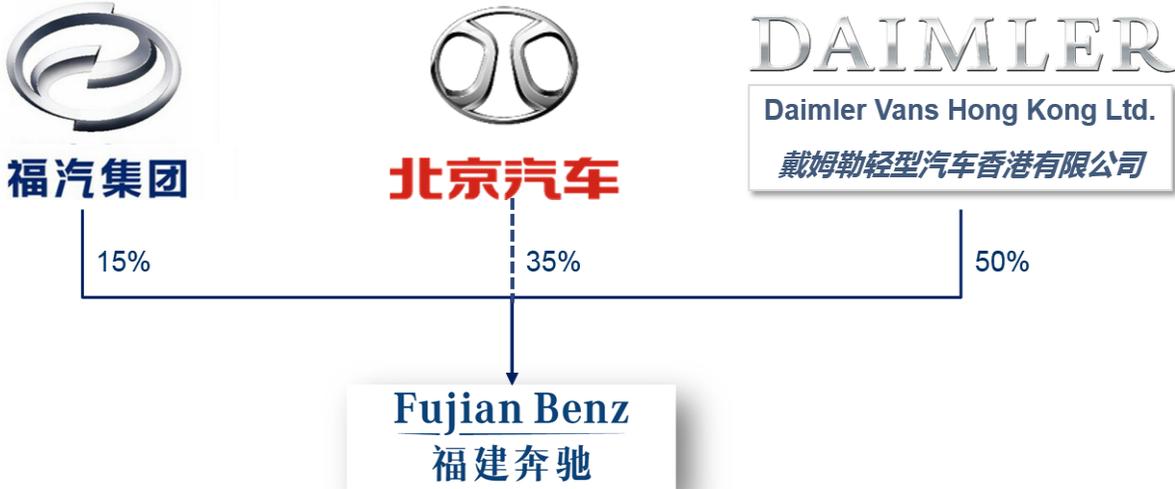
Joint Venture and Cooperation

BAIC Motor Takes Fujian Daimler with a Bright Future



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On 14 March 2016, the 35% equity interests in Fujian Benz were acquired by BAIC Motor:



Share acquisition of BAIC BJEV thus extending to the industrial chain of new energy



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On 24 March 2016, BAIC Motor has acquired share of BAIC BJEV:

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北京汽车
BAIC MOTOR

北京汽车股份有限公司
BAIC MOTOR CORPORATION LIMITED*
(於中華人民共和國註冊成立的股份有限公司)
(股份代號：1958)

關連交易
有關認購新能源汽車新增註冊資本

概要

董事會欣然宣佈，於2016年3月24日，本公司與新能源汽車訂立增資協議。據此，本公司以現金人民幣532.48百萬元代價認購新能源汽車增發的208萬股股份。於增資完成後，本公司將持有新能源汽車股份權益總額的6.5%，最終的持股比例需經新能源汽車股東大會審議通過並以工商變更登記為準。

上市規則的涵義

於本公告日期，北汽集團為本公司唯一控股股東，持有本公司已發行總股本的44.98%，乃本公司的關連人士。北汽集團持有新能源汽車60%的股本權益，新能源汽車為北汽集團的聯繫人。因此，根據上市規則第14A章，新能源汽車為本公司的關連人士，本公司認購新能源汽車的新增註冊資本構成本公司之關連交易。

鑒於按上市規則計算，有關本交易的最高適用百分比率超過0.1%但少於5%，故根據上市規則第14A章，本公司須就本交易遵守申報及公告的規定，惟獲豁免遵守刊發通函及獨立股東批准的規定。

1





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