



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

股份代號 Stock code : 1958



2019

Interim Report
中期報告

僅供識別 For identification purpose only



北京汽车股份有限公司
BAIC MOTOR CORPORATION LIMITED*

行有道·達天下

Your Wish · Our Ways



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OVERVIEW

The board (the “Board”) of directors (the “Directors”) of BAIC Motor Corporation Limited (the “Company” or “BAIC Motor”) presents the unaudited interim condensed financial information of the Company and its subsidiaries (collectively referred to as the “Group” or “our Group” or “we” or “our”) for the six months ended June 30, 2019 (the “first half of 2019” or “Reporting Period”). The condensed financial information has been prepared in accordance with International Accounting Standard 34 “Interim Financial Reporting” issued by the International Accounting Standards Board and the requirements of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”).

The results of the Group for the first half of 2019 have been approved by the Board of the Company. The unaudited interim condensed financial information set out in this report has been reviewed by PricewaterhouseCoopers, auditor of the Company.

In the first half of 2019, affected by various factors, the PRC passenger vehicle industry came under large pressure, with the overall wholesale sales volume of 10.127 million units of vehicles, representing a year-on-year decline of 14.0%¹. Facing internal and external challenges, the Group recorded relatively stable results of operations: During the Reporting Period, Beijing Brand, Beijing Benz, Beijing Hyundai and Fujian Benz of the Group sold a total of 0.654 million units of vehicles, representing a year-on-year decrease of 9.2%; achieved the consolidated revenue of RMB87.76 billion, representing a year-on-year increase of 14.1%; and achieved a profit attributable to equity holders of the Company of RMB2.09 billion, representing a year-on-year decrease of 25.9%, and earnings per share of RMB0.25.

The Board did not present any proposal on paying interim dividends for the Reporting Period.

Beijing Brand Zhida U7



¹ Source: China Association of Automobile Manufacturers (“CAAM”)

PART ONE

Corporate Information

Legal Name of the Company

北京汽車股份有限公司

English Name of the Company

BAIC Motor Corporation Limited²

Registered Office

A5-061, Unit 101, 5th Floor, Building No. 1, Courtyard No. 99,
Shuanghe Street, Shunyi District, Beijing 101300, China

Headquarters

99 Shuanghe Street, Shunyi District, Beijing 101300, China

Principal Place of Business in Hong Kong

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Causeway Bay, Hong Kong

Authorized Representatives

Mr. Chen Hongliang

5/F, 99 Shuanghe Street, Shunyi District, Beijing, China

Mr. Wang Jianhui

5/F, 99 Shuanghe Street, Shunyi District, Beijing, China

Company Secretary

Mr. Wang Jianhui

5/F, 99 Shuanghe Street, Shunyi District, Beijing, China

Company Secretary Assistant

Mr. Lee Kwok Fai

31/F, Tower Two, Times Square, 1 Matheson Street,
Causeway Bay, Hong Kong

Hong Kong Legal Advisor

Linklaters

10th Floor, Alexandra House, 18 Chater Road, Hong Kong

China Legal Advisor

JunHe LLP

20/F, China Resources Building, 8 Jianguomenbei Avenue,
Dongcheng District, Beijing, China

Auditor (External Audit Firm)

PricewaterhouseCoopers

Certified Public Accountants
22/F, Prince's Building, Central, Hong Kong

PricewaterhouseCoopers Zhong tian LLP

11/F, PricewaterhouseCoopers Center, 202 Hubin Road,
Shanghai, China

Principal Banks

Bank of Beijing, Jinyun Branch

Block A, Jinyun Building, A43 Xizhimen North Street,
Haidian District, Beijing, China

China CITIC Bank, Olympic Village Branch

1/F, Tower D, Tian Chuang Shi Yuan Building,
No. 309 Huizhong Beili, Chaoyang District, Beijing, China

H Share Registrar

Computershare Hong Kong Investor Services Limited

Shops 1712-1716, 17/F, Hopewell Center,
183 Queen's Road East, Wanchai, Hong Kong

H Share Stock Code

1958

Investor Enquiry

Investor hotline: (86)10 5676 1958; (852)3188 8333
Website: www.baicmotor.com
E-mail: ir@baicmotor.com

² For identification purpose only

PART TWO

Summary of Financial and Business Information

I. Major Financial Summary

Summary of comprehensive financial information of the Group for the first half of 2019 is as follows:

Unit: RMB million

| Item | Six months ended June 30 | |
|--|---|---|
| | 2019 (Unaudited) | 2018 (Unaudited) |
| Revenue | 87,764 | 76,902 |
| Cost of sales | (67,155) | (56,465) |
| Gross profit | 20,609 | 20,437 |
| Selling and distribution expenses | (6,215) | (6,334) |
| General and administrative expenses | (3,142) | (2,766) |
| Other (losses)/gains - net | (106) | 50 |
| Finance income/(costs) - net | (47) | (237) |
| Share of (loss)/profit of investments accounted for using equity method | (365) | 582 |
| Profit before income tax | 10,734 | 11,732 |
| Income tax expense | (3,505) | (3,686) |
| Profit for the period | 7,229 | 8,046 |
| Attributable to | | |
| Equity holders of the Company | 2,090 | 2,820 |
| Non-controlling interests | 5,139 | 5,226 |
| Total assets, total liabilities and interests attributable to equity holders of the Company | 2019 June 30 (Unaudited) | 2018 December 31 (Audited) |
| Total assets | 190,435 | 172,034 |
| Total liabilities | 124,391 | 102,796 |
| Interests attributable to equity holders of the Company | 48,920 | 48,415 |

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Summary of Financial and Business Information

II. Major Performance Summary

The wholesale sales volume of vehicles of each passenger vehicle business segment of the Group for the first half of 2019 is as follows:

Unit: unit

| Business Segment | First Half of 2019 Cumulative Sales Volume | First Half of 2018 Cumulative Sales Volume |
|-------------------------|---|---|
| Beijing Brand | 82,443 | 73,473 |
| Senova | 20,988 | 32,392 |
| BJ | 7,157 | 17,138 |
| Wevan ^(Note) | 0 | 9,010 |
| New energy | 54,298 | 14,933 |
| Beijing Benz | 282,046 | 252,050 |
| Beijing Hyundai | 276,412 | 380,098 |
| Fujian Benz | 12,687 | 13,983 |

Note: the Company was promoting the disposal of the Wevan brand business and related assets to Beijing Automotive Group Co., Ltd. ("BAIC Group"), the controlling shareholder of the Company, and its subsidiaries, and correspondingly reduced the production and sales volume of products of such brand; in the first half of 2019, the Company ceased to produce and sell passenger vehicles of the Wevan brand.

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Company Profile and Business Overview

I. Overview

We are a leading enterprise of passenger vehicles in China, and are one of the enterprises of passenger vehicles with the most optimized brand layout and business system in the industry. Our brands cover business segments such as joint venture premium passenger vehicles, joint venture premium multi-purpose passenger vehicles, joint venture mid- to high-end passenger vehicles and proprietary brand passenger vehicles, which can maximally satisfy various consumers' demands, and we are also the leader of pure electric passenger vehicle business in China.

The Company completed its H Shares initial public offering and was listed on the Main Board of the Stock Exchange of Hong Kong Limited (the "Stock Exchange") on December 19, 2014 (H Share stock abbreviation: BAIC Motor; H Share stock code: 1958).

II. Major Business Operations

The Group's major business operations include research and development, manufacturing, sales and after-sale services of passenger vehicles, production of core parts and components of passenger vehicles, car financing and other related businesses. We keep developing industry chains and strengthening our brands.

Passenger Vehicles

Our passenger vehicle business is conducted through four business segments, namely Beijing Brand, Beijing Benz, Beijing Hyundai and Fujian Benz.

1. Beijing Brand

Beijing Brand, our proprietary brand, is currently selling over ten models on the market, covering traditional oil-powered sedan and SUV models as well as new energy vehicles.

Traditional oil-powered models under Beijing Brand are targeted at consumers who value both vehicle performance and high-quality life. Its products focus on the metropolitan beauty design, continual quality improvement and Saab handling performance. Since 2018, "Mastermind (智多星)" lineup including Zhixing, Zhidao and Zhida has been launched in the market, which has been recognized by consumers.

Along with manufacturing of traditional oil-powered passenger vehicles, Beijing Brand has also made efforts to promote the production of new energy products, in line with the development trend of new energy passenger vehicles and the Company's overall strategy for production of new energy products:

In terms of pure electric new energy vehicle, Beijing Brand has put many pure electric new energy vehicle models based on traditional oil-powered car models on the market. The major vehicle models continue to be industry-leading, with a mileage range in the integrated operating condition reaching 460 km and the efforts made to develop the vehicle models with battery swapping; in terms of hybrid electric product, Beijing Brand plans to complete the upgrade from traditional oil-powered products to hybrid electric products by stages, and is committed to realizing the development of new products in comprehensive consideration of gasoline engine vehicle model, plug-in hybrid electric vehicle model, hybrid electric vehicle model and 48V hybrid electric vehicle model.



**Beijing Brand
Zhida X3**

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Company Profile and Business Overview

In response to the transformation and upgrading of the industry and the changes in the competitive landscape, the Company is actively promoting the optimization and integration of the product system of Beijing Brand and constantly focusing on superior products to enhance its competitiveness: since 2018, the Company has continuously promoted work in relation to the disposal of the Wevan brand business and related assets to BAIC Group, the controlling shareholder of the Company, and its subsidiaries, and correspondingly reduced the production and sales volume of Wevan brand products. In the first half of 2019, the Company ceased to produce and sell Wevan brand passenger vehicles. Since June 2019, BAIC Group Off-road Vehicle Co., Ltd. (formerly known as the Off-road Vehicle Branch of BAIC Group, "Off-road Vehicle Company") has ceased to accept the Company's production commission for the "BJ" series off-road vehicles (mainly BJ 40 and BJ 80 vehicle models), and the Company has ceased to sell the above-mentioned "BJ" series off-road vehicles. For the business relationship between the Company and Off-road Vehicle Company, please refer to the section headed "Relationship with BAIC Group" in the Prospectus published on December 9, 2014 by the Company and relevant disclosures in the previous announcements of the Company.

2. Beijing Benz

Beijing Benz Automotive Co., Ltd. ("Beijing Benz") is a subsidiary of the Company. The Company holds 51.0% equity interest in Beijing Benz, while Daimler AG ("Daimler AG") and its wholly-owned subsidiary, Daimler Greater China Ltd. ("Daimler Greater China"), together hold 49.0% equity interest in Beijing Benz. Beijing Benz commenced the manufacturing and sales of passenger vehicles of Mercedes-Benz brand in 2006.

Beijing Benz currently manufactures and sells several types of Mercedes-Benz vehicles, namely the E-Class long-wheelbase sedan, the C-Class long-wheelbase sedan and C-Class standard-wheelbase sedan, A-Class long-wheelbase sedan, GLC SUV long-wheelbase vehicles and GLA SUV vehicles, etc.

3. Beijing Hyundai

Beijing Hyundai Motor Co., Ltd. ("Beijing Hyundai") is a joint venture of the Company. The Company holds 50.0% equity interest in Beijing Hyundai through its subsidiary BAIC Investment Co., Ltd. ("BAIC Investment"), while Hyundai Motor Company ("Hyundai Motor") holds another 50.0% equity interest in Beijing Hyundai. Beijing Hyundai commenced the manufacturing and sales of passenger vehicles of Hyundai brand in 2002.

At present, Beijing Hyundai has a nation-wide production capacity arrangement of "Five Factories in Three Regions"³, which forms a nation-wide production and marketing system. Beijing Hyundai currently manufactures and sells over ten types of vehicles, covering a full range of major sedan models including middle class, compact and A0-Class models, as well as SUV models, with vehicle models for sale mainly including fourth-generation Santa Fe, fourth-generation TUCSON, all-new Sonata and LA FESTA. As of 2018, Beijing Hyundai was in the "10 Million Unit Club", with the accumulative production and sales volume in China exceeding 10 million units.

4. Fujian Benz

Fujian Benz Automotive Co., Ltd. ("Fujian Benz") is a joint venture of the Company. The Company holds 35.0% equity interest in Fujian Benz, and establishes an act-in-concert agreement with Fujian Motor Industry Group Co. ("FJMOTOR"), which holds 15.0% equity interest in Fujian Benz. The consensus will be reached while making decisions regarding the operation, management and other matters of Fujian Benz, upon the exercising of power by the directors appointed by FJMOTOR. Daimler Vans Limited (Hong Kong) holds the remaining 50.0% equity interest in Fujian Benz. Fujian Benz commenced the manufacturing and sales of multi-purpose passenger vehicles and light passenger vehicles of Mercedes-Benz brand in 2010.

At present, Fujian Benz stays on the leading edge in the field of joint venture premium business purpose vehicles, with production and sale of Mercedes-Benz V-Class vehicles, New Vito, Sprinter and other products.

³ Five Factories in Three Regions refers to three vehicle factories of Beijing Hyundai located in Shunyi District, Beijing, and Hebei Cangzhou Factory and Chongqing Factory, which were constructed by Beijing Hyundai under the national strategic guidance of "Beijing-Tianjin-Hebei coordinated development" and "Yangtze River Economic Zone development", thus forming the arrangement of Five Factories in Three Regions

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Company Profile and Business Overview

Core Parts and Components for Passenger Vehicles

Besides manufacturing of whole vehicles, we also produce engines, powertrain, and other core parts and components for passenger vehicles through the production bases of Beijing Brand, Beijing Benz and Beijing Hyundai.

In respect of Beijing Brand, we manufacture engines, transmissions and other core automobile parts and components through entities including BAIC Motor Powertrain Co., Ltd. mainly for use in our whole vehicles as well as for sale to other automobile manufacturers.

Beijing Benz commenced to manufacture engines in 2013 and owns the first engine manufacturing base of Daimler Group outside Germany. At present, Beijing Benz has two engine plants and the specific product offerings include M270, M274, M264 and M282 engines. Beijing Benz has the first power battery factory outside Germany in the global production network of Daimler AG, and will produce various types of new energy power battery products in the future.

Beijing Hyundai commenced to manufacture engines in 2004, and has five engine factories. Its specific product offerings cover six major series including Gamma1.6 MPI/GDI, Gamma1.6 Turbo-GDI and Kappa 1.4 Turbo-GDI. Its products are mainly for use in Hyundai branded passenger vehicles manufactured by Beijing Hyundai, while certain products are sold to overseas factories of Hyundai Motor.

Car Financing

We conduct car financing and automobile aftermarket-related businesses of Beijing Brand, Mercedes-Benz brand and Hyundai brand through associates including BAIC Group Finance Co., Ltd., Mercedes-Benz Leasing Co., Ltd. ("MBLC"), Beijing Hyundai Auto Finance Co., Ltd. and BH Leasing Co., Ltd. and continuously promote rapid development of car financing businesses by methods including capital investment and business cooperation.

Other Related Businesses

In the first half of 2019, we continued to conduct research and development of high-end passenger vehicles and light materials, information big data and used car businesses through relevant joint ventures.

III. Industry Development in the First Half of 2019

According to the National Bureau of Statistics, in the first half of 2019, the PRC achieved a year-on-year GDP increase of 6.3%, with its economy operating within the proper range but under substantial downward pressure.

Affected by multiple factors including macro-economy, industry restructuring and upgrading, and regulatory policy adjustment, there was a lack of consumer confidence in the domestic passenger vehicle market in the first half of 2019. The data of CAAM shows that, the overall wholesale sales volume of passenger vehicles in PRC in the first half of 2019 was 10.127 million units, representing a year-on-year decrease of 14.0%, with sales volumes of all passenger vehicle models including sedan, SUV, MPV and CUV declining to varying degrees.

In spite of the influence of policies such as subsidy reduction, there was a steady growth in terms of new energy passenger vehicles, with the wholesale sales volume of 0.563 million units in the first half of 2019, representing a year-on-year increase of 58.7%, including sales of 0.44 million units of pure electric passenger vehicles, representing a year-on-year increase of 69.8%, and 0.123 million units of PHEV passenger vehicles, representing a year-on-year increase of 28.5%.

In addition, as the market demand for high-end vehicles remained strong, luxury brands still remained a rapid growth and a two-digit year-on-year increase in the sales volume of mainstream products of domestic premium brands, thus maintaining the consumption upgrading trend.

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Company Profile and Business Overview

In terms of industry regulation policies, the domestic automobile industry was continuously influenced by early implementation of “China VI” standard⁴ in certain regions, reduction in subsidies for new energy vehicles, the Implementing Plan for Further Optimizing Supply to Promote the Stable Consumption Growth and Facilitating the Formation of a Strong Domestic Market (2019) jointly issued by ten ministries and commissions of the PRC and other important regulatory policies.

IV. Operational Performance of the Group in the First Half of 2019

Operational Performance by Brands

1. Beijing Brand

The Company actively responded to the pressure from macroeconomic downturn and intensified industry competition, with an active breakthrough in product structure adjustment. During the Reporting Period, the sales volume of Beijing Brand reached 82 thousand units of vehicle, representing a year-on-year increase of 12.2%.

In terms of product structure, Beijing Brand promoted the product strategy driven by “new energy + intelligentization” to enhance the product strength, the brand strength and the intelligentization level.

In the first half of 2019, the sales volume of new energy products of Beijing Brand reached 54 thousand units, representing a year-on-year increase of 263.6%. The major vehicle model EU5 outperformed other vehicles of the same class, with the mileage range in the integrated operating condition reaching 460 km; in terms of traditional oil-powered cars, the product quality of the Company was further improved, realizing the brand repositioning, while Zhixing, Zhidao, and Zhida vehicle model which was launched in July, formed the “Mastermind” product mix to meet different consumer demands.

2. Beijing Benz

In the first half of 2019, Beijing Benz continued its rapid growth, and ranked among top domestic premium brands in terms of sales volume, with the vehicle sales volume of 0.282 million units, representing a year-on-year increase of 11.9%.

In terms of sales of product segment, in the first half of 2019, Beijing Benz saw a strong sales performance, with the average monthly sales volumes of three major vehicle models, namely E-Class sedan, the C-Class sedan and GLC SUV, exceeding ten thousand units; there was an outstanding achievement in sales of new A-Class long-wheelbase sedan, with a steady increase in the sales volume.

In terms of capacity optimization, Beijing Benz actively made arrangements for new energy, and obtained the access approval for pure electric new energy enterprises in April 2019, and the qualification for mass production of pure electric vehicle models; the first new domestic Mercedes-Benz EQC pure electric SUV was also exhibited in Shanghai International Automobile Industry Exhibition in April; the construction of the power battery factory was fully completed in June and the first power battery was successfully delivered.

Meanwhile, Beijing Benz Engine Second Factory was successfully completed, thus realizing the production of M282 engine; the planning of the factory located in Shunyi District, Beijing was completed to comprehensively start the reconstruction of the existing factory.

⁴ “China VI” standard refers to the national standard of limits for emissions from motor vehicles for the Sixth Stage, which is confirmed by the Limits and Measurement Methods for Emissions from Light-Duty Vehicles (CHINA 6) published by Ministry of Environmental Protection and The General Administration of Quality Supervision, Inspection and Quarantine of the People’s Republic of China in December 2016

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Company Profile and Business Overview

3. Beijing Hyundai

In the first half of 2019, as the overall market fell short of expectation and market competition intensified, Beijing Hyundai adapted to market change, adjusting its marketing progress in a timely manner, with the operating target of “increasing terminal sales, reducing inventories and stabilizing channels”. The wholesale sales volume of vehicles of Beijing Hyundai for the first half of 2019 was 0.276 million units, representing a year-on-year decline of 27.3%, but under the guidance of the target of reducing inventories, it reported the retail sales volume of 0.351 million units during the Reporting Period, which lays a good foundation for greater achievement in subsequent production and sale.

In terms of specific products, in the first half of 2019, Elantra and the new-generation ix35, both of which were major products of Beijing Hyundai, showed steady sales performance, with the average monthly sales volumes exceeding ten thousand units; the sales volume of the four-generation Santa Fe, a flagship product, climbed continuously, which powerfully promoted the improvement in the brand strength of Beijing Hyundai.

Meanwhile, Beijing Hyundai made great efforts to promote new energy strategies, with the launch of Elantra PHEV model in the first half of 2019 and the successive launch of LA FESTA and ENCINO pure electric vehicles in the second half of 2019.

4. Fujian Benz

Affected by macroeconomic downturn and the operation of the overall automobile industry at a low level, the vehicle sales volume of Fujian Benz was 13 thousand units in the first half of 2019, representing a year-on-year decline of 9.3%. In the second half of 2019, Fujian Benz will further tap the market potential and optimize the product structure to lay a foundation for achieving annual results and sustainable development.

Sales Network

The Group always attaches great importance to the interests of customers, strives to optimize its product-service system, and is devoted to enabling product distributors and customers to receive timely, efficient, accurate and service guarantee with high-quality. All brands have independent marketing channels.

In the first half of 2019, Beijing Brand made efforts to carry out channel optimization under the principle of “customer first”: strengthening the cooperative partnership with distributors, optimizing network arrangement, stabilizing the network structure and improving channel quality. As at June 30, 2019 (the “end of June 2019”), it already has over 300 distributors, covering all categories 1, 2 and 3 cities and over 60% of categories 4, 5 and 6 cities.

Beijing Benz “is market-oriented and has been deeply developing local markets”. It is committed to steadily improving the profitability of distributors, with the gradual upgrade from the intelligent network to the big data-driven “intelligence-based” network. As at the end of June 2019, there were over 600 distributors, covering over 200 cities in the PRC.

Beijing Hyundai continuously strengthened its efforts in widening penetration of the channels, and continuously improves the operating quality of urban stores through monitoring and assessment. As at the end of June 2019, there were over 1,000 sales outlets of distributors, covering over 300 cities in the PRC.

Research and Development

The Group believes that the research and development capability is crucial to future development. In the first half of 2019, it continuously made efforts to promote the construction of research and development systems and capacity, for all of its businesses.

Beijing Brand has continuously made research and development investment and has made achievements in the construction of research and development systems and the research and development of new vehicle models: Zhida X3 and EX5 pure electric vehicle models incorporate the research achievements of Beijing Brand in intelligent networking, new energy product development and lightweight development, etc. Meanwhile, it continues to carry out in-depth strategic cooperation with intelligent technology companies including Baidu, IFLYTEK and Yanfeng, so as to continuously promote the process of research and development of new energy products including pure electric vehicle, PHEV and 48V hybrid electric vehicle.

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Beijing Benz has the largest research and development center among all joint venture enterprises of Daimler AG, and introduces the Mercedes-Benz development system (MDS), establishes a large number of applicable standards, processes, methods and systems, continuously shortens the development cycle and strengthens the digital verification capability. The center has 7 advanced laboratories including climate corrosion, vehicle emissions, engines and vibration noise laboratories which are established and operated in strict accordance with standards of Daimler AG; workshops and test runway for development of prototype vehicles; a new energy power battery testing center for pure electric new energy vehicle models, thus providing major technical support for research and development and manufacturing of Mercedes-Benz's domestic traditional vehicle models and new energy vehicle models.

In the first half of 2019, Beijing Hyundai simultaneously promoted the development of 4 local vehicle models and 8 imported vehicle models. Meanwhile, it successfully passed the review for production approval for new energy enterprises and provided technical support for the research and development of higher-quality new energy products. It also further strengthened the planning for the research and development of new technologies including intelligent networking, thus creating new experiences for users in intelligent vehicles.

In responding to early implementation of China VI emission standard in certain provinces and cities, brands of BAIC Motor made research and development efforts to ensure that all China VI-compliant vehicle models were successfully developed and launched in the market, thus completing the stable vehicle model change.

Production Facilities

We have specialized production facilities to manufacture and assemble products. All of our manufacturing bases are located in China and equipped with advanced production facilities. All our production facilities are equipped with flexible production lines, each of which is capable of producing different models of passenger vehicles. We believe that this not only enables us to flexibly change production plans and respond quickly to changes in market demand, but also reduces our capital expenditures and operating costs.

Beijing Benz continuously builds Mercedes-Benz's most comprehensive production base in the world to meet the requirements of Made in China 2025 and green manufacturing system construction: the construction of the power battery factory was completed in June 2019, and the first power battery was successfully delivered; the Engine Second Factory was successfully completed, thus realizing the production of M282 engine; Shunyi factory will be constructed as a digital, flexible and green intelligent factory and is currently under construction as planned.

Beijing Hyundai's five factories are equipped with state-of-the-art production equipment, with the equipment automation rate exceeding 90%, so as to ensure the precision and production of products with high quality. Meanwhile, Beijing Hyundai is capable of effectively arranging factory production plans and mixed-model production to further reduce the manufacturing cost reasonably.

Industry Chain Extension and Cooperation

In the first half of 2019, the Group made breakthroughs in capital operation and industrial cooperation, further enhancing its overall business strength:

On March 26, 2019, the Company, Daimler AG and its wholly-own subsidiary, Daimler Greater China, entered into amendment agreements of joint venture contract. According to such agreements, in order to push forward the M254 engine technical upgrading project, the Mercedes-Benz C-Class generation upgrading project and the manufacturing upgrading and transformation project of Beijing Branch of the Company, the Company, Daimler AG and Daimler Greater China agreed to make additional capital contributions with a total of USD892.8 million, in proportion to their shareholdings in Beijing Benz, among which, approximately USD455.3 million would be contributed by the Company.

On March 28, 2019, the Company and Daimler Greater China entered into a capital increase agreement, and proposed to make additional capital contributions of RMB700 million in aggregate to MBLC, in proportion to their respective shareholdings in MBLC, among which, the Company would make a capital contribution of RMB245 million.

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Company Profile and Business Overview

On April 12, 2019, BAIC Hong Kong Investment Corp. Limited ("BAIC HK") (a wholly-owned subsidiary of the Company), Investment Universe Co., Limited ("Investment Universe"), The Industrial Development Corporation of South Africa Limited ("IDC") and BAIC Automobile SA Proprietary Limited ("BAIC SA") entered into a subscription agreement, pursuant to which BAIC HK, Investment Universe and IDC agreed to make additional capital contributions of USD75.4 million in aggregate to BAIC SA in proportion to their respective shareholdings, among which, BAIC HK would make an additional capital contribution of approximately USD15.1 million.

V. Outlook for the Second Half of 2019

In terms of the whole industry, according to the forecast by CAAM, the competition pressure in the automobile industry remained considerable, with a negative growth in the overall sales volume of the PRC automobile industry in 2019, as compared with 2018. In addition, the adjustment of several industry regulation policies in the second half of 2019 will create challenges for passenger vehicle manufacturing enterprises in terms of competition, transformation and upgrade.

Under pressure, in the second half of 2019, the Group will continue to actively respond to industry change and formulate and determine an operation policy for steady development:

In terms of Beijing Brand, the Group will continue to promote the strategy of production of new energy products under the overall management policy of "focus on two ends and improvement in three strengths", insist on the transformation and upgrade of the product structure, make changes and breakthroughs, so as to create better results and value for shareholders and customers. The major new vehicle model EU7 of Beijing Brand is planned to be launched in the market in the second half of 2019. Continuous efforts will be made to increase sales, with focus on new vehicle models including Zhida X3, EX5 and EU7 in the second half of 2019.

Beijing Benz will continuously strengthen production support to ensure the completion of new production bases and the launch of new vehicle models as scheduled. In terms of sales, it will continuously optimize sales management and make arrangement for the needs of electric development, so as to properly prepare for the subsequent launch of electric vehicle models. In terms of new vehicle models, Beijing Benz plans to launch various products including long-wheelbase GLC SUV facelift vehicle model, new GLB SUV, EQC pure electric SUV and A35-L AMG vehicle model in the second half of 2019.

Beijing Hyundai will strengthen system innovation, increase the sales volume through the launch of various new vehicles and a series of marketing activities, and at the same time further optimize the supplier management system and strengthen local competitiveness. In terms of new vehicle models, Beijing Hyundai plans to launch a number of products such as ENCINO pure electric vehicles, new ix25 SUV, new Verna sedan, the tenth-generation Sonata sedan and LA FESTA pure electric vehicle model in the second half of 2019.

PART FOUR

Governance Practice

I. Corporate Governance

Compliance with the Corporate Governance Code

The Company has been building and maintaining a high level of corporate governance so as to protect the rights and interests of shareholders and enhance the Company's corporate value and sense of responsibility. With reference to the Code on Corporate Governance as set forth in Appendix 14 to the Listing Rules (the "Corporate Governance Code"), the Company has established a modern and balanced corporate governance structure which comprises a number of independently operated bodies including the shareholders' general meeting, the Board, the board of supervisors of the Company (the "Board of Supervisors") and senior management of the Company (the "Senior Management"). The Company had complied with the Corporate Governance Code throughout the Reporting Period.

Compliance with the Model Code for Securities Transactions

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code for Securities Transactions") in Appendix 10 to the Listing Rules as the code of conduct for dealing in securities of the Company by all our Directors and supervisors of the Company (the "Supervisors"). In response to the Company's enquiries, all Directors and Supervisors have confirmed that they strictly complied with the Model Code for Securities Transactions during the Reporting Period.

Beijing Benz Mercedes – Benz New Generation GLC L SUV



Changes in Composition of the Board and the Committees

On May 22, 2019, Mr. Bodo Uebber resigned as a non-executive Director due to other job assignment. For details, please refer to the announcement of the Company dated May 22, 2019.

On June 18, 2019, the Company convened the 2018 annual general meeting. At the meeting, Mr. Jin Wei and Mr. Harald Emil Wilhelm were appointed as non-executive Directors, with the term of office commencing on June 18, 2019 until the expiration of the term of office of the third session of the Board. Upon the appointment of Mr. Jin Wei became effective, Ms. Jiao Ruifang ceased to act as a non-executive Director due to other job assignment. Meanwhile, Mr. Jin Wei, a non-executive Director, was appointed as a member of the remuneration committee under the Board (the "Remuneration Committee"). With the appointment of Mr. Jin Wei, Ms. Jiao Ruifang ceased to act as a member of the Remuneration Committee. For details, please refer to the relevant announcement of the Company dated June 18, 2019.

Save as disclosed above, as of the Latest Practicable Date, there was no change in the composition of the Board, the strategy committee under the Board, the audit committee under the Board (the "Audit Committee"), the nomination committee under the Board and the Remuneration Committee.

PART FOUR

Governance Practice

Changes in Information of Directors, Supervisors, Senior Management and Company Secretary

Supervisors

On March 19, 2019, Mr. Zhang Guofu ceased to act as an employee representative Supervisor, and Ms. Li Chengjun was elected as an employee representative Supervisor at the fourth meeting of the first session of the employee representative congress of the Company with the term of office commencing on March 19, 2019 and until the expiration of the term of office of the third session of the Board of Supervisors. For details, please refer to the relevant announcement of the Company dated March 19, 2019.

On August 26, 2019, the Board of Supervisors resolved to propose to appoint Mr. Qi Chunyu as the shareholder representative Supervisor for a term commencing from the date of approval at the shareholders' general meeting of the Company until the expiration of the term of the third session of the Board of Supervisors. Due to other job assignment, from the effective date of the above-mentioned appointment of Mr. Qi Chunyu as the shareholder representative Supervisor, Mr. Yao Shun will cease to serve as the shareholder representative Supervisor. For details, please refer to the relevant announcement of the Company dated August 26, 2019.

Senior Management and company secretary

On January 17, 2019, Mr. Gu Xin ceased to act as the secretary to the Board of the Company. On the same date, Mr. Wang Jianhui was appointed as the secretary to the Board of the Company. On January 29, 2019, Mr. Gu Xin ceased to act as the company secretary of the Company and the authorised representative of the Company for the purpose of Rule 3.05 of the Listing Rules. On the same date, Mr. Wang Jianhui was appointed as the company secretary of the Company and the authorised representative of the Company for the purpose of Rule 3.05 of the Listing Rules. For details, please refer to the relevant announcement of the Company dated January 29, 2019.

On June 10, 2019, Mr. Wang Zhang ceased to act as the vice president of the Company.

Save as disclosed above, as of the Latest Practicable Date, there was no other change in the Directors, Supervisors and Senior Management of the Company. Meanwhile, the Directors, Supervisors and Senior Management confirmed that there was no information to be disclosed in accordance with Rule 13.51B(1) of the Listing Rules.

Interim Dividend

The Board has not made any recommendation on the payment of an interim dividend for the six months ended June 30, 2019.

Audit Committee

The Company has established the Audit Committee with written terms of reference. The Audit Committee comprises Mr. Wong Lung Tak Patrick (Chairman), Mr. Yan Xiaolei and Mr. Liu Kaixiang, among which two are independent non-executive Directors. The Audit Committee has reviewed with the management the accounting standards and practices adopted by the Group and reviewed the unaudited interim financial statements for the six months ended June 30, 2019, the 2019 interim results and the 2019 interim report of the Group.

Purchase, Sale or Redemption of Listed Securities

The Group did not purchase, sell or redeem any of the Company's listed securities during the Reporting Period.

PART FOUR

Governance Practice

Interests and Short Positions of Directors, Supervisors and Chief Executive in Shares, Underlying Shares and Debentures

As of June 30, 2019, except for Mr. Yan Xiaolei, none of the Company's other Directors, Supervisors or chief executive had interests or short positions (including deemed interests and deemed short positions according to the relevant clauses of the Securities and Futures Ordinance, Chapter 571 of the Laws of Hong Kong (the "SFO") in any shares, underlying shares or debentures in the Company or any relevant entities (as defined under Part XV of the SFO) that were required to be notified to the Company and the Stock Exchange under Division 7 and Division 8 of Part XV of the SFO, nor any interests or short positions that were required to be recorded in the register under Section 352 of the SFO, nor any interests or short positions that were required to be notified to the Company and the Stock Exchange according to the Model Code for Securities Transactions.

The interests hold by Mr. Yan Xiaolei in the Company within the meaning of Part XV of the SFO are as follows:

| Name | Capacity | Number of H Shares Held | Nature of Interest | Approximate Percentage of the Issued H Shares (%) | Approximate Percentage of the Total Issued Shares (%) |
|-------------|------------------|-------------------------|--------------------|---|---|
| Yan Xiaolei | Beneficial owner | 5,000 | Long position | 0.0002 | 0.00006 |

Interests and Short Positions of Substantial Shareholders in Shares and Underlying Shares

As at June 30, 2019, to the best knowledge of the Directors, the following entities/persons (except for the Directors, Supervisors and chief executive of the Company) had interests or short positions in the shares or underlying shares which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 2 and 3 of Part XV of SFO, or recorded in the register required to be kept under section 336 of the SFO, or who were directly and/or indirectly deemed to be interested in 5% or more of the nominal value of any class of share capital carrying rights to vote in all circumstances at the general meeting of the Company:

| Name of Shareholder | Class of Shares | Amount of Shares/Underlying Shares Held (Note 1) | Approximate Percentages to Relevant Class of Shares (%) (Note 2) | Approximate Percentages to the Total Issued Shares (%) |
|--|-----------------|--|--|--|
| BAIC Group | Domestic Shares | 3,416,659,704(L) | 62.18 | 42.63 |
| Beijing Shougang Co., Ltd. | Domestic Shares | 1,028,748,707(L) | 18.72 | 12.83 |
| Shenzhen Benyuan Jinghong Equity Investment Fund (Limited Partner) | Domestic Shares | 342,138,918(L) | 6.23 | 4.27 |
| Daimler AG | H Shares | 765,818,182(L) | 30.38 | 9.55 |
| Citigroup Inc. | H Shares | 256,530,357(L) | 10.17 | 3.20 |
| | | 252,500(S) | 0.01 | 0.003 |
| | | 254,217,599(P) | 10.08 | 3.17 |
| GIC Private Limited | H Shares | 176,273,500(L) | 6.99 | 2.20 |
| JP Morgan Chase & Co. | H Shares | 129,632,151(L) | 5.14 | 1.62 |
| | | 27,807,002(S) | 1.10 | 0.35 |
| | | 79,920,394(P) | 3.17 | 1.00 |
| BlackRock, Inc. | H Shares | 126,622,405(L) | 5.02 | 1.58 |
| | | 342,000(S) | 0.01 | 0.004 |

Notes:

- (L) – Long position, (S) – Short position, (P) – Lending pool.
- The percentage is calculated by the amount of shares held by relevant person/the amount of relevant class of shares issued by the Company as at June 30, 2019.

PART FOUR

Governance Practice

Material Litigation and Arbitration

As at June 30, 2019, the Company had no material litigation or arbitration. The Directors were also not aware of any material litigations or claims which were pending or had significant adverse effect on the Company.

Matters after the Reporting Period

Since the end of the Reporting Period, there has been no event that materially affected the Group.

II. Directors, Supervisors and Senior Management

As of the Latest Practicable Date, the Directors, Supervisors and Senior Management of the Company are:

Directors

| Name | Title |
|---------------------------|-------------------------------------|
| Mr. Xu Heyi | Chairman and Non-executive Director |
| Ms. Shang Yuanxian | Non-executive Director |
| Mr. Yan Xiaolei | Non-executive Director |
| Mr. Chen Hongliang | Executive Director and President |
| Mr. Xie Wei | Non-executive Director |
| Mr. Qiu Yinfu | Non-executive Director |
| Mr. Hubertus Troska | Non-executive Director |
| Mr. Harald Emil Wilhelm | Non-executive Director |
| Mr. Jin Wei | Non-executive Director |
| Mr. Lei Hai | Non-executive Director |
| Mr. Ge Songlin | Independent Non-executive Director |
| Mr. Wong Lung Tak Patrick | Independent Non-executive Director |
| Mr. Bao Xiaochen Robert | Independent Non-executive Director |
| Mr. Zhao Fuquan | Independent Non-executive Director |
| Mr. Liu Kaixiang | Independent Non-executive Director |

PART FOUR

Governance Practice

Supervisors

| Name | Title |
|---------------------|--------------------------------------|
| Mr. Gu Zhangfei | Chairman of the Board of Supervisors |
| Mr. Wang Min | Supervisor |
| Mr. Yao Shun | Supervisor |
| Mr. Meng Meng | Supervisor |
| Ms. Wang Bin | Employee Representative Supervisor |
| Ms. Li Chengjun | Employee Representative Supervisor |
| Mr. Li Shuangshuang | Employee Representative Supervisor |
| Mr. Pang Minjing | Independent Supervisor |
| Mr. Zhan Zhaohui | Independent Supervisor |

Senior Management and Company Secretary

| Name | Title |
|--------------------|--|
| Mr. Chen Hongliang | President |
| Mr. Liu Yu | Vice president |
| Mr. Chen Wei | Vice president |
| Mr. Li Deren | Vice president |
| Mr. Huang Wenbing | Vice president |
| Mr. Yang Xueguang | Vice president |
| Mr. Wu Zhoutao | Vice president |
| Mr. Wang Jianhui | Secretary to the Board and Company Secretary |

PART FIVE

Management Discussion and Analysis

Revenue and Net Profit Attributable to Equity Holders of the Company

The Group's main business operations are the research and development, manufacturing, sales and after-sale services of passenger vehicles. The above business has brought sustained and stable revenue to the Group. The Group's revenue increased from RMB76,902.2 million for the six months ended June 30, 2018 (the "first half of 2018") to RMB87,764.0 million for the first half of 2019, representing a year-on-year increase of 14.1%, mainly due to the increase in the revenue of Beijing Benz and Beijing Brand.

The revenue associated with Beijing Benz increased from RMB70,218.7 million in the first half of 2018 to RMB77,807.4 million in the first half of 2019, representing a year-on-year increase of 10.8%, mainly due to (i) a year-on-year increase of 11.9% in Beijing Benz sales volume; and (ii) the increase in the proportion of the sales volume of models with relatively lower selling prices partially offsetting the rise in sales volume.

The revenue associated with Beijing Brand increased from RMB6,683.5 million in the first half of 2018 to RMB9,956.6 million in the first half of 2019, representing a year-on-year increase of 49.0%, mainly contributed by (i) a year-on-year increase of 12.2% in the sales volume of Beijing Brand; (ii) the increase in the proportion of the sales volume of models with relatively higher selling prices, leading to the increase in the revenue exceeding the increase in sales volume; and (iii) the decline in new energy subsidies partially offsetting the revenue growth.

The Group's net profit attributable to equity holders of the Company decreased from RMB2,820.3 million in the first half of 2018 to RMB2,090.2 million in the first half of 2019, representing a year-on-year decrease of 25.9%; the basic earnings per share decreased from RMB0.36 in the first half of 2018 to RMB0.25 in the first half of 2019, representing a year-on-year decrease of 30.6%, mainly due to the decline in profits of invested enterprises arising out of intensified competition in the domestic passenger vehicle industry and the overall market downturn, etc.

Gross Profit

The Group's gross profit increased to RMB20,608.7 million in the first half of 2019 from RMB20,436.8 million in the first half of 2018, representing a year-on-year increase of 0.8%, mainly due to the increase in the gross profit of Beijing Benz and Beijing Brand.

The gross profit of Beijing Benz increased from RMB21,987.9 million in the first half of 2018 to RMB22,023.6 million in the first half of 2019, representing a year-on-year increase of 0.2%; the gross profit margin decreased from 31.3% in the first half of 2018 to 28.3% in the first half of 2019, mainly due to the increase in transportation expenses and the change of the product structure.

The gross profit of Beijing Brand increased from RMB-1,551.0 million in the first half of 2018 to RMB-1,414.9 million in the first half of 2019, and the gross profit margin increased from -23.2% in the first half of 2018 to -14.2% in the first half of 2019, mainly due to (i) a year-on-year increase of 12.2% in the sales volume of Beijing Brand; (ii) the increase in the proportion of the sales volume of vehicle models with a relatively higher gross profit; and (iii) the decline in new energy subsidies partially offsetting the gross profit increase.

Working Capital and Financial Resources

The Group usually satisfied its daily working capital requirements through self-owned cash and borrowings. The Group's net cash generated from operating activities decreased from RMB11,212.4 million in the first half of 2018 to RMB10,720.0 million in the first half of 2019, representing a year-on-year decrease of 4.4%, mainly due to an increase in cash paid for purchasing goods.

As at the end of June 2019, the Group had cash and cash equivalents of RMB46,815.2 million, notes receivable of RMB2,914.6 million, notes payable of RMB7,847.7 million, outstanding borrowings of RMB27,830.1 million, unused bank credit lines of RMB24,928.5 million and commitments for capital expenditure of RMB12,645.8 million. The above outstanding borrowings included RMB1,973.2 million equivalents of Euro loans and RMB103.9 million equivalents of USD loans as at the end of June 2019.

PART FIVE

Management Discussion and Analysis

Capital Structure

The Group maintained a reasonable combination of equity and liability to ensure an effective capital structure.

The Group's asset-liability ratio (total liabilities/total assets) increased from 59.8% on December 31, 2018 (the "end of 2018") to 65.3% at the end of June 2019, representing an increase of 5.5 percentage points, mainly due to the increase in dividends payable resulting from the distribution of profits by the Company and Beijing Benz in the first half of 2019.

The Group's net gearing ratio ((total borrowings less cash and cash equivalents)/(total equity plus the total borrowings less cash and cash equivalents)) decreased from -20.0% at the end of 2018 to -40.3% at the end of June 2019, representing a year-on-year decrease of 20.3 percentage points, mainly attributable to (i) an increase in the total borrowings; and (ii) the increase in the total borrowings less than the increase in cash and cash equivalents.

On January 29, 2019, the Company issued 2019 first tranche of ultra short-term commercial paper in an amount of RMB1,500.0 million with the term of 270 days and the annual coupon rate of 3.25%, and all proceeds were used for repaying bank borrowings.

On April 26, 2019, the Company issued 2019 second tranche of ultra short-term commercial paper in an amount of RMB2,000.0 million with the term of 180 days and the annual coupon rate of 3.20%, and all proceeds were used for replenishing the working capital.

On May 10, 2019, the Company issued 2019 third tranche of ultra short-term commercial paper in an amount of RMB2,000.0 million with the term of 270 days and the annual coupon rate of 3.30%, and all proceeds were used for repaying 18 BAIC Motor SCP002 (18京汽股SCP002).

As at the end of June 2019, the total outstanding borrowings was RMB27,830.1 million, including short term borrowings of RMB16,532.0 million in aggregate and long-term borrowings of RMB11,298.1 million in aggregate. The Group will repay the aforesaid borrowings in a timely manner at maturity.

As at the end of June 2019, none of the Group's debt covenants in effect includes any agreement on the obligations to be performed by controlling shareholders. In the meantime, the Group has also strictly followed all the terms and conditions in its debt covenants, and no default has taken place.

Significant Investments

Total capital expenditures of the Group decreased to RMB2,398.0 million in the first half of 2019 from RMB2,622.5 million in the first half of 2018, representing a year-on-year decrease of 8.6%. Among which, capital expenditures of Beijing Benz slightly decreased to RMB2,052.2 million in the first half of 2019 from RMB2,149.2 million in the first half of 2018, and capital expenditures of Beijing Brand decreased to RMB345.8 million in the first half of 2019 from RMB473.3 million in the first half of 2018, mainly due to the fact that the investment in capacity is drawing to an end.

Total research and development expenses of the Group increased to RMB1,211.3 million in the first half of 2019 from RMB1,109.2 million in the first half of 2018, representing a year-on-year increase of 9.2%, the majority of which were incurred by the Group for its product research and development activities. Based on the accounting standards and the Group's accounting policy, the amounts of the aforesaid total research and development expenses which complied with capitalization conditions had been capitalized accordingly.

Beijing Hyundai Hyundai The 4th Generation SANTAFE



PART FIVE

Management Discussion and Analysis

Material Acquisitions and Disposals

On March 26, 2019, the Company, Daimler AG and its wholly-own subsidiary, Daimler Greater China, entered into amendment agreements of joint venture contract, agreeing to make additional capital contributions of USD892.8 million in aggregate to Beijing Benz, in proportion to their respective shareholdings in Beijing Benz, a non-wholly-owned subsidiary of the Company. Upon completion of the capital increase, the Company will continue to hold 51.0% equity interest in Beijing Benz, while Beijing Benz will remain a non-wholly-owned subsidiary of the Company.

On March 28, 2019, the Company and Daimler Greater China entered into a capital increase agreement, agreeing to make additional capital contributions of RMB700.0 million in aggregate to MBLC, in proportion to their respective shareholdings in MBLC. Upon completion of the capital increase, the Company will continue to hold 35.0% equity interest in MBLC.

On April 12, 2019, BAIC HK, a wholly-owned subsidiary of the Company, Investment Universe, IDC and BAIC SA entered into a subscription agreement, pursuant to which, BAIC HK, Investment Universe and IDC agreed to make additional capital contributions of USD75.4 million in aggregate to BAIC SA in proportion to their respective original shareholdings, by way of subscription of new shares of BAIC SA. Upon completion of the capital increase, BAIC HK will continue to hold 20.0% equity interest in BAIC SA.

For details of the aforesaid cooperation matters, please refer to relevant announcements of the Company dated March 26, 2019, March 28, 2019 and April 12, 2019 respectively.

Foreign Exchange Gains or Losses⁵

The Group's foreign exchange losses (mainly from the businesses of Beijing Benz) increased from RMB86.4 million in the first half of 2018 to RMB257.9 million in the first half of 2019, mainly due to (i) the effective control on the foreign exchange rate risks due to the judgment in foreign exchange forward contracts; and (ii) the increase in exchange losses from Euro-denominated payments as a result of the fall in the exchange rate of RMB against Euro.

The Group used foreign currencies (primarily Euro) to pay for part of its imported parts and components, and the Group also had borrowings denominated in foreign currencies. Foreign exchange fluctuations may affect the Group's operating results.

The Group has a well-developed foreign exchange management strategy that continuously and orderly controls foreign exchange rate risks of foreign exchange exposure. At present, the Group mainly uses foreign exchange forward contracts as our hedging tool.

Employee and Remuneration Policies

The Group's staffs increased from 20,431 at the end of 2018 to 21,289 at the end of June 2019. The staff costs incurred by the Group increased from RMB2,779.1 million in the first half of 2018 to RMB2,935.9 million in the first half of 2019, representing a year-on-year increase of 5.6%, mainly due to (i) an increase in the number of employees as a result of production volume growth; and (ii) the increase in the average staff cost resulting from, among others, the longer labor hours and the increase in the annual average wage in the society.

Through integrating human resources strategy on the basis of job classification, the Group has established a performance and competence based remuneration system, and will link the annual business objectives with the performance appraisal of staff through a performance evaluation system, providing effective ensurance in the recruiting, retaining and motivating talents, as well as the pursuit of the Group's human resources strategy.

In addition, the Group has established an enterprise annuity system to provide the qualified and voluntary employees with the supplementary pension system with certain guarantee on retirement income.

Pledge of Assets

As at the end of June 2019, the Group had pledged notes receivable of RMB1,921.7 million.

Contingent Liabilities

As at the end of June 2019, the Group had no material contingent liabilities.

⁵ Foreign exchange losses include foreign exchange forward contracts at fair value through profit or loss

PART SIX

Report on Review of Unaudited Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019



羅兵咸永道

**REPORT ON REVIEW OF INTERIM FINANCIAL INFORMATION
TO THE BOARD OF DIRECTORS OF BAIC MOTOR CORPORATION LIMITED**
(incorporated in the People's Republic of China with limited liability)

Introduction

We have reviewed the interim financial information set out on pages 22 to 49, which comprises the interim condensed consolidated balance sheet of BAIC Motor Corporation Limited (the “Company”) and its subsidiaries (together, the “Group”) as at June 30, 2019 and the interim condensed consolidated statement of comprehensive income, the interim condensed consolidated statement of changes in equity and the interim condensed consolidated statement of cash flows for the six-month period then ended, and a summary of significant accounting policies and other explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and International Accounting Standard 34 “Interim Financial Reporting”. The directors of the Company are responsible for the preparation and presentation of this interim financial information in accordance with International Accounting Standard 34 “Interim Financial Reporting”. Our responsibility is to express a conclusion on this interim financial information based on our review and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, “Review of Interim Financial Information Performed by the Independent Auditor of the Entity”. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information of the Group is not prepared, in all material respects, in accordance with International Accounting Standard 34 “Interim Financial Reporting”.

PricewaterhouseCoopers
Certified Public Accountants

Hong Kong, August 26, 2019

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PART SEVEN

Interim Condensed Consolidated Balance Sheet

As at June 30, 2019

| | Note | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|---|------|---|---|
| ASSETS | | | |
| Non-current assets | | | |
| Property, plant and equipment | 6 | 43,101,385 | 43,217,822 |
| Land use rights | 6 | 7,289,878 | 7,378,380 |
| Intangible assets | 6 | 13,161,960 | 13,123,352 |
| Investments accounted for using equity method | | 15,746,981 | 16,185,648 |
| Financial assets at fair value through other comprehensive income | | 1,808,259 | 1,742,729 |
| Deferred income tax assets | | 8,243,077 | 7,925,601 |
| Other long-term assets | | 699,824 | 701,180 |
| | | 90,051,364 | 90,274,712 |
| Current assets | | | |
| Inventories | | 19,906,830 | 18,962,575 |
| Accounts receivable | 7 | 26,709,009 | 21,988,198 |
| Advances to suppliers | | 631,955 | 465,988 |
| Other receivables and prepayments | | 5,762,190 | 4,132,578 |
| Restricted cash | | 558,444 | 820,174 |
| Cash and cash equivalents | | 46,815,207 | 35,389,883 |
| | | 100,383,635 | 81,759,396 |
| Total assets | | 190,434,999 | 172,034,108 |

PART SEVEN

Interim Condensed Consolidated Balance Sheet

As at June 30, 2019

| | Note | June 30, 2019 (Unaudited) RMB'000 | December 31, 2018 (Audited) RMB'000 |
|---|--------|--|--|
| EQUITY | | | |
| Capital and reserves attributable to equity holders of the Company | | | |
| Share capital | 8 | 8,015,338 | 8,015,338 |
| Perpetual bond | 9 | 1,998,160 | 1,998,160 |
| Other reserves | | 21,090,719 | 21,041,578 |
| Retained earnings | | 17,815,646 | 17,360,387 |
| | | 48,919,863 | 48,415,463 |
| Non-controlling interests | | 17,124,234 | 20,822,318 |
| Total equity | | 66,044,097 | 69,237,781 |
| LIABILITIES | | | |
| Non-current liabilities | | | |
| Borrowings | 10 | 11,298,113 | 14,907,282 |
| Lease liabilities | 2.2(a) | 8,837 | – |
| Deferred income tax liabilities | | 745,682 | 758,006 |
| Provisions | | 2,733,140 | 2,620,030 |
| Deferred income | | 4,139,523 | 4,084,833 |
| | | 18,925,295 | 22,370,151 |
| Current liabilities | | | |
| Accounts payable | 11 | 47,629,366 | 38,632,933 |
| Contract liabilities | | 241,660 | 234,226 |
| Other payables and accruals | | 37,275,533 | 28,789,066 |
| Current income tax liabilities | | 1,576,482 | 1,992,153 |
| Borrowings | 10 | 16,531,950 | 8,955,960 |
| Lease liabilities | 2.2(a) | 8,379 | – |
| Provisions | | 2,202,237 | 1,821,838 |
| | | 105,465,607 | 80,426,176 |
| Total liabilities | | 124,390,902 | 102,796,327 |
| Total equity and liabilities | | 190,434,999 | 172,034,108 |

PART EIGHT

Interim Condensed Consolidated Statement of Comprehensive Income

For the six months ended June 30, 2019

| | Note | For the six months ended June 30, | |
|---|------|-----------------------------------|---------------------------------|
| | | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| Revenue | 5 | 87,764,002 | 76,902,166 |
| Cost of sales | | (67,155,361) | (56,465,344) |
| Gross profit | | 20,608,641 | 20,436,822 |
| Selling and distribution expenses | | (6,215,198) | (6,334,166) |
| General and administrative expenses | | (3,141,878) | (2,766,438) |
| Other (losses)/gains, net | | (105,576) | 50,817 |
| Operating profit | 12 | 11,145,989 | 11,387,035 |
| Finance income | | 409,950 | 330,533 |
| Finance costs | | (456,907) | (567,867) |
| Finance costs, net | | (46,957) | (237,334) |
| Share of (loss)/profit of investments accounted for using equity method | | (364,877) | 582,266 |
| Profit before income tax | | 10,734,155 | 11,731,967 |
| Income tax expense | 13 | (3,505,051) | (3,686,376) |
| Profit for the period | | 7,229,104 | 8,045,591 |
| Profit attributable to: | | | |
| Equity holders of the Company | | 2,090,173 | 2,820,268 |
| Non-controlling interests | | 5,138,931 | 5,225,323 |
| | | 7,229,104 | 8,045,591 |
| Earnings per share for profit attributable to ordinary shareholders of the Company for the period (expressed in RMB) | | | |
| Basic and diluted | 14 | 0.25 | 0.36 |

PART EIGHT

Interim Condensed Consolidated Statement of Comprehensive Income

For the six months ended June 30, 2019

| | For the six months ended June 30, | |
|---|-----------------------------------|---------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| Profit for the period | 7,229,104 | 8,045,591 |
| Other Comprehensive Income | | |
| <i>Items that may be reclassified to profit or loss</i> | | |
| (Losses)/gains on cash flow hedges, net of tax | (34,737) | 14,818 |
| Share of other comprehensive income of investments accounted for using the equity method | 1,346 | – |
| Currency translation differences | (13) | 238 |
| <i>Items that will not be reclassified to profit or loss</i> | | |
| Changes in fair value of financial assets at fair value through other comprehensive income and related income tax | 65,530 | (63,368) |
| Other comprehensive income/(loss) for the period | 32,126 | (48,312) |
| Total comprehensive income for the period | 7,261,230 | 7,997,279 |
| Attributable to: | | |
| Equity holders of the Company | 2,139,314 | 2,765,091 |
| Non-controlling interests | 5,121,916 | 5,232,188 |
| | 7,261,230 | 7,997,279 |

PART NINE

Interim Condensed Consolidated Statement of Changes in Equity

For the six months ended June 30, 2019

| | Unaudited | | | | | | | |
|---|---|----------------|----------------|-------------------|-------------|-------------|---------------------------|-------|
| | Attributable to equity holders of the Company | | | | | | Non-controlling interests | Total |
| | Share capital | Perpetual bond | Other reserves | Retained earnings | Sub-total | | | |
| RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | |
| For the six months ended June 30, 2019 | | | | | | | | |
| Balance at January 1, 2019 | 8,015,338 | 1,998,160 | 21,041,578 | 17,360,387 | 48,415,463 | 20,822,318 | 69,237,781 | |
| Profit for the period | - | 112,000 | - | 1,978,173 | 2,090,173 | 5,138,931 | 7,229,104 | |
| Other comprehensive income/(loss) | - | - | 49,141 | - | 49,141 | (17,015) | 32,126 | |
| Total comprehensive income for the period | - | 112,000 | 49,141 | 1,978,173 | 2,139,314 | 5,121,916 | 7,261,230 | |
| Transactions with owners | | | | | | | | |
| Interest of perpetual bond | - | (112,000) | - | - | (112,000) | - | (112,000) | |
| 2018 final dividends | - | - | - | (1,522,914) | (1,522,914) | - | (1,522,914) | |
| Dividends to non-controlling interest holders of a subsidiary | - | - | - | - | - | (8,820,000) | (8,820,000) | |
| | - | (112,000) | - | (1,522,914) | (1,634,914) | (8,820,000) | (10,454,914) | |
| Balance at June 30, 2019 | 8,015,338 | 1,998,160 | 21,090,719 | 17,815,646 | 48,919,863 | 17,124,234 | 66,044,097 | |

PART NINE

Interim Condensed Consolidated Statement of Changes in Equity

For the six months ended June 30, 2019

| | Unaudited | | | | | | | |
|---|---|----------------|----------------|-------------------|------------|-------------|---------------------------|-------|
| | Attributable to equity holders of the Company | | | | | | Non-controlling interests | Total |
| | Share capital | Perpetual bond | Other reserves | Retained earnings | Sub-total | | | |
| RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | RMB' 000 | | |
| For the six months ended June 30, 2018 | | | | | | | | |
| Balance at January 1, 2018 | 7,595,338 | – | 18,982,383 | 14,176,039 | 40,753,760 | 18,804,890 | 59,558,650 | |
| Profit for the period | – | 30,685 | – | 2,789,583 | 2,820,268 | 5,225,323 | 8,045,591 | |
| Other comprehensive (loss)/income | – | – | (55,177) | – | (55,177) | 6,865 | (48,312) | |
| Total comprehensive income for the period | – | 30,685 | (55,177) | 2,789,583 | 2,765,091 | 5,232,188 | 7,997,279 | |
| Transactions with owners | | | | | | | | |
| Issue of new shares | 420,000 | – | 2,232,153 | – | 2,652,153 | – | 2,652,153 | |
| Issue of perpetual bond | – | 1,998,081 | – | – | 1,998,081 | – | 1,998,081 | |
| Interest of perpetual bond | – | (30,685) | – | – | (30,685) | – | (30,685) | |
| 2017 final dividends | – | – | – | (801,533) | (801,533) | – | (801,533) | |
| Dividends to non-controlling interest holders of a subsidiary | – | – | – | – | – | (7,840,000) | (7,840,000) | |
| Others | – | – | (13,069) | – | (13,069) | – | (13,069) | |
| | 420,000 | 1,967,396 | 2,219,084 | (801,533) | 3,804,947 | (7,840,000) | (4,035,053) | |
| Balance at June 30, 2018 | 8,015,338 | 1,998,081 | 21,146,290 | 16,164,089 | 47,323,798 | 16,197,078 | 63,520,876 | |

PART TEN

Interim Condensed Consolidated Statement of Cash Flows

For the six months ended June 30, 2019

| | For the six months ended June 30, | |
|--|-----------------------------------|---------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| Cash flows from operating activities | | |
| Cash generated from operations | 14,904,759 | 17,263,440 |
| Interest paid | (355,758) | (593,340) |
| Interest received | 409,950 | 330,533 |
| Income tax paid | (4,238,943) | (5,788,283) |
| Net cash generated from operating activities | 10,720,008 | 11,212,350 |
| Cash flows from investing activities | | |
| Purchase of property, plant and equipment | (2,462,107) | (3,063,825) |
| Addition of intangible assets | (1,038,559) | (981,145) |
| Addition of investments accounted for using equity method | (346,494) | (327,218) |
| Receipt of government grants for capital expenditures | 159,284 | 4,413 |
| Proceeds from disposals of property, plant and equipment and intangible assets | 60,649 | 34,630 |
| Dividends received from investments accounted for using equity method | 217,257 | 2,088 |
| Decrease/(increase) of restricted cash | 261,730 | (1,275,227) |
| Net cash used in investing activities | (3,148,240) | (5,606,284) |
| Cash flows from financing activities | | |
| Issue of new shares | – | 2,652,153 |
| Issue of perpetual bond | – | 1,998,081 |
| Proceeds from borrowings | 11,625,096 | 17,271,322 |
| Repayments of borrowings | (7,661,640) | (16,859,533) |
| Principal elements of lease payments | (3,565) | – |
| Dividends paid to perpetual bondholders | (112,000) | – |
| Dividends paid to non-controlling interest holders of a subsidiary | – | (2,953,127) |
| Net cash generated from financing activities | 3,847,891 | 2,108,896 |
| Net increase in cash and cash equivalents | 11,419,659 | 7,714,962 |
| Cash and cash equivalents at January 1 | 35,389,883 | 36,824,906 |
| Exchange gains on cash and cash equivalents | 5,665 | 13,172 |
| Cash and cash equivalents at June 30 | 46,815,207 | 44,553,040 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

1 General Information

BAIC Motor Corporation Limited (the “Company”), together with its subsidiaries (collectively referred to as the “Group”), are principally engaged in the manufacturing and sales of passenger vehicles, engines and auto parts in the People’s Republic of China (the “PRC”).

The address of the Company’s registered office is A5-061, Unit 101, 5th Floor, Building No.1, Courtyard No.99, Shuanghe Street, Shunyi District, Beijing, the PRC.

The Company was incorporated in the PRC on September 20, 2010 as a joint stock company with limited liability under Company Law of the PRC. The immediate parent company of the Company is Beijing Automotive Group Co., Ltd. (“BAIC Group”), which is beneficially owned by the State-owned Assets Supervision and Administration Commission of People’s Government of Beijing Municipality (“SASAC Beijing”). The Company’s shares have been listed on the Main Board of the Stock Exchange of Hong Kong Limited since December 19, 2014 (the “Listing”).

This Interim Condensed Consolidated Financial Information (“Condensed Financial Information”) is presented in thousands of Renminbi Yuan (“RMB’000”), unless otherwise stated, and is approved for issue by the Board of Directors on August 26, 2019.

This Condensed Financial Information has not been audited.

2 Basis of preparation and accounting policies

2.1 Basis of preparation

This Condensed Financial Information has been prepared in accordance with International Accounting Standard (“IAS”) 34, “Interim Financial Reporting”. The Condensed Financial Information should be read in conjunction with the annual financial statements for the year ended December 31, 2018, which have been prepared in accordance with International Financial Reporting Standards (“IFRS”).

As at June 30, 2019, the current liabilities of the Group exceeded its current assets by approximately RMB5,082 million. Given the debt obligations and working capital requirements, management has thoroughly considered the Group’s available sources of the funds as follows:

- the Group’s continuous net cash generated from operating and financing activities; and
- undrawn short-term and long-term banking facilities of approximately RMB16,848 million and RMB8,080 million respectively as at June 30, 2019.

Based on the above considerations, the directors of the Company are of the opinion that the Group has sufficient available financial resources to meet or refinance its working capital requirements as and when they fall due. As a result, this Condensed Financial Information has been prepared on a going concern basis.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

2 Basis of preparation and accounting policies (Continued)

2.2 Accounting policies

The accounting policies applied are consistent with those of the annual financial statements for the year ended December 31, 2018, as described in those annual financial statements except for the estimation of income tax using the tax rate that would be applicable to expected total annual earnings and the adoption of new and amended standards adopted by the Group.

(a) New and amended standards adopted by the Group

A number of new and amended standards became applicable for the current reporting period, and the Group had to change its accounting policies and make retrospective adjustments as a result of adopting IFRS 16 "Leases".

The impact of the adoption of the leasing standard and the new accounting policies that have been applied from January 1, 2019 are disclosed below. The other standards did not have any impact on the Group's accounting policies and did not require retrospective adjustments.

The Group has adopted IFRS 16 retrospectively from January 1, 2019, but has not restated comparatives for the 2018 reporting period, as permitted under the specific transitional provisions in the standard. The reclassifications and the adjustments arising from the new leasing rules are therefore recognized in the opening balance sheet on January 1, 2019.

(i) Adjustments recognized on adoption of IFRS 16

On adoption of IFRS 16, the Group recognized lease liabilities in relation to leases which had previously been classified as 'operating leases' under the principles of IAS 17 "Leases". These lease liabilities were measured at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate as of January 1, 2019. The weighted average lessee's incremental borrowing rate applied to the lease liabilities on January 1, 2019 was 3.93%.

| | RMB'000 |
|---|----------------|
| Operating lease commitments disclosed as at December 31, 2018 | 129,893 |
| (Less): short-term leases recognized on a straight-line basis as expense | (116,148) |
| | 13,745 |
| (Less): Interest discount calculated using the lessee's incremental borrowing rate at the date of initial application | (601) |
| Lease liabilities recognized as at January 1, 2019 | 13,144 |
| Of which are: | |
| Current lease liabilities | 5,935 |
| Non-current lease liabilities | 7,209 |
| | 13,144 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

2 Basis of preparation and accounting policies (Continued)

2.2 Accounting policies (Continued)

(a) New and amended standards adopted by the Group (Continued)

(i) Adjustments recognized on adoption of IFRS 16 (Continued)

Right-of-use assets were measured at the amount equal to the lease liabilities, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognized in the balance sheet as at December 31, 2018. There were no onerous lease contracts that would have required an adjustment to the right-of-use assets at the date of initial application.

The recognized right-of-use assets relate to the following types of assets which are included in property, plant and equipment (Note 6):

| | June 30, 2019 RMB' 000 | January 1, 2019 RMB' 000 |
|----------------------------------|---------------------------|-----------------------------|
| Buildings | 15,391 | 10,627 |
| Machinery | 662 | 788 |
| Vehicles | 1,187 | 1,729 |
| Total right-of-use assets | 17,240 | 13,144 |

The change in accounting policy affected the following items in the balance sheet on January 1, 2019:

- property, plant and equipment – increase by RMB13,144,000
- lease liabilities – increase by RMB13,144,000

There was no impact on retained earnings on January 1, 2019.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

2 Basis of preparation and accounting policies (Continued)

2.2 Accounting policies (Continued)

(a) New and amended standards adopted by the Group (Continued)

(i) Adjustments recognized on adoption of IFRS 16 (Continued)

Impact on segment disclosures and earnings per share

Segment assets and segment liabilities at June 30, 2019 and segment gross loss for the six months then ended all increased as a result of the change in accounting policy. Lease liabilities are now included in segment liabilities. The following segment was affected by the change in policy with effects shown:

| | Segment gross loss RMB' 000 | Segment assets RMB' 000 | Segment liabilities RMB' 000 |
|------------------------------------|-----------------------------------|-------------------------------|------------------------------------|
| Passenger vehicles – Beijing Brand | (167) | 17,240 | 17,216 |

Earnings per share decreased by RMB0.00002 per share for the six months ended June 30, 2019 as a result of the adoption of IFRS 16.

Practical expedients applied

In applying IFRS 16 for the first time, the Group has used the following practical expedients permitted by the standard:

- the use of a single discount rate to a portfolio of leases with reasonably similar characteristics, and
- the accounting for operating leases with a remaining lease term of less than 12 months as at January 1, 2019 as short-term leases.

The Group has also elected not to reassess whether a contract is, or contains a lease at the date of initial application. Instead, for contracts entered into before the transition date the Group relied on its assessment made applying IAS 17 and IFRIC 4 “Determining whether an Arrangement contains a Lease”.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

2 Basis of preparation and accounting policies (Continued)

2.2 Accounting policies (Continued)

(a) New and amended standards adopted by the Group (Continued)

(ii) The Group's leasing activities and how these are accounted for

The Group leases various buildings, machinery and vehicles. Rental contracts are typically made for fixed periods of 3 months to 10 years. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants, but leased assets may not be used as security for borrowing purposes.

Until the 2018 financial year, leases of property, plant and equipment were all classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) were charged to profit or loss on a straight-line basis over the period of the lease.

From January 1, 2019, leases are recognized as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Group. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The right-of-use asset is depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable,
- variable lease payment that are based on an index or a rate,
- amounts expected to be payable by the lessee under residual value guarantees,
- the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, and
- payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that termination option.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

2 Basis of preparation and accounting policies (Continued)

2.2 Accounting policies (Continued)

(a) New and amended standards adopted by the Group (Continued)

(ii) The Group's leasing activities and how these are accounted for (Continued)

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability,
- any lease payments made at or before the commencement date less any lease incentives received,
- any initial direct costs, and
- restoration costs.

Payments associated with short-term leases are recognized on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less.

3 Estimates

The preparation of the Condensed Financial Information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing the Condensed Financial Information, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended December 31, 2018.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

4 Financial risk management

4.1 Financial risk factors

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk and interest rate risk), credit risk and liquidity risk.

The Condensed Financial Information does not include all financial risk management information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as at December 31, 2018.

There have been no changes in the risk management policies since year end.

4.2 Liquidity risk

The tables below analyze the Group's financial liabilities into relevant maturity groupings based on the remaining period at the balance sheet date to the contractual maturity date. The amounts disclosed are the contractual undiscounted cash flows.

| | Less than 1 year RMB' 000 | 1-2 years RMB' 000 | 2-5 years RMB' 000 | Over 5 years RMB' 000 |
|---------------------------------------|---------------------------------|-----------------------|-----------------------|--------------------------|
| At June 30, 2019 (unaudited) | | | | |
| Borrowings | 17,239,763 | 3,570,108 | 6,356,816 | 2,299,206 |
| Lease liabilities | 8,893 | 6,867 | 2,188 | - |
| Accounts payable | 47,629,366 | - | - | - |
| Other payables | 35,929,158 | - | - | - |
| At December 31, 2018 (audited) | | | | |
| Borrowings | 9,752,038 | 6,895,659 | 7,830,877 | 2,678,862 |
| Accounts payable | 38,632,933 | - | - | - |
| Other payables | 23,723,651 | - | - | - |

4.3 Fair value estimation

The table below analyzed financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

4 Financial risk management (Continued)

4.3 Fair value estimation (Continued)

The following table presents the Group's financial assets and financial liabilities that are measured at fair value at June 30, 2019 and December 31, 2018.

| | Level 1 RMB' 000 | Level 2 RMB' 000 | Level 3 RMB' 000 | Total RMB' 000 |
|---|---------------------|---------------------|---------------------|-------------------|
| Assets | | | | |
| Financial assets at fair value through other comprehensive income ("FVOCI") | | | | |
| At June 30, 2019 (unaudited) | 1,804,259 | 4,000 | – | 1,808,259 |
| At December 31, 2018 (audited) | 1,738,729 | 4,000 | – | 1,742,729 |
| Liabilities | | | | |
| Derivative financial instruments | | | | |
| At June 30, 2019 (unaudited) | – | 174,705 | – | 174,705 |
| At December 31, 2018 (audited) | – | 180,391 | – | 180,391 |

5 Segment information

The Group's segment information is presented on the basis of internal reports that are regularly reviewed by the Group's Executive Committee, in order to allocate resources to the segments and assess their performance. For each of the Group's reportable segments, the Group's Executive Committee reviews internal management reports on monthly basis, at a minimum. Management has determined the reporting segments based on these reports.

The Group considers the business from a product perspective and has the following reportable segments:

- Passenger vehicles of Beijing Brand: manufacturing and sales of passenger vehicles of BAIC brands, and providing other businesses and related services.
- Passenger vehicles of Beijing Benz Automotive Co., Ltd. ("Beijing Benz"): manufacturing and sales of passenger vehicles and engines of Beijing Benz brand, and providing other related services.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

5 Segment information (Continued)

Management defines segment results based on gross profit/(loss). Information about reportable segments and reconciliations of reportable segment results are as follows:

| | Passenger vehicles – Beijing Brand (Unaudited) RMB' 000 | Passenger vehicles – Beijing Benz (Unaudited) RMB' 000 | Eliminations (Unaudited) RMB' 000 | Total (Unaudited) RMB' 000 |
|--|--|---|---|----------------------------------|
| For the six months ended June 30, 2019 | | | | |
| Total revenue | 10,016,695 | 77,807,423 | (60,116) | 87,764,002 |
| Inter-segment revenue | (60,116) | – | 60,116 | – |
| Revenue from external customers | 9,956,579 | 77,807,423 | – | 87,764,002 |
| Timing of revenue recognition | | | | |
| At a point in time | 9,894,074 | 77,076,752 | – | 86,970,826 |
| Over time | 62,505 | 730,671 | – | 793,176 |
| | 9,956,579 | 77,807,423 | – | 87,764,002 |
| Segment gross (loss)/profit | (1,414,913) | 22,023,554 | – | 20,608,641 |
| Other profit & loss disclosure: | | | | |
| Selling and distribution expenses | | | | (6,215,198) |
| General and administrative expenses | | | | (3,141,878) |
| Other losses, net | | | | (105,576) |
| Finance costs, net | | | | (46,957) |
| Share of loss of investments accounted for using equity method | | | | (364,877) |
| Profit before income tax | | | | 10,734,155 |
| Income tax expense | | | | (3,505,051) |
| Profit for the period | | | | 7,229,104 |
| Other Information: | | | | |
| Significant non-cash expenses | | | | |
| Depreciation and amortization | (1,522,868) | (1,880,167) | – | (3,403,035) |
| Provisions for impairments on assets | (189,986) | (213,324) | – | (403,310) |
| As at June 30, 2019 | | | | |
| Total assets | 96,842,611 | 115,499,347 | (21,906,959) | 190,434,999 |
| Including: | | | | |
| Investments accounted for using equity method | 15,746,981 | – | – | 15,746,981 |
| Total liabilities | (53,768,835) | (80,335,755) | 9,713,688 | (124,390,902) |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

5 Segment information (Continued)

| | Passenger vehicles – Beijing Brand (Unaudited) RMB' 000 | Passenger vehicles – Beijing Benz (Unaudited) RMB' 000 | Eliminations (Unaudited) RMB' 000 | Total (Unaudited) RMB' 000 |
|--|--|---|---|----------------------------------|
| For the six months ended June 30, 2018 | | | | |
| Total revenue | 6,740,765 | 70,218,660 | (57,259) | 76,902,166 |
| Inter-segment revenue | (57,259) | – | 57,259 | – |
| Revenue from external customers | 6,683,506 | 70,218,660 | – | 76,902,166 |
| Timing of revenue recognition | | | | |
| At a point in time | 6,588,528 | 69,608,399 | – | 76,196,927 |
| Over time | 94,978 | 610,261 | – | 705,239 |
| | 6,683,506 | 70,218,660 | – | 76,902,166 |
| Segment gross (loss)/profit | (1,551,030) | 21,987,852 | – | 20,436,822 |
| Other profit & loss disclosure: | | | | |
| Selling and distribution expenses | | | | (6,334,166) |
| General and administrative expenses | | | | (2,766,438) |
| Other gains, net | | | | 50,817 |
| Finance costs, net | | | | (237,334) |
| Share of profit of investments accounted for using equity method | | | | 582,266 |
| Profit before income tax | | | | 11,731,967 |
| Income tax expense | | | | (3,686,376) |
| Profit for the period | | | | 8,045,591 |
| Other Information: | | | | |
| Significant non-cash expenses | | | | |
| Depreciation and amortization | (1,573,400) | (1,659,377) | – | (3,232,777) |
| Provisions for impairments on assets | (196,118) | (102,030) | – | (298,148) |
| As at June 30, 2018 | | | | |
| Total assets | 94,379,096 | 102,008,840 | (21,460,045) | 174,927,891 |
| Including: | | | | |
| Investments accounted for using equity method | 15,597,617 | – | – | 15,597,617 |
| Total liabilities | (52,569,752) | (68,781,169) | 9,943,906 | (111,407,015) |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

5 Segment information (Continued)

There is no customer accounting for 10 percent or more of the Group's revenue for each of the six months ended June 30, 2019 and 2018.

The Group is domiciled in the PRC. The percentage of its revenue from external customers residing in the PRC is approximately 99.9% for the six months ended June 30, 2019 (six months ended June 30, 2018: 99.8 %).

As at June 30, 2019, the percentage of the Group's non-current assets, other than financial instruments and deferred income tax assets, located in the mainland of the PRC is approximately 98.6% (December 31, 2018: 98.4%).

6 Property, plant and equipment, land use rights and intangible assets

| | Property, plant and equipment RMB' 000 | Land use rights RMB' 000 | Intangible assets RMB' 000 |
|---|---|--------------------------------|----------------------------------|
| Six months ended June 30, 2019 | | | |
| Net book value | | | |
| Opening amount as at December 31, 2018 (audited) | 43,217,822 | 7,378,380 | 13,123,352 |
| Impact of adoption of IFRS 16 (Note 2.2(a)) | 13,144 | – | – |
| Opening amount as at January 1, 2019 (restated) | 43,230,966 | 7,378,380 | 13,123,352 |
| Additions | 2,397,569 | 411 | 1,018,066 |
| Disposals | (188,308) | – | (4,178) |
| Depreciation/amortization | (2,338,842) | (88,913) | (975,280) |
| Closing amount as at June 30, 2019 (unaudited) | 43,101,385 | 7,289,878 | 13,161,960 |
| Six months ended June 30, 2018 | | | |
| Net book value | | | |
| Opening amount as at January 1, 2018 (audited) | 42,370,945 | 7,462,383 | 13,738,986 |
| Additions | 2,535,834 | 56,346 | 1,012,956 |
| Disposals | (46,601) | – | – |
| Depreciation/amortization | (2,134,061) | (84,335) | (986,702) |
| Impairment | (49,805) | – | – |
| Closing amount as at June 30, 2018 (unaudited) | 42,676,312 | 7,434,394 | 13,765,240 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

6 Property, plant and equipment, land use rights and intangible assets (Continued)

Notes:

- (a) There was no property, plant and equipment, land use rights and intangible assets being pledged as collateral under borrowing agreements at June 30, 2019 and December 31, 2018.
- (b) The Group has capitalized borrowing costs amounting to RMB120,947,000 on qualifying assets of property, plant and equipment and intangible assets for the six months ended June 30, 2019 (six months ended June 30, 2018: RMB155,276,000). Borrowing costs were capitalized at the weighted average of its borrowing rate of 4.10% during the six months ended June 30, 2019 (six months ended June 30, 2018: 4.23%).
- (c) The right-of-use assets included in property, plant and equipment as of June 30, 2019 amounted to RMB17,240,000.

7 Accounts receivable

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|-------------------------------------|---|---|
| Trade receivables, gross (note (a)) | 24,126,006 | 17,791,971 |
| Less: provision for impairment | (331,593) | (125,591) |
| | 23,794,413 | 17,666,380 |
| Notes receivable | 2,914,596 | 4,321,818 |
| | 26,709,009 | 21,988,198 |

Notes:

- (a) The majority of the Group's sales are on credit. A credit period may be granted in respect of sales to customers with good credit history and long-established relationship with the Group. The ageing analysis of trade receivables based on invoice date is as follows:

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|-------------------|---|---|
| Current to 1 year | 19,527,267 | 12,798,972 |
| 1 to 2 years | 1,356,936 | 1,758,269 |
| 2 to 3 years | 2,964,568 | 3,160,637 |
| Over 3 years | 277,235 | 74,093 |
| | 24,126,006 | 17,791,971 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

7 Accounts receivable (Continued)

Notes: (Continued)

- (b) All accounts receivable are denominated in RMB and their carrying amounts approximate fair values.
- (c) The amounts of notes receivable pledged as collateral for notes payable issued by banks as at respective balance sheet dates are as follows:

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|--------------------------|---|---|
| Pledged notes receivable | 1,921,741 | 2,786,005 |

8 Share capital

| | Number of ordinary shares of RMB1 each (thousands) | RMB' 000 |
|------------------------------|---|-----------|
| At January 1, 2019 (audited) | 8,015,338 | 8,015,338 |
| At June 30, 2019 (unaudited) | 8,015,338 | 8,015,338 |
| At January 1, 2018 (audited) | 7,595,338 | 7,595,338 |
| Additions (note (a)) | 420,000 | 420,000 |
| At June 30, 2018 (unaudited) | 8,015,338 | 8,015,338 |

Note:

- (a) On May 3, 2018, the Company completed the placement of 420,000,000 H Shares with nominal value of RMB1.00 at a price of HK\$7.89 per share.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

9 Perpetual bond

On April 10, 2018, the Company issued perpetual bond with par value of RMB2 billion to qualified investors with direct issuance costs of RMB1,840,000 which are deducted from equity.

The perpetual bondholders are entitled to an interest of 5.6% per annum in the first three years after issuance, and the interest rate will be reset once every three years thereafter. The principal amount has a repayment term of once every three years. Upon each maturity the Company can elect to extend repayment of the bond for another three years indefinitely. The interest payments fall due annually. Unless the Company declares dividend to shareholders or reduces the registered capital within 12 months before the interest due date ("mandatory interest payment event"), the Company can elect to defer the payment of all current or deferred interests to the next anniversary.

10 Borrowings

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|--|---|---|
| Non-current | | |
| – Borrowings from financial institutions | 1,705,100 | 4,815,733 |
| – Corporate bonds | 9,593,013 | 10,091,549 |
| | 11,298,113 | 14,907,282 |
| Current | | |
| – Borrowings from financial institutions | 6,795,274 | 6,690,287 |
| Add: current portion of non-current borrowings from financial institutions | 3,739,568 | 266,480 |
| – Corporate bonds | 5,997,108 | 1,999,193 |
| | 16,531,950 | 8,955,960 |
| Total borrowings | 27,830,063 | 23,863,242 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

10 Borrowings (Continued)

Notes:

(a) Movements in borrowings are analyzed as follows:

| | Six months ended 30 June, | |
|-------------------------------------|---------------------------------|---------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| At the beginning of the period | 23,863,242 | 31,645,011 |
| Proceeds of new borrowings | 11,625,096 | 17,275,377 |
| Repayments of borrowings | (7,661,640) | (16,859,533) |
| Amortization of bond issuance costs | 3,365 | 877 |
| At the end of the period | 27,830,063 | 32,061,732 |

(b) Undrawn facilities:

| | June 30, | December 31, |
|---------------|---------------------------------|-------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Audited) RMB' 000 |
| Within 1 year | 16,848,475 | 18,218,064 |
| Over 1 year | 8,080,000 | 5,500,724 |
| | 24,928,475 | 23,718,788 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

11 Accounts payable

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|----------------|---|---|
| Trade payables | 39,781,643 | 29,746,240 |
| Notes payable | 7,847,723 | 8,886,693 |
| | 47,629,366 | 38,632,933 |

Ageing analysis of trade payables is as follows:

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|-------------------|---|---|
| Current to 1 year | 39,732,272 | 29,723,797 |
| 1 to 2 years | 27,931 | 13,597 |
| 2 to 3 years | 12,727 | 2,797 |
| Over 3 years | 8,713 | 6,049 |
| | 39,781,643 | 29,746,240 |

12 Operating profit

Operating profit is arrived at after charging/(crediting) the following:

| | For the six months ended June 30, | |
|---|-----------------------------------|---------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| Depreciation and amortization | 3,403,035 | 3,232,777 |
| Provisions for impairments on assets | 403,310 | 298,148 |
| Employee benefit costs | 2,935,949 | 2,779,111 |
| Gains from sales of scrap materials | (62,179) | (35,148) |
| Net foreign exchange losses, including forward foreign exchange contracts with fair value through profit or loss | 257,888 | 86,361 |
| Government grants | (183,945) | (159,457) |
| Loss on disposals of property, plant and equipment and intangible assets | 93,812 | 19,953 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

13 Income tax expense

| | For the six months ended June 30, | |
|----------------------------|-----------------------------------|---------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| Current income tax | 3,823,272 | 4,030,110 |
| Deferred income tax credit | (318,221) | (343,734) |
| | 3,505,051 | 3,686,376 |

14 Earnings per share

Basic earnings per share is calculated by dividing the profit attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares in issue during the period.

| | For the six months ended June 30, | |
|--|-----------------------------------|---------------------|
| | 2019 (Unaudited) | 2018 (Unaudited) |
| Profit attributable to ordinary shareholders of the Company (RMB' 000) (note (a)) | 1,978,173 | 2,789,583 |
| Weighted average number of ordinary shares issued (thousands) | 8,015,338 | 7,730,672 |
| Earnings per share for profit attributable to ordinary shareholders of the Company for the period (RMB) | 0.25 | 0.36 |

Notes:

- (a) For the six months ended June 30, 2019, the profit attributable to equity holders of the Company amounted to RMB2,090,173,000 (six months ended June 30, 2018: RMB2,820,268,000), including the profit attributable to ordinary shareholders and perpetual bondholders of approximately RMB1,978,173,000 (six months ended June 30, 2018: approximately RMB2,789,583,000) and RMB112,000,000 (six months ended June 30, 2018: approximately RMB30,685,000), respectively.
- (b) During the six months ended June 30, 2019 and 2018, there were no potential dilutive ordinary shares and diluted earnings per share was equal to basic earnings per share.

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Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

15 Dividends

The Board of Directors of the Company did not recommend the payment of any interim dividend for the six months ended June 30, 2019 (six months ended June 30, 2018: Nil). The final dividend of approximately RMB1,522,914,000 (RMB0.19 per share) relating to the year ended December 31, 2018 was approved by the shareholders meeting held in June 2019 and will be paid after June 30, 2019.

16 Capital commitments

The Group has the following capital commitments for property, plant and equipment as at June 30, 2019 and December 31, 2018 respectively:

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|-----------------------------------|---|---|
| Contracted but not provided for | 12,645,848 | 10,540,926 |
| Authorized but not contracted for | 704,819 | 3,703,094 |

17 Related party transactions

Related parties are those parties that have the ability to control the other party or exercise significant influence in making financial and operating decisions. Parties are also considered to be related if they are subject to common control.

The immediate parent company of the Company is BAIC Group, a company beneficially owned by SASAC Beijing which also owns a significant portion of the productive assets and entities in the PRC (collectively referred as the "government-related entities"). In accordance with IAS 24 "Related Party Disclosures", government-related entities and their subsidiaries, directly or indirectly controlled, jointly controlled or significantly influenced by SASAC Beijing are regarded as related parties of the Group. On that basis, related parties include BAIC Group, other entities and corporations in which BAIC Group is able to control or exercise significant influence, and key management personnel of the Company and BAIC Group, as well as their close family members. For the purpose of the related party transaction disclosures, management believes that meaningful information relating to related party transactions has been adequately disclosed.

In addition to the information disclosed elsewhere in this Condensed Financial Information, the following transactions were carried out in the ordinary course of the Group's business and were determined based on mutually agreed terms for each of the six months ended June 30, 2019 and 2018.

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

17 Related party transactions (Continued)

(a) Significant transactions with related parties

| | For the six months ended June 30, | |
|--|-----------------------------------|---------------------------------|
| | 2019 (Unaudited) RMB' 000 | 2018 (Unaudited) RMB' 000 |
| Sale of goods and materials and property, plant and equipment to | | |
| – fellow subsidiaries | 11,067,449 | 6,871,142 |
| – joint ventures | 426,398 | 535,024 |
| – other related companies | 1,066,150 | 1,120,178 |
| Services provided to | | |
| – immediate parent company | – | 192 |
| – fellow subsidiaries | 20 | 6,821 |
| – other related companies | – | 12,545 |
| Purchases of goods and materials from | | |
| – fellow subsidiaries | 8,181,197 | 11,344,944 |
| – joint ventures | 1,107 | 639 |
| – associates | – | 1,440 |
| – other related companies | 24,888,056 | 21,726,604 |
| Services received from | | |
| – immediate parent company | 332,726 | 301,807 |
| – fellow subsidiaries | 1,520,563 | 1,608,413 |
| – a joint venture | 809,226 | 799,536 |
| – other related companies | 2,743,273 | 2,527,808 |
| Lease expenses to | | |
| – fellow subsidiaries | 104,428 | 115,039 |
| Interest income from | | |
| – an associate | 123,550 | 92,462 |
| Interest expenses to | | |
| – an associate | 20,998 | 62,309 |
| Key management compensations | | |
| – salaries, allowances and other benefits | 4,385 | 5,016 |
| – employer's contribution to pension schemes | 405 | 472 |
| – discretionary bonuses | 3,562 | 1,985 |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

17 Related party transactions (Continued)

(b) Significant balances with related parties

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|----------------------------|---|---|
| Assets | | |
| Financial assets at FVOCI | | |
| – a fellow subsidiary | 1,804,259 | 1,738,729 |
| Trade receivables | | |
| – fellow subsidiaries | 7,067,378 | 3,060,276 |
| – joint ventures | 86,751 | 142,948 |
| – associates | – | 134,080 |
| – other related companies | 1,061,276 | 506,832 |
| Notes receivables | | |
| – fellow subsidiaries | 1,095,587 | 942,870 |
| – joint ventures | – | 31,575 |
| – other related companies | – | 5,550 |
| Advances to suppliers | | |
| – immediate parent company | 83,049 | – |
| – fellow subsidiaries | 311,335 | 197,678 |
| – other related companies | 87,319 | 85,757 |
| Other receivables | | |
| – fellow subsidiaries | 932,212 | 827,455 |
| – a joint venture | 123 | 1,344 |
| – an associate | 64,718 | 64,718 |
| – other related companies | 142,376 | 216,903 |
| Cash and cash equivalents | | |
| – an associate | 15,704,910 | 11,133,499 |
| – other related companies | 411 | – |

PART ELEVEN

Notes to the Interim Condensed Consolidated Financial Information

For the six months ended June 30, 2019

17 Related party transactions (Continued)

(b) Significant balances with related parties (Continued)

| | June 30, 2019 (Unaudited) RMB' 000 | December 31, 2018 (Audited) RMB' 000 |
|----------------------------|---|---|
| Liabilities | | |
| Trade payables | | |
| – fellow subsidiaries | 11,363,151 | 6,033,645 |
| – a joint venture | – | 257 |
| – other related companies | 13,301,535 | 12,836,316 |
| Notes payable | | |
| – fellow subsidiaries | 4,679,778 | 5,829,054 |
| – joint ventures | – | 716 |
| – other related companies | 248,728 | 65,908 |
| Contract liabilities | | |
| – fellow subsidiaries | 7,529 | 17,187 |
| – an associate | 327 | 327 |
| – other related companies | 26,169 | 460 |
| Other payables | | |
| – immediate parent company | 311,101 | 587,311 |
| – fellow subsidiaries | 1,712,910 | 1,081,157 |
| – joint ventures | 405,389 | 524,543 |
| – other related companies | 2,284,564 | 2,075,139 |
| Dividends payable to | | |
| – immediate parent company | 649,165 | – |
| – other related companies | 9,744,141 | 533,596 |
| Borrowings from | | |
| – an associate | 872,940 | 1,745,680 |

PART TWELVE

Definitions

| | |
|--|--|
| “Audit Committee” | the audit committee under the Board |
| “BAIC Group” | Beijing Automotive Group Co., Ltd., the controlling shareholder of the Company |
| “BAIC HK” | BAIC Hong Kong Investment Corp. Limited |
| “BAIC Investment” | BAIC Investment Co., Ltd., a company incorporated in the PRC on June 28, 2002, a subsidiary of our Company with 97.95% equity interest owned by our Company and the remaining 2.05% owned by BAIC Group |
| “BAIC SA” | BAIC Automobile SA Proprietary Limited |
| “Beijing Benz” | Beijing Benz Automotive Co., Ltd. (previously known as Beijing Jeep Motor Co., Ltd. and Beijing Benz-Daimler Chrysler Automotive Co., Ltd.), a company incorporated in the PRC on July 1, 1983, a subsidiary of the Company with 51.0% equity interest owned by our Company, 38.67% owned by Daimler AG and 10.34% owned by Daimler Greater China Ltd. |
| “Beijing Brand” | When referring to a brand, “Beijing Brand” means the passenger vehicle business of our proprietary brand. When referring to a business segment, means the consolidated business of our Company and its subsidiaries (excluding Beijing Benz). Segment profits of Beijing Brand included the share of profits of Beijing Hyundai and other invested enterprises |
| “Beijing Hyundai” | Beijing Hyundai Motor Co., Ltd., a company incorporated in the PRC on October 16, 2002, a joint venture of the Company in which BAIC Investment owns 50.0% equity interest with the remaining 50.0% owned by Hyundai Motor Company |
| “Board” or “Board of Directors” | the Board of Directors of the Company |

PART TWELVE

Definitions

| | |
|-------------------------------------|---|
| “Board of Supervisors” | the Board of Supervisors of the Company |
| “CAAM” | China Association of Automobile Manufactures |
| “Company” or “BAIC Motor” | BAIC Motor Corporation Limited |
| “controlling shareholder(s)” | has the meaning ascribed thereto in the Listing Rules |
| “Corporate Governance Code” | the Code on Corporate Governance as set forth in Appendix 14 to the Listing Rules |
| “Daimler AG” | Daimler AG, a company established in Germany in 1886 which is a Shareholder and a Connected Person of the Company |
| “Daimler Greater China” | Daimler Greater China Ltd., a wholly-own subsidiary of Daimler AG in the PRC |
| “Director(s)” | director(s) of the Company |
| “Domestic Share(s)” | ordinary shares in the Company’s share capital, with a nominal value of RMB1.0 each, which are subscribed for and paid up in Renminbi |
| “end of 2018” | December 31, 2018 |
| “end of June 2019” | June 30, 2019 |
| “first half of 2018” | six months ended June 30, 2018 |

PART TWELVE

Definitions

| | |
|--|---|
| “Fujian Benz” | Fujian Benz Automotive Co., Ltd.; the Company has held 35.0% equity interest in Fujian Benz since September 2016, and has reached an act-in-concert agreement with FJMOTOR, which holds 15.0% equity interest in Fujian Benz, with regard to the operation, management and other matters of Fujian Benz, as well as exercise of the authority by the directors appointed by FJMOTOR |
| “FJMOTOR” | Fujian Motor Industry Group Co. |
| “Group” or “our Group” or “we” or “our” | the Company and its subsidiaries |
| “H Share(s)” | overseas listed foreign shares in the ordinary share capital of the Company with a nominal value of RMB1.0 each, to be subscribed for and traded in HK dollars and listed and traded on the Stock Exchange |
| “HK\$” or “HK dollar(s)” | the lawful currency of Hong Kong |
| “Hong Kong” | the Hong Kong Special Administrative Region of the PRC |
| “Hyundai” | a brand owned by Hyundai Motor Company and which the Company's joint venture Beijing Hyundai is authorized to use |
| “Hyundai Motor” | Hyundai Motor Company, a company incorporated in the Republic of Korea and whose shares are listed on the Korea Stock Exchange, which owns a 50.0% equity interest in Beijing Hyundai |
| “IDC” | The Industrial Development Corporation of South Africa Limited |
| “IFRSs” | International Financial Reporting Standards issued by the International Accounting Standards Board |
| “Investment Universe” | Investment Universe Co., Limited |

PART TWELVE

Definitions

| | |
|---|--|
| “Latest Practicable Date” | September 6, 2019, being the latest practicable date prior to the printing of this interim report for the purpose of ascertaining the relevant information contained in this interim report |
| “Listing Rules” | the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited |
| “Main Board” | the stock market operated by the Stock Exchange (excluding options market), independent of the growth enterprise market of the Stock Exchange and under parallel operation with the growth enterprise market |
| “MBLC” | Mercedes-Benz Leasing Co., Ltd. |
| “Mercedes-Benz” | a brand owned by Daimler AG and which our subsidiary Beijing Benz is authorized to use |
| “Model Code for Securities Transactions” | the Model Code for Securities Transactions by Directors of Listed Issuers as set forth in Appendix 10 to the Listing Rules |
| “Off-road Vehicle Company” | BAIC Group Off-road Vehicle Co., Ltd., formerly known as the Off-road Vehicle Branch of BAIC Group |
| “Remuneration Committee” | the remuneration committee under the Board |
| “Reporting Period” or “first half of 2019” | six months from January 1, 2019 to June 30, 2019 |
| “RMB” or “Renminbi” | the lawful currency of the PRC |
| “Senior Management” | senior management of the Company |

PART TWELVE

Definitions

| | |
|-------------------|--|
| “SFO” | the Securities and Futures Ordinance, Chapter 571 of the Laws of Hong Kong, as amended, supplemented or otherwise modified from time to time |
| “share(s)” | Domestic Shares and H Shares |
| “Stock Exchange” | the Stock Exchange of Hong Kong Limited |
| “subsidiary(ies)” | has the meaning ascribed thereto in section 2 of the Company Ordinance |
| “Supervisor(s)” | supervisor(s) of the Company |



北京汽车股份有限公司
BAIC MOTOR CORPORATION LIMITED*