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

(A joint stock limited company incorporated in the People's Republic of China with limited liability)
（於中華人民共和國註冊成立的股份有限公司）

(1958.HK)

2016 Interim Results Announcement Presentation

August, 2016

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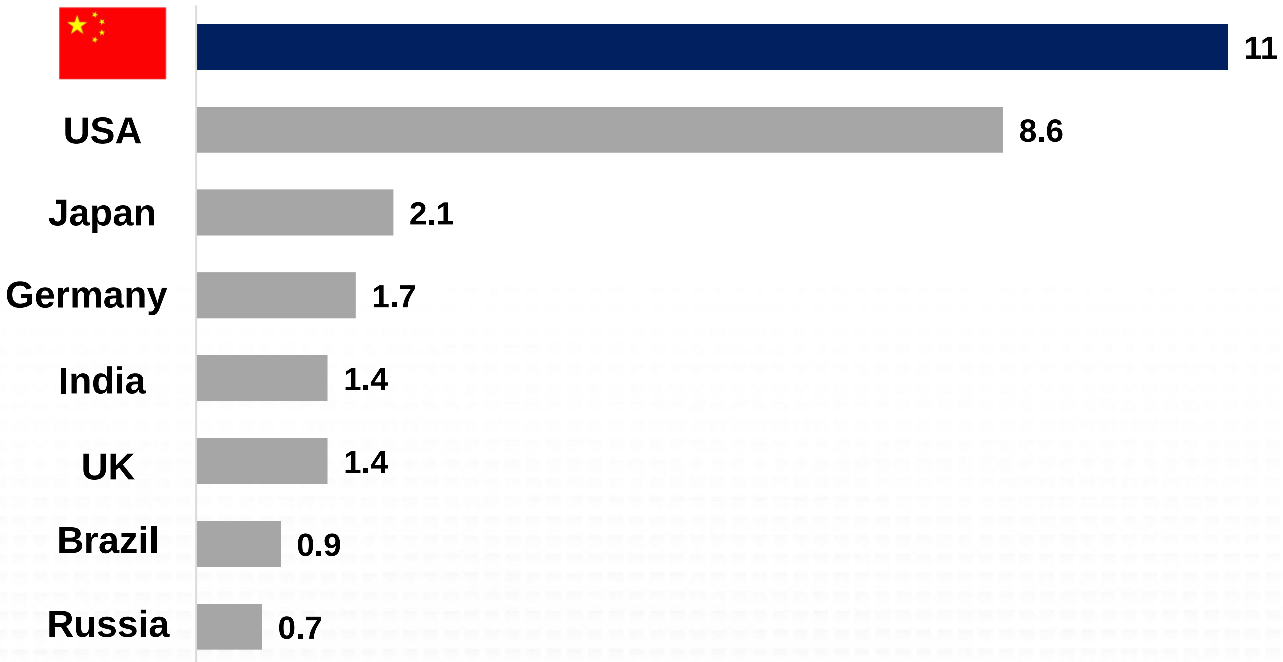
Chapter I

Operations of Passenger Vehicles for 1H of 2016

Global Market Performance of Passenger Vehicles for 1H 2016

For the first half of 2016, the sales of passenger vehicles in the PRC market maintained a comparatively fast growth. The PRC market was the only market that reported sales volume of over 10 million units in the global market, and maintained the dominant position of the largest market for passenger vehicles in the global market.

Global Sales of Major Passenger Vehicles for 1H of 2016 (million)



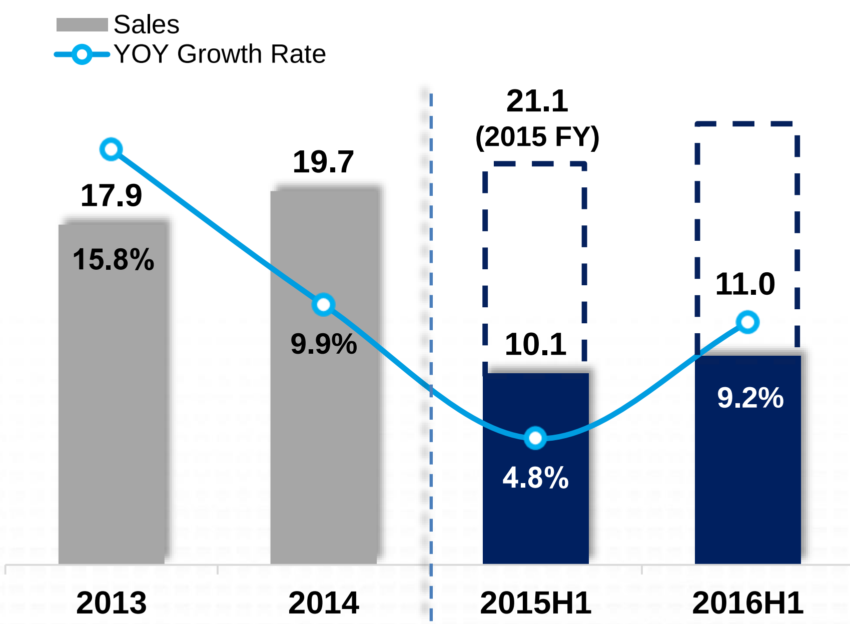
Source: China Association of Automobile Manufacturers

Global Market Performance of Passenger Vehicles for 1H 2016

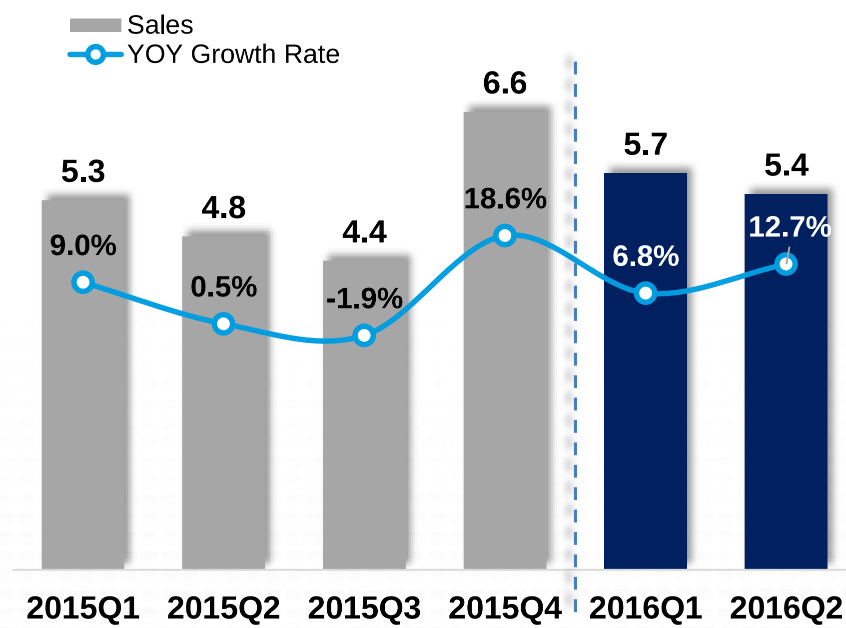
北京汽车股份有限公司 BAIC Motor Corporation Limited

For the first half of 2016, sales of passenger vehicles in the PRC market reported a new record of 11 million units, representing a year-on-year growth of 9.2%. The overall market appears to be on an accelerating growth trajectory, and it is expected that the entire year will tend to start at a low level and end at a high level.

Previous Sales of Passenger Vehicles (million)



Quarterly Sales of Passenger Vehicles from 2015 to 2016 (million)

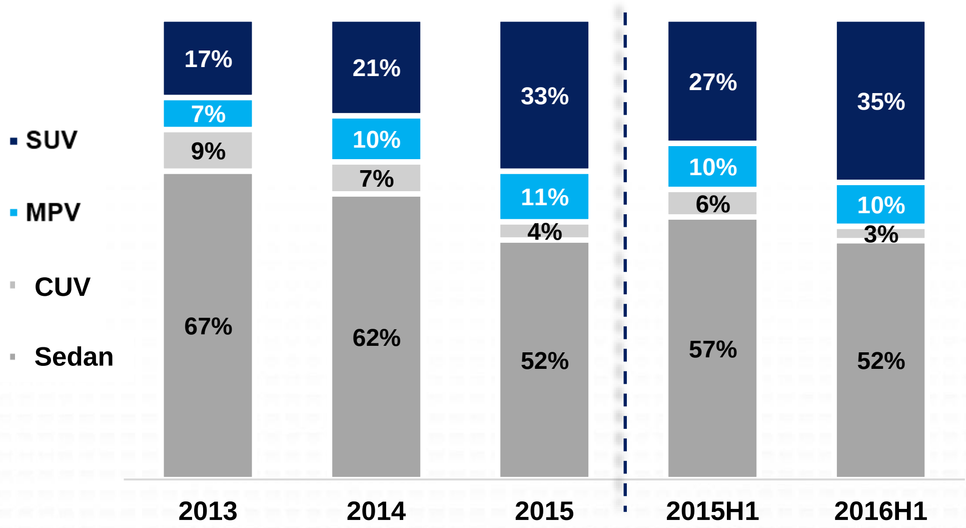


Source: China Association of Automobile Manufacturers

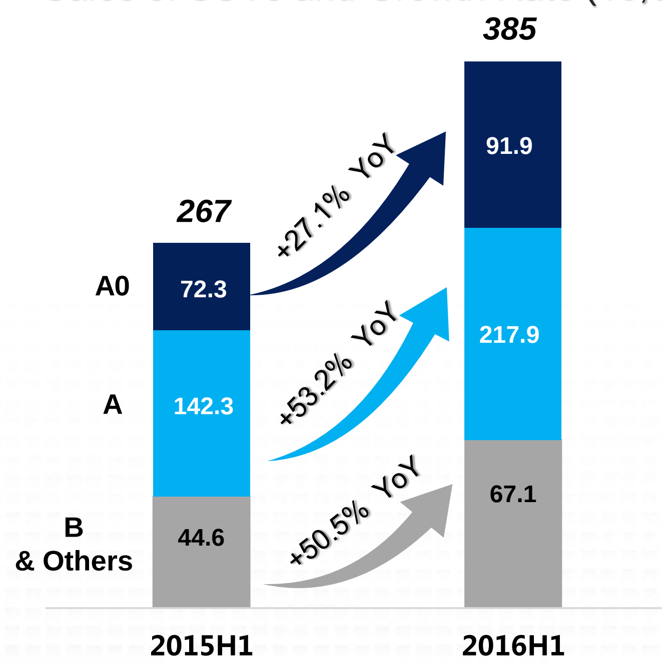
Niche Market Performance of Passenger Vehicles

In the niche market, SUVs constantly maintained its fast growth, as its market shares increased by 8 percent points as compared against that last year, amongst which A-class and A0-class SUVs accounted for 82%.

Percentage of Previous Sales of Vehicle Models in Niche Markets



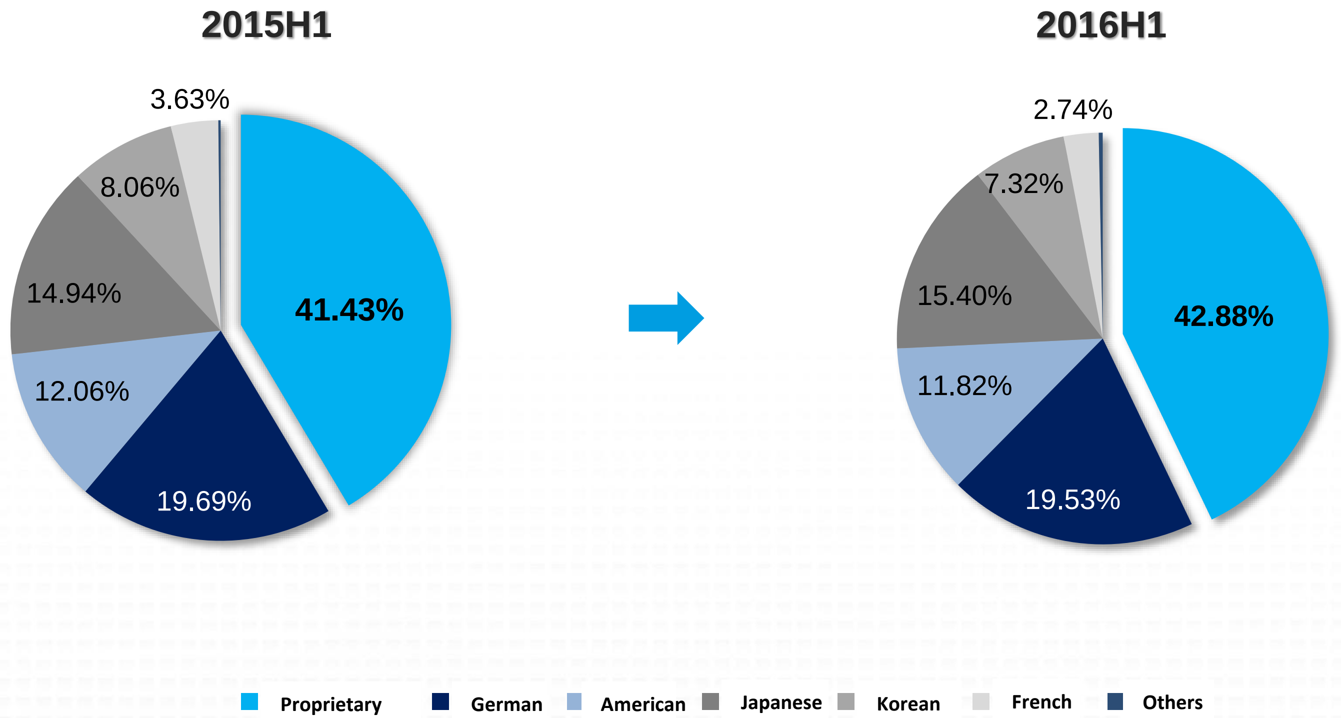
Sales of SUVs and Growth Rate (10,000 units)



Source: China Association of Automobile Manufacturers

Market Performance of Passenger Vehicles by Countries

For the first half of 2016, Chinese brands continued its rising momentum in 2014 with a market share growing to 43%. As a result, these brands became the absolute leading force.

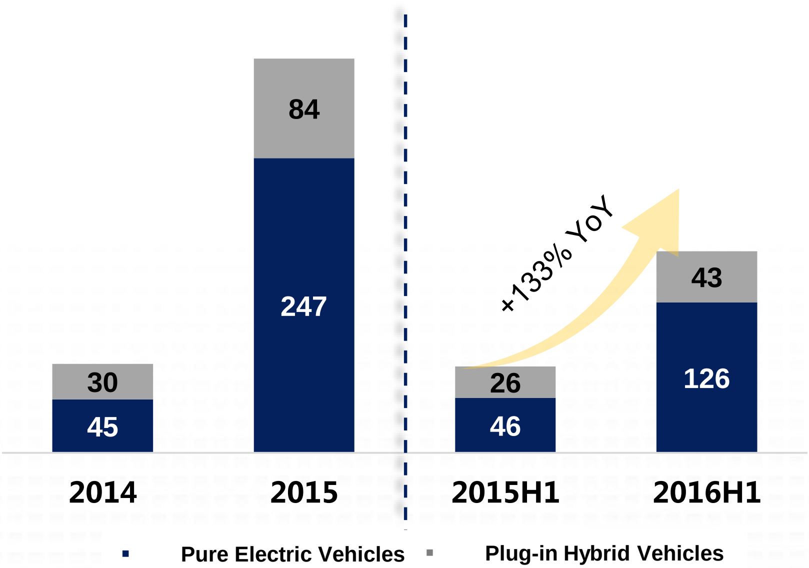


Source: China Association of Automobile Manufacturers

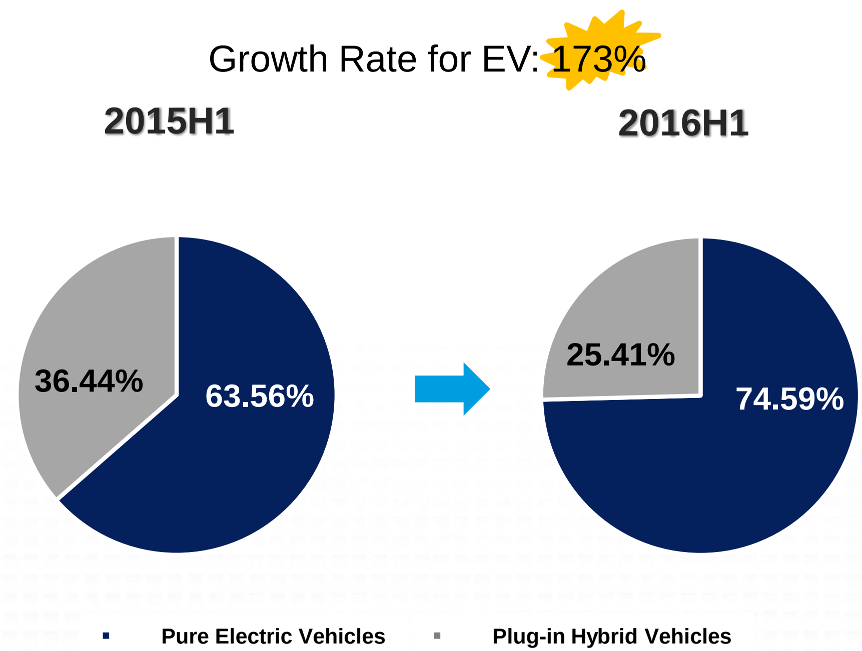
Market Performance of New Energy Vehicles

For the first half of 2016, policies and plans pertaining to new energy vehicles for the following stage were introduced. Sales of new energy vehicles maintain its fast growth, while pure electric and new energy vehicles further bolster the dominant position.

Changes in Sales of New Energy Vehicles ('000)



Sales Structure of New Energy Vehicles

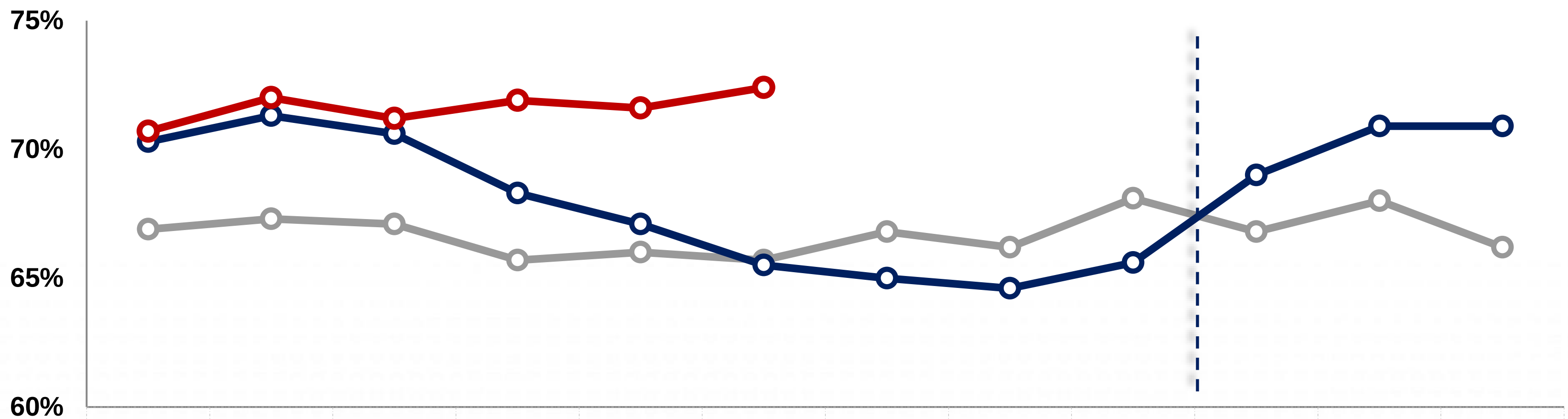


Source: China Association of Automobile Manufacturers

Sales Performance of Passenger Vehicles with Engines of 1.6 Liters or Below

Due to the 50%-off preferential tax policy for vehicle purchases, as well as consumers' preference in the market, sales of passenger vehicles with engines of 1.6 liters or below continued to rise. Sales of 1.4T vehicle models to 1.6T vehicle models reported the fastest growth.

Market Share of Vehicle Models with Engines of 1.6 Liters or Below



	1月	2月	3月	4月	5月	6月	7月	8月	9月	10月	11月	12月
2014年	66.9%	67.3%	67.1%	65.7%	66.0%	65.7%	66.8%	66.2%	68.1%	66.8%	68.0%	66.2%
2015年	70.3%	71.3%	70.6%	68.3%	67.1%	65.5%	65.0%	64.6%	65.6%	69.0%	70.9%	70.9%
2016年	70.7%	72.0%	71.2%	71.9%	71.6%	72.4%						

Source: China Association of Automobile Manufacturers

Chapter II

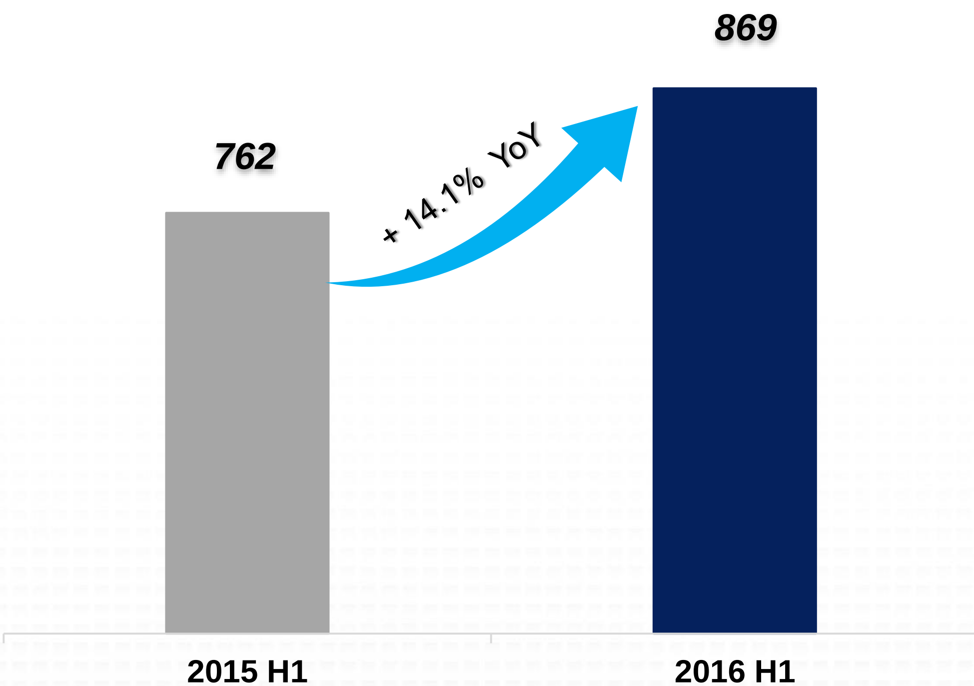
Results and Performance for 1H 2016

Operation Overview

Overall Operating Performance for 1H 2016

For the first half of 2016, Beijing Brand, Beijing Benz, and Beijing Hyundai achieved total sales of 869,000 units, representing an year-on-year increase of 14.1%, as well as outperforming the interim plan. The growth of sales was five percentage points faster than the 9.2% growth rate of the entire industry, and maintained a trajectory of acceleration.

Total Sales ('000)



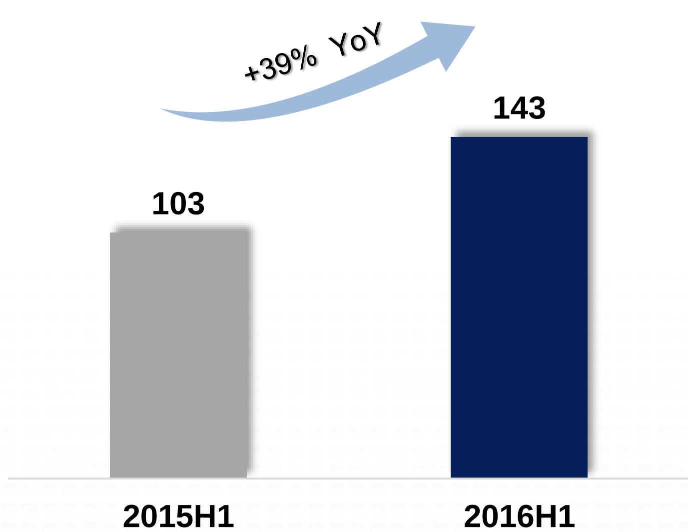
Note: wholesales

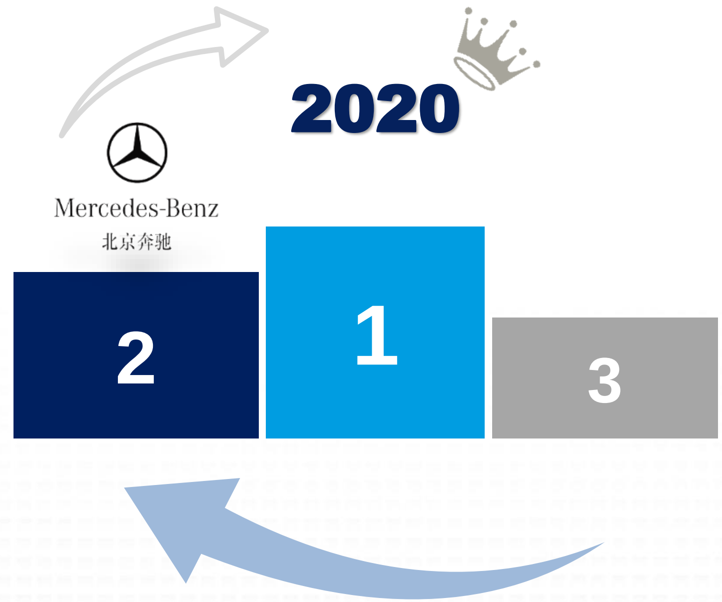
1 Results and Performance of Beijing Benz

Sales Performance of Beijing Benz

For the first half of 2016, sales of Beijing Benz maintained an exponential growth, representing a significant increase of 39% as compared to the same period last year. Thus, Beijing Benz became the growth engine for the luxury vehicle market in China with a new historical record. By sales volume, Beijing Benz ranked 2nd amongst domestically made luxury vehicles.

Total Sales ('000)



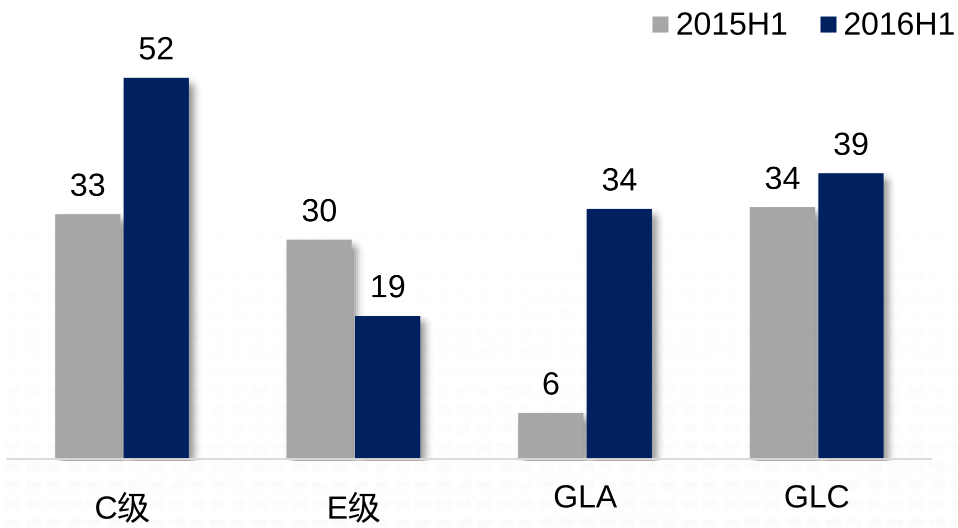


Note: wholesales

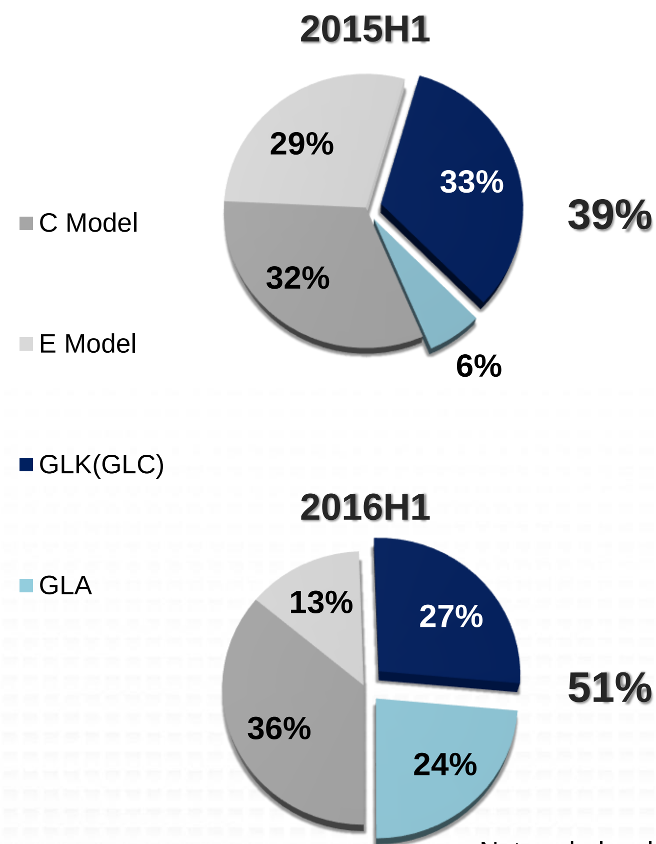
Product Mix of Beijing Benz

In addition to increased sales volumes and growth, the product mix and brand series of Beijing Benz continued optimization. For the first half of 2016, the SUV products accounted for more than 50%, which was a new record. The product life cycle was very competitive.

Sales of Beijing Benz Models ('000)



Product Portfolio of Beijing Benz

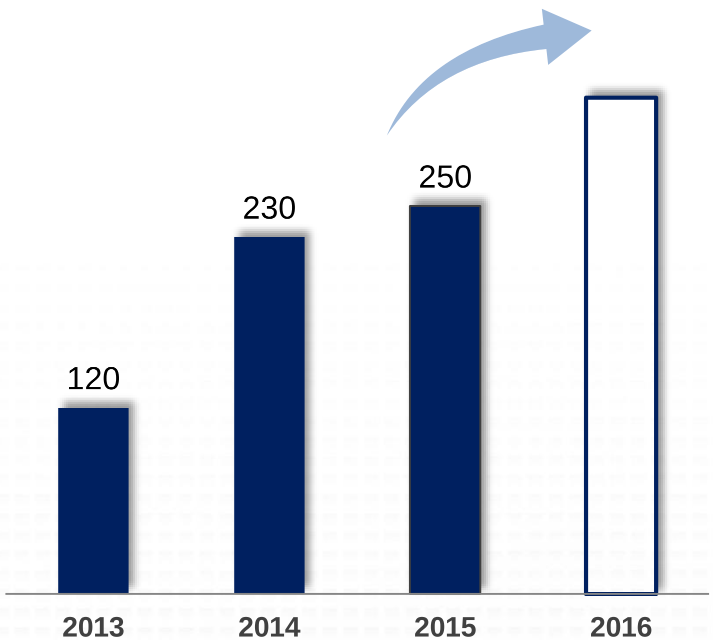


Note: wholesales

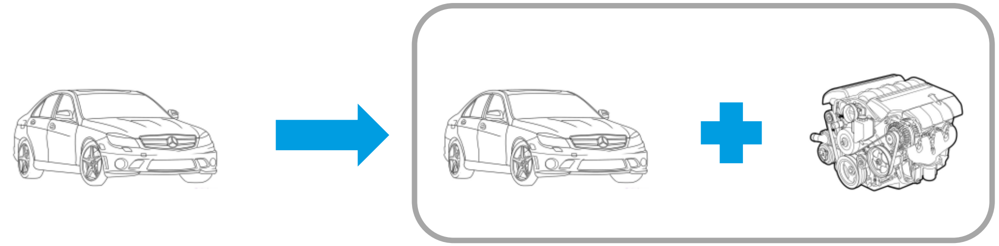
Capacity Expansion of Beijing Benz and Extension of Industrial Chain

Beijing Benz stably boosted production capacities to satisfy the constantly increasing consumer demands in the Chinese market. Simultaneously, the completion of the engine factory and its capacity expansion, as well as utilization of the research and development center, further extended the industrial chain, while elevating the strategic position of Daimler in the global manufacturing system.

Beijing Benz's Production Capacity Plan ('000)



Beijing Benz's Extended Industry Chain



Beijing Benz Factory: As the only Daimler joint venture with front-wheel-drive, rear-wheel-drive, and power system platforms outside Germany, Beijing Benz Factory is also the largest overseas manufacturing base for Daimler in terms of manufacturing scale. In addition, Beijing Benz is **proactively engaged in the capacity expansion plan and designed production capacity** to accommodate the future production plan and market demands.

Beijing Benz Engine Factory: As Daimler's first engine manufacturing base outside Germany, Beijing Benz Engine Factory is able to manufacture the core components.

Note: wholesales

Beijing Benz's New Plan for 2H 2016

On 22 August 2016, the new long-wheelbase E passenger vehicles, which has been a long-waited product, will become available in the PRC market, which is expected to represent the leading force introducing a new age to the luxury vehicle products.

Technical Quality Leads Luxury Vehicles into a Brand New Age

Daimler's Best Sales in July and Critical Factors for Result Expectation for the Second Half Year

DAIMLER

Investor Relations Release

August 5, 2016

Mercedes-Benz starts the second half of the year with best ever July unit sales

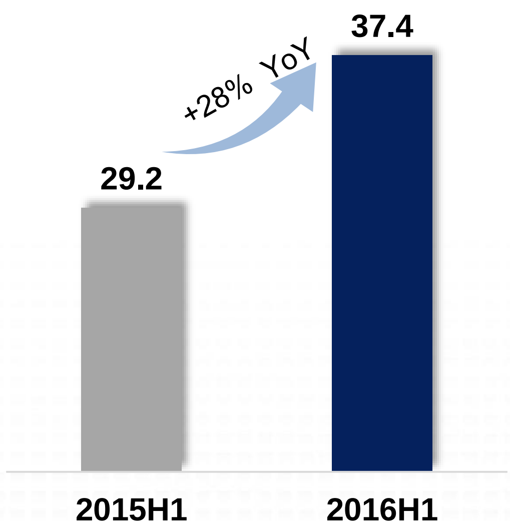
- At the beginning of the second half of the year, Mercedes-Benz sold 163,770 vehicles to customers worldwide in July (+9.4%), a new all-time high.
- In all three core regions – Europe, Asia-Pacific and NAFTA – Mercedes-Benz increased its unit sales compared with the prior-year month.
- Contributions also came from the new E-Class Saloon and the dream cars of Mercedes-Benz.

Source: Announcements from Listed Companies

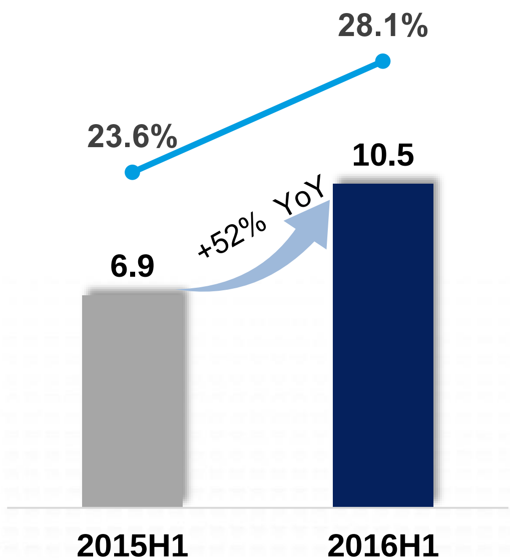
Financial Performance of Beijing Benz

Driven by a variety of beneficial factors, including increased sales, structural adjustment, extended industrial chain, and a higher localization ratio, for the first half of 2016, Beijing Benz achieved a rapid improvement in its profit margin and profitability.

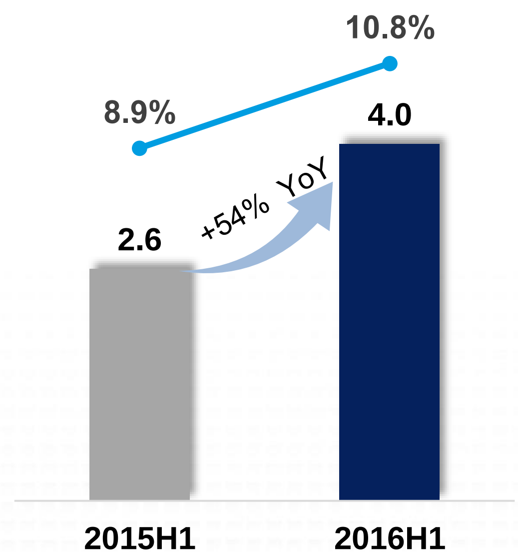
Revenue (billion)



Gross profit/margin (billion)



Net profit/margin (billion)



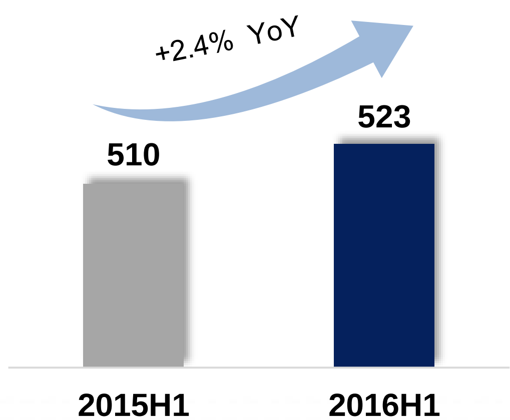
Note: Financial data is prepared under the international accounting standards, and reviewed by an external auditor.

2 Results and Performance of Beijing Hyundai

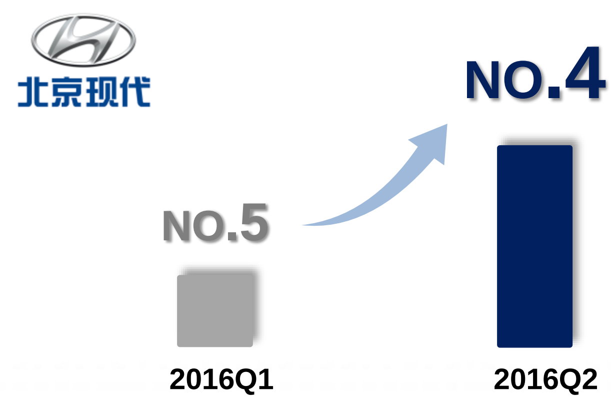
Sales Performance of Beijing Hyundai

For the first half of 2016, Beijing Hyundai achieved a year-on-year growth of 2.4% in its sales volumes, reclaiming the fourth spot amongst joint venture brands. The monthly sales appeared to be a "V-shaped" trajectory with a significant sign of bouncing back upon stabilization. Following the second quarter, sales demonstrated the accelerated growth rate.

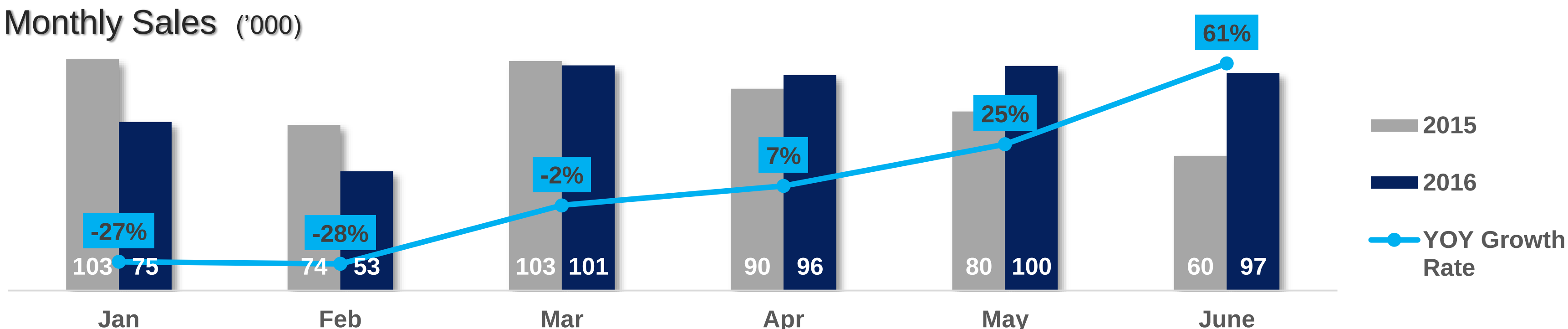
Sales ('000)



Sales Ranks of Joint Venture Brands



Monthly Sales ('000)

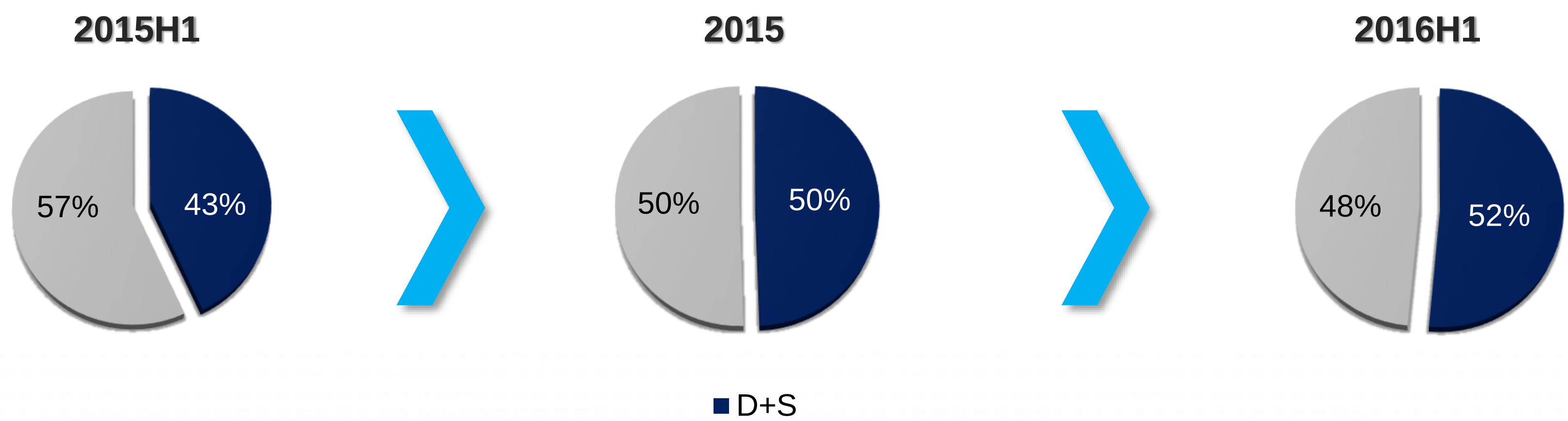


Note: wholesales

Product Mix of Beijing Hyundai

For the first half of 2016, Beijing Hyundai achieved a significant adjustment to its product mix, with D+S accounting for 52%. In terms of sales of SUV models, Beijing Hyundai was amongst the top joint venture brands. Meanwhile, star models amongst the major brands achieved monthly sales of more than 10,000 units.

Percentages of D+S (D : Sedan ; S : SUV)



Models with Monthly Sales of over 10,000 (as at June 2016)

Note: wholesales

Strategic Plan of Beijing Hyundai for 2H 2016

In the second half of 2016, Beijing Hyundai will launch three "New" initiatives, namely, the new factory, the new model, and the new energy strategy. Operation and implementation of these initiatives will provide guarantees for boosting he future competitive strength and the performance.

Brand New Compact Passenger Vehicle: Verna

Launch to the Market in Q4 of 2016

Illustration of Beijing Hyundai Cangzhou Factory

Completion Date
Q3 of 2016

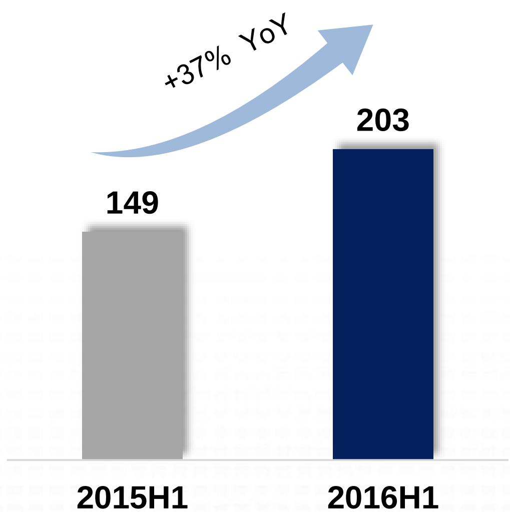
3 Results and Performance of Beijing Brand

Sales Performance of Beijing Brand

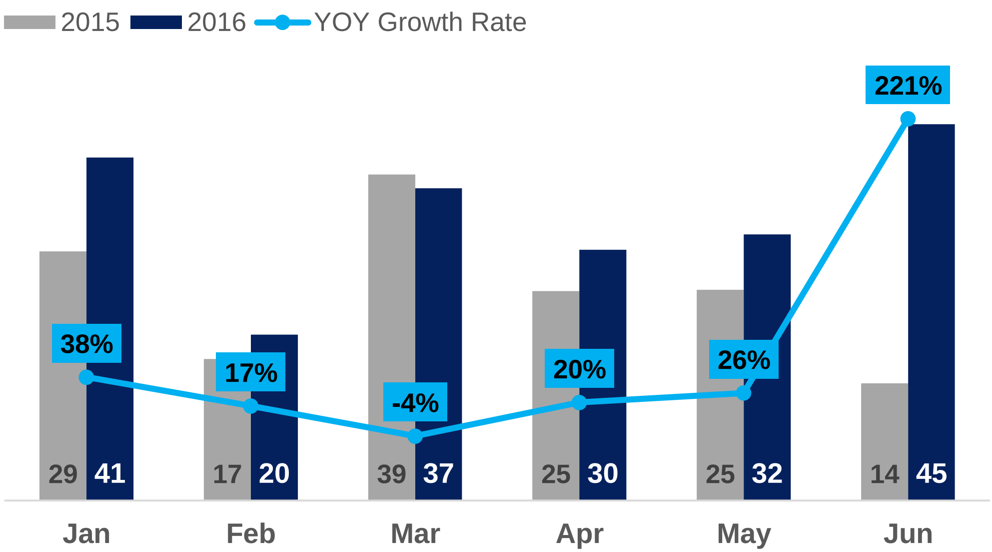
北京汽车股份有限公司 BAIC Motor Corporation Limited

For the first half of 2016, benefiting from the dual driving forces represented by SUVs and NEVs, as well as the two-pronged marketing of Senova and Wevan brands, Beijing Brand's overall sales exceeded 200,000 units, representing a year-on-year growth of 37%. It only took five years to complete the sales of 1 million units.

Sales ('000)



Monthly Sales
('000)

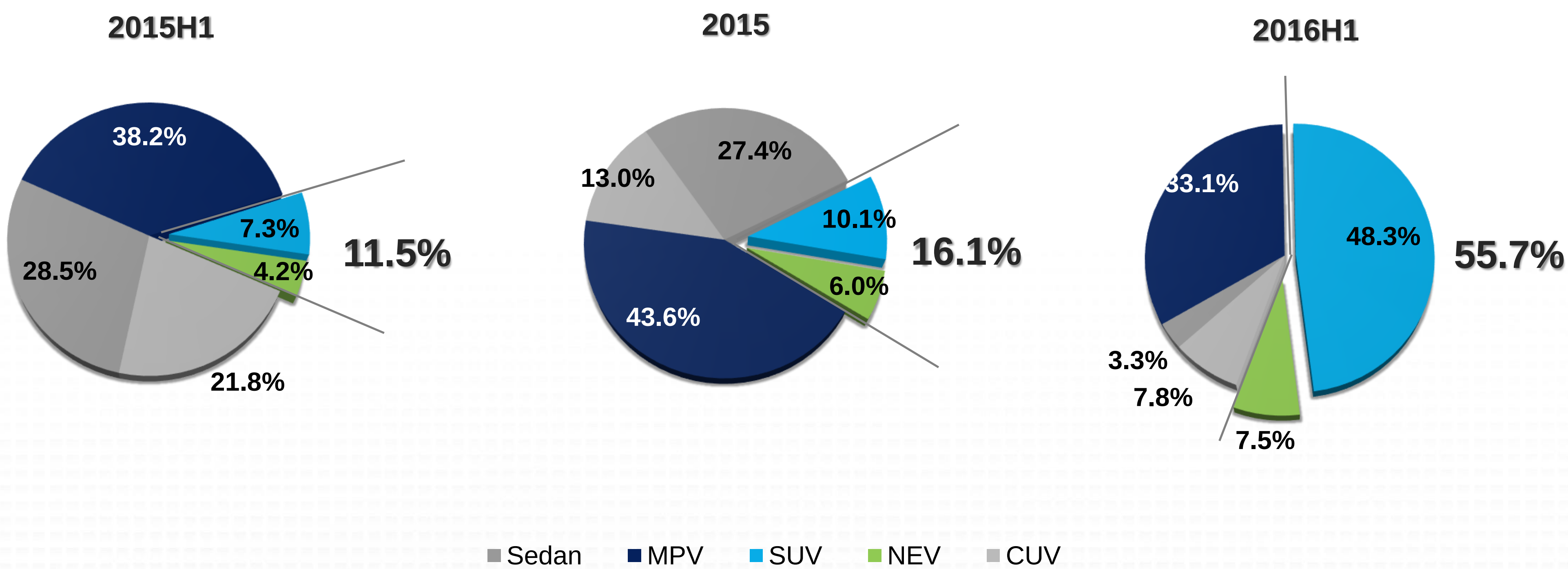


Note: wholesales

Product Mix of Beijing Brand

Meanwhile, Beijing Brand continued optimization of its product mix. The SUVs and NEVs achieved sales of 113,000 units, accounting for 55.7%, as well as becoming the absolute main force for the brand development.

Percentage of products under Beijing Brand

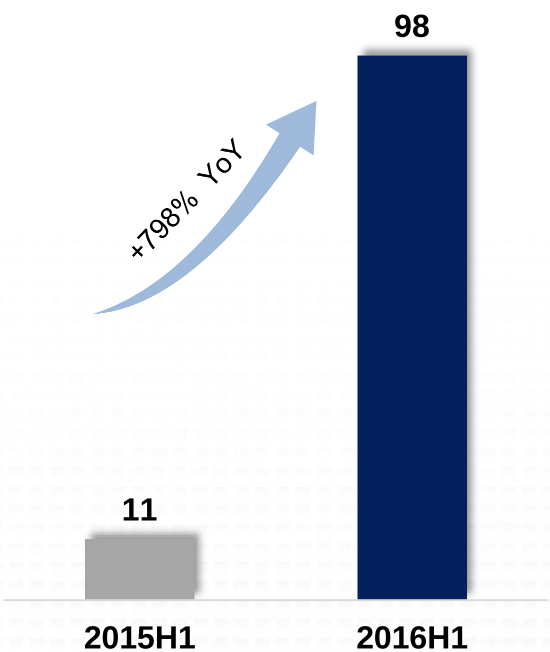


Note: wholesales

Beijing Brand's Product Mix- SUV models

For the first half of 2016, the sales volume of SUV products grew by 8 times, successfully rolling out a variety of star models, as well as entering into the first tier of the niche market for A0-class SUVs. As a result, Beijing Brand became a "new force" amongst SUV products under Chinese brands.

Sales of SUVs
('000)



BAIC Senova X25 :
A total sales of **46,000** units for 1H of 2016, ranking **1st** amongst its comparable models

BAIC Senova X35 :
Only 40 days of sales amounted to **9,000** units upon initial launch

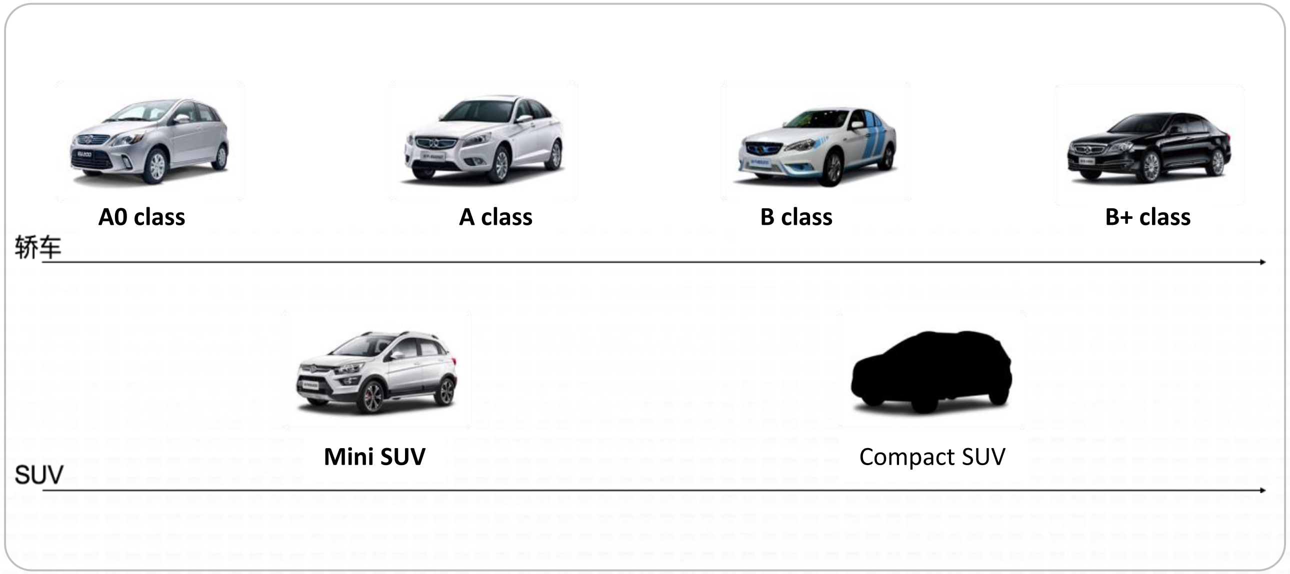
BAIC Senova X55 :
Total sales of **23,000** units for 1H of 2016

Note: wholesales

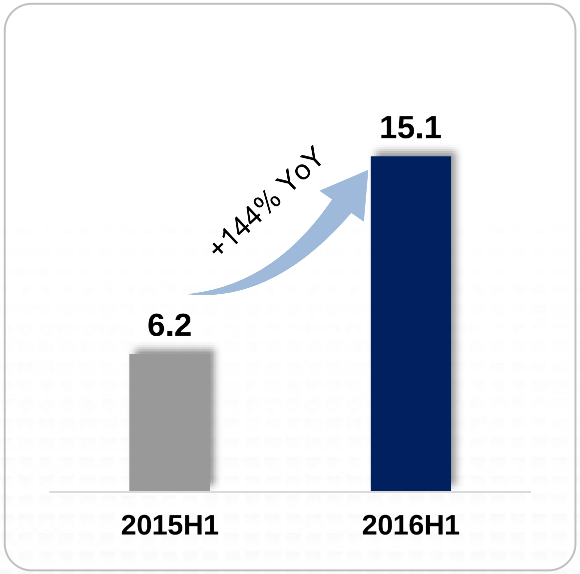
Beijing Brand's Product Mix- NEV Models

In terms of new energy vehicles, the sales volume of pure electric vehicles reported a year-on-year growth of 144% for the first half of 2016. Such sales volume maintained a leading position in the industry, and the first pure electric SUV model was introduced to the PRC market. Meanwhile, all manufacturing bases completed transformation and upgrades of their production facilities for new energy vehicles, thus guaranteeing necessary hardware for the next round of competition amongst products.

Sales performance for common vehicle models shall be maintained, while high-end commercial vehicle models will be explored.



Sales of Pure Electric Vehicle ('000)



Note: wholesales

Beijing Brand's New Plan for 2H 2016

In September 2016, BJ 20, a second generation of off-road vehicle model, will be launched to the market, further continuing the "cross-country vehicle" classics. By capitalizing on die-hard cross-country vehicles, Beijing Brand will fully implement its competitive strategy of product differentiation for its SUV products.

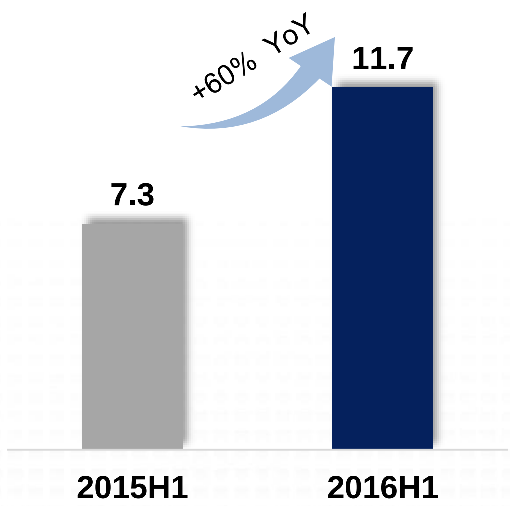
In September 2016, BJ 20, a second generation of off-road vehicle model, will be launched to the market

Note: wholesales

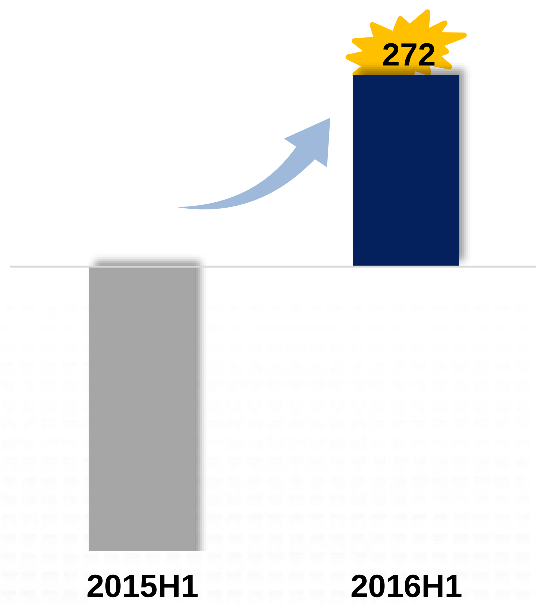
Financial Performance of Beijing Brand

Due to the expansion on sales volume, explosive growth on SUVs & NEVs as well as the effective cost control, the revenue on Beijing Brand increased substantially, the gross profit and gross margin turned around.

Revenue (billion)



Gross profit (million)



For 2016 H1, the gross profit and gross margin of Beijing Brand **turned around**, achieved the gross profit of **272** million with a **2.3%** margin.

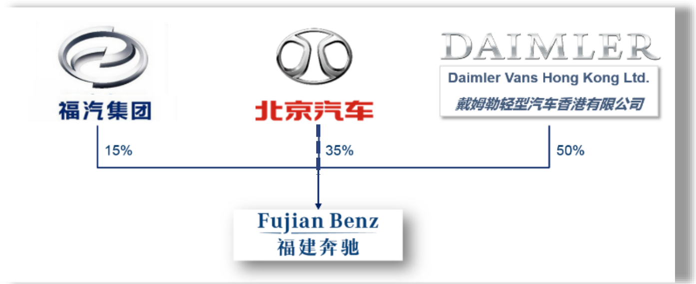
Note: Data is prepared under the international accounting standards, but subject to audit.

Beijing Brand's Cooperation and Extension of Industrial Chain

For the first half of 2016, numerous joint-venture cooperation projects had new breakthroughs, further extending the industrial chain and constituting a collaborative ecosystem.

1. Equity Transfer Agreement entered into with Fujian Benz deepens the strategic cooperation

On 12 June 2016, the Equity Transfer Agreement was entered into with respect to the 35% equity interests in Fujian Benz. Following this transaction, it is expected that our Company will further capitalize on the diversification trend of consumers for various vehicles to penetrate the sector of high-end and light commercial vehicles. By further expanding our collaboration with Daimler, both parties will fully tap into each other' s advantages for deepening mutual benefits, which will be conducive to enriching our product line. Our synergic collaboration on technologies, human resources, and strategies, we will jointly achieve greater market expansion.



北汽新能源
BAIC BJEV

2. Equity interests in Beijing Electric Vehicle Co., Ltd. extends to the industry chain of new energy vehicles.

On 24 March 2016, it was resolved that we injected further capital into Beijing Electric Vehicle Co., Ltd.;
Following further injection, our Company is interested in 6.5% of the total equity interests of Beijing Electric Vehicle Co., Ltd.
Such investments effectively extends the industry chain of new energy vehicles and business operations of our Company.

Chapter III

Major Financial Indicators

Major Financial Indicators (Consolidated)

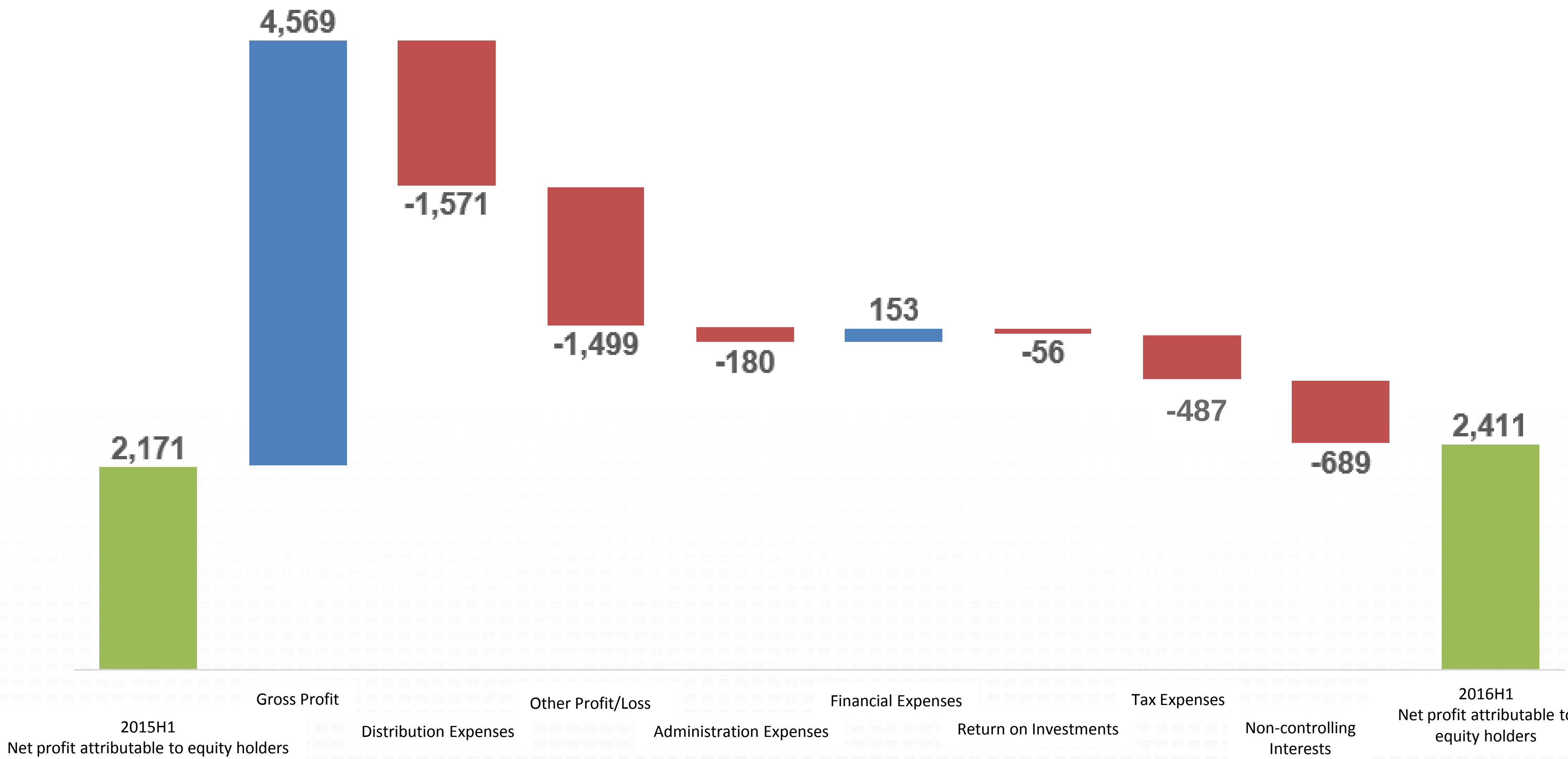
(RMB Million)	2016H1	2015H1	YOY
Revenue	49,039	36,522	34.3%
Costs of sales	38,285	30,337	26.2%
Gross profits	10,754	6,185	73.9%
Gross profit margin	*22%*	*17%*	
Selling and distribution expenses	4,554	2,983	52.7%
General and administrative expenses	1,923	1,743	10.3%
Financial costs - net	255	408	-37.5%
Share of investment income from joint ventures and associates	1,979	2,035	-2.8%
Profits for the period	4,420	3,491	26.6%
Net Profits	*9%*	*10%*	
Net profits attributable to the equity holders of the Company	2,411	2,171	11.1%
Basic and diluted earnings per share (RMB)	0.32	0.29	
Capital expenditure	2,411	3,095	-22.1%

(RMB Million)	June-30-2016	June-30-2015	YOY
Total assets	140,876	127,393	10.6%
Total Liabilities	89,946	80,324	12.0%
Equity attributable to the equity holders of the Company	36,281	35,010	3.6%

Note: Data is prepared under the international accounting standards, but subject to audit

Drivers for the changing of Net Margin （Consolidated）

（RMB：Million）



Chapter IV
Development Strategy

Full-Scale Deployment of 2020 Strategic Path

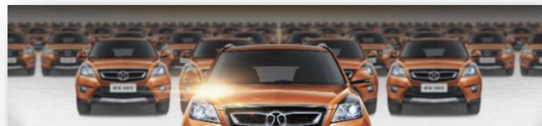
As 2016 is the first chapter of the thirteenth Five-Year Plan, all brand series will proceed in accordance with the deployments under the 2020 Strategic Target.

Beijing Brand Introduces 2020 Strategic Target

By 2020, Beijing Brand will be committed to achieving breakthroughs in terms of production and sales scales, product mix, new energy vehicle products. By sales volumes, Beijing Brand will stay in the top three brands in China, and become a "new mainstream force" in the development of Chinese brands.

The Millionth Vehicle

2016



Top 3 Chinese Brands Production and Sales of Proprietary brands: 800,000 units

2020

2020

- Total Production and Sales：***800,000***
- New Energy Vehicles：
- ***Production and Sales:200,000 units***
- ***Full automation of Senova***

Smart Application:

- *An interactive platform for multiple terminals on the same cloud terminal*
- *Advanced guidance system for driving*
- *Newly redefined room for drivers and passengers*

北京汽车 BAIC MOTOR | 行有道 达天下 Your Wish · Our Ways

北京汽车股份有限公司 BAIC Motor Corporation Limited

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