

## DESPATCH/COLLECTION OF H SHARE CERTIFICATES AND REFUND CHEQUES

Applicants who have applied for 1,000,000 or more Hong Kong Offer Shares on **WHITE** Application Forms and have provided all information required by their Application Forms and applicants who have applied for 1,000,000 Hong Kong Offer Shares or more through the **White Form eIPO** service by submitting an electronic application through the designated website [www.eipo.com.hk](http://www.eipo.com.hk), and their applications are wholly or partially successful, may collect their share certificate(s) (where applicable) from Computershare Hong Kong Investor Services Limited at Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen’s Road East, Wanchai, Hong Kong from 9:00 a.m. to 1:00 p.m. on Thursday, December 18, 2014 or such other date as notified by us in the newspapers. Applicants being individuals who are eligible for personal collection cannot authorise any other person(s) to make collection on their behalf. Corporate applicants which are eligible for personal collection must attend by their authorised representatives bearing letters of authorisation from their corporations stamped with the respective corporation’s chop. Both individuals and authorised representatives (if applicable) must produce, at the time of collection, evidence of identity acceptable to Computershare Hong Kong Investor Services Limited.

H Share certificates for Hong Kong Offer Shares allotted to applicants using **WHITE** Application Forms or **White Form eIPO** service which have applied for less than 1,000,000 Hong Kong Offer Shares, or which are either not available for personal collection or which are available but are not collected in person, are expected to be despatched to those entitled to the address specified in the relevant **WHITE** Application Form or in the relevant application instructions through the **White Form eIPO** service by ordinary post at their own risks on or before Thursday, December 18, 2014.

Wholly or partially successful applicants on **YELLOW** Application Form will have their share certificate(s) issued in the name of HKSCC Nominees and deposited directly into CCASS for credit to their CCASS Investor Participant stock accounts or their designated CCASS Participant’s stock account as instructed by the applicant in the **YELLOW** Application Form on Thursday, December 18, 2014 or upon contingency, on any other date determined by HKSCC or HKSCC Nominees.

H Share certificate(s) for Hong Kong Public Offering allotted to applicants giving **electronic application instructions** to HKSCC via CCASS will be issued in the name of HKSCC Nominees and deposited into CCASS for credit to their CCASS Investor Participant stock accounts or the stock accounts of their designated CCASS Participants as instructed by them electronically, on Thursday, December 18, 2014, or, on any other date determined by HKSCC or HKSCC Nominees.

Applicants applying through a designated CCASS Participant (other than a CCASS Investor Participant) using **YELLOW** Application Forms and by giving **electronic application instructions** to HKSCC via CCASS should check the number of Hong Kong Offer Shares allocated to them and the amount of refund monies (if any) payable (if they applied by giving **electronic application instructions** to HKSCC via CCASS) with that CCASS Participant.

Applicants applying as a CCASS Investor Participant on **YELLOW** Application Form or by giving **electronic application instructions** to HKSCC via CCASS should check the announcement made by the Company and report any discrepancies to HKSCC before 5:00 p.m. on Thursday, December 18, 2014 or any other date as shall be determined by HKSCC or HKSCC Nominees. Immediately after the credit of the Hong Kong Offer Shares to the CCASS Investor Participant's stock accounts, the applicant may check the new account balance (and the amount of refund payable to them if they apply by giving **electronic application instructions** to HKSCC via CCASS) via CCASS Phone System and the CCASS Internet System (using the procedures contained in HKSCC's "An Operating Guide for Investor Participants" in effect from time to time). HKSCC will also make available to such applicant activity statements showing the number of Offer Shares credited to their CCASS Investor Participants stock accounts and (for CCASS Investor Participants applying by giving **electronic application instructions** to HKSCC) the refund amount credited to their respective designated bank accounts.

Applicants on **WHITE** or **YELLOW** Application Forms who have applied for 1,000,000 Hong Kong Offer Shares or more and have provided all information required by their **WHITE** or **YELLOW** Application Forms, may collect their refund cheque(s) (where applicable) from Computershare Hong Kong Investor Services Limited at Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong from 9:00 a.m. to 1:00 p.m. on Thursday, December 18, 2014 or such other date as notified by us in the newspapers.

Refund cheques for wholly or partially successful or unsuccessful applicants on **WHITE** or **YELLOW** Application Forms which are either not available for personal collection or which are available but are not collected in person, are expected to be despatched by ordinary post to those entitled at their own risks on or before Thursday, December 18, 2014.

Applicants who have applied through the **White Form eIPO** service and paid the application monies from a single bank account, refund monies (if any) will be despatched to their application payment bank account in the form of e-Refund payment instructions. Applicants who have applied through **White Form eIPO** service and paid the application monies from multiple bank accounts, refund monies (if any) will be despatched to the address as specified on the **White Form eIPO** application instructions in the form of refund cheque(s) by ordinary post and at their own risks.

Applicants who have applied by giving **electronic application instructions** to HKSCC to apply on their behalf, all refunds are expected to be credited to their designated bank accounts (if the applicants have applied as a CCASS Investor Participant) or the designated bank account of their broker or custodian on Thursday, December 18, 2014.

H Share certificates for the Offer Shares will only become valid certificates of title at 8:00 a.m. on Friday, December 19, 2014, provided that the Global Offering has become unconditional and the right of termination described in the section headed "Underwriting — Underwriting Arrangements and Expenses — Hong Kong Public Offering — Grounds for termination" in the Prospectus has not been exercised.

The Company will not issue any temporary documents of title in respect of the H Shares or any receipts for sums paid on application for the Offer Shares.

## CONNECTED CLIENTS

Each of the placees has subscribed for certain number of the Offer Shares in the International Offering as set out below:

No.	Name of Placee	Related Exchange Participant*	Number of Offer Shares Allocated <sup>#</sup>	Approximate percentage of the Offer Shares offered pursuant to the Global Offering <sup>#</sup>
1.	UBS AG Wealth Management Division	UBS AG, Hong Kong Branch	343,000,500	27.7%
2.	Bank of Communications Co., Ltd.	BOCOM International Securities Limited	42,000,000	3.4%
3.	HSBC Broking Securities (Asia) Limited	The Hongkong and Shanghai Banking Corporation Limited	1,500,000	0.12%
4.	The Hongkong and Shanghai Banking Corporation Limited, Hong Kong Private Banking Division	The Hongkong and Shanghai Banking Corporation Limited	4,000,000	0.32%
5.	Deutsche Bank Private Wealth Management Clients	Deutsche Bank AG, Hong Kong Branch	90,000	0.0063%
			390,590,500	31.55%

\* Refers to the Global Coordinators, the Joint Bookrunners and the Underwriters

<sup>#</sup> Before any exercise of the Over-allotment Option

Each of the placees as set out in the above table is a member of the same group of companies as the corresponding related Exchange Participant as set out therein and therefore may be considered a “connected client” of such Exchange Participant under paragraph 13(7) of the Placing Guidelines. The Joint Sponsors and the Joint Bookrunners confirm that the Offer Shares subscribed by, and placed to, each of such placees are held by the respective placees on behalf of independent third parties. The Joint Sponsors have applied for, and the Stock Exchange has granted, a consent for the Offer Shares being allocated to each of the placees as set out above under the Placing Guidelines.

## **PUBLIC FLOAT**

Immediately following the completion of the Global Offering and before any exercise of the Over-allotment Option, 16.5% of the total issued share capital of the Company will be held by the public.

## **COMMENCEMENT OF DEALINGS**

Assuming that the Global Offering becomes unconditional in all aspects at or before 8:00 a.m. on Friday, December 19, 2014, dealings in the H Shares on the Hong Kong Stock Exchange are expected to commence at 9:00 a.m. on Friday, December 19, 2014. The H Shares will be traded in board lots of 500 H Shares. The stock code of the H Shares is 1958.

By order of the Board of Directors  
**BAIC Motor Corporation Limited**  
**Xu Heyi**  
*Chairman*

Hong Kong, December 18, 2014

*As at the date of this announcement, the Board comprises Mr. Li Feng, as executive Director; Mr. Xu Heyi, Mr. Zhang Xiyong, Mr. Li Zhili, Mr. Ma Chuanqi, Mr. Qiu Yinfu, Mr. Hubertus Troska, Mr. Bodo Uebber, Ms. Wang Jing and Mr. Yang Shi, as non-executive Directors; and Mr. Fu Yuwu, Mr. Wong Lung Tak Patrick, Mr. Bao Robert Xiaochen, Mr. Zhao Fuquan and Mr. Liu Kaixiang, as independent non-executive Directors.*

*Please also refer to the published version of this announcement in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese).*