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北京汽车
BAIC MOTOR

北京汽車股份有限公司

BAIC MOTOR CORPORATION LIMITED*

(A joint stock company incorporated in the People's Republic of China with limited liability)
(Stock Code: 1958)

ANNOUNCEMENT
THE OPERATING RESULTS OF THE COMPANY FOR THE FIRST
QUARTER ENDED MARCH 31, 2016
AND
RESUMPTION OF TRADING

This announcement is made pursuant to Rules 13.09(2) and 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and Inside Information Provisions (as defined under the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong).

BAIC Motor Corporation Limited (the “**Company**”, and its subsidiaries, collectively the “**Group**”) issued the mid-term notes in the inter-bank open market of the People’s Republic of China (the “**PRC**”), and the mid-term notes are within the period of existence. Pursuant to the relevant laws and regulations of the PRC, during the period of existence of the mid-term notes, the Company must disclose its operating results for the first quarter on the website of the Shanghai Clearing House (<http://www.shclearing.com>).

The operating results attached hereto are the unaudited operating results of the Group for the three months ended March 31, 2016 prepared in accordance with the Accounting Standards for Business Enterprises of the PRC, which have been disclosed on the website of the Shanghai Clearing House (<http://www.shclearing.com>).

The announcement and the attached operating results were originally prepared in Chinese and published in both Chinese and English. In the case of any discrepancy, the Chinese text shall prevail over the English text.

CONSOLIDATED BALANCE SHEET

Unit: RMB Yuan

| Assets | Balance at the end of the period March 31, 2016 | Balance at the beginning of the year January 1, 2016 |
|---|--|---|
| Current assets: | | |
| Monetary assets | 26,386,045,684.90 | 25,410,156,146.67 |
| Financial assets at fair value through profit or loss | — | — |
| Notes receivables | 8,421,232,760.07 | 6,370,620,821.82 |
| Trade receivables | 5,483,516,395.35 | 4,577,986,758.86 |
| Prepayments | 3,659,213,648.84 | 2,041,593,471.70 |
| Interest receivables | — | — |
| Dividend receivables | — | 6,812,199.48 |
| Other receivables | 2,427,828,050.20 | 1,913,151,336.68 |
| Inventories | 10,298,404,830.52 | 9,870,761,889.32 |
| Non-current assets due within one year | — | 50,322,040.95 |
| Other current assets | 2,164,656,165.43 | 1,995,214,738.06 |
| Total current assets | 58,840,897,535.31 | 52,236,619,403.54 |
| Non-current assets: | | |
| Available-for-sale financial assets | 536,480,000.00 | 4,000,000.00 |
| Held-to-maturity investments | — | — |
| Long-term receivables | — | — |
| Long-term equity investments | 16,692,028,939.29 | 14,582,375,052.26 |
| Investment properties | — | — |
| Net fixed assets | 33,185,808,833.66 | 33,491,309,704.98 |
| Construction in progress | 4,479,392,919.15 | 4,859,683,802.25 |
| Construction materials | — | — |
| Disposal of fixed assets | — | — |
| Productive biological assets | — | — |
| Oil and gas assets | — | — |
| Intangible assets | 9,718,367,607.50 | 9,987,891,576.33 |
| Development expenditures | 6,634,521,024.20 | 5,899,890,333.85 |
| Goodwill | 807,504,934.39 | 807,504,934.39 |
| Long-term deferred expenses | 205,166,684.94 | 163,566,657.14 |
| Deferred income tax assets | 4,208,545,888.14 | 4,208,608,816.13 |
| Other non-current assets | 739,070,060.89 | 1,151,638,260.89 |
| Total non-current assets | 77,206,886,892.16 | 75,156,469,138.22 |
| Total assets | 136,047,784,427.47 | 127,393,088,541.76 |

Unit: RMB Yuan

| Liabilities | Balance at the end of the period March 31, 2016 | Balance at the beginning of the year January 1, 2016 |
|--|--|---|
| Current liabilities: | | |
| Short-term borrowings | 15,308,348,000.00 | 16,124,012,971.73 |
| Financial liabilities at fair value through profit or loss | - | - |
| Notes payables | 3,563,916,501.17 | 2,104,625,684.50 |
| Trade payables | 22,984,700,487.87 | 19,277,708,219.68 |
| Advance receipts | 662,076,529.74 | 1,283,646,939.37 |
| Payroll payables | 556,673,230.01 | 896,294,353.55 |
| Tax payables | 2,201,729,323.83 | 2,866,840,572.57 |
| Interest payables | 250,607,388.66 | 227,330,072.39 |
| Dividend payables | 1,470,000,000.00 | 1,470,000,000.00 |
| Other payables | 18,625,293,835.23 | 17,684,785,110.67 |
| Non-current liabilities due within one year | 2,986,309,214.18 | 3,193,561,014.17 |
| Other current liabilities | 4,497,650,277.79 | 2,498,250,694.45 |
| Total current liabilities | 73,107,304,788.48 | 67,627,055,633.08 |
| Non-current liabilities: | | |
| Long-term borrowings | 2,642,780,000.00 | 2,959,570,000.00 |
| Bonds payables | 7,523,668,303.23 | 6,026,508,017.98 |
| Long-term payables | - | - |
| Specific payables | - | - |
| Accrued liabilities | 1,780,280,437.83 | 1,610,287,208.50 |
| Deferred income tax liabilities | 832,159,546.52 | 839,971,112.49 |
| Other non-current liabilities | 1,329,052,425.43 | 1,260,293,966.02 |
| Total non-current liabilities | 14,107,940,713.01 | 12,696,630,304.99 |
| Total liabilities | 87,215,245,501.49 | 80,323,685,938.07 |
| Owners' equity (or shareholders' equity): | | |
| Paid-in capital (share capital) | 7,595,338,182.00 | 7,595,338,182.00 |
| Capital reserves | 16,644,967,136.37 | 16,653,516,944.80 |
| Less: Treasury stock | - | - |
| Surplus reserves | 1,938,410,533.98 | 1,938,410,533.98 |
| Unallocated profits | 9,692,923,918.59 | 8,822,718,224.67 |
| Foreign currency translation differences | -26,023.74 | - |
| Total equity attributable to owners of the parent | 35,871,613,747.20 | 35,009,983,885.45 |
| Minority interests | 12,960,925,178.78 | 12,059,418,718.24 |
| Total owners' equity | 48,832,538,925.98 | 47,069,402,603.69 |
| Total liabilities and owners' equity | 136,047,784,427.47 | 127,393,088,541.76 |

CONSOLIDATED INCOME STATEMENT

Unit: RMB Yuan

| Items | Accumulated amounts for January to March in 2016 | Accumulated amounts for January to March in 2015 |
|---|---|---|
| I. Total operating income | 24,771,796,920.79 | 19,016,602,737.05 |
| II. Total operating costs | 23,144,521,613.96 | 17,697,108,418.18 |
| Including: Operating costs | 18,406,488,386.59 | 14,773,318,460.38 |
| Business tax and surcharges | 1,386,926,062.05 | 1,252,224,256.21 |
| Selling expenses | 2,515,364,800.63 | 1,357,454,190.02 |
| Administrative expenses | 644,691,399.74 | 661,294,736.72 |
| Financial expenses | 191,050,964.95 | -541,858,480.82 |
| Impairment losses of assets | - | 194,675,255.67 |
| Add: Gain on changes in fair value (loss is marked by “-”) | - | - |
| Investment gain (loss is marked by “-”) | 758,010,833.72 | 1,398,787,552.15 |
| Including: gain from investment in associated companies and joint ventures | 758,010,833.72 | 1,398,787,552.15 |
| III. Operating profit (loss is marked by “-”) | 2,385,286,140.55 | 2,718,281,871.02 |
| Add: Non-operating income | 17,087,417.32 | 179,357,126.34 |
| Less: Non-operating expenses | 12,207,391.88 | 7,929,219.84 |
| Including: Gains on disposal of non-current assets | 927,456.69 | 20,636.92 |
| IV. Total profit (total loss is marked by “-”) | 2,390,166,165.99 | 2,889,709,777.52 |
| Less: Income tax expenses | 610,239,489.71 | 503,187,554.25 |
| V. Net profit (net loss is marked by “-”) | 1,779,926,676.28 | 2,386,522,223.27 |
| Net profit attributable to owners of the parent | 870,205,693.92 | 1,627,846,678.39 |
| Minority interests | 909,720,982.36 | 758,675,544.88 |

CONSOLIDATED CASH FLOWS STATEMENT

Unit: RMB Yuan

| Items | Accumulated amounts for January to March in 2016 | Accumulated amounts for January to March in 2015 |
|--|---|---|
| I. Cash flows from operating activities: | | |
| Cash received from sales of goods and provision of labor services | 28,043,878,987.98 | 20,372,704,662.73 |
| Tax refunds received | - | 132,073.60 |
| Cash received relating to other operating activities | 219,004,392.65 | 163,019,705.36 |
| Sub-total of cash inflows from operating activities | 28,262,883,380.63 | 20,535,856,441.69 |
| Cash paid for purchase of goods and engagement of labor services | 19,368,832,372.79 | 13,946,263,785.05 |
| Cash paid to and on behalf of employees | 1,200,476,043.62 | 1,014,343,226.94 |
| Payments of all types of taxes | 4,805,157,616.60 | 3,410,583,594.73 |
| Cash paid relating to other operating activities | 1,795,523,903.42 | 1,545,993,639.81 |
| Sub-total of cash outflows from operating activities | 27,169,989,936.43 | 19,917,184,246.53 |
| Net cash flows from operating activities | 1,092,893,444.20 | 618,672,195.16 |
| II. Cash flows from investing activities: | | |
| Cash received from return of investment | - | - |
| Cash received from investment gains | 6,812,199.48 | - |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 87,785.00 | 1,080,903.29 |
| Net cash received from disposal of subsidiaries and other operating units | - | - |
| Cash received relating to other investing activities | - | - |
| Sub-total of cash inflows from investing activities | 6,899,984.48 | 1,080,903.29 |
| Cash paid for acquisition of fixed assets, intangible assets and other long-term assets | 1,539,565,060.67 | 3,091,234,026.57 |
| Cash paid for investment | 1,884,123,065.50 | 1,198,397.79 |
| Net cash paid for acquisition of subsidiaries and other operating units | - | - |
| Cash paid relating to other investing activities | - | 138,557,468.20 |
| Sub-total of cash outflows from investing activities | 3,423,688,126.17 | 3,230,989,892.56 |
| Net cash flows from investing activities | -3,416,788,141.69 | -3,229,908,989.27 |
| III. Cash flows from financing activities: | | |
| Cash received from investors | - | 347,891,372.69 |
| Including: Cash received from absorbing minority shareholders' investment by subsidiaries | - | 499,878,745.73 |
| Cash received from borrowings | 6,397,000,000.00 | 6,559,708,049.48 |
| Cash received relating to other financing activities | 69,150,603.76 | 45,941,100.45 |
| Sub-total of cash inflows from financing activities | 6,466,150,603.76 | 6,953,540,522.62 |
| Cash paid for repayment of debts | 3,024,041,800.00 | 9,057,314,103.18 |
| Cash paid for distribution of dividends, profits or payment of interests | 273,347,873.78 | 1,199,313,016.55 |
| Including: Dividend and profit paid to minority shareholders by subsidiaries | - | - |
| Cash paid relating to other financing activities | 4,348,125.00 | 24,557,248.77 |
| Sub-total of cash outflows from financing activities | 3,301,737,798.78 | 10,281,184,368.50 |
| Net cash flows from financing activities | 3,164,412,804.98 | -3,327,643,845.88 |
| IV. Effect of changes in exchange rate on cash and cash equivalents | -25,214.80 | 189,318,709.69 |
| V. Net increase in cash and cash equivalents | 840,492,892.69 | -5,749,561,930.30 |
| VI. Balance of cash at the end of the period | 24,786,988,963.15 | 17,217,444,299.46 |

BALANCE SHEET

Unit: RMB Yuan

| | Balance at the end of the period March 31, 2016 | Balance at the beginning of the year January 1, 2016 |
|---|--|---|
| Assets | | |
| Current assets: | | |
| Monetary assets | 2,092,518,588.18 | 2,012,837,429.54 |
| Financial assets at fair value through profit or loss | — | — |
| Notes receivables | 250,717,465.65 | 161,236,539.40 |
| Trade receivables | 7,176,605,491.70 | 5,431,331,813.69 |
| Prepayments | 1,863,051,606.95 | 852,227,390.18 |
| Interest receivables | — | — |
| Dividend receivables | 1,530,000,000.00 | 1,530,000,000.00 |
| Other receivables | 14,937,988,809.16 | 13,989,795,988.15 |
| Inventories | 869,381,144.30 | 802,323,832.55 |
| Non-current assets due within one year | — | — |
| Other current assets | 929,426,445.11 | 965,570,025.30 |
| Total current assets | 29,649,689,551.05 | 25,745,323,018.81 |
| Non-current assets: | | |
| Available-for-sale financial assets | 536,480,000.00 | 4,000,000.00 |
| Held-to-maturity investments | — | — |
| Long-term receivables | — | — |
| Long-term equity investments | 20,484,483,046.07 | 20,487,840,899.08 |
| Investment properties | — | — |
| Net fixed assets | 6,333,543,597.07 | 6,449,766,800.32 |
| Construction in progress | 1,447,623,104.85 | 1,395,523,812.39 |
| Construction materials | — | — |
| Disposal of fixed assets | — | — |
| Productive biological assets | — | — |
| Oil and gas assets | — | — |
| Intangible assets | 3,678,872,098.95 | 3,858,093,961.29 |
| Development expenditures | 5,751,124,680.83 | 5,106,987,410.90 |
| Goodwill | — | — |
| Long-term deferred expenses | 4,861,834.24 | 197,751.98 |
| Deferred income tax assets | — | — |
| Other non-current assets | 309,716,138.83 | 621,904,974.53 |
| Total non-current assets | 38,546,704,500.84 | 37,924,315,610.49 |
| Total assets | 68,196,394,051.89 | 63,669,638,629.30 |

Unit: RMB Yuan

| Liabilities | Balance at the end of the period March 31, 2016 | Balance at the beginning of the year January 1, 2016 |
|--|--|---|
| Current liabilities: | | |
| Short-term borrowings | 13,550,000,000.00 | 13,150,000,000.00 |
| Financial liabilities at fair value through profit or loss | — | — |
| Notes payable | 208,572,386.84 | 525,894,469.86 |
| Trade payables | 7,886,718,401.73 | 5,188,507,159.91 |
| Advances receipts | 6,239,159.86 | 17,653,679.86 |
| Payroll payables | 36,882,213.27 | 70,549,810.84 |
| Tax payables | 44,407,997.36 | 41,695,702.30 |
| Interest payables | 201,559,827.61 | 147,051,796.47 |
| Dividend payables | — | — |
| Other payables | 2,422,491,641.36 | 2,080,656,407.54 |
| Non-current liabilities due within one year | 2,045,961,030.01 | 2,290,002,830.23 |
| Other current liabilities | 4,497,650,277.79 | 2,498,251,094.45 |
| Total current liabilities | 30,900,482,935.83 | 26,010,262,951.46 |
| Non-current liabilities: | | |
| Long-term borrowings | 1,452,000,000.00 | 1,612,000,000.00 |
| Bonds payable | 2,497,000,000.00 | 2,497,000,000.00 |
| Long-term payables | — | — |
| Specific payables | — | — |
| Accrued liabilities | — | — |
| Deferred income tax liabilities | — | — |
| Other non-current liabilities | 146,376,085.86 | 146,476,085.85 |
| Total non-current liabilities | 4,095,376,085.86 | 4,255,476,085.85 |
| Total liabilities | 34,995,859,021.69 | 30,265,739,037.31 |
| Owners' equity (or shareholders' equity): | | |
| Paid-in capital (share capital) | 7,595,338,182.00 | 7,595,338,182.00 |
| Capital reserves | 19,413,441,928.63 | 19,413,441,928.63 |
| Less: Treasury stock | — | — |
| Surplus reserves | 1,254,829,564.04 | 1,254,829,564.04 |
| Unallocated profits | 4,936,925,355.53 | 5,140,289,917.32 |
| Foreign currency translation differences | — | — |
| Total equity attributable to owners of the parent | 33,200,535,030.20 | 33,403,899,591.99 |
| Minority interests | — | — |
| Total owners' equity | 33,200,535,030.20 | 33,403,899,591.99 |
| Total liabilities and owners' equity | 68,196,394,051.89 | 63,669,638,629.30 |

INCOME STATEMENT

Unit: RMB Yuan

| Items | Accumulated amounts for January to March in 2016 | Accumulated amounts for January to March in 2015 |
|--|---|---|
| I. Total operating income | 4,260,998,002.20 | 2,492,711,274.00 |
| II. Total operating costs | 4,462,785,812.98 | 2,532,645,470.44 |
| Including: Operating costs | 3,988,235,556.03 | 2,272,901,082.27 |
| Business tax and surcharges | 105,888,729.96 | 77,135,190.06 |
| Selling expenses | - | - |
| Administrative expenses | 188,633,028.18 | 213,332,727.66 |
| Financial expenses | 180,028,498.81 | -30,723,529.55 |
| Impairment losses of assets | - | - |
| Add: Gain on changes in fair value (loss is marked by “-”) | - | - |
| Investment gain (loss is marked by “-”) | -3,357,853.01 | -867,524.91 |
| Including: gain from investments in associated companies and joint ventures | -3,357,853.01 | -867,524.91 |
| III. Operating profit (loss is marked by “-”) | -205,145,663.79 | -40,801,721.35 |
| Add: Non-operating income | 2,693,745.27 | 184,376,602.72 |
| Less: Non-operating expenses | 912,643.27 | 7,549.54 |
| Including: Gains on disposal of non-current assets | 912,643.27 | 7,549.54 |
| IV. Total profit (total loss is marked by “-”) | -203,364,561.79 | 143,567,331.83 |
| Less: Income tax expenses | - | - |
| V. Net profit (net loss is marked by “-”) | -203,364,561.79 | 143,567,331.83 |
| Net profit attributable to owners of the parent | -203,364,561.79 | 143,567,331.83 |
| Minority interests | - | - |

CASH FLOWS STATEMENT

Unit: RMB Yuan

| Items | Accumulated amounts for January to March in 2016 | Accumulated amounts for January to March in 2015 |
|---|---|---|
| I. Cash flows from operating activities: | | |
| Cash received from sales of goods and provision of labor services | 1,488,817,209.06 | 2,858,160,509.25 |
| Tax refunds received | - | - |
| Cash received relating to other operating activities | 795,014,349.22 | 172,123,652.08 |
| Sub-total of cash inflows from operating activities | 2,283,831,558.28 | 3,030,284,161.33 |
| Cash paid for purchase of goods and engagement of labor services | 1,951,800,131.16 | 2,396,725,483.98 |
| Cash paid to and on behalf of employees | 507,377,206.03 | 425,335,658.00 |
| Payments of all types of taxes | 122,171,829.25 | 143,450,670.01 |
| Cash paid relating to other operating activities | 464,297,207.79 | 1,613,671,128.97 |
| Sub-total of cash outflows from operating activities | 3,045,646,374.23 | 4,579,182,940.96 |
| Net cash flows from operating activities | -761,814,815.95 | -1,548,898,779.63 |
| II. Cash flows from investing activities: | | |
| Cash received from return of investment | - | - |
| Cash received from investment gain | - | - |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 8,785.00 | 1,080,903.29 |
| Net cash received from disposal of subsidiaries and other operating units | - | - |
| Cash received relating to other investing activities | - | - |
| Sub-total of cash inflows from investing activities | 8,785.00 | 1,080,903.29 |
| Cash paid for acquisition of fixed assets, intangible assets and other long-term assets | 440,865,783.06 | 1,445,354,336.89 |
| Cash paid for investment | 532,480,000.00 | 520,281,957.21 |
| Net cash paid for acquisition of subsidiaries and other operating units | - | 297,902,009.99 |
| Cash paid relating to other investing activities | - | 138,557,468.20 |
| Sub-total of cash outflows from investing activities | 973,345,783.06 | 2,402,095,772.29 |
| Net cash flows from investing activities | -973,336,998.06 | -2,401,014,869.00 |

| Items | Accumulated amounts for January to March in 2016 | Accumulated amounts for January to March in 2015 |
|--|---|---|
| III. Cash flows from financing activities: | | |
| Cash received from investors | – | -181,245,363.05 |
| Including: Cash received from absorbing minority shareholders’ investment by subsidiaries | – | – |
| Cash received from borrowings | 4,900,000,000.00 | 5,599,500,000.00 |
| Cash received relating to other financing activities | – | – |
| Sub-total of cash inflows from financing activities | 4,900,000,000.00 | 5,418,254,636.95 |
| Cash paid for repayment of debts | 2,904,041,800.00 | 7,048,566,795.18 |
| Cash paid for distribution of dividends or profits or payment of interests | 176,873,310.37 | 235,307,118.50 |
| Including: Dividend and profit paid to minority shareholders by subsidiaries | – | – |
| Cash paid relating to other financing activities | 4,348,125.00 | 24,557,248.77 |
| Sub-total of cash outflows from financing activities | 3,085,263,235.37 | 7,308,431,162.45 |
| Net cash flows from financing activities | 1,814,736,764.63 | -1,890,176,525.50 |
| IV. Effect of changes in exchange rate on cash and cash equivalents | -8,887.67 | 163,622,120.20 |
| V. Net increase in cash and cash equivalents | 79,576,062.95 | -5,676,468,053.93 |
| VI. Balance of cash at the end of the period | 1,681,878,722.63 | 5,273,787,971.88 |

Note: the financial information contained in this operating results update is prepared in accordance with the PRC GAAP and has not been audited.

TRADING HALT AND RESUMPTION OF TRADING

At the request of the Company, trading in the H shares of the Company (the “**H Share**”) on The Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”) was halted with effect from 9:18 a.m. on 21 April 2016 (Thursday), pending the release of this announcement. An application has been made by the Company to the Stock Exchange for resumption of trading in the H Shares with effect from 9:00 a.m. on 22 April 2016 (Friday).

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

Beijing, the PRC, April 21, 2016

As at the date of this announcement, the Board comprises Mr. Xu Heyi, as Chairman of the Board and non-executive Director; Mr. Zhang Xiyong and Mr. Li Zhili, as non-executive Directors; Mr. Li Feng, as executive Director; 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.

* *For identification purpose only*