

Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.



長 城 汽 車 股 份 有 限 公 司
GREAT WALL MOTOR COMPANY LIMITED*

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

(Stock Code: 2333)

2013 THIRD QUARTERLY REPORT

The Board hereby announces the 2013 Third Quarterly Report of the Company. This report was prepared in accordance with China Accounting Standards for Business Enterprises and has not been audited.

This announcement is made pursuant to Rule 13.09 of the Listing Rules and Part XIVA of the Securities and Futures Ordinance.

The board of directors (the “**Board**”) of Great Wall Motor Company Limited (the “**Company**”) hereby announces the unaudited results of the Company and its subsidiaries (the “**Group**”) for the nine months ended 30 September 2013 (the “**Reporting Period**”) (the “**Third Quarterly Report**”), which were prepared in accordance with China Accounting Standards for Business Enterprises. This announcement is made pursuant to Rule 13.09 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and Part XIVA of the Securities and Futures Ordinance.

The contents of this announcement are consistent with the announcement published on the Shanghai Stock Exchange. This announcement is published simultaneously in Hong Kong and Shanghai.

1. IMPORTANT NOTICE

- 1.1 The Board, the Supervisory Committee and the directors, supervisors and senior management of the Company warrant that the information in this quarterly report is true, accurate and complete, and does not contain any false representations, misleading statements or material omissions and they jointly and severally take legal responsibility for its contents.
- 1.2 All the directors of the Company attended the Board meeting to consider and approve this quarterly report.

| | |
|--|--------------|
| 1.3 Person-in-charge of the Company | Wei Jian Jun |
| Person-in-charge of accounting affairs | Li Feng Zhen |
| Person-in-charge of the accounting department (Head of the accounting department) | Ji Wen Jun |

Wei Jian Jun, person-in-charge of the Company, Li Feng Zhen, person-in-charge of the accounting affairs and Ji Wen Jun, person-in-charge of the accounting department (head of the accounting department), warrant the truthfulness, accuracy and completeness of the financial statements in this quarterly report.

1.4 The financial statements in the Third Quarterly Report of the Company have not been audited.

2. KEY FINANCIAL DATA AND CHANGE IN SHAREHOLDERS OF THE COMPANY

2.1 Key financial data

| | <i>Unit: RMB Currency: RMB</i> | | |
|---|--|---|--|
| | As at the end of the Reporting Period | As at the end of last year | Increase/decrease as at the end of the Reporting Period over the end of last year (%) |
| Total assets | 48,278,831,886.02 | 42,569,396,536.78 | 13.41 |
| Net assets attributable to shareholders of the listed company | 25,952,241,389.28 | 21,514,243,992.83 | 20.63 |
| | From the beginning of this year to the end of the Reporting Period (January to September) | From the beginning of last year to the end of the reporting period of last year (January to September) | Increase/decrease as compared with the same period of last year (%) |
| Net cash flow from operating activities | 7,838,876,272.69 | 4,023,586,830.75 | 94.82 |

| | From the beginning of this year to the end of the Reporting Period (January to September) | From the beginning of last year to the end of the reporting period of last year (January to September) | Increase/decrease as compared with the same period of last year (%) |
|--|--|---|--|
| Operating income | 40,774,891,252.38 | 29,463,526,297.34 | 38.39 |
| Net profit attributable to shareholders of the listed company | 6,172,209,374.12 | 3,841,508,843.68 | 60.67 |
| Net profit attributable to shareholders of the listed company after non-recurring gains/losses | 6,076,358,497.77 | 3,785,070,158.91 | 60.53 |
| Weighted average return on net assets (%) | 25.90 | 21.05 | increased by 4.85 percentage points |
| Basic earnings per share (RMB per share) | 2.03 | 1.26 | 60.67 |
| Diluted earnings per share (RMB per share) | N/A | N/A | N/A |

Excluding items and amounts of non-recurring gains/losses:

| Item | <i>Unit: RMB Currency: RMB</i> | |
|---|---|---|
| | For the current period (July to September) | Amount from the beginning of this year to the end of the Reporting Period (January to September) |
| Gains/losses on disposal of non-current assets | -3,246,359.03 | -7,599,783.65 |
| Government subsidies included in profits and losses for the current period, excluding those closely related to the normal business operations of the Company and of fixed amount or fixed quantity granted on an on-going basis in accordance with certain standards and in compliance with the State policies | 18,930,106.03 | 64,405,551.07 |
| Gains/losses from fair value changes in financial assets held for trading and financial liabilities held for trading, and investment gains from disposal of financial assets held for trading, financial liabilities held for trading and financial assets available for sale, excluding the effective hedging business related to the Company's normal business operations | 2,469,665.01 | 25,240,692.32 |
| Non-operating income and expenses other than the above items | 12,956,513.74 | 30,625,937.24 |
| Investment income gained from the disposal of long-term equity investment | — | 8,388,123.65 |
| Income tax effect | -8,439,935.82 | -24,427,226.84 |
| Minority interest effect (after tax) | -402,159.19 | -782,417.44 |
| Total | 22,267,830.74 | 95,850,876.35 |

2.2 Total number of shareholders and shareholding of the top 10 shareholders and the top 10 shareholders of shares without selling restrictions as at the end of the Reporting Period

Unit: Shares

| Total number of shareholders | | | | | 13,660 | |
|--|---------------------------------------|--------------------------------|-----------------------------|---|------------------------------------|--|
| Shareholding of the top 10 shareholders | | | | | | |
| Name of shareholder | Type of shareholder | Percentage of shareholding (%) | Total number of shares held | Number of shares with selling restrictions held | Number of pledged or frozen shares | |
| Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司) | Domestic non-state-owned legal person | 56.04 | 1,705,000,000 (A Shares) | 1,705,000,000 (A Shares) | Nil | |
| HKSCC NOMINEES LIMITED | Overseas legal person | 33.17 | 1,009,275,344 (H Shares) | — | Unknown | |
| Bank of China — Jiashi Stable Open Stock Investment Fund | Others | 0.63 | 19,135,681 (A Shares) | — | Unknown | |
| WU FEE PHILIP | Overseas natural person | 0.58 | 17,555,000 (H Shares) | — | Unknown | |
| The Industrial and Commercial Bank of China — CIFM Domestic Demand Motivation Stock Securities Investment Fund | Others | 0.49 | 14,790,000 (A Shares) | — | Unknown | |
| Shanghai Pudong Development Bank— Jiashi High Quality Enterprises Open Stock Investment Fund | Others | 0.28 | 8,510,128 (A Shares) | — | Unknown | |
| The Industrial and Commercial Bank of China — Bosera Third Industrial Growth Equity Securities Investment Fund | Others | 0.26 | 8,000,000 (A Shares) | — | Unknown | |
| Bank of China — China AMC Large-cap Select Fund | Others | 0.23 | 6,878,951 (A Shares) | — | Unknown | |
| National Social Security Fund 103 Package | Others | 0.22 | 6,692,225 (A Shares) | — | Unknown | |
| China Construction Bank-Bosera Theme Industry Stock Securities Investment Fund | Others | 0.21 | 6,312,602 (A Shares) | — | Unknown | |

| Shareholding of the top 10 shareholders of tradable shares without selling restrictions | | |
|--|--|-----------------------------------|
| Name of shareholder (Full name) | Number of tradable shares without selling restrictions held as at the end of the Reporting Period | Class and number of shares |
| HKSCC NOMINEES LIMITED | 1,009,275,344 (H Shares) | Overseas listed foreign shares |
| Bank of China — Jiashi Stable Open Stock Investment Fund | 19,135,681 (A Shares) | RMB-denominated ordinary shares |
| WU FEE PHILIP | 17,555,000 (H Shares) | Overseas listed foreign shares |
| The Industrial and Commercial Bank of China — CIFM Domestic Demand Motivation Stock Securities Investment Fund | 14,790,000 (A Shares) | RMB-denominated ordinary shares |
| Shanghai Pudong Development Bank — Jiashi High Quality Enterprises Open Stock Investment Fund | 8,510,128 (A Shares) | RMB-denominated ordinary shares |
| The Industrial and Commercial Bank of China — Bosera Third Industrial Growth Equity Securities Investment Fund | 8,000,000 (A Shares) | RMB-denominated ordinary shares |
| Bank of China — China AMC Large-cap Select Fund | 6,878,951 (A Shares) | RMB-denominated ordinary shares |
| National Social Security Fund 103 Package | 6,692,225 (A Shares) | RMB-denominated ordinary shares |
| China Construction Bank-Bosera Theme Industry Stock Securities Investment Fund | 6,312,602 (A Shares) | RMB-denominated ordinary shares |
| Agricultural Bank of China — Penghua Motivity Growth Mixed Fund (LOF) | 5,560,070 (A Shares) | RMB-denominated ordinary shares |

3. SIGNIFICANT EVENTS

3.1 Details of and reasons for material changes in key financial statement items and financial indicators of the Company

√ Applicable □ Not applicable

3.1.1 Items in the consolidated balance sheet as at 30 September 2013 with significant changes as compared to that of 31 December 2012:

| Item | 30 September 2013 | 31 December 2012 | Change (%) | Reason |
|------------------------|-------------------|------------------|------------|--|
| Cash and bank balances | 8,360,750,099.35 | 6,336,981,784.93 | 31.94 | Mainly due to the increase in net cashflow from operating activities resulting from the increase in sales in this period. |
| Prepayments | 539,712,997.53 | 391,549,732.29 | 37.84 | Mainly due to the increase in payables resulting from the increase in production volume. |
| Long-term receivables | — | 22,970,074.17 | -100 | Mainly due to the reclassification of receivables due within one year as current assets. |
| Salaries payable | 415,016,887.25 | 736,035,068.04 | -43.61 | Mainly due to the payment of incentives payable to employees recognized at the end of the last period in this period. |
| Taxes payable | 774,721,444.38 | 537,079,490.65 | 44.25 | Mainly due to the increase in taxes payable resulting from the increase in sales. |
| Other payables | 1,708,802,939.61 | 1,219,640,824.99 | 40.11 | Mainly due to the increase in payables in relation to infrastructure and equipment resulting from the addition and expansion of production lines of the Group. |
| Minority interests | 33,746,836.32 | 129,125,415.53 | -73.87 | Mainly due to the payment of dividends to minority shareholders. |

3.1.2 Items in the consolidated income statement for the period from 1 January 2013 to 30 September 2013 with significant changes as compared to those of the corresponding period of last year:

| Item | January to September 2013 | January to September 2012 | Change (%) | Reason |
|--|------------------------------|------------------------------|------------|--|
| Operating income | 40,774,891,252.38 | 29,463,526,297.34 | 38.39 | Mainly due to the increase in overall sales of the Group. |
| Operating costs | 28,963,645,992.62 | 21,656,056,081.20 | 33.74 | Mainly due to the increase in overall sales of the Group. |
| Business tax and surcharges | 1,476,093,232.43 | 1,089,628,456.37 | 35.47 | Mainly due to the increase in goods turnover tax resulting from the increase in sales in this period. |
| Administration expenses | 1,676,887,427.10 | 1,052,214,003.28 | 59.37 | Mainly due to the increase in research and development expenses of the Group. |
| Asset impairment loss | 8,457,846.77 | 46,153,100.37 | -81.67 | Mainly due to the write-back of provision for bad debts by account receivables in this period and the impairment of fixed assets not yet taking place. |
| Gains from changes in fair value (losses are indicated with “-”) | -3,111,646.14 | -739,533.03 | 320.76 | Mainly due to the changes in fair value of forward exchange transactions. |
| Investment gains (losses are indicated with “-”) | 44,047,721.44 | 9,741,472.46 | 352.17 | Mainly due to the income gained from the disposal of Baoding Exquisite Auto Aluminium Alloy Manufacture Co., Ltd. (保定精工汽車鋁合金製造有限公司), a subsidiary of the Company, and from the financial products purchased from banks in this period. |

| Item | January to September 2013 | January to September 2012 | Change (%) | Reason |
|------------------------|------------------------------|------------------------------|------------|---|
| Non-operating income | 106,371,810.30 | 71,760,925.60 | 48.23 | Mainly due to the increase in government subsidies. |
| Non-operating expenses | 18,940,105.64 | 11,973,166.78 | 58.19 | Mainly due to the increase in losses relating to disposals resulting from the increase in disposals of fixed assets in this period. |
| Income tax expenses | 1,312,266,881.44 | 794,747,742.92 | 65.12 | Mainly due to the increase in profit margin resulting from the increase in sales in this period. |

3.1.3 Items in the consolidated cash flow statement for the period from 1 January 2013 to 30 September 2013 with significant changes as compared to those of the corresponding period last year:

| Item | January to September 2013 | January to September 2012 | Change (%) | Reason |
|---|------------------------------|------------------------------|------------|---|
| Net cash flow generated from operating activities | 7,838,876,272.69 | 4,023,586,830.75 | 94.82 | Mainly due to the increase in overall sales of the Group. |
| Net cash flow generated from investing activities | -4,066,117,130.00 | -3,447,505,337.06 | 17.94 | Mainly due to the increase in investment in land, plants and equipment for the addition and expansion of production lines of the Group. |
| Net cash flow generated from financing activities | -1,674,586,050.37 | -601,654,954.03 | 178.33 | Mainly due to the increase in dividends payable. |

3.2 Analysis and explanation of the progress of significant events and their implications and solutions

Applicable Not applicable

3.3 Performance of undertakings made by the Company and its shareholders holding 5% or more of shares

Applicable Not applicable

1. Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司), the controlling shareholder of the Company, has undertaken that for a period of 36 months from the date of listing, Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司) would not transfer or entrust others to manage any of the shares issued before the initial public offering of shares by the issuer, which is directly or indirectly held by it, nor allow such shares to be repurchased by the issuer.
2. Mr. Wei Jian Jun, the de facto controller of the Company, has undertaken that for a period of 36 months from the date of listing, Mr. Wei Jian Jun would not transfer or entrust others to manage any of the shares issued before the initial public offering of shares by the issuer, which is directly or indirectly held by him, nor allow such shares to be repurchased by the issuer.
3. The Company has undertaken that from 1 January 2012, it would not enter into any transactions relating to automotive parts and components with Hebei Baoding Tai Hang Group Company Limited (河北保定太行集團有限責任公司) and Baoding Tai Hang Pump Manufacturing Company Limited (保定市太行製泵有限公司).

After prudent verification, the Board confirmed that the above undertakings had been strictly fulfilled by each of the parties and there was no breach of the same.

3.4 Warning and explanation as to anticipated loss in accumulated net profit from the beginning of this year to the end of the next reporting period or significant changes in the same over the corresponding period last year

Applicable Not applicable

Great Wall Motor Company Limited
Legal Representative: Wei Jian Jun
24 October 2013

4. APPENDIX

4.1 Consolidated Balance Sheet

As at 30 September 2013

Prepared by: Great Wall Motor Company Limited

Unit: RMB

Currency: RMB

Audit status: Unaudited

| Item | Closing balance of the period | Opening balance of the year |
|---|----------------------------------|--------------------------------|
| Current assets: | | |
| Cash and bank balances | 8,360,750,099.35 | 6,336,981,784.93 |
| Balances with clearing companies | | |
| Placements with banks and other financial institutions | | |
| Financial assets held for trading | 8,539,661.12 | 11,651,307.26 |
| Bills receivable | 15,162,418,633.62 | 14,790,887,422.30 |
| Accounts receivable | 523,034,895.09 | 691,488,679.17 |
| Prepayments | 539,712,997.53 | 391,549,732.29 |
| Premiums receivable | | |
| Reinsurance accounts receivable | | |
| Deposits receivable from reinsurance contracts | | |
| Interests receivable | | |
| Dividends receivable | 15,280,463.03 | 15,280,463.03 |
| Other receivables | 980,719,343.22 | 854,389,669.52 |
| Financial assets purchased under agreements to resell | | |
| Inventories | 2,436,589,205.83 | 2,695,117,691.59 |
| Non-current assets due within one year | | |
| Other current assets | 50,139,534.59 | 60,330,465.60 |
| Total current assets | <u>28,077,184,833.38</u> | <u>25,847,677,215.69</u> |

| Item | Closing balance of the period | Opening balance of the year |
|-------------------------------------|--|--|
| Non-current assets: | | |
| Entrusted loans and advances | | |
| Financial assets available for sale | | |
| Investments held to maturity | | |
| Long-term receivables | | 22,970,074.17 |
| Long-term equity investments | 46,564,243.37 | 41,841,473.15 |
| Investment properties | 6,130,515.53 | 6,251,972.88 |
| Fixed assets | 11,068,719,926.77 | 9,019,119,819.20 |
| Construction-in-progress | 6,209,602,491.35 | 4,989,704,197.26 |
| Construction materials | | |
| Disposal of fixed assets | | |
| Biological assets for production | | |
| Oil and gas assets | | |
| Intangible assets | 2,441,560,013.66 | 2,214,215,362.85 |
| Development expenses | | |
| Goodwill | 2,163,713.00 | 2,163,713.00 |
| Long-term deferred expenses | 19,735,902.36 | 17,486,693.00 |
| Deferred income tax assets | 407,170,246.60 | 407,966,015.58 |
| Other non-current assets | | |
| Total non-current assets | <u>20,201,647,052.64</u> | <u>16,721,719,321.09</u> |
| | | |
| Total assets | <u><u>48,278,831,886.02</u></u> | <u><u>42,569,396,536.78</u></u> |

| Item | Closing balance of the period | Opening balance of the year |
|--|----------------------------------|--------------------------------|
| Current liabilities: | | |
| Short-term borrowings | | |
| Borrowings from central bank | | |
| Deposit and amounts due to banks | | |
| Placement from banks and other financial institutions | | |
| Financial liabilities held for trading | | |
| Bills payable | 4,461,791,362.91 | 4,341,672,114.91 |
| Accounts payable | 9,246,037,300.96 | 8,697,430,801.03 |
| Payments received in advance | 3,173,761,563.72 | 3,195,376,434.87 |
| Financial assets sold under agreements to repurchase | | |
| Handling charges and commission payable | | |
| Salaries payable | 415,016,887.25 | 736,035,068.04 |
| Taxes payable | 774,721,444.38 | 537,079,490.65 |
| Interests payable | | |
| Dividends payable | 91,522,028.50 | |
| Other payables | 1,708,802,939.61 | 1,219,640,824.99 |
| Reinsurance accounts payable | | |
| Deposits for insurance contracts | | |
| Customer deposits for securities trading | | |
| Customer deposits for securities underwriting | | |
| Non-current liabilities due within one year | 49,892,861.26 | 51,704,662.45 |
| Other current liabilities | 627,466,704.30 | 540,227,876.22 |
| | <hr/> | <hr/> |
| Total current liabilities | <u>20,549,013,092.89</u> | <u>19,319,167,273.16</u> |
| Non-current liabilities: | | |
| Long-term borrowings | | |
| Debentures payable | | |
| Long-term payables | | |
| Special payables | | |
| Projected liabilities | | |
| Deferred income tax liabilities | | |
| Other non-current liabilities | 1,743,830,567.53 | 1,606,859,855.26 |
| | <hr/> | <hr/> |
| Total non-current liabilities | <u>1,743,830,567.53</u> | <u>1,606,859,855.26</u> |
| | <hr/> | <hr/> |
| Total liabilities | <u>22,292,843,660.42</u> | <u>20,926,027,128.42</u> |

| Item | Closing balance of the period | Opening balance of the year |
|--|----------------------------------|--------------------------------|
| Owners' equity (or shareholders' equity): | | |
| Paid-up capital (or share capital) | 3,042,423,000.00 | 3,042,423,000.00 |
| Capital reserves | 4,461,109,309.25 | 4,461,109,309.25 |
| Less: Treasury shares | | |
| Special reserves | | |
| Surplus reserves | 2,217,932,376.40 | 2,217,932,376.40 |
| Provision for general risks | | |
| Undistributed profit | 16,237,037,813.04 | 11,799,009,548.92 |
| Exchange difference arising on translation | -6,261,109.40 | -6,230,241.74 |
| Total equity attributable to owners of the parent company | 25,952,241,389.28 | 21,514,243,992.83 |
| Minority interests | 33,746,836.32 | 129,125,415.53 |
| | <hr/> | <hr/> |
| Total owners' equity | <u>25,985,988,225.60</u> | <u>21,643,369,408.36</u> |
| | <hr/> | <hr/> |
| Total liabilities and owners' equity | <u>48,278,831,886.02</u> | <u>42,569,396,536.78</u> |

*Legal Representative of
the Company:*
Wei Jian Jun

*Person-in-charge of
accounting affairs:*
Li Feng Zhen

*Person-in-charge of the
accounting department:*
Ji Wen Jun

Balance Sheet of the Parent Company

As at 30 September 2013

Prepared by: Great Wall Motor Company Limited

Unit: RMB

Currency: RMB

Audit status: Unaudited

| Item | Closing balance of the period | Opening balance of the year |
|--|----------------------------------|--------------------------------|
| Current assets: | | |
| Cash and bank balances | 6,097,691,415.52 | 3,872,653,468.31 |
| Financial assets held for trading | 8,539,661.12 | 11,651,307.26 |
| Bills receivable | 11,656,202,861.05 | 11,668,278,186.78 |
| Accounts receivable | 1,583,945,653.90 | 1,115,166,030.89 |
| Prepayments | 517,628,984.32 | 411,210,587.23 |
| Interests receivable | | |
| Dividends receivable | 301,930,350.32 | 173,522,737.27 |
| Other receivables | 985,137,215.55 | 865,215,527.67 |
| Inventories | 1,163,706,190.30 | 1,058,328,245.58 |
| Non-current assets due within one year | | |
| Other current assets | 37,690,207.64 | 34,495,659.37 |
| Total current assets | <u>22,352,472,539.72</u> | <u>19,210,521,750.36</u> |

| Item | Closing balance of the period | Opening balance of the year |
|---|----------------------------------|--------------------------------|
| Non-current assets: | | |
| Financial assets available for sale | | |
| Investments held to maturity | | |
| Long-term receivables | | 22,970,074.17 |
| Long-term equity investments | 3,908,363,935.23 | 3,763,903,285.10 |
| Investment properties | 6,130,515.53 | 6,251,972.88 |
| Fixed assets | 8,499,619,150.57 | 6,697,775,161.70 |
| Construction-in-progress | 5,745,592,179.87 | 4,694,413,290.15 |
| Construction materials | | |
| Disposal of fixed assets | | |
| Biological assets for production | | |
| Oil and gas assets | | |
| Intangible assets | 2,098,602,029.84 | 1,832,616,203.28 |
| Development expenses | | |
| Goodwill | | |
| Long-term deferred expenses | 16,075,413.48 | 11,947,859.33 |
| Deferred income tax assets | 129,112,199.60 | 111,268,817.57 |
| Other non-current assets | | |
| Total non-current assets | <u>20,403,495,424.12</u> | <u>17,141,146,664.18</u> |
| Total assets | <u>42,755,967,963.84</u> | <u>36,351,668,414.54</u> |
| Current liabilities: | | |
| Short-term borrowings | | |
| Financial liabilities held for trading | | |
| Bills payable | 2,319,709,311.24 | 2,240,543,647.68 |
| Accounts payable | 9,402,845,216.45 | 8,938,896,912.86 |
| Payments received in advance | 3,302,056,008.25 | 2,411,539,385.38 |
| Salaries payable | 225,965,411.63 | 434,336,352.42 |
| Taxes payable | 578,732,068.80 | 382,381,688.60 |
| Interests payable | | |
| Dividends payable | | |
| Other payables | 1,218,446,528.46 | 788,228,066.09 |
| Non-current liabilities due within one year | 31,408,964.72 | 33,457,430.17 |
| Other current liabilities | 257,647,082.59 | 216,495,363.80 |
| Total current liabilities | <u>17,336,810,592.14</u> | <u>15,445,878,847.00</u> |

| Item | Closing balance of the period | Opening balance of the year |
|---|--|---|
| Non-current liabilities: | | |
| Long-term borrowings | | |
| Debentures payable | | |
| Long-term payables | | |
| Special payables | | |
| Projected liabilities | | |
| Deferred income tax liabilities | | |
| Other non-current liabilities | 1,444,958,530.31 | 1,314,781,614.77 |
| | <hr/> | <hr/> |
| Total non-current liabilities | 1,444,958,530.31 | 1,314,781,614.77 |
| | <hr/> <hr/> | <hr/> <hr/> |
| Total liabilities | 18,781,769,122.45 | 16,760,660,461.77 |
| | <hr/> <hr/> | <hr/> <hr/> |
| Owners' equity (or shareholders' equity): | | |
| Paid-up capital (or share capital) | 3,042,423,000.00 | 3,042,423,000.00 |
| Capital reserves | 4,506,077,023.11 | 4,506,077,023.11 |
| Less: Treasury shares | | |
| Special reserves | | |
| Surplus reserves | 1,480,888,012.24 | 1,480,888,012.24 |
| Provision for general risks | | |
| Undistributed profit | 14,944,810,806.04 | 10,561,619,917.42 |
| Total owners' equity (or shareholders' equity) | 23,974,198,841.39 | 19,591,007,952.77 |
| | <hr/> <hr/> | <hr/> <hr/> |
| Total liabilities and owners' equity (or shareholders' equity) | 42,755,967,963.84 | 36,351,668,414.54 |
| | <hr/> <hr/> | <hr/> <hr/> |
| <i>Legal Representative of the Company:</i> Wei Jian Jun | <i>Person-in-charge of accounting affairs:</i> Li Feng Zhen | <i>Person-in-charge of the accounting department:</i> Ji Wen Jun |

4.2 Consolidated Income Statement

Prepared by: Great Wall Motor Company Limited

Unit: RMB
Currency: RMB
Audit status: Unaudited

| Item | For the current period (July to September) | For last corresponding period (July to September) | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|---|--|---|--|---|
| 1. Total revenue | 14,358,052,682.66 | 11,175,954,856.28 | 40,774,891,252.38 | 29,463,526,297.34 |
| Including: Operating income | 14,358,052,682.66 | 11,175,954,856.28 | 40,774,891,252.38 | 29,463,526,297.34 |
| Interest income | | | | |
| Premiums earned | | | | |
| Handling charges and commission income | | | | |
| 2. Total operating costs | 11,833,075,854.23 | 9,394,268,095.79 | 33,412,232,329.00 | 24,869,288,746.71 |
| Including: Operating costs | 10,198,105,880.40 | 8,179,950,675.43 | 28,963,645,992.62 | 21,656,056,081.20 |
| Interest expenses | | | | |
| Handling charges and commission expenses | | | | |
| Payments on surrender | | | | |
| Net claim expenses | | | | |
| Net provision for insurance contract reserves | | | | |
| Policyholder dividend expenses | | | | |
| Reinsurance costs | | | | |
| Business tax and surcharges | 520,794,021.59 | 426,077,241.16 | 1,476,093,232.43 | 1,089,628,456.37 |
| Selling expenses | 482,836,862.05 | 453,056,956.11 | 1,338,139,607.74 | 1,086,775,921.52 |
| Administration expenses | 642,887,476.04 | 364,964,891.43 | 1,676,887,427.10 | 1,052,214,003.28 |
| Finance costs | -20,544,203.72 | -13,693,602.03 | -50,991,777.66 | -61,538,816.03 |
| Asset impairment loss | 8,995,817.87 | -16,088,066.31 | 8,457,846.77 | 46,153,100.37 |
| Add: Gains from changes in fair value (losses are indicated with "-") | -7,731,221.73 | 7,651,342.29 | -3,111,646.14 | -739,533.03 |
| Investment gains (losses are indicated with "-") | 13,768,831.90 | 2,808,822.39 | 44,047,721.44 | 9,741,472.46 |
| Including: Gains from investment in associated companies and joint ventures | 983,457.94 | 1,350,008.18 | 4,722,772.11 | 1,898,453.44 |
| Exchange gains (losses are indicated with "-") | | | | |

| Item | | | Amount from | Amount from |
|---|------------------|------------------|---------------------------------|------------------|
| | For the | For last | the beginning of | the beginning of |
| | current | corresponding | the year to | last year to |
| | period | period | the end of | the end of |
| | (July to | (July to | the Reporting | the last |
| | September) | September) | Period | corresponding |
| | | | (January to | reporting period |
| | | | September) <th>(January to</th> | (January to |
| | | | | September) |
| 3. Operating profit (losses are indicated with "-") | 2,531,014,438.60 | 1,792,146,925.17 | 7,403,594,998.68 | 4,603,239,490.06 |
| Add: Non-operating income | 35,955,858.09 | 20,033,508.32 | 106,371,810.30 | 71,760,925.60 |
| Less: Non-operating expenses | 7,315,597.35 | 4,539,194.74 | 18,940,105.64 | 11,973,166.78 |
| Including: Losses from disposal of non-current assets | 4,205,698.73 | 1,897,797.90 | 9,509,738.40 | 3,462,747.95 |
| 4. Total profits (total losses are indicated with "-") | 2,559,654,699.34 | 1,807,641,238.75 | 7,491,026,703.34 | 4,663,027,248.88 |
| Less: Income tax expenses | 472,572,472.32 | 316,163,246.94 | 1,312,266,881.44 | 794,747,742.92 |
| 5. Net profits (net losses are indicated with "-") | 2,087,082,227.02 | 1,491,477,991.81 | 6,178,759,821.90 | 3,868,279,505.96 |
| Net profit attributable to owners of the parent company | 2,084,877,279.79 | 1,487,992,903.08 | 6,172,209,374.12 | 3,841,508,843.68 |
| Profit and loss of minority shareholders | 2,204,947.23 | 3,485,088.73 | 6,550,447.78 | 26,770,662.28 |
| 6. Earnings per share: | | | | |
| (1) Basic earnings per share | 0.69 | 0.49 | 2.03 | 1.26 |
| (2) Diluted earnings per share | N/A | N/A | N/A | N/A |
| 7. Other comprehensive income | | | -30,867.66 | 110,898.73 |
| 8. Total comprehensive income | 2,087,082,227.02 | 1,491,477,991.81 | 6,178,728,954.24 | 3,868,390,404.69 |
| Total comprehensive income attributable to owners of the parent company | 2,084,877,279.79 | 1,487,992,903.08 | 6,172,178,506.46 | 3,841,619,742.41 |
| Total comprehensive income attributable to minority shareholders | 2,204,947.23 | 3,485,088.73 | 6,550,447.78 | 26,770,662.28 |

Legal Representative of the Company:
Wei Jian Jun

Person-in-charge of accounting affairs:
Li Feng Zhen

Person-in-charge of the accounting department:
Ji Wen Jun

Income Statement of the Parent Company

Prepared by: Great Wall Motor Company Limited

Unit: RMB
Currency: RMB
Audit status: Unaudited

| Item | For the current period (July to September) | For last corresponding period (July to September) | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|---|--|---|--|---|
| 1. Total revenue | 13,786,091,847.65 | 10,469,927,892.03 | 38,880,411,479.21 | 28,499,277,667.24 |
| Less: Operating cost | 10,669,682,236.41 | 8,298,701,972.60 | 30,153,276,265.74 | 22,939,546,391.70 |
| Business tax and surcharges | 495,178,628.83 | 408,056,180.28 | 1,402,895,420.95 | 1,039,873,436.13 |
| Selling expenses | 176,055,574.49 | 147,635,646.07 | 367,070,472.68 | 252,711,519.67 |
| Administration expenses | 539,996,319.72 | 268,734,576.39 | 1,365,457,467.10 | 770,893,838.43 |
| Finance costs | -11,988,120.32 | -3,692,998.48 | -27,895,018.30 | -26,903,769.56 |
| Asset impairment loss | 6,697,391.57 | -80,780.00 | 9,703,026.41 | 30,376,944.78 |
| Add: Gains from changes in fair value (losses are indicated with "-") | -7,731,221.73 | 7,651,342.29 | -3,111,646.14 | -739,533.03 |
| Investment gains (losses are indicated with "-") | 11,253,095.08 | 1,592,554.48 | 1,307,951,484.00 | 712,801,482.16 |
| Including: Gains from investment in associated companies and joint ventures | 499,122.48 | 704,198.31 | 2,397,310.95 | 1,096,058.17 |
| 2. Operating profit (losses are indicated with "-") | 1,913,991,690.30 | 1,359,817,191.94 | 6,914,743,682.49 | 4,204,841,255.22 |
| Add: Non-operating income | 23,246,907.08 | 13,759,915.97 | 60,542,966.74 | 52,474,234.29 |
| Less: Non-operating expenses | 4,430,489.48 | 1,746,808.72 | 12,822,767.72 | 6,699,244.18 |
| Including: Losses from disposal of non-current assets | 3,853,143.89 | 1,148,827.65 | 8,210,457.65 | 2,220,192.32 |
| 3. Total profits (total losses are indicated with "-") | 1,932,808,107.90 | 1,371,830,299.19 | 6,962,463,881.51 | 4,250,616,245.33 |
| Less: Income tax expenses | 307,045,709.17 | 210,869,012.69 | 845,091,883.98 | 524,198,608.28 |
| 4. Net profits (net losses are indicated with "-") | 1,625,762,398.73 | 1,160,961,286.50 | 6,117,371,997.53 | 3,726,417,637.05 |
| 5. Earnings per share: | | | | |
| (1) Basic earnings per share | | | | |
| (2) Diluted earnings per share | | | | |
| 6. Other comprehensive income | | | | |
| 7. Total comprehensive income | 1,625,762,398.73 | 1,160,961,286.50 | 6,117,371,997.53 | 3,726,417,637.05 |

*Legal Representative of
the Company:*
Wei Jian Jun

*Person-in-charge of
accounting affairs:*
Li Feng Zhen

*Person-in-charge of the
accounting department:*
Ji Wen Jun

4.3 Consolidated Cash Flow Statement

January to September 2013

Prepared by: Great Wall Motor Company Limited

Unit: RMB

Currency: RMB

Audit status: Unaudited

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|---|--|---|
| 1. Cash flow generated from operating activities: | | |
| Cash received from the sale of products and provision of services | 43,828,364,917.01 | 29,689,644,069.16 |
| Net increase in deposits from customers and placements from bank and other financial institutions | | |
| Net increase in borrowings from central bank | | |
| Net increase in placements from other financial institutions | | |
| Cash received from premiums of original insurance contracts | | |
| Net cash received from reinsurance operations | | |
| Net increase in policyholders' deposits and investments | | |
| Net increase in disposal of financial assets held for trading | | |
| Cash received from interest, handling charges and commission | | |
| Net increase in placements from banks and other financial institutions | | |
| Net increase in capital for repurchase | | |
| Tax rebate received | 35,971,062.19 | 124,202,924.04 |
| Cash received from other operating activities | 804,544,573.79 | 285,281,747.81 |
| Cash inflow from operating activities — subtotal | <u>44,668,880,552.99</u> | <u>30,099,128,741.01</u> |

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|---|--|---|
| Cash paid for goods purchased and service rendered | 28,674,111,689.45 | 20,719,617,486.58 |
| Net increase in loans and advances to customers | | |
| Net increase in placements with central bank and other financial institutions | | |
| Cash paid for claims on original insurance policies | | |
| Cash paid for interest, handling charges and commission | | |
| Cash paid for policyholders' dividend | | |
| Cash paid to and for employees | 3,000,783,536.62 | 2,052,793,749.14 |
| Taxes paid | 4,054,737,207.55 | 2,486,103,483.57 |
| Cash paid for other operating activities | 1,100,371,846.68 | 817,027,190.97 |
| | <hr/> | <hr/> |
| Cash outflow from operating activities — subtotal | 36,830,004,280.30 | 26,075,541,910.26 |
| | <hr/> <hr/> | <hr/> <hr/> |
| Net cash flow generated from operating activities | 7,838,876,272.69 | 4,023,586,830.75 |
| | <hr/> <hr/> | <hr/> <hr/> |

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|--|--|---|
| 2. Cash flow generated from investing activities: | | |
| Cash received from sale and redemption of investments | 10,442,000,000.00 | 3,649,660,000.00 |
| Cash received from investment gains | 28,352,338.46 | 7,843,019.02 |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 4,416,050.75 | 7,041,671.97 |
| Net cash received from disposal of subsidiaries and other business units | 95,223,076.17 | |
| Cash received from other investing activities | 152,529,726.92 | 210,991,827.00 |
| Cash inflow from investing activities — subtotal | <u>10,722,521,192.30</u> | <u>3,875,536,517.99</u> |
| Cash paid for acquisition and installation of fixed assets, intangible assets and other long-term assets | 4,301,702,786.96 | 3,265,686,955.05 |
| Cash paid for investments | 10,442,000,000.00 | 3,661,604,900.00 |
| Net increase in pledged loans | | |
| Net cash paid for acquisition of subsidiaries and other business units | | |
| Cash paid for other investing activities | <u>44,935,535.34</u> | <u>395,750,000.00</u> |
| Cash outflow from investing activities — subtotal | <u>14,788,638,322.30</u> | <u>7,323,041,855.05</u> |
| Net cash flow generated from investing activities | <u>-4,066,117,130.00</u> | <u>-3,447,505,337.06</u> |

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|--|--|---|
| 3. Cash flow generated from financing activities: | | |
| Cash received from investments | | |
| Including: Cash received by subsidiaries from minority shareholders' investments | | |
| Cash received from borrowings | | 281,711,678.52 |
| Cash received from issuance of debentures | | |
| Cash received from other financing activities | 64,474,404.89 | 278,042,191.64 |
| Cash inflow from financing activities — subtotal | <u>64,474,404.89</u> | <u>559,753,870.16</u> |
| Cash paid for debt repayment | | |
| Cash paid for dividend, profit distribution or interest payments | 1,739,060,455.26 | 1,032,812,124.19 |
| Including: Dividend and profit paid to minority shareholders by subsidiaries | 10,406,998.48 | 117,425,205.12 |
| Cash paid for other financing activities | | 128,596,700.00 |
| Cash outflow from financing activities — subtotal | <u>1,739,060,455.26</u> | <u>1,161,408,824.19</u> |
| Net cash flow generated from financing activities | <u>-1,674,586,050.37</u> | <u>-601,654,954.03</u> |
| 4. Effects of changes in exchange rates on cash and cash equivalents | -9,930,373.00 | 3,088,955.18 |
| 5. Net increase in cash and cash equivalents | 2,088,242,719.32 | -22,484,505.16 |
| Add: Balance of cash and cash equivalents at the beginning of the period | 5,595,535,544.33 | 6,306,279,224.47 |
| 6. Balance of cash and cash equivalents at the end of the period | 7,683,778,263.65 | 6,283,794,719.31 |

*Legal Representative of
the Company:*
Wei Jian Jun

*Person-in-charge of
accounting affairs:*
Li Feng Zhen

*Person-in-charge of the
accounting department:*
Ji Wen Jun

Cash Flow Statement of the Parent Company
January to September 2013

Prepared by: Great Wall Motor Company Limited

Unit: RMB
Currency: RMB
Audit status: Unaudited

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|---|--|--|
| 1. Cash flow generated from operating activities: | | |
| Cash received from the sale of products and provision of services | 41,515,816,704.03 | 26,843,845,848.45 |
| Tax rebate received | 25,216,998.21 | 123,267,636.33 |
| Cash received from other operating activities | 687,970,694.73 | 142,136,701.23 |
| Cash inflow from operating activities — subtotal | <u>42,229,004,396.97</u> | <u>27,109,250,186.01</u> |
| Cash paid for goods purchased and service rendered | 30,229,637,009.75 | 20,105,513,840.32 |
| Cash paid to and for employees | 1,949,376,880.55 | 1,231,367,569.20 |
| Taxes paid | 3,008,812,069.37 | 1,808,657,274.66 |
| Cash paid for other operating activities | <u>823,376,903.73</u> | <u>478,140,860.02</u> |
| Cash outflow from operating activities — subtotal | <u>36,011,202,863.40</u> | <u>23,623,679,544.20</u> |
| Net cash flow generated from operating activities | <u>6,217,801,533.57</u> | <u>3,485,570,641.81</u> |

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|--|--|---|
| 2. Cash flow generated from investing activities: | | |
| Cash received from redemption of investments | 8,110,000,000.00 | 2,180,360,000.00 |
| Cash received from investment gains | 1,136,796,560.00 | 589,380,942.28 |
| Net cash received from disposal of fixed assets, intangible assets and other long-term assets | 256,875.98 | 1,051,466.91 |
| Net cash received from disposal of subsidiaries and other business units | 98,450,000.00 | |
| Cash received from other investing activities | 152,528,000.00 | 210,991,827.00 |
| Cash inflow from investing activities — subtotal | <u>9,498,031,435.98</u> | <u>2,981,784,236.19</u> |
| Cash paid for acquisition and installation of fixed assets, intangible assets and other long-term assets | 3,359,801,029.59 | 2,770,913,557.42 |
| Cash paid for investments | 8,347,063,339.18 | 2,285,883,000.00 |
| Net cash paid for acquisition of subsidiaries and other business units | | 67,000,000.00 |
| Cash paid for other investing activities | <u>44,935,535.34</u> | <u>395,750,000.00</u> |
| Cash outflow from investing activities — subtotal | <u>11,751,799,904.11</u> | <u>5,519,546,557.42</u> |
| Net cash flow generated from investing activities | <u>-2,253,768,468.13</u> | <u>-2,537,762,321.23</u> |

| Item | Amount from the beginning of the year to the end of the Reporting Period (January to September) | Amount from the beginning of last year to the end of the last corresponding reporting period (January to September) |
|---|--|---|
| 3. Cash flow generated from financing activities: | | |
| Cash received from investments | | |
| Cash received from borrowings | | 281,711,678.52 |
| Cash received from issuance of bonds | | |
| Cash received from other financing activities | 13,354,833.69 | 235,936,578.30 |
| Cash inflow from financing activities — subtotal | <u>13,354,833.69</u> | <u>517,648,256.82</u> |
| Cash paid for debt repayment | | |
| Cash paid for dividend, profit distribution or interest payments | 1,728,653,456.78 | 914,958,494.17 |
| Cash paid for other financing activities | | |
| Cash outflow from financing activities — subtotal | <u>1,728,653,456.78</u> | <u>914,958,494.17</u> |
| Net cash flow generated from financing activities | <u>-1,715,298,623.09</u> | <u>-397,310,237.35</u> |
| 4. Effect of changes in exchange rate on cash and cash equivalents | -10,341,661.45 | 3,024,413.32 |
| 5. Net increase in cash and cash equivalents | 2,238,392,780.90 | 553,522,496.55 |
| Add: Balance of cash and cash equivalents at the beginning of the period | 3,601,505,562.66 | 3,775,429,524.51 |
| 6. Balance of cash and cash equivalents at the end of the period | 5,839,898,343.56 | 4,328,952,021.06 |

*Legal Representative of
the Company:*
Wei Jian Jun

*Person-in-charge of
accounting affairs:*
Li Feng Zhen

*Person-in-charge of the
accounting department:*
Ji Wen Jun

By order of the Board
Great Wall Motor Company Limited
Xu Hui
Company Secretary

As at the date of this announcement, members of the Board comprise:

Executive Directors: Mr. Wei Jian Jun, Mr. Liu Ping Fu, Ms. Wang Feng Ying, Mr. Hu Ke Gang and Ms. Yang Zhi Juan.

Non-executive Directors: Mr. He Ping and Mr. Niu Jun.

Independent Non-executive Directors: Ms. Wei Lin, Mr. He Bao Yin, Mr. Li Ke Qiang and Mr. Wong Chi Hung, Stanley.

** For identification purpose only*