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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)**

## **2016 THIRD QUARTERLY REPORT**

The Board hereby announces the 2016 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 2016 (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 Wei Jian Jun, person-in-charge of the Company, Li Feng Zhen, person-in-charge of the accounting affairs and Lu Cai Juan, 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 Third Quarterly Report of the Company has not been audited.

## 1.5 Definitions

In this report, the following expressions shall, unless the context otherwise requires, have the following meanings:

<b>“Reporting Period” or “Current Period”</b>	the period commencing from 1 July 2016 and ending on 30 September 2016
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## 2. KEY FINANCIAL DATA AND CHANGE IN SHAREHOLDERS OF THE COMPANY

### 2.1 Key financial data

<i>Unit: RMB    Currency: RMB</i>			
	<b>As at the end of the Reporting Period</b>	<b>As at the end of last year</b>	<b>Increase/decrease as at the end of the Reporting Period over the end of last year (%)</b>
Total assets	75,922,087,387.28	71,910,626,770.84	5.58
Net assets attributable to shareholders of the listed company	43,898,284,197.61	38,330,869,377.55	14.52
	<b>From the beginning of this year to the end of the Reporting Period (January to September)</b>	<b>From the beginning of last year to the end of the reporting period of last year (January to September)</b>	<b>Increase/decrease as compared with the corresponding period last year (%)</b>
Net cash flow from operating activities	6,594,119,552.12	10,025,742,265.78	-34.23

	<b>From the beginning of this year to the end of the Reporting Period (January to September)</b>	<b>From the beginning of last year to the end of the reporting period of last year (January to September)</b>	<b>Increase/decrease as compared with the corresponding period last year (%)</b>
Total revenue	63,454,083,317.12	52,655,696,932.00	20.51
Operating income	63,344,677,095.56	52,604,098,911.74	20.42
Net profit attributable to shareholders of the listed company	7,208,582,917.15	6,208,581,115.01	16.11
Net profit attributable to shareholders of the listed company after non-recurring gains/losses	7,059,435,534.85	5,952,381,780.69	18.60
Weighted average return on net assets (%)	17.49	17.51	decreased by 0.02 percentage points
Basic earnings per share (RMB per share)	0.7898	0.6802	16.11
Diluted earnings per share (RMB per share)	N/A	N/A	N/A

Items and amounts of non-recurring gains/losses:

√ Applicable      ☐ Not applicable

Unit: RMB    Currency: RMB

Item	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	-1,995,196.07	-13,534,996.16
Government subsidies included in profits and losses for the current period, excluding those closely relating to the normal business operations of the Company and of fixed amount or fixed quantity granted on an ongoing basis in accordance with certain standards and in compliance with the State policies	30,835,175.21	94,873,941.24
Operating income and expenses other than the above items	19,674,373.18	73,340,661.20
Investment gains from the disposal of wealth management products	10,793,615.50	24,940,472.99
Gains arising from the shareholding in acquiree held before the date of acquisition at fair value		684,042.36
Income tax effect	-10,928,255.77	-31,148,667.35
Effect of interest of minority shareholders (after tax)	-2.66	-8,071.98
Total	48,379,709.39	149,147,382.30

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

*Unit: Shares*

Total number of shareholders						85,115
Shareholding of the top 10 shareholders						
Name of shareholder (Full name)	Number of shares at the end of the Reporting Period	Percentage (%)	Number of shares with selling restrictions held	Pledged or frozen		Type of shareholder
				State of shares	Number of shares	
Baoding Innovation Great Wall Asset Management Company Limited ( 保定創新長城資產管理有限公司 )	5,115,000,000 (A Shares)	56.04	—	Pledged	633,700,000 (A Shares)	Domestic non-state-owned legal person
HKSCC NOMINEES LIMITED	3,081,912,262 (H Shares)	33.77	—	Unknown	—	Overseas legal person
China Securities Finance Corporation Limited	150,843,398 (A Shares)	1.65	—	Unknown	—	Others
National Social Security Fund 108 Package	82,515,465 (A Shares)	0.90	—	Unknown	—	Others
Central Huijin Investment Ltd.	22,308,300 (A Shares)	0.24	—	Unknown	—	Others
Hong Kong Securities Clearing Company Limited	19,306,680 (A Shares)	0.21	—	Unknown	—	Overseas legal person
National Social Security Fund 101 Package	17,360,525 (A Shares)	0.19	—	Unknown	—	Others
Hong Kong Monetary Authority — internal fund	14,817,713 (A Shares)	0.16	—	Unknown	—	Others
Bank of China Co., Ltd. — Chinese New Economic Flexible Configuration Hybrid Type of Securities Investment Fund	12,350,253 (A Shares)	0.14	—	Unknown	—	Others
Industrial and Commercial Bank of China Limited — Southern Consumption Dynamic Flexible Configuration Hybrid Securities Investment Fund	11,558,195 (A Shares)	0.13	—	Unknown	—	Others

Shareholding of the top 10 shareholders holding shares without selling restrictions			
Name of shareholder	Number of tradable shares without selling restrictions held	Class and number of shares	
		Class of shares	Number of shares
Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司)	5,115,000,000 (A Shares)	RMB-denominated ordinary shares	5,115,000,000 (A Shares)
HKSCC NOMINEES LIMITED	3,081,912,262 (H Shares)	Overseas listed foreign shares	3,081,912,262 (H Shares)
China Securities Finance Corporation Limited	150,843,398 (A Shares)	RMB-denominated ordinary shares	150,843,398 (A Shares)
National Social Security Fund 108 Package	82,515,465 (A Shares)	RMB-denominated ordinary shares	82,515,465 (A Shares)
Central Huijin Investment Ltd.	22,308,300 (A Shares)	RMB-denominated ordinary shares	22,308,300 (A Shares)
Hong Kong Securities Clearing Company Limited	19,306,680 (A Shares)	RMB-denominated ordinary shares	19,306,680 (A Shares)
National Social Security Fund 101 Package	17,360,525 (A Shares)	RMB-denominated ordinary shares	17,360,525 (A Shares)
Hong Kong Monetary Authority — internal fund	14,817,713 (A Shares)	RMB-denominated ordinary shares	14,817,713 (A Shares)
Bank of China Co., Ltd. — Chinese New Economic Flexible Configuration Hybrid Type of Securities Investment Fund	12,350,253 (A Shares)	RMB-denominated ordinary shares	12,350,253 (A Shares)
Industrial and Commercial Bank of China Limited — Southern Consumption Dynamic Flexible Configuration Hybrid Securities Investment Fund	11,558,195 (A Shares)	RMB-denominated ordinary shares	11,558,195 (A Shares)
Description of the related party relationship or acting in concert relationship among the above shareholders	<p>There is no related party relationship between 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, and the other shareholders.</p> <p>In addition, the Company is not aware of any related party relationship among the other shareholders mentioned above.</p>		
Description of the shareholders holding preference shares with restored voting rights and their shareholding	—		

### 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 2016 with significant changes as compared to those of 31 December 2015:

*Unit: RMB Currency: RMB*

Item	As at 30 September 2016	As at 31 December 2015	Change (%)	Reason
Prepayments	1,319,781,755.72	880,716,835.91	49.85	The change in prepayments was mainly due to the increase in prepayments for material procurement
Other receivables	195,509,724.19	101,849,236.83	91.96	The change in other receivables was mainly due to the increase in export tax rebate receivables
Inventories	5,649,337,801.93	4,119,805,909.61	37.13	The change in inventories was mainly due to the reservation of finished vehicles in preparation for peak season
Long-term equity investments		18,006,939.74	-100.00	The change in long-term equity investments was mainly due to the acquisition of equity of Baoding Yanfeng Johnson Controls Automobile Seating Co., Ltd. (保定延鋒江森汽車座椅有限公司), a joint venture, for the purpose of transforming such joint venture into a subsidiary of the Company during the Reporting Period
Investment properties	133,253,599.18	21,474,328.15	520.53	The change in investment properties was mainly due to the increase in number of properties leased during the Reporting Period
Goodwill	4,972,730.46	2,163,713.00	129.82	The change in goodwill was due to goodwill recognized for the acquisition of equity of Baoding Yanfeng Johnson Controls Automobile Seating Co., Ltd. (保定延鋒江森汽車座椅有限公司), a joint venture, for the purpose of transforming such joint venture into a subsidiary of the Company during the Reporting Period
Short-term borrowings	150,000,000.00	300,000,000.00	-50.00	The change in short-term borrowings was mainly due to the repayments of principal of bank borrowings by Tianjin Great Wall Binyin Automotive Finance Company Ltd, a subsidiary of the Company
Salaries payable	466,135,004.79	1,534,598,723.77	-69.62	The change in salaries payable was mainly due to the granting of bonus payable during the Reporting Period which was provided in December 2015
Other comprehensive income	-55,443,903.58	-147,973,964.82	-62.53	The change in other comprehensive income was mainly due to the change in exchange differences from retranslation of statements of overseas operating subsidiaries

3.1.2 Items in the consolidated income statement for the period from 1 January 2016 to 30 September 2016 with significant changes as compared to those of the corresponding period of last year:

*Unit: RMB Currency: RMB*

Item	January to September 2016	January to September 2015	Change (%)	Reason
Interest income	108,269,395.36	51,487,828.18	110.28	The change in interest income was mainly due to the increase in volume of the lending business of Tianjin Great Wall Binyin Automotive Finance Company Ltd, a subsidiary of the Company
Finance costs	21,561,905.86	230,482,226.50	-90.64	The change in finance costs was mainly due to the recognition of financial expenses in relation to discounted performance bond for land receivables aged more than 1 year for the same period of last year
Asset impairment loss	101,730,597.41	61,838,769.15	64.51	The change in asset impairment loss was mainly due to the impairment of molds/fixtures for some vehicles of the Group which were withdrawn from the market
Investment gains	25,624,515.35	68,335,646.63	-62.50	The change in investment gains was mainly due to investment gains from the disposal of subsidiaries for the same period last year and the decrease in investment gains from wealth management during the Reporting Period
Non-operating income	184,629,139.99	292,236,291.17	-36.82	The change in non-operating income was mainly due to the decrease in government grants during the Reporting Period
Profit and loss of minority shareholders	3,939,995.56	879,255.53	348.11	The change in minority shareholders' interests was mainly due to the increase in profit earned by Tianjin Great Wall Binyin Automotive Finance Company Ltd, a subsidiary of the Company, during the Reporting Period

3.1.3 Items in the consolidated cash flow statement for the period from 1 January 2016 to 30 September 2016 with significant changes as compared to those of the corresponding period last year:

*Unit: RMB Currency: RMB*

Item	January to September 2016	January to September 2015	Change (%)	Reason
Net cash flow from operating activities	6,594,119,552.12	10,025,742,265.78	-34.23	The change in net cash flows from operating activities was mainly due to the increase in repayments for material procurement and tax payables resulting from the increase in production and sales volume during the Reporting Period
Net cash flow from investing activities	-4,289,082,152.40	-6,251,727,249.72	-31.39	The change in net cash flows from investing activities was mainly due to the increase in principals of investment in wealth management products during the Reporting Period
Net cash flow from financing activities	-1,547,692,661.23	-2,702,098,694.10	-42.72	The change in net cash flows from financing activities was mainly due to the decrease in restricted bank deposits during the Reporting Period



### 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

Background of undertakings	Type of undertakings	Undertaking party	Description of undertakings	Date and duration of undertakings	Any time frame for performance (yes/no)	Strict and timely performance (yes/no)
Undertakings relating to the initial public offering of the shares of the Company	Termination of related party transaction	Great Wall Motor Company Limited	From 1 January 2012, Great Wall Motor Company Limited (長城汽車股份有限公司) 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).	From 1 January 2012, permanent	NO	YES
Undertakings relating to the initial public offering of the shares of the Company	Resolving business competition	Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司)	<ol style="list-style-type: none"> <li>1. Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司) is not directly or indirectly engaged in any competing business.</li> <li>2. As long as Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司) remains as a related party that has control over Great Wall Motor Company Limited (長城汽車股份有限公司), its directly or indirectly controlled subsidiaries would not in any way, directly or indirectly, engage in any existing or potential competing business.</li> <li>3. Subject to the same conditions, Great Wall Motor Company Limited (長城汽車股份有限公司) shall have the right of first refusal over the investment or other business opportunities relating to competing businesses that Baoding Innovation Great Wall Asset Management Company Limited (保定創新長城資產管理有限公司) will pursue or may get in the future.</li> </ol>	From 10 December 2010, permanent	NO	YES

Background of undertakings	Type of undertakings	Undertaking party	Description of undertakings	Date and duration of undertakings	Any time frame for performance (yes/no)	Strict and timely performance (yes/no)
Undertakings relating to the initial public offering of the shares of the Company	Resolving business competition	Wei Jian Jun	<ol style="list-style-type: none"> <li>1. The subsidiaries directly or indirectly controlled by Mr. Wei Jian Jun are not directly or indirectly engaged in any competing business.</li> <li>2. As long as Mr. Wei Jian Jun remains as a related party who has control over Great Wall Motor Company Limited ( 長城汽車股份有限公司 ), the subsidiaries directly or indirectly controlled by him would not in any way, directly or indirectly, engage in any existing or potential competing business.</li> <li>3. Subject to the same conditions, Great Wall Motor Company Limited ( 長城汽車股份有限公司 ) shall have the right of first refusal over the investment or other business opportunities relating to the competing businesses that the subsidiaries directly or indirectly controlled by Mr. Wei Jian Jun will pursue or may get in the future.</li> </ol>	From 10 December 2010, permanent	NO	YES
Other undertakings	Other	Baoding Innovation Great Wall Asset Management Company Limited ( 保定創新長城資產管理有限公司 )	Baoding Innovation Great Wall Asset Management Company Limited ( 保定創新長城資產管理有限公司 ) would actively assume social responsibilities and would not reduce its shareholdings in Great Wall Motor Company Limited ( 長城汽車股份有限公司 ) within six months from the date of the Notice of Increase in Shareholding of the Listed Company by its Substantial Shareholder, Directors, Supervisors and Senior Management Officers ( 《關於上市公司大股東及董事、監事、高級管理人員增持本公司股票相關事項的通知》 ).	From 8 July 2015, six months	YES	YES

### 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*  
 25 October 2016

## 4、APPENDIX

### 4.1 Financial Statements

#### Consolidated Balance Sheet

As at 30 September 2016

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
<b>Current assets:</b>		
Cash and bank balances	3,925,706,382.95	3,641,764,292.73
Balances with clearing companies		
Placements with banks and other financial institutions		
Financial assets at fair value through profit or loss		
Derivative financial assets		
Bills receivable	27,176,314,296.15	28,161,748,218.41
Accounts receivable	721,692,351.61	675,922,020.83
Prepayments	1,319,781,755.72	880,716,835.91
Premiums receivable		
Reinsurance accounts receivable		
Deposits receivable from reinsurance contracts		
Interests receivable	7,082,927.99	5,130,559.76
Dividends receivable		9,791,752.06
Other receivables	195,509,724.19	101,849,236.83
Financial assets purchased under agreements to resell		
Inventories	5,649,337,801.93	4,119,805,909.61
Assets classified as held-for-sale		
Non-current assets due within one year	1,330,068,400.30	1,023,694,956.31
Other current assets	1,461,303,261.54	1,769,572,570.82
Total current assets	<u>41,786,796,902.38</u>	<u>40,389,996,353.27</u>

Item	Closing balance of the period	Opening balance of the year
<b>Non-current assets:</b>		
Entrusted loans and advances	721,036,314.91	561,063,510.14
Financial assets available for sale	7,200,000.00	7,200,000.00
Investments held to maturity		
Long-term receivables	1,404,777,192.00	1,613,829,351.48
Long-term equity investments		18,006,939.74
Investment properties	133,253,599.18	21,474,328.15
Fixed assets	22,595,863,822.92	19,156,433,056.78
Construction-in-progress	5,169,791,289.04	6,240,538,917.53
Construction materials		
Disposal of fixed assets		
Biological assets for production		
Oil and gas assets		
Intangible assets	3,213,577,702.59	3,135,781,642.66
Development expenses		
Goodwill	4,972,730.46	2,163,713.00
Long-term deferred expenses	58,606,766.69	54,520,245.83
Deferred income tax assets	826,211,067.11	709,618,712.26
Other non-current assets		
	<hr/>	<hr/>
Total non-current assets	<u>34,135,290,484.90</u>	<u>31,520,630,417.57</u>
Total assets	<u>75,922,087,387.28</u>	<u>71,910,626,770.84</u>

Item	Closing balance of the period	Opening balance of the year
<b>Current liabilities:</b>		
Short-term borrowings	150,000,000.00	300,000,000.00
Borrowings from central bank		
Deposit and amounts due to banks		
Placement from banks and other financial institutions		
Financial liabilities at fair value through profit or loss		
Derivative financial liabilities		
Bills payable	4,541,803,148.11	5,480,528,560.69
Accounts payable	15,582,643,525.16	15,603,253,561.15
Payments received in advance	5,529,337,688.88	4,937,845,265.44
Financial assets sold under agreements to repurchase		
Handling charges and commission payable		
Salaries payable	466,135,004.79	1,534,598,723.77
Taxes payable	1,160,445,541.53	979,247,478.39
Interests payable	335,718.75	6,388,819.44
Dividends payable		
Other payables	1,497,026,195.76	1,665,434,069.11
Reinsurance accounts payable		
Deposits for insurance contracts		
Customer deposits for securities trading		
Customer deposits for securities underwriting		
Liabilities classified as held-for-sale		
Non-current liabilities due within one year	98,531,839.58	83,299,009.08
Other current liabilities	1,244,525,634.05	1,195,842,038.07
	<hr/>	<hr/>
Total current liabilities	30,270,784,296.61	31,786,437,525.14
	<hr/>	<hr/>

Item	Closing balance of the period	Opening balance of the year
<b>Non-current liabilities:</b>		
Long-term borrowings	49,800,000.00	50,000,000.00
Debentures payable		
Including: Preference shares		
Perpetual bonds		
Long-term payables		
Long-term salaries payable		
Special payables		
Projected liabilities		
Deferred income	1,640,981,398.97	1,686,178,567.28
Deferred income tax liabilities	2,250,474.54	1,094,276.88
Other non-current liabilities		
Total non-current liabilities	1,693,031,873.51	1,737,272,844.16
Total liabilities	31,963,816,170.12	33,523,710,369.30
<b>Owners' equity:</b>		
Share capital	9,127,269,000.00	9,127,269,000.00
Other equity instruments		
Including: Preference shares		
Perpetual bonds		
Capital reserves	1,411,231,014.42	1,411,231,014.42
Less: Treasury shares		
Other comprehensive income	-55,443,903.58	-147,973,964.82
Special reserves		
Surplus reserves	3,294,629,072.58	3,358,758,190.71
Provision for general risks		
Undistributed profit	30,120,599,014.19	24,581,585,137.24
Total equity attributable to owners of the parent company	43,898,284,197.61	38,330,869,377.55
Minority interests	59,987,019.55	56,047,023.99
Total owners' equity	43,958,271,217.16	38,386,916,401.54
Total liabilities and owners' equity	75,922,087,387.28	71,910,626,770.84
<i>Legal Representative of the Company:</i> <b>Wei Jian Jun</b>	<i>Person-in-charge of accounting affairs:</i> <b>Li Feng Zhen</b>	<i>Person-in-charge of the accounting department:</i> <b>Lu Cai Juan</b>

**Balance Sheet of the Parent Company***As at 30 September 2016*

Prepared by: Great Wall Motor Company Limited

*Unit: RMB**Currency: RMB**Audit status: Unaudited*

<b>Item</b>	<b>Closing balance of the period</b>	<b>Opening balance of the year</b>
<b>Current assets:</b>		
Cash and bank balances	3,358,494,268.38	1,454,543,758.39
Financial assets at fair value through profit or loss		
Derivative financial assets		
Bills receivable	25,769,803,774.23	24,603,364,219.79
Accounts receivable	702,348,153.75	693,408,067.96
Prepayments	1,251,049,190.88	828,407,273.87
Interests receivable		
Dividends receivable	639,285,746.55	281,344,641.90
Other receivables	100,185,858.20	67,738,627.94
Inventories	2,759,754,665.87	2,380,956,595.58
Assets classified as held-for-sale		
Non-current assets due within one year	587,594,952.60	575,036,877.60
Other current assets	1,269,809,126.13	1,745,823,141.39
	<hr/>	<hr/>
Total current assets	<u>36,438,325,736.59</u>	<u>32,630,623,204.42</u>

Item	Closing balance of the period	Opening balance of the year
<b>Non-current assets:</b>		
Financial assets available for sale	7,200,000.00	7,200,000.00
Investments held to maturity		
Long-term receivables	1,404,777,192.00	1,613,829,351.48
Long-term equity investments	4,162,471,900.30	5,030,289,680.38
Investment properties	93,496,912.50	6,171,876.09
Fixed assets	20,418,010,189.02	16,230,324,808.72
Construction-in-progress	4,944,942,157.57	6,055,847,025.03
Construction materials		
Disposal of fixed assets		
Biological assets for production		
Oil and gas assets		
Intangible assets	2,984,121,482.12	2,907,353,944.61
Development expenses		
Goodwill		
Long-term deferred expenses	56,327,513.85	50,531,878.84
Deferred income tax assets	229,435,881.66	258,336,053.53
Other non-current assets	250,000,000.00	
Total non-current assets	34,550,783,229.02	32,159,884,618.68
Total assets	70,989,108,965.61	64,790,507,823.10
<b>Current liabilities:</b>		
Short-term borrowings		
Financial liabilities at fair value through profit or loss		
Derivative financial liabilities		
Bills payable	4,305,841,402.66	3,701,669,046.17
Accounts payable	18,264,804,404.92	17,300,314,761.06
Payments received in advance	2,227,421,884.26	3,380,851,164.79
Salaries payable	371,369,627.19	1,174,349,332.73
Taxes payable	864,807,415.31	606,052,186.30
Interests payable		
Dividends payable		
Other payables	993,280,931.91	1,154,704,720.27
Liabilities classified as held-for-sale		
Non-current liabilities due within one year	80,022,900.63	64,144,590.25
Other current liabilities	296,678,025.82	301,800,919.63
Total current liabilities	27,404,226,592.70	27,683,886,721.20



Item	Closing balance of the period	Opening balance of the year
<b>Non-current liabilities:</b>		
Long-term borrowings		
Debentures payable		
Including: Preference shares		
Perpetual bonds		
Long-term payables		
Long-term salaries payable		
Special payables		
Projected liabilities		
Deferred income	1,422,941,185.65	1,453,415,597.48
Deferred income tax liabilities		
Other non-current liabilities		
Total non-current liabilities	1,422,941,185.65	1,453,415,597.48
Total liabilities	28,827,167,778.35	29,137,302,318.68
<b>Owners' equity:</b>		
Share capital	9,127,269,000.00	9,127,269,000.00
Other equity instruments		
Including: Preference shares		
Perpetual bonds		
Capital reserves	1,464,187,305.77	1,463,654,023.11
Less: Treasury shares		
Other comprehensive income		
Special reserves		
Surplus reserves	2,431,379,950.58	2,305,616,493.42
Undistributed profit	29,139,104,930.91	22,756,665,987.89
Total owners' equity	42,161,941,187.26	35,653,205,504.42
Total liabilities and owners' equity	70,989,108,965.61	64,790,507,823.10
<i>Legal Representative of the Company:</i> <b>Wei Jian Jun</b>	<i>Person-in-charge of accounting affairs:</i> <b>Li Feng Zhen</b>	<i>Person-in-charge of the accounting department:</i> <b>Lu Cai Juan</b>

# Consolidated Income Statement

January to September 2016

Prepared by: Great Wall Motor Company Limited

Unit: RMB

Currency: RMB

Audit status: Unaudited

Item	For the Current Period (July to September)	For the corresponding period last year (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 corresponding reporting period last year (January to September)
1. Total revenue	21,781,898,428.28	15,510,920,693.47	63,454,083,317.12	52,655,696,932.00
Including: Operating income	21,743,755,921.25	15,488,752,715.44	63,344,677,095.56	52,604,098,911.74
Interest income	37,685,385.45	22,072,930.46	108,269,395.36	51,487,828.18
Premiums earned				
Handling charges and commission income	457,121.58	95,047.57	1,136,826.20	110,192.08
2. Total operating costs	19,055,453,140.85	13,852,244,152.45	54,928,308,837.60	45,426,248,743.37
Including: Operating costs	16,603,219,375.02	11,704,827,247.98	47,500,804,263.99	38,833,817,371.76
Interest expenses	3,804,248.28	2,774,275.00	14,246,993.05	2,774,275.00
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	807,616,179.90	665,051,450.33	2,345,103,694.67	1,987,718,239.27
Selling expenses	672,182,043.55	604,289,974.40	2,074,430,403.51	1,796,972,223.81
Administration expenses	963,624,993.53	855,878,747.22	2,870,430,979.11	2,512,645,637.88
Finance costs	-2,925,562.63	11,951,516.54	21,561,905.86	230,482,226.50
Asset impairment loss	7,931,863.20	7,470,940.98	101,730,597.41	61,838,769.15
Add: Gains from changes in fair value (losses are indicated with "-")				-214,440.00
Investment gains (losses are indicated with "-")	10,793,615.50	24,800,187.87	25,624,515.35	68,335,646.63
Including: Gains from investment in associated companies and joint ventures		204,560.60		6,631,492.35
Exchange gains (losses are indicated with "-")				

Item	For the Current Period (July to September)	For the corresponding period last year (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 corresponding reporting period last year (January to September)
3. Operating profit (losses are indicated with “-”)	2,737,238,902.93	1,683,476,728.89	8,551,398,994.87	7,297,569,395.26
Add: Non-operating income	53,117,565.89	171,994,794.29	184,629,139.99	292,236,291.17
Including: Gains from disposal of non-current assets	617,596.84	488,726.83	628,959.75	1,192,339.66
Less: Non-operating expenses	4,603,213.56	21,471,794.30	29,949,533.71	38,290,130.98
Including: Losses from disposal of non-current assets	2,612,792.91	20,337,043.66	14,163,955.91	30,635,143.22
4. Total profits (total losses are indicated with “-”)	2,785,753,255.26	1,833,999,728.88	8,706,078,601.15	7,551,515,555.45
Less: Income tax expenses	501,485,043.87	341,846,897.88	1,493,555,688.44	1,342,055,184.91
5. Net profits (net losses are indicated with “-”)	2,284,268,211.39	1,492,152,831.00	7,212,522,912.71	6,209,460,370.54
Net profit attributable to owners of the parent company	2,282,981,402.16	1,491,528,330.41	7,208,582,917.15	6,208,581,115.01
Profit and loss of minority shareholders	1,286,809.23	624,500.59	3,939,995.56	879,255.53
6. Net other comprehensive income after taxes	15,169,351.26	-25,338,433.02	92,530,061.24	-22,894,144.99
Net other comprehensive income attributable to owners of the parent company after taxes	15,169,351.26	-25,338,433.02	92,530,061.24	-22,894,144.99
I Items that may not be reclassified subsequently to profit or loss				
(1) Changes in net liabilities or net assets arising from the re-measurement of defined benefit plans				
(2) Shares of other comprehensive income of investees that may not be reclassified to profit or loss under the equity method				
II Items that may be subsequently reclassified to profit or loss	15,169,351.26	-25,338,433.02	92,530,061.24	-22,894,144.99
(1) Shares of other comprehensive income of investees that may be reclassified to profit or loss under the equity method subsequently				
(2) Gains or losses from changes in fair value of available-for-sale financial assets				

Item	For the Current Period (July to September)	For the corresponding period last year (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 corresponding reporting period last year (January to September)
(3) Gains or losses from reclassifying held-to-maturity investments to available-for-sale financial assets				
(4) Effective portion of cash flow adjusted for hedging gains or losses				
(5) Exchange differences from retranslation of financial statements	15,169,351.26	-25,338,433.02	92,530,061.24	-22,894,144.99
(6) Others				
Net other comprehensive income attributable to minority interests after taxes				
7. Total comprehensive income	2,299,437,562.65	1,466,814,397.98	7,305,052,973.95	6,186,566,225.55
Total comprehensive income attributable to owners of the parent company	2,298,150,753.42	1,466,189,897.39	7,301,112,978.39	6,185,686,970.02
Total comprehensive income attributable to minority shareholders	1,286,809.23	624,500.59	3,939,995.56	879,255.53
8. Earnings per share:				
(1) Basic earnings per share (RMB per share)	0.2501	0.1634	0.7898	0.6802
(2) Diluted earnings per share (RMB per share)				
<i>Legal Representative of the Company:</i> <b>Wei Jian Jun</b>	<i>Person-in-charge of accounting affairs:</i> <b>Li Feng Zhen</b>	<i>Person-in-charge of the accounting department:</i> <b>Lu Cai Juan</b>		

# Income Statement of the Parent Company

January to September 2016

Prepared by: Great Wall Motor Company Limited

Unit: RMB

Currency: RMB

Audit status: Unaudited

Item	For the Current Period (July to September)	For the corresponding period last year (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 corresponding reporting period last year (January to September)
1. Total revenue	21,899,755,924.07	16,224,417,196.24	62,223,505,208.08	51,357,177,709.61
Less: Operating cost	17,484,290,681.85	13,327,718,393.47	49,882,163,790.11	41,329,409,701.84
Business tax and surcharges	782,341,767.27	637,041,882.70	2,264,493,523.71	1,903,357,025.70
Selling expenses	198,343,523.65	166,831,084.10	586,350,738.84	491,405,042.04
Administration expenses	890,286,286.71	750,895,651.89	2,631,019,292.88	2,190,583,357.37
Finance costs	-1,661,691.48	15,597,193.38	14,775,633.59	252,748,550.14
Asset impairment loss	3,671,249.55	-862,239.86	66,443,769.94	45,556,382.10
Add: Gains from changes in fair value (losses are indicated with "-")				-214,440.00
Investment gains (losses are indicated with "-")	10,572,990.42	154,517,303.84	2,060,475,618.77	2,075,066,111.67
Including: Gains from investment in associated companies and joint ventures		80,657.27		3,308,704.73
2. Operating profit (losses are indicated with "-")	2,553,057,096.94	1,481,712,534.40	8,838,734,077.78	7,218,969,322.09
Add: Non-operating income	41,232,484.53	101,580,779.73	143,803,719.37	180,246,047.59
Including: Gains from disposal of non-current assets	375,110.11	346,540.13	703,862.92	662,336.46
Less: Non-operating expenses	3,200,500.12	17,191,875.36	24,804,676.18	27,330,483.41
Including: Losses from disposal of non-current assets	2,538,422.66	16,772,609.02	13,006,509.07	22,837,905.54
3. Total profits (total losses are indicated with "-")	2,591,089,081.35	1,566,101,438.77	8,957,733,120.97	7,371,884,886.27
Less: Income tax expenses	449,536,622.29	232,953,530.92	1,040,660,948.85	775,472,916.51
4. Net profits (net losses are indicated with "-")	2,141,552,459.06	1,333,147,907.85	7,917,072,172.12	6,596,411,969.76
5. Net other comprehensive income after taxes				
I Items that may not be reclassified subsequently to profit or loss				
(1) Changes in net liabilities or net assets arising from the re-measurement of defined benefit plans				

Item	For the Current Period (July to September)	For the corresponding period last year (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 corresponding reporting period last year (January to September)
(2) Shares of other comprehensive income of investees that may not be reclassified to profit or loss under the equity method				
II Items that may be subsequently reclassified to profit or loss				
(1) Shares of other comprehensive income of investees that may be reclassified to profit or loss under the equity method subsequently				
(2) Gains or losses from changes in fair value of available-for-sale financial assets				
(3) Gains or losses from reclassifying held-to-maturity investments to available-for-sale financial assets				
(4) Effective portion of cash flow adjusted for hedging gains or losses				
(5) Exchange differences from retranslation of financial statements				
(6) Others				
6. Total comprehensive income	2,141,552,459.06	1,333,147,907.85	7,917,072,172.12	6,596,411,969.76
7. Earnings per share:				
(1) Basic earnings per share (RMB per share)				
(2) Diluted earnings per share (RMB per share)				

*Legal Representative of  
the Company:*  
**Wei Jian Jun**

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

*Person-in-charge of the  
accounting department:*  
**Lu Cai Juan**

## Consolidated Cash Flow Statement

January to September 2016

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 corresponding reporting period last year (January to September)
<b>1. Cash flow from operating activities:</b>		
Cash received from the sale of products and provision of services	71,424,297,326.91	63,574,422,314.39
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	150,000,000.00	300,000,000.00
Cash received from premiums of original insurance contracts		
Net cash received from reinsurance operations		
Net increase in policyholders' deposits and investments		
Net increase in the disposal of financial assets at fair value through profit or loss		
Cash received from interest, handling charges and commission	110,337,720.75	52,415,464.91
Net increase in placements from banks and other financial institutions		
Net increase in capital for repurchase		
Tax rebate received	18,541,978.30	48,860,807.00
Cash received from other operating activities	103,121,404.12	248,613,192.35
Cash inflow from operating activities — subtotal	<u>71,806,298,430.08</u>	<u>64,224,311,778.65</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 corresponding reporting period last year (January to September)
Cash paid for goods purchased and service rendered	51,188,801,080.86	41,387,136,561.36
Net increase in loans and advances to customers	461,789,221.65	617,531,270.45
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	20,300,093.74	
Cash paid for policyholders' dividend		
Cash paid to and for employees	5,096,133,521.86	4,503,024,841.00
Taxes paid	6,196,165,816.95	5,621,769,190.75
Cash paid for other operating activities	2,248,989,142.90	2,069,107,649.31
Cash outflow from operating activities — subtotal	<u>65,212,178,877.96</u>	<u>54,198,569,512.87</u>
Net cash flow from operating activities	<u>6,594,119,552.12</u>	<u>10,025,742,265.78</u>
<b>2. Cash flow from investing activities:</b>		
Cash received from redemption of investments	16,789,100,000.00	8,788,000,000.00
Cash received from investment gains	31,846,173.67	59,033,355.04
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	5,250,702.05	4,177,735.46
Net cash received from disposal of subsidiaries and other business units		172,889,500.20
Cash received from other investing activities	34,888,823.05	102,000,000.00
Cash inflow from investing activities — subtotal	<u>16,861,085,698.77</u>	<u>9,126,100,590.70</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 corresponding reporting period last year (January to September)
Cash paid for acquisition and installation of fixed assets, intangible assets and other long-term assets	4,238,937,287.04	4,128,003,184.58
Cash paid for investments	16,899,100,000.00	11,227,004,000.00
Net increase in pledged loans		
Net cash paid for acquisition of subsidiaries and other business units	12,130,564.13	22,820,655.84
Cash paid for other investing activities		
Cash outflow from investing activities — subtotal	21,150,167,851.17	15,377,827,840.42
Net cash flow from investing activities	-4,289,082,152.40	-6,251,727,249.72
<b>3. Cash flow from financing activities:</b>		
Cash received from investments		
Including: Cash received by subsidiaries from minority shareholders' investments		743,000,222.30
Cash received from borrowings		
Cash received from issuance of debentures		
Cash received from other financing activities	490,274,079.06	
Cash inflow from financing activities — subtotal	490,274,079.06	743,000,222.30
Cash paid for debt repayment	300,200,000.00	
Cash paid for dividend, profit distribution or interest payments	1,737,766,740.29	2,434,110,662.18
Including: Dividend and profit paid to minority shareholders by subsidiaries		156,709.77
Cash paid for other financing activities		1,010,988,254.22
Cash outflow from financing activities — subtotal	2,037,966,740.29	3,445,098,916.40
Net cash flow from financing activities	-1,547,692,661.23	-2,702,098,694.10

<b>Item</b>	<b>Amount from the beginning of the year to the end of the Reporting Period (January to September)</b>	<b>Amount from the beginning of last year to the end of the corresponding reporting period last year (January to September)</b>
<b>4. Effects of changes in exchange rates on cash and cash equivalents</b>	16,871,430.80	-18,576,500.67
<b>5. Net increase in cash and cash equivalents</b>	774,216,169.29	1,053,339,821.29
Add: Balance of cash and cash equivalents at the beginning of the period	2,458,364,987.45	3,081,531,924.78
<b>6. Balance of cash and cash equivalents at the end of the period</b>	3,232,581,156.74	4,134,871,746.07

*Legal Representative of  
the Company:*  
**Wei Jian Jun**

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

*Person-in-charge of the  
accounting department:*  
**Lu Cai Juan**

**Cash Flow Statement of the Parent Company**  
*January to September 2015*

Prepared by: Great Wall Motor Company Limited

*Unit: RMB*  
*Currency: RMB*  
*Audit status: Unaudited*

<b>Item</b>	<b>Amount from the beginning of the year to the end of the Reporting Period (January to September)</b>	<b>Amount from the beginning of last year to the end of the corresponding reporting period last year (January to September)</b>
<b>1. Cash flow from operating activities:</b>		
Cash received from the sale of products and provision of services	69,245,162,348.23	60,704,960,437.51
Tax rebate received	56,316.13	8,244,956.74
Cash received from other operating activities	86,417,131.69	155,101,096.18
	<hr/>	<hr/>
Cash inflow from operating activities — subtotal	<u>69,331,635,796.05</u>	<u>60,868,306,490.43</u>
Cash paid for goods purchased and service rendered	52,626,151,445.49	43,278,781,125.90
Cash paid to and for employees	4,067,651,414.23	3,314,067,164.12
Taxes paid	4,755,574,378.59	4,161,656,083.42
Cash paid for other operating activities	1,488,433,649.28	1,335,307,451.46
	<hr/>	<hr/>
Cash outflow from operating activities — subtotal	<u>62,937,810,887.59</u>	<u>52,089,811,824.90</u>
Net cash flow from operating activities	<u>6,393,824,908.46</u>	<u>8,778,494,665.53</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 corresponding reporting period last year (January to September)
<b>2. Cash flow from investing activities:</b>		
Cash received from redemption of investments	16,218,000,000.00	7,989,088,700.00
Cash received from investment gains	1,621,059,938.85	1,380,034,339.35
Cash received from absorbing and merging subsidiaries	206,830,508.02	
Net cash received from disposal of fixed assets, intangible assets and other long-term assets	8,308,398.71	6,447,554.13
Net cash received from disposal of subsidiaries and other business units		
Cash received from other investing activities	34,888,823.05	102,000,000.00
Cash inflow from investing activities — subtotal	<u>18,089,087,668.63</u>	<u>9,477,570,593.48</u>
Cash paid for acquisition and installation of fixed assets, intangible assets and other long-term assets	4,194,039,653.22	3,919,779,721.98
Cash paid for investments	16,624,196,562.70	10,298,377,780.00
Net cash paid for acquisition of subsidiaries and other business units	21,500,000.00	
Cash paid for other investing activities		
Cash outflow from investing activities — subtotal	<u>20,839,736,215.92</u>	<u>14,218,157,501.98</u>
Net cash flow from investing activities	<u>-2,750,648,547.29</u>	<u>-4,740,586,908.50</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 corresponding reporting period last year (January to September)
<b>3. Cash flow from financing activities:</b>		
Cash received from investments		
Cash received from borrowings		743,000,222.30
Cash received from other financing activities		
Cash inflow from financing activities — subtotal		743,000,222.30
Cash paid for debt repayment		
Cash paid for dividend, profit distribution or interest payments	1,737,766,740.29	2,433,953,952.41
Cash paid for other financing activities	126,683,997.82	943,635,550.04
Cash outflow from financing activities — subtotal	1,864,450,738.11	3,377,589,502.45
Net cash flow from financing activities	-1,864,450,738.11	-2,634,589,280.15

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 corresponding reporting period last year (January to September)
<b>4. Effect of changes in exchange rate on cash and cash equivalents</b>	-1,459,110.89	-5,176,325.00
<b>5. Net increase in cash and cash equivalents</b>	1,777,266,512.17	1,398,142,151.88
Add: Balance of cash and cash equivalents at the beginning of the period	1,016,521,309.27	926,209,380.56
<b>6. Balance of cash and cash equivalents at the end of the period</b>	2,793,787,821.44	2,324,351,532.44

*Legal Representative of  
the Company:*  
Wei Jian Jun

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

*Person-in-charge of the  
accounting department:*  
Lu Cai Juan

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

Baoding, Hebei Province, the PRC, 25 October 2016

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

*Executive Directors: Mr. Wei Jian Jun, Ms. Wang Feng Ying and Ms. Yang Zhi Juan.*

*Non-executive Director: Mr. He Ping.*

*Independent Non-executive Directors: Mr. Wong Chi Hung, Stanley, Mr. Lu Chuang and Mr. Ma Li Hui.*

\* For identification purpose only