



HIGHLIGHTS



WEICHAI

濰柴動力股份有限公司 Weichai Power Co., Ltd.

(Stock Code: 2338)

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

INTERIM RESULTS REPORT FOR THE SIX MONTHS ENDED 30TH JUNE 2004 (Unaudited)

• Turnover	+ 60.7% to RMB2,801.8 million
• Gross profit	+ 69.0% to RMB617.2 million
• Profit attributable to shareholders	+ 102.4% to RMB248.6 million
• Net cash and cash equivalents	RMB1,544.2 million
• Interim dividend per share	RMB0.15 per share

- Successfully listed our H shares on the Main Board of The Stock Exchange of Hong Kong Limited on 11th March, 2004. The net IPO proceeds were approximately RMB1,226.9 million
- Recorded high turnover and profit growth due to the significant increase in production and sales volume
- Improved gross and net profit margins due to our ability to achieve economies of scale and better control of production costs and in particular, our flexible use of our production lines for different product mix
- Continued expansion of our customer base and consolidation of our leading position in our principal product markets, namely the 15 tonnes (and above) heavy-duty trucks and 5 tonnes (and above) wheel-loaders sectors with our market shares at approximately 75% and 73%, respectively
- Achieved outstanding performance by offering quality products despite the negative market sentiment arising from the macro-austerity measures implemented by the central PRC government
- Financial position significantly enhanced after the IPO

