

BMW BRILLIANCE AUTOMOTIVE LTD.

BANKERS DAY

JULY 6th 2021



悦 创造奇迹   之诺
ZINORO

CORPORATE GOVERNANCE - BBA'S SHAREHOLDER STATUS IS UNCHANGED.

BMW Group

BMW N.V. Holding, Netherlands



China Brilliance Auto.

China Brilliance Automotive, Hong Kong

JOINT VENTURE CONTRACT EXTENSION UNTIL 2040.



华晨宝马

BMW Brilliance Automotive

AFC

BMW Automotive
Finance (China) Co., Ltd.

42%

HIL

Herald International
Financial Leasing Co., Ltd.

42%

LingYue

Digital Information Technology Co., Ltd.

- Customer Interaction & IT **100%**
- Business Software & IT Solutions **100%**

CORPORATE GOVERNANCE - **BBA IS LEGALLY AND FINANCIALLY INDEPENDENT.**

The restructuring process **only affects
Brilliance Group brands.**

The **parts supply** from Brilliance Group
is secured by BBA's purchasing team.

With fairness and openness, **BBA serves** all
shareholders **equally.**

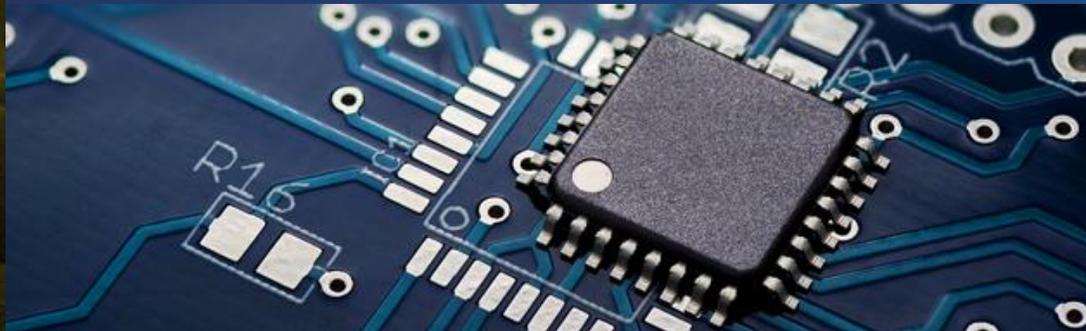


BUSINESS PREMISES - SUPPLY SHORTAGES AND RISING RAW MATERIAL PRICES.

GLOBAL SUPPLY SHORTAGES ARE IMPACTING OUR BUSINESS.

We are working non-stop to monitor and secure our plant coverage.

We maintained our supply chain so far, although the situation remains difficult.



RISING RAW MATERIAL PRICES ARE CRUCIAL FOR OEM'S.

Raw material prices significantly increased in 1HY 2021.

We are working continuously with competent partners to reduce the raw material volatility.



BBA IS LEVERAGING ON STATE-OF-THE-ART TECHNOLOGY AND STRIVING FORWARD IN DIGITAL TRANSFORMATION.



DIGITALIZATION in a most productive manner

We set standards with our own “Digital plant @ BBA” concept and we focus on utilizing new technologies in the right application.



Establishment of a new CHINA IT DEVOPS HUB

Providing best-in-class services to maximize BMW’s employee- and customer-experience.

CORPORATE CULTURE - BBA ASSOCIATES APPRECIATE THE FAST-AND-LEAN-CULTURE.



BBA is always prioritizing employees and their career development.
BBA is fostering an environment in favor of a fast talent development.
BBA is ranking in LinkedIn's top ten companies 2021.

OPERATIONAL EFFECTIVENESS - BBA PRODUCTIVITY WAS CONTINUED ALSO IN CRISIS YEAR 2020.



FIXED COST PER UNIT.



1HY 2021 PRODUCTION AT MAXIMUM CAPACITY.

— Maximum Capacity
■ Actual Volume



BUSINESS PERFORMANCE - BBA CONTINUED ITS SUCCESS STORY IN 2020.

NON-FINANCIAL FIGURES 2020.

Deliveries	603 k units	+ 11 %
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Associates	20,756	+ 4.6 %
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FINANCIAL FIGURES 2020.

Profit before Tax	26.6 bn. CNY	+ 32 %
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Revenue	188 bn. CNY	+ 11 %
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PREPARING FUTURE GROWTH - OUR NEW STRUCTURE PROJECTS ARE ON THE HOME STRAIGHT.



R&D PHASE II EXTENSION



DADONG EXTENSION



LYDIA

Despite tough conditions, we are delivering in **time and budget**. All our projects will be **forerunner in terms of innovation, digitalization, efficiency, flexibility** and will have a **strong focus on sustainability**.

NO PREMIUM WITHOUT SUSTAINABILITY AT BBA - DELIVERING PROVEN CONTRIBUTIONS TO A BETTER WORLD.



SHARE OF RENEWABLE ELECTRICITY.



CO₂ EMISSIONS PER VEHICLE PRODUCED.



ACCIDENT FREQUENCY RATE.



NO PREMIUM WITHOUT SUSTAINABILITY - BANK PARTNERS TO CONTRIBUTE TO BBA'S SUSTAINABLE SUCCESS.



THE DEVELOPMENT OF **SUSTAINABLE FINANCING IS ACCELERATING.**

FINANCIAL VOLATILITY AND SPECULATIONS ARE **IMPACTING THE ECONOMY.**

REAL SUSTAINABLE DEVELOPMENT IS REQUESTING FOR HARMONY BETWEEN NATURE AND MANKIND.

SHAPING THE FUTURE - BBA'S SUSTAINABLE SUCCESS STORY TO BE CONTINUED.

INCREASING
OUR PRODUCTIVITY
PERFORMANCE.



PURSUING
OUR INNOVATION-DRIVEN
GREEN DEVELOPMENT.



FINALIZING
OUR NEW STATE-OF-THE-ART
STRUCTURE PROJECTS.



PREPARING
OUR LOCAL PRODUCT
PORTFOLIO GROWTH.

