

GREAT WALL MOTOR'S Q3 TOTAL OPERATING REVENUE ROSE BY 23.64% YOY To RMB26.214 BILLION

23 October 2020 – A pick-up truck and SUV market leader in China, Great Wall Motor Company Limited (“Great Wall Motor” or the “Company”, H share stock code: 2333, A share stock code: 601633, together with its subsidiaries, the “Group”) announced that for the three months from 1 July 2020 to 30 September 2020 (the “Third Quarter”), the Group achieved an unaudited total operating revenue prepared in accordance with China Accounting Standards for Business Enterprises of RMB26,214,265,815.68, up by 23.64 per cent year-on-year; net profit attributable to shareholders of the Company increased by 2.91 per cent year-on-year to RMB1,441,071,262.11.

Great Wall Motor's satisfactory business performance in the Third Quarter was mainly attributable to continued strong sales performance. The total automobile sales volume in the Third Quarter amounted to 285,593 units, up by 23.86 per cent year-on-year. For the nine months ended 30 September 2020, the Group's total operating revenue and net profit attributable to shareholders of the Company amounted to RMB62,143,459,463.53 and RMB2,587,213,985.01 respectively.

According to the statistics from China Association of Automobile Manufacturers, in the first nine months of 2020, the sales volume of automobiles in China was 17.116 million units. The Group continued to strengthen its competitiveness in technology, products, brands and globalization to boost the overall sales volume. The Group's total sales volume of automobiles in the first three quarters reached 680,690 units, further accelerating its market penetration of automobiles. The sales volume of pick-up trucks for the first three quarters amounted to 160,351 units, representing a significant year-on-year increase of 63 per cent. Up till now, Great Wall pick-up trucks have been leading in domestic and export sales volume for 22 consecutive years. Great Wall Pao, the pick-up truck for the global market, has also achieved a sales volume of over 10,000 units for 5 consecutive months since May. In addition, Havel H6, the Group's “national legendary car” achieved a sales volume of 40,475 units in September, reaching a record high in monthly sales volume for the year and ranking first in the SUV market in terms of monthly sales volume for 88 months. With respect to new energy vehicles, the ORA brand delivered outstanding results, posting a monthly sales volume of 6,619 units in September, up by 253 per cent year-on-year. In addition, with the acceleration of the globalization strategy, the Group achieved overseas sales of 41,457 units in the first three quarters.

In July, the Group launched three technology brands, dubbed “GWM Ning Meng”, “Tan Ke WEY” and “Intelligent Ka Fei”, forming an innovative technology system covering the entire value-added industry chain from automobile R&D, design, production and automotive after-sales services, which drives continuous rise in brand value. The Group plans to transform from a Chinese automobile manufacturer to a global technology-driven mobility company. The Group integrates global premium resources to develop “GWM Ning Meng” and “Tan Ke WEY”, which are two smart, modular vehicle platforms for models that target the global market. “Intelligent Ka Fei” incorporates intelligent driving system and smart cabins. It concentrates on three core intelligent elements, “interaction + AI + ecosystem”, which form the core impetus for creating future intelligent mobility.

In September, Great Wall Motor showcased various new models under its four major brands, namely Haval, WEY, Great Wall Pickup and ORA at the 16th Beijing International Automotive Exhibition 2020. The line-up of products included the third-generation Haval H6, Haval Da Gou, Haval F&L, Haval H9, 2021 Haval F7, ORA Hao Mao, and the first intelligent, luxury, off-road and SUV model –Tan Ke 300.

Mr Wei Jian Jun, Chairman of Great Wall Motor, said: “In an increasingly competitive market environment, Great Wall Motor insists on focusing on users’ mental models to enrich its product matrix, and continues to improve the ability to develop products that sell well as well as enhance brand power by adhering to the core values of openness, innovation, creativity and changes, with an aim to accelerate our transformation into a global technology-driven mobility company.”

About Great Wall Motor

Great Wall Motor is principally engaged in the design, research and development, manufacture, sale as well as distribution of SUVs (including Haval H series, Haval F series and WEY series), pick-up trucks (Wingle series, Great Wall Pao series), sedans (Great Wall C30 and ORA series) and automotive parts and components. Great Wall Motor is headquartered in Baoding, Hebei Province, the PRC. The H shares of Great Wall Motor are listed on the main board of The Stock Exchange of Hong Kong Limited since December 2003 (H share stock code: 2333), while its A shares are listed on the main board of Shanghai Stock Exchange since September 2011 (A share stock code: 601633)

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