China And The New Global Automotive Marketplace

Presentation by Mr. Yi Lu, President, SAIC USA, Inc., to the University of Michigan, Transportation Research Institute
November 7, 2012
OUTLINE

Who is SAIC Motor & SAIC USA?

A Look at the China Market

Global Auto Market Insight
WHO IS SAIC MOTOR?

✓ SAIC is Shanghai Automotive Industry Corporation
✓ The largest automaker in China (21%)
✓ The 7th largest car maker in the world

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (Billion)</th>
<th>Fortune 500 Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>18</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>22.6</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>24.88</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>33.63</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>54.26</td>
<td>151</td>
</tr>
<tr>
<td>2011</td>
<td>67.25</td>
<td>130</td>
</tr>
</tbody>
</table>
SAIC MOTOR - MAIN BUSINESS

COMPONENTS

VEHICLE

TRADE IN SERVICE
SAIC MOTOR - HISTORY


SAIC USA INC.
SAIC MOTOR - VISION AND VALUES

VISION

• For the satisfaction of our customers
• For the interest of our shareholders
• For the harmony of our society
• We will build SAIC into an automotive company with outstanding brands, brilliant employees, core competitive competencies and international operation capabilities.

VALUES

• Satisfaction from Customer
• Advantage through Innovation
• Internationalization in Operating
• Concentration on People
SAIC USA INC. - HISTORY

1994 – Calif.
1997 – Warren
2012 - Birmingham

Sale (Million)
SAIC USA INC. – BUILDING INAUGURATION
SAIC USA INC. - FUNCTIONS
SAIC USA INC. - IMPERATIVES

1. **Build Corp. Brand Reputation**
2. **Build Bridge Between US & China**
3. **Expert Supply Chain Managers**
4. **Strengthen North American Platform**
CHINA AUTO MARKET

- Stable Growth
- Competition
- Opportunity
## CHINA AUTO MARKET

<table>
<thead>
<tr>
<th>Item</th>
<th>Year 2010</th>
<th></th>
<th>Year 2011</th>
<th></th>
<th>Jan-Sept 2012</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Vol.</td>
<td>UP</td>
<td>Vol.</td>
<td>UP</td>
<td>Vol.</td>
<td>UP</td>
</tr>
<tr>
<td>Total Vehicle (Million)</td>
<td>18.29</td>
<td>32%</td>
<td>18.7</td>
<td>2%</td>
<td>14.22</td>
<td>3.6%</td>
</tr>
<tr>
<td>Passenger Cars</td>
<td>11.79</td>
<td>35%</td>
<td>13.00</td>
<td>10%</td>
<td>10.36</td>
<td>10.3%</td>
</tr>
<tr>
<td>Commercial Cars</td>
<td>6.5</td>
<td>29%</td>
<td>5.7</td>
<td>-6%</td>
<td>3.8</td>
<td>-11%</td>
</tr>
</tbody>
</table>
GLOBAL AUTO MARKET

NORTH AMERICA

EUROPE

CHINA

SOUTH AMERICA
IN SUMMARY

Collaborating for global automotive success

China is poised to take a leadership role

China remains a market of great opportunity
Thank you!