



BYD INTRODUCTION & GLOBAL EV OPERATION





Brief Introduction

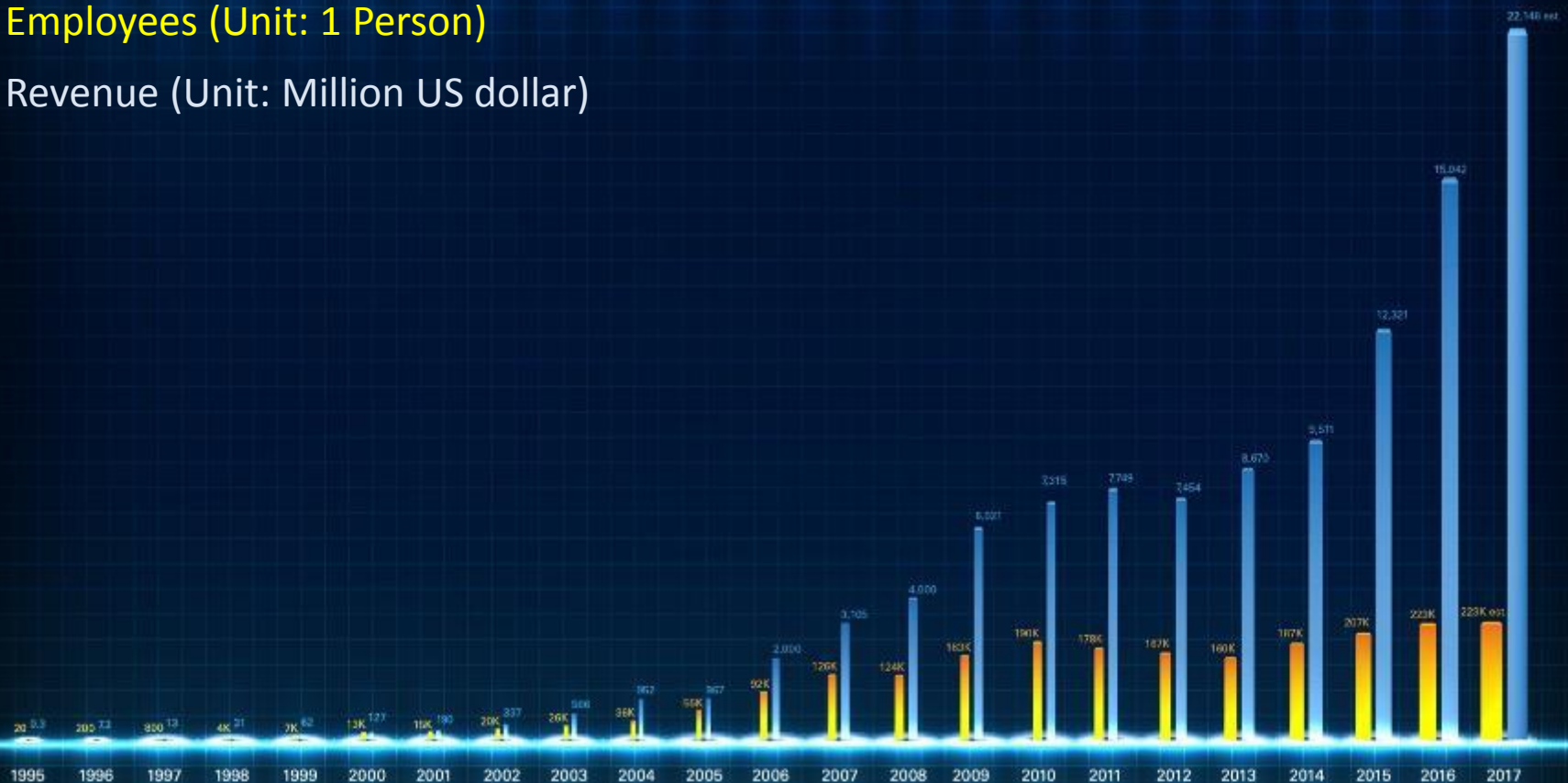
- ❑ Over **220,000** employees and over **40** industrial parks worldwide
- ❑ **5** business groups: SkyRail, Consumer Vehicle, Commercial Vehicle, Electronics, Battery
- ❑ 2016 Group revenue: USD **15 billion**
- ❑ A pioneer in achieving a **Zero Emission Energy Ecosystem**: affordable solar power , reliable energy storage & electrified transportation.
- ❑ Over **20 years' experience in battery** R&D and manufacturing resulting in the world's largest Iron-Phosphate battery output capacity
- ❑ World-leading **Solar & Energy Storage** Manufacturer



GROWTH RECORD

Employees (Unit: 1 Person)

Revenue (Unit: Million US dollar)





FIVE Business Groups



SkyRail



**Consumer
Vehicle**



**Commercial
Vehicle**

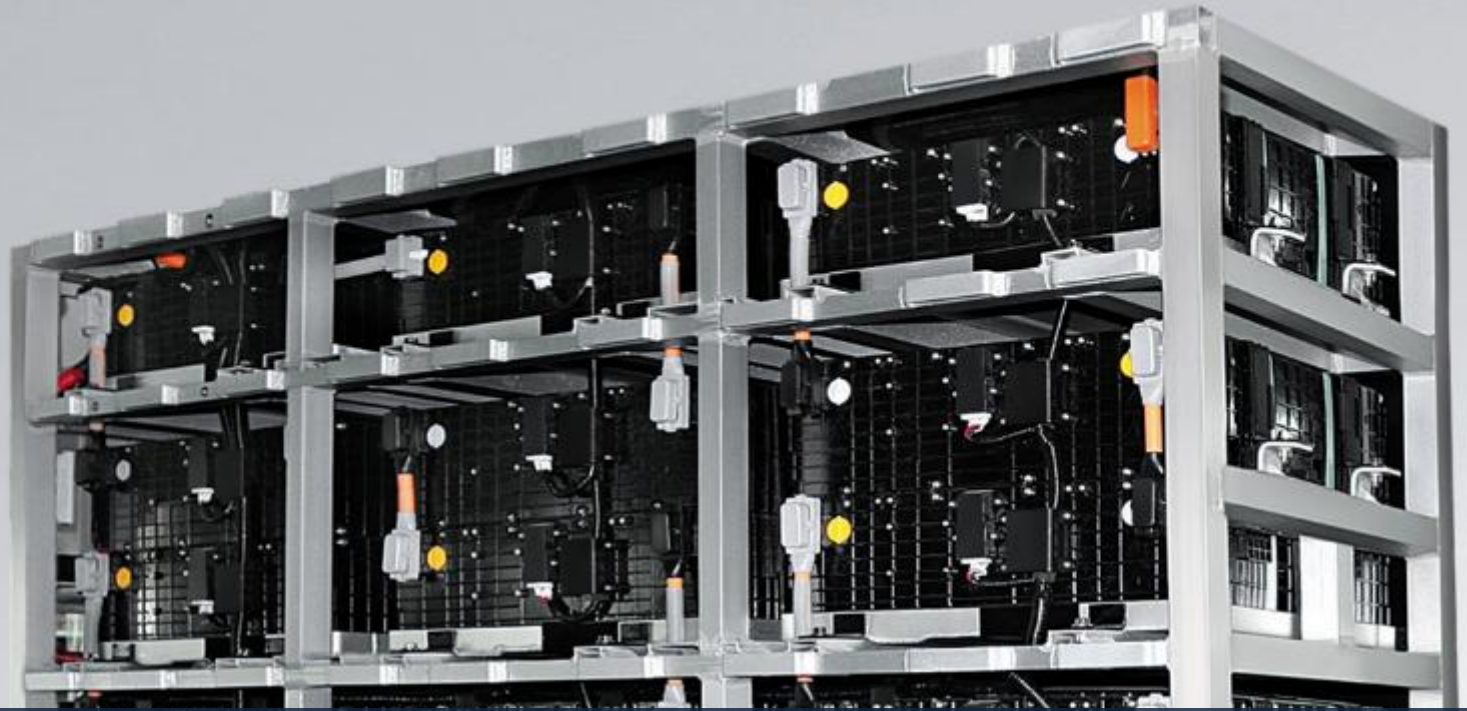


Electronics



Battery





THE ONLY VEHICLE COMPANY THAT SPECIALIZES IN BATTERY, MOTOR & ELECTRONIC CONTROL.

BYD has over **20 years** of battery manufacturing experience with the **world's largest** Iron-phosphate battery output capacity





FROM MANAGING AIR POLLUTION

**A PIONEER IN PROVIDING
A ZERO EMISSION ENERGY ECOSYSTEM
FROM POWER GENERATION TO STORAGE TO USAGE**



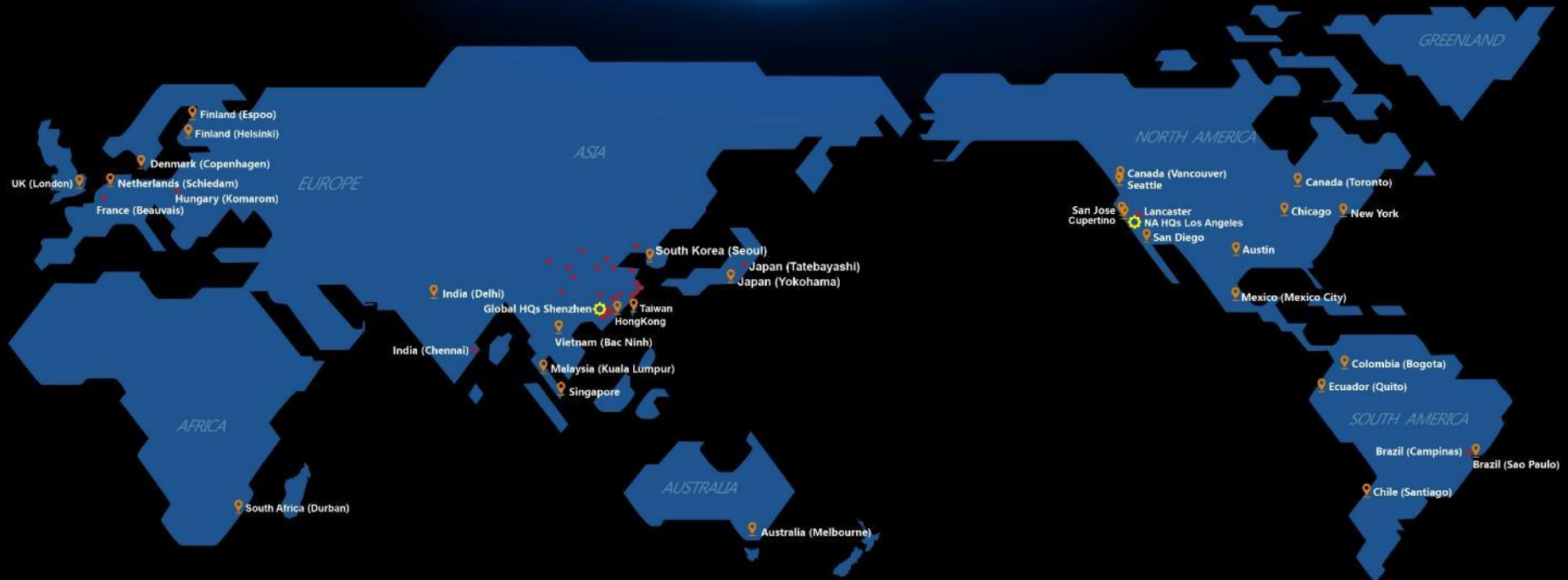
The image shows a sleek, white and black high-speed train traveling on an elevated track. In the background, there is a large, circular, multi-story building with blue railings and green plants on its balconies, suggesting a green or eco-friendly theme. The sky is blue with some clouds. The overall scene is a promotional image for a transportation solution.

TO MANAGING TRAFFIC CONGESTION

BYD SkyRail- Elevated Green Transportation Solution

BYD has dedicated nearly \$1 billion and over 5 years of research and development to create SkyRail to effectively and economically solve the traffic congestion problem.

GLOBAL EXPANSION



- | | | | | | |
|----------|----------|---------|----------|---------|----------|
| Beijing | Qingdao | Ningbo | Shanwei | Haidong | Shangluo |
| Shanghai | Dalian | Chengde | Shantou | Wuhan | Changsha |
| Xi'an | Hangzhou | Huizhou | Shaoguan | Taiyuan | Nanjing |
| Fenghua | Xining | Baotou | Shenzhen | Guangan | Bengbu |

Over **40** Manufacturing Sites , **27** Branches

- Headquarters
- Manufacturing Sites
- Branches



THE **FIRST & ONLY** COMPANY TO PROVIDE **FULL MARKET** NEW ENERGY VEHICLE SOLUTIONS



7

**Traditional
Fields**



Bus



Coach



Taxi



Consumer
car



Logistics Vehicle



Construction
Vehicle



Sanitation
Vehicle

4

**Specialized
Fields**



Warehouse



Airport



Harbor



Mining



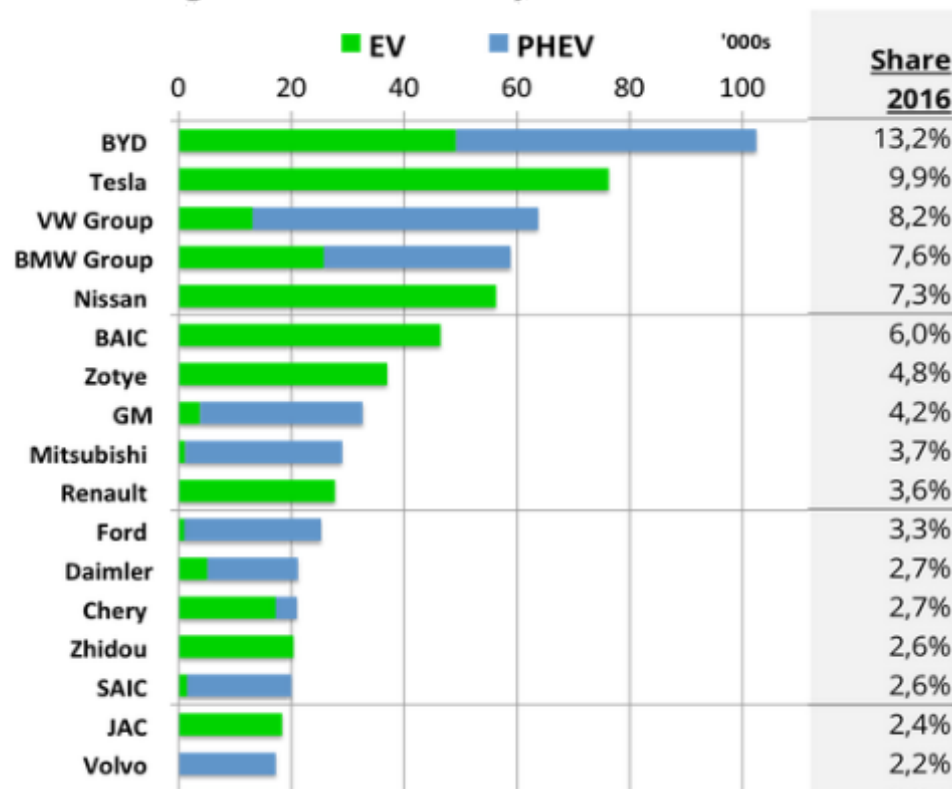
NO.1

PASSENGER EV SALES **WORLDWIDE** IN 2 YEARS IN A ROW

FIRST OEM ever to exceeded 100,000 PHEVs or EV sales in a single year!

BYD represents **13.2%** of all plug-ins sold worldwide in 2016 , **32%** in Mainland China

Global Plug-in Volume 2016 by Make





BYD Global EV Footprint (Electric Bus & Taxi)

6 Continents, over **50** Countries & Regions, more than **200** Cities



RECOGNITION

UN
Powering the Future
Special Recognition



Bloomberg
Top 10 Most Innovative
Companies



Zayed Future Energy Prize
Lifetime Achievement Award
Large Corporation Award



Fortune
Top 15 Companies
Change the World



Business Week
The Stars of Asia





Largest Electric Taxi Fleet Manufacturer

THE ONLY PROVEN & RELIABLE EV TAXI FLEET IN THE WORLD

2016 BYD Electric Taxi Sales Volume:
over **36,200** units*

*e6: **20,605** units; e5: **15,639** units

**The 1st auto maker to launch
electric taxis.**

**Taxis have the toughest performance
requirements for the cars and
batteries.**





THE ONLY PROVEN & RELIABLE EV TAXI FLEET IN THE WORLD

493,478,000+

Recorded Kilometers

Years On the Road

Launched in May, 2010

Highest single mileage: 1,124,518 km




400KM Range
built for large cities



300 KM Range
built for medium and small cities



Largest Electric Bus Manufacturer (>10m)

A photograph of several light blue BYD electric buses parked in a row at a charging station. The station has a large, white, tent-like roof supported by many vertical poles. The background shows some greenery and a hill.

2016 Electric Bus Sales Volume: **13,278** units – **140% increase** over 2015. Estimate for 2017: **17,000**

Over **16,359** BYD electric buses are currently running in Shenzhen, and all its buses will be electric by 2017. Guangzhou by 2019. Foshan by 2020.

Over 6 years' road testing experience since its first launch in January 2011

Highest single mileage: **421,134 km**



BYD has **delivered** over **35,000** electric buses .

The **total mileage** of the 35,000 units will be over **8 million km per day**, if one bus runs an average of 300 km a day.

Equivalent to circling the earth over **200 times**.

Fuel saving: **3.24 million** Liters
CO2 saving: **8550 tons**
Equivalent to planting **712,530 trees**



BYD TOTAL TRANSPORTATION SOLUTION

BYD's total transportation solution from ground to overhead is becoming popular among many cities in China. Over 100 cities have visited BYD to discuss SkyRail projects;

Over 10 cities have signed strategic cooperation contracts with BYD for SkyRail projects including, Shenzhen, Shantou, Xi'an, Shanxi, Bengbu, Guang'an, etc. Around 6 BYD SkyRail routes are expected to be launched by end of this year.

Most of the SkyRail cities will introduce BYD electric buses and taxis to thorough solve the pollution and traffic congestion problems.





BYD TOTAL TRANSPORTATION SOLUTION

The city of Yinchuan is the first city to implement BYD's Total Transportation Solution, BYD SkyRail will start its official operation with a 5.67 km route that will be opened in September. The city will launch 600 units of BYD pure electric buses and 2,000 units of pure electric taxi this year, and plans to replace its existing 1,818 buses and 5,364 taxis to pure electric vehicles in the next 3 years, achieving 100% electrified public transportation.





BYD TOTAL TRANSPORTATION SOLUTION

Built for the China Flower Expo Park in Yinchuan, the SkyRail line is 5.67 km (3.52 miles) long with 7 trains running through 8 stations.



Construction Time: 130 days completed on August 31, 2017.
Official Launch Date: September 1, 2017
Designed Load Capacity: 5,000 passengers/hour per train

Approximately 40,000 visitors came especially to experience the debut of the SkyRail on September 1; Over 60,000 visitors per day on September 2 and 3.

BYD in Asia Pacific

Mainland China

- Shenzhen
- Guangzhou
- Changsha
- Chengde
- Shanwei
- Wuhan
- Tianjin
- Nanjing
- Hangzhou
- Dalian



More than 20 major cities in China have introduced BYD electric taxis or electric buses to promote clean electrified public transportation.



Shenzhen

Over 6 Years Electric Taxi Operational Experience in Shenzhen

Since May 2010, 850 BYD e6 cars have been put into operation in Shenzhen to form the most stable taxi fleet with the longest accumulated driving range around the world.



Shenzhen Operates the Earliest Largest Electric Bus

In January 2011, Shenzhen acquired a fleet of 780 pure electric buses and became the first city worldwide to rely on zero emission transportation. Over 16,359 BYD electric buses are currently running in Shenzhen, and all its buses will be electric by 2017.





The Largest Bus Order on a Single Day

April 16, 2015 – The city of Shanwei witnessed the first locally assembled electric bus drive out of BYD's brand new production line in Luhe Industrial Park.

Additionally, BYD got a combined order for 6,434 units of its electric buses from both Shenzhen and Shanwei bus operators making it the largest bus order on a single day.



Hangzhou

Out of an order for 1,820 electric buses, over 1,700 units are operating in the City of Hangzhou to protect the beauty of the city. Since October 2014, the route 7 in the West Lake scenic area has replaced all its diesel buses with BYD pure electric buses.





The Largest Electric Bus Charging Station in the World

The city of Nanjing built its charging infrastructure in 2014. The city has developed the largest charging facility in the country, with a total of 420 chargers to support a fleet of over 1,000 buses.



The 1st City in China to Fully Electrify their Taxi Fleet

In Feb. 2016, the city of Taiyuan began replacing all of its 8,292 taxis to BYD pure electric taxis. Up to Sep. 6, 2016, over 8,000 units gasoline taxis have been replaced and Taiyuan will be the 1st city in China to realize 100% taxi electrification.



The Largest Electric Sanitation Fleet

BYD's **PURE ELECTRIC** Street Sweeper Fleet led the parade at Tian'anmen Square in 2015 for the 70th anniversary of the end of WWII.

After one year of successful operation, Beijing Environment Sanitation Engineering Group has order another 800 units of BYD's sanitation trucks to help reduce the heavy pollution and noise caused by traditional trucks.





Battery-Electric Logistics Vehicles

Starting in January, 2016, BYD began delivering all new battery-electric delivery vans to DHL to start an all-around cooperation with DHL on electrified logistic and warehouse vehicles to solve the pollution caused by last-one-mile delivery operations.





Hong Kong



BYD electric bus and coach have been recognized by many major operators in HK and won the bid of the Kowloon Motor Bus, City Bus, New World First Bus, Long Win Bus and Golden Champion Bus etc. The 5 electric buses for the City Bus & First Bus have been operated since end of 2015, 14 units for the Kowloon Motor Bus have been fully operated by end of 2017.



Taiwan

After a successful trial run in Taiwan in 2014, BYD electric buses are now running all around the island including Taipei, Taichung, Tainan, Miaoli, Kaohsiung, Yunlin, Hualien, Taoyuan, Chiayi, Yilan, etc.



Australia

At the end of January, 2017, Carbridge - a major Australian airport ground transportation provider placed orders for 40 more pure electric buses from BYD, three months after the first BYD Electric bus made its commercial debut at Sydney Airport. After that, Brisbane airport also introduced 11 units for a shuttle service.





India

On Feb 27, 2014, BYD's electric bus started a 92-day operation in Bangalore, India and its comfort, silence and sustainability features have been highly praised by the local population. BYD will deliver its electric buses to several regions in India, chiefly Bangalore, New Delhi and Shimla.

BYD Electric Bus Climbing Himalaya

BYD's electric bus hit a new record by climbing high up to 3,980m in the Himalayas after overcoming challenging road and temperature conditions. It demonstrated excellent performance in cold and high altitude regions.

Travel time: 6h

Distance: 51km(up) + 51km(down)

Remained battery capacity: 55%

(No)



Japan



The 1st Chinese Automaker to Break into the Japanese Market

On Feb. 25, 2015, 5 units of BYD electric buses were put into operation in the former Japanese capital Kyoto. BYD became the first Chinese auto company to enter the Japanese market.

December 1, 2017, after a 2-year successful operation of 5 electric buses in Kyoto, a fleet of 10 units started running on the Japanese island of Okinawa.



Singapore



The Largest Electric Taxi Fleet In South East Asia

Two years after BYD's fleet of 30 e-taxis first hit roads in Dec. 2014, BYD introduced 100 electric taxis in Singapore in Feb. 2017, forming the biggest e-taxi fleet in South East Asia. The fleet is operated by HDT Holdings, the only e-taxi operator in Singapore in partnership with the ride hailing company *Grab*.



Malaysia



World's 1st Electrified BRT System

On June 01, 2015, BYD delivered 15 electric buses to integrate the BRT Sunway Line, in Kuala Lumpur, Malaysia. Malaysian Prime Minister Najib Razak was one of the 1st passengers to take the bus.

Korea



BYD Signs Biggest Electric Bus Deal in South Korea

BYD Korea Co. Ltd., along with South Korean firm Ezwelfare Co. Ltd, have agreed to supply 21 units of 7m pure electric coaches to Jeju Island, a popular South Korean vacation spot. It is the largest order ever placed by South Korea for electric buses and the largest ever won by an electric coach manufacturer in the developed countries in East Asia.

BYD in Europe



Europe's 1st Electric Bus Fleet

April, 2013



Schiermonnikoog, the Netherlands

Europe's 1st publicly tendered order for full electric-powered full size buses

July, 2013



Amsterdam Airport Schiphol

Schiphol contract: 35 electric buses for airside services shuttling passengers

August, 2013



Tel Aviv, Israel

BYD electric bus is operating on Line 5 in the city of Tel Aviv

Oct, 2013



Milan, Italy

Two electric buses have been delivered to bus operator in the city-ATM

Orders from Various European Countries



Copenhagen, Denmark

BYD electric buses will enter into a two-year service with each of the two major bus operators in the city – city Traffic and Arriva.



Barcelona, Spain

BYD electric bus has been delivered to bus operator in the city – TMB.



London, UK

Two BYD electric buses have been delivered to bus operator in London – Go-Ahead.



Warsaw, Poland

Four BYD electric buses have been delivered to bus operator in Warsaw.



World's Largest Airport Electric Bus Fleet

Schiphol Airport, the Netherlands

35 units of BYD electric buses have been running in Schiphol airport since December 2014



Eskilstuna, Sweden

BYD won an order for two 12m BYD electric buses targeting the Swedish city of Eskilstuna. The two BYD electric buses went in service in December 2015 and are operated by Transdev.





Largest Electric Bus Fleet In Europe

London, UK

July 2015

BYD and Alexander Dennis Limited (ADL) partnered to supply Go-Ahead London with capital's first, large-scale electric bus fleet: 51 electric buses, making it the largest electric bus fleet in Europe. On January 5, 2017, BYD-ADL was awarded another fleet of 14 10.8m Enviro200 EV buses to operate its 360 route.



Nottingham, UK

BYD is to supply a total of 13 electric 12m e buses to Nottingham City Council (NCC), along with associated charging equipment.





London, UK

5 units of BYD's electric double decker bus launched in March, 2016.



Paris, France

Paris previewed the world's first 12m pure electric coach from BYD on March 11, 2016.



Marketing Campaigns in Europe

On October 21, 2015, President Xi witnessed the launch of BYD's Double-Decker Electric Transit Bus in the presence of the Duke and Duchess of Cambridge.



On October 10, 2016, BYD confirmed its commitment to the market with the announcement of a €20 million investment in a bus assembly plant in the northern Hungarian city of Komárom.



BYD in

North America



BYD Electric Bus & Battery Factories in Lancaster, USA



May 1, 2013, BYD and the City of Lancaster jointly announced the opening of two BYD manufacturing facilities in the city: one for electric buses and the other for Iron-Phosphate battery packs. It was the establishment of BYD Motors Inc., the company's U.S. subsidiary.



The 1st Electric Bus Manufactured in BYD's US Plant

On April 28, 2014, California Governor Jerry Brown attended the ceremony commemorating the first BYD electric bus rolling off the production line in Lancaster. On this day, the first BYD 12m electric buses, which were made in BYD's California Plant, were formally rolling off the production line.

Long Beach

The directors of the Long Beach Transit awarded a contract to BYD for the manufacture of 10 new battery electric transit buses. Additionally, LBT and their partner agencies have options to order up to 50 additional buses over the term of the contract.





AVTA-The 1st 100% Electric Public Transit Fleet in USA

February 15, 2016 California

The Antelope Valley Transit Authority (AVTA) took a major step toward becoming the first 100 percent electric public transit fleet in the country. During a special meeting, the AVTA board of directors voted to award BYD a contract to manufacture up to 85 electric buses over a five year period.

Facebook

Since **May 2016**, Facebook has introduced 17 BYD battery-electric transit coaches and 6 battery-electric taxis as their employees' commuter vehicles.





Stanford University

In March 2013, Stanford University introduced 13 BYD battery-electric buses to serve as campus shuttle buses. In May, 2016, they added 10 additional BYD buses to their fleet.



UCLA

In October, 2016, UCLA purchased 17 units BYD battery-electric buses serving as the university shuttle buses.



UC Irvine

Irvine, Calif., Jan. 23, 2017 – The University of California, Irvine is poised to be the 1st college campus in the nation to convert its buses to an all-electric fleet to acquire 20 buses from BYD.





In 2016, BYD participated in a Winter Trial in Edmonton: 2 BYD Electric Buses operated in Edmonton from December-April. Edmonton is famous for very cold winters, often -35C in the morning. The BYD buses operated perfectly, with 0 reported powertrain issues, and very little range loss with the use of electric heating.

On May 26, 2017, BYD delivered Canada's first electric bus fleet to the City of St. Albert.



BYD TRUCK PROJECT CASE IN USA

On May 4, 2016, CARB (the California Air Resources Board) announced millions of dollars in funding for zero-emission drayage truck development and demonstration projects. Almost **60 percent** of the electric trucks under this solicitation were awarded to BYD, with 25 of the 43 trucks in the total project. With this US order, *BYD becomes the largest all-electric truck producer in the United States.*

On May 26, CARB announced a demonstration of zero and near-zero emission technologies at the Port of Los Angeles with Pasha Stevedoring and Terminals L.P (Green Omni Terminal Demonstration). A 2.6MW storage system and two class 8 electric yard trucks will be provided from BYD to support **the world's first marine terminal to with all of its energy needs supplied from renewable sources**



BYD in

South America



Brazil

Electric Bus

In July, 2015, BYD do Brasil and the administration of the city of Campinas announced the addition of 10 battery electric buses to its public transit fleet. The city is the first in Brazil to have zero emission buses to serve the public.

Currently the fleet increased up to 12 battery electric buses.



Electric Taxi

In May, 2015, BYD delivered the 1st pure electric taxi fleet in Brazil witnessed by the mayor of Campinas. Campinas is also the 2nd city in Latin America to introduce the pure electric taxi fleet after Bogota.

Currently the cities of Sao Paulo (5 units), Fortaleza (5 units), Florianapolis and Campinas have BYD e6 operating.





Brazil

Electric Logistics Vehicles and Forklifts

DHL (Rio de Janeiro), Ecorovias, Carbono Zero, Nestle, Teleperformance (Sao Paulo), Solar (Campinas), Corpus (Indaiatuba), already acquired BYD electric forklifts, improving their business.



Electric Truck

Corpus (Indaiatuba) has acquired BYD's electric waste management truck T8.



Brazil

Celebrating Military Parade for Independence

BYD electric taxis and truck are invited to run at Military Parade for Independence in Indaiatuba of Brazil to foster a sustainable waste management solution.





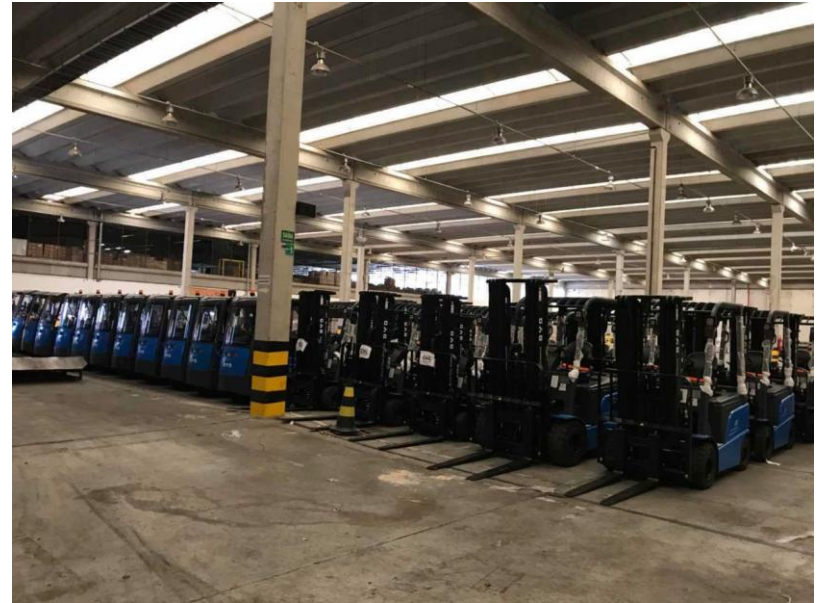
Brazil

Electric Logistics Vehicle

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Electric Forklift

DHL (Rio de Janeiro), Ecorovias, Carbono Zero, Nestle, Teleperformance (Sao Paulo), Solear (Campinas), Corpus (Indaiatuba), already acquired BYD electric forklifts, improving their business.





Colombia

Largest Pure Electric Taxi Fleet in Latin America

In 2013 September, BYD cooperated with the Bogota transportation & electric power department and built the largest pure electric taxi fleet in Latin America, with a total of 45 e6 taxis. The mayor of Bogota Gustavo Pedro attended the event.



Battery Electric Articulated Bus

In March, 2016, BYD's ebus Andino – an 18m articulated BRT bus - was officially unveiled in Bogota. And the 18-meter bus covered over 400km with one single battery charge in a test drive from Bogota to Medellin with its braking regeneration function.

Chile

Electric Taxi

On December 11, 2015, BYD launched Chile's first 100% electric taxi fleet in the country's capital, Santiago.



Electric Bus

In May 4th, 2016, BYD inaugurated the 1st pure electric bus operation in Chile, the new service of this 100% electric bus started operations in the city of Santiago. BYD along with the Municipality of Santiago and the Chilectra held the ceremony in front of the Presidential Palace.



Aruba

In November of 2013, in the Caribbean Island of Aruba, BYD cooperated with local government and the transit company, launching the first electric bus in the country for trial operation. The local government was targeting to develop public transportation electrification nationally.



Uruguay

On May 5th, 2016, a launch ceremony organized by the Presidential Office and the Ministries of Energy and Transport was held to announce the launch of the city's first vehicle of its BYD electric bus fleet. The President of Uruguay, Tabaré Vazquez, ministers and BYD's chairman, Wang Chuanfu, attended the ceremony.



BYD Rolls Out Largest Fleet of Electric Taxis in Ecuador



A fleet of 35 pure electric e5 taxis by BYD have debuted in Loja, Ecuador as the country's largest. The project was initiated by the local community and backed by the Ecuadorian government with a tax free incentive.



The president of Ecuador tweeted to his 3 millions fans about this historical moment.



BYD in Africa

BYD Wins Tender to Supply Electric Buses to Cape Town



October 24, 2016, BYD won a bid to supply a fleet of 11 battery electric buses to the city of Cape Town, South Africa making it the first city on African continent to use electric buses for public transport. The city's transport administration will initially use the easy access 12-metre-long buses as an express service on a 35 to 40-kilometre route between the city's central business district and the Metro South East region (Khayelitsha and Mitchell's Plain).

WHY BYD?

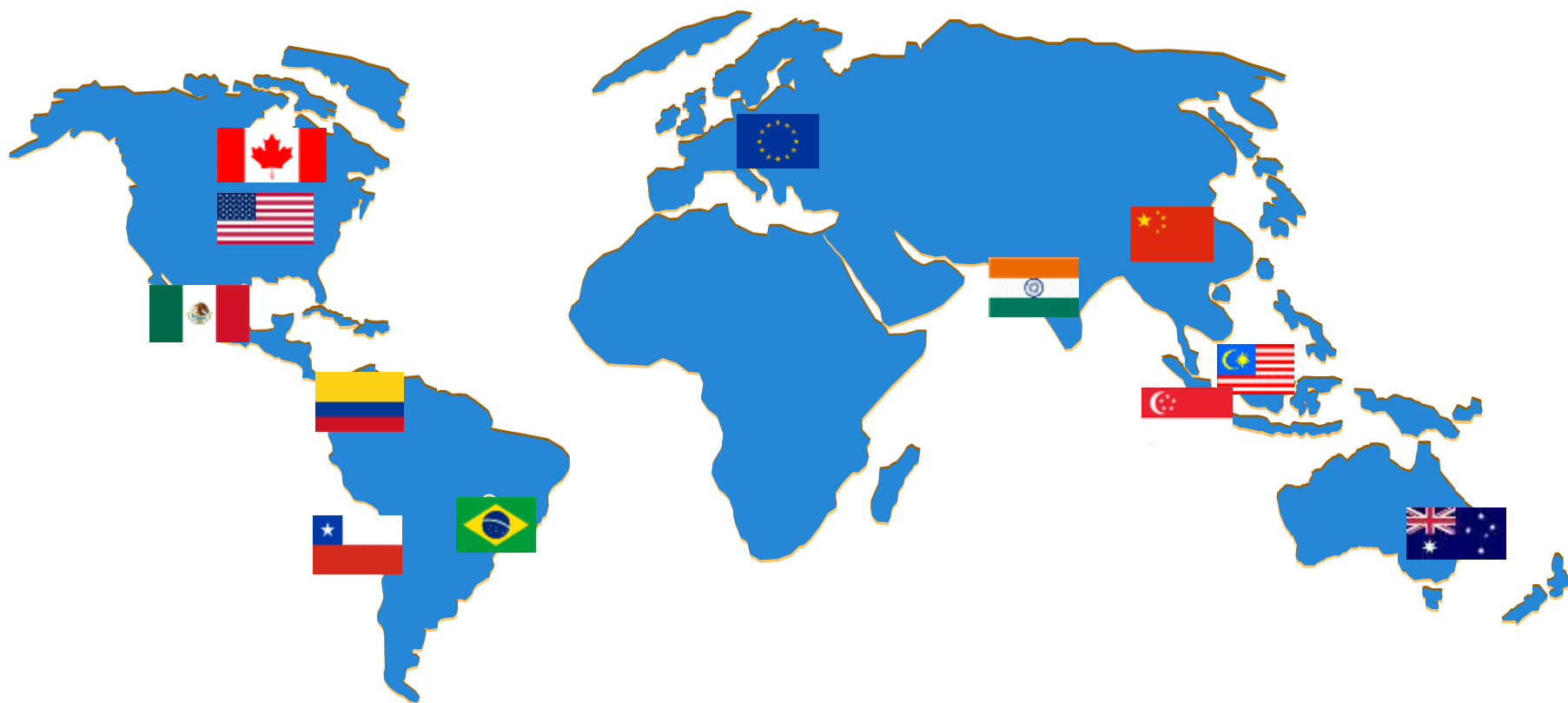
1. The ONLY BUS MANUFACTURER mastering BATTERY, ELECTRIC MOTOR & ELECTRONIC CONTROL technology.
2. The MOST RELIABLE BATTERY technology with 7 YEARS' operation experience in the Taxi and 6 YEARS' operations in the buses.
3. Tested and certified by most of the MAJOR CITIES IN THE WORLD.
4. Hi-Power AC charging bringing huge space saving, making it as easy as charging a phone.





Global Certifications

BYD's electric bus, K9, and electric passenger vehicle, e6, have passed the certifications in numerous countries and districts, including Europe, North America, South America, China, Asia-Pacific, etc.



China
e6,K9
Done



EU
WVTA
e6,K9
Done



Canada
CMVSS
K9
Done



U.S.A
FMVSS
e6,K9
Done



Colombia
e6,K9
Done



Chile
e6,K9
Done



Brazil
CAT
e6,K9
Done



India
ARAI
K9
Done



Malaysia JPJ
e6,K9
Done



Mexico
e6,K9
Done



Singapore
LTA
e6
Done




Australia
ADRs
K9
Done




South Korea
KMVSS
K9
Done

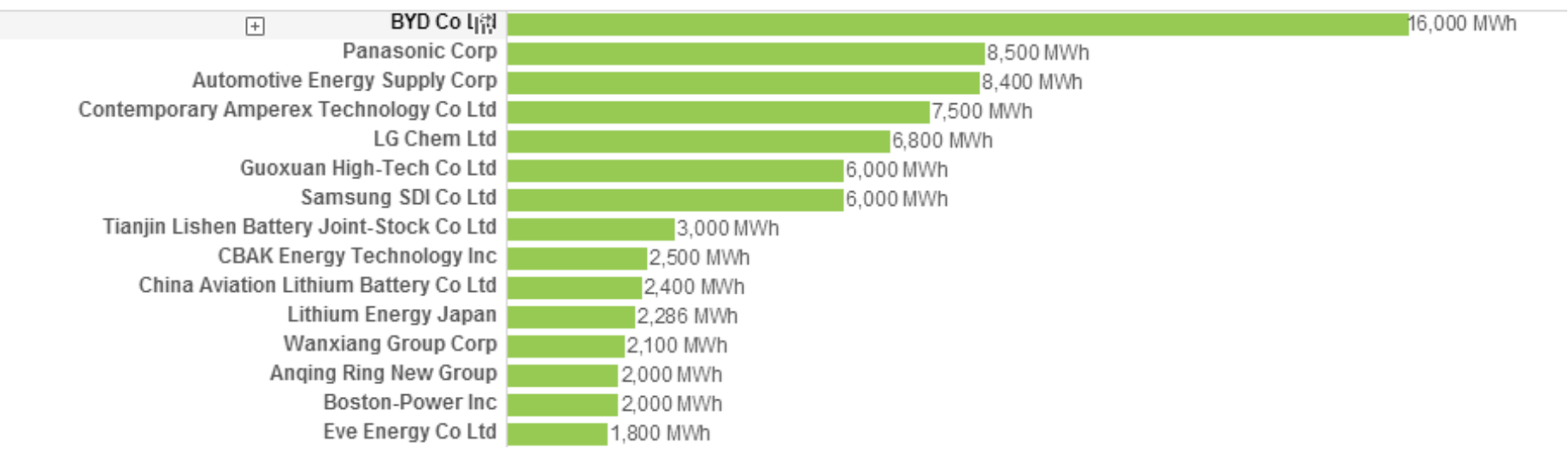


World's Largest Battery Capacity

Status 

 Fully commissioned

Capacity by manufacturer (MWh) Select the "+" sign to view the capacities of the individual plants and plant phases



Source: Bloomberg Finance



The Most Severe Tests

As a pioneer in promoting electric buses, UL co-worked with BYD for developing the test standard for the battery industry.



Various extreme tests have been performed on the buses to ensure the highest safety no matter in water or climbing up the mountain, in extreme hot area or in low temperature.



The BYD transit bus has been granted almost **all major certifications** worldwide and been verified with various extreme road tests in different countries.



2 Months High Temperature Test (up to 48.7°C) in Turpan Summer



4 Months Low Temperature Test in Edmonton Canada (Low up to -35°C)



High Altitude Test in the Himalayas (up to 3,980m)



China



EU
WVTA



Canada
CMVSS



U.S.A.
FMVSS



Colombia



Chile



Brazil
CAT



India
ARAI



Malaysia
JPJ



Mexico



Australia
ADR



Japan



Korea
KMVSS



Build Your Dreams