



CAR 神州租车

CAR Inc.

2015 first quarter earnings results

May 2015

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1Q'15 results summary

RMB in millions, unless otherwise noted

	1Q'15	1Q'14	y.o.y change
Rental revenue	926	675	+37%
Total revenue	1,035	788	+31%
Gross profit	458	276	+66%
Margin ⁽¹⁾	49%	41%	+8 pp
Adj. EBITDA ⁽²⁾	577	383	+51%
Margin ⁽¹⁾	62%	57%	+5 pp
Adj. net profit ⁽³⁾	210	132	+59%
Margin ⁽¹⁾	23%	20%	+3 pp
Basic EPS (RMB)	0.075	0.053	+42%

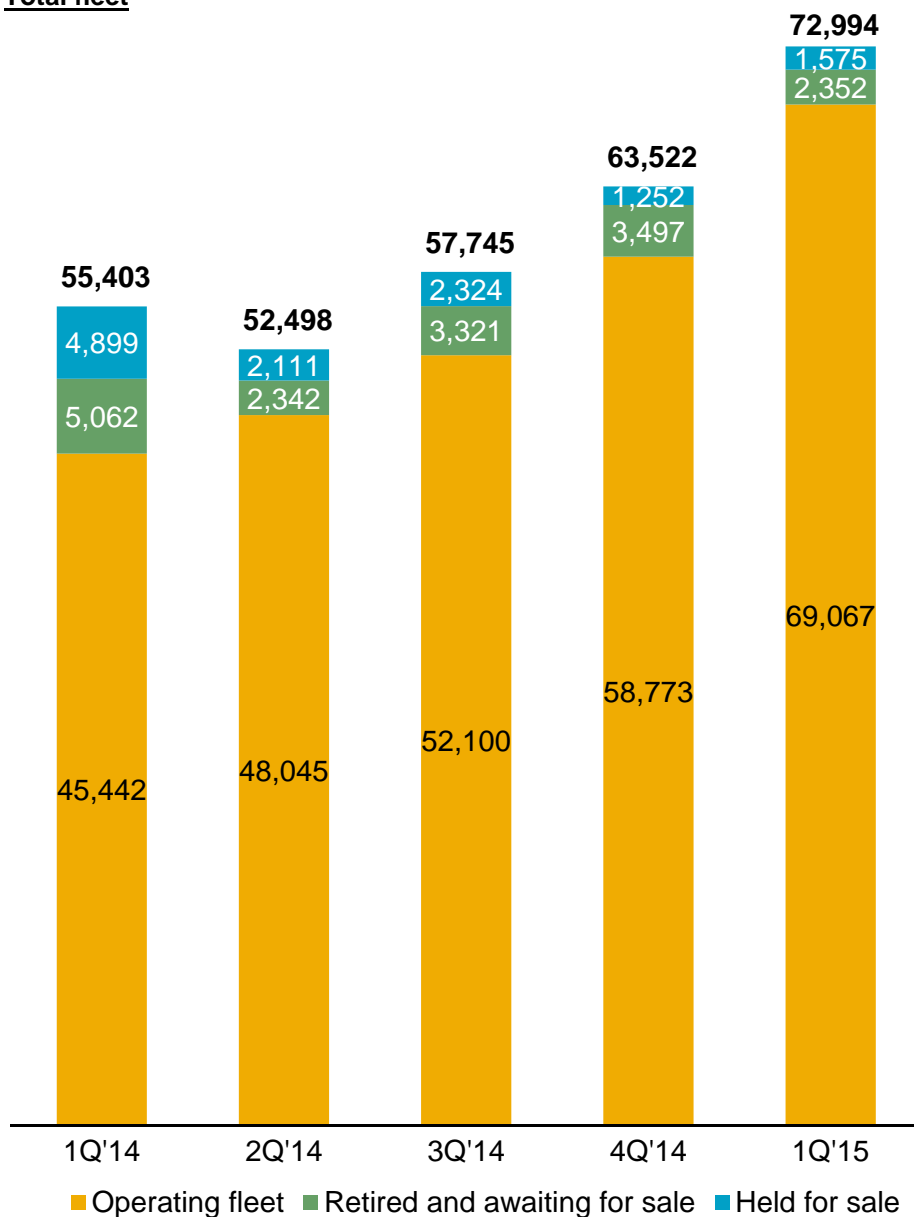
	1Q'15	2014	change
Total assets	13,795	9,842	+40%
Total debt ⁽⁴⁾	7,266	3,611	+101%
Cash ⁽⁵⁾	4,206	2,476	+70%
Net debt ⁽⁴⁾⁽⁵⁾ / Adj. EBITDA	1.3x	0.7x	+0.6x

Notes:

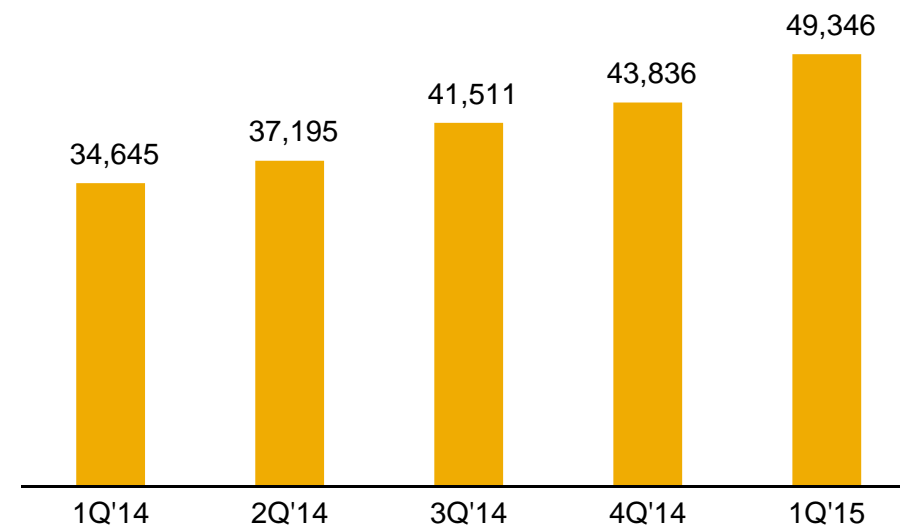
- (1) As a percentage of rental revenue
- (2) Adjusted EBITDA is defined as profit or loss before income taxes, net finance income/costs, depreciation, amortization and impairment, excluding share-based compensation, foreign exchange gain or loss related to reorganization, and IPO-related expenses
- (3) Adjusted net profit is defined as profit or loss excluding share-based compensation, foreign exchange gain or loss related to reorganization, and IPO-related expenses
- (4) Include bond payable of RMB2,982 million as of Mar. 31, 2015
- (5) Include restricted cash of RMB53 million and RMB53 million and available-for-sale investments of RMB1,070 million and RMB100 million in cash and net debt calculation, respectively for 2014 and 1Q'15

Healthy fleet growth profile

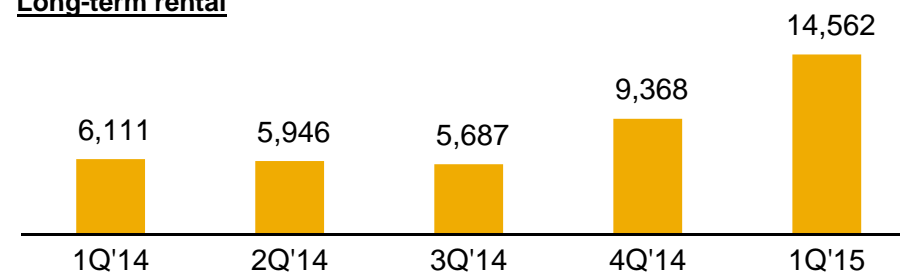
Total fleet



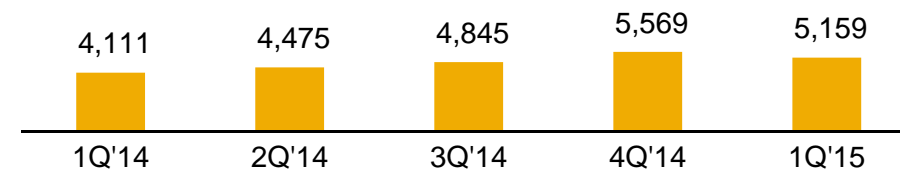
Short-term rental



Long-term rental

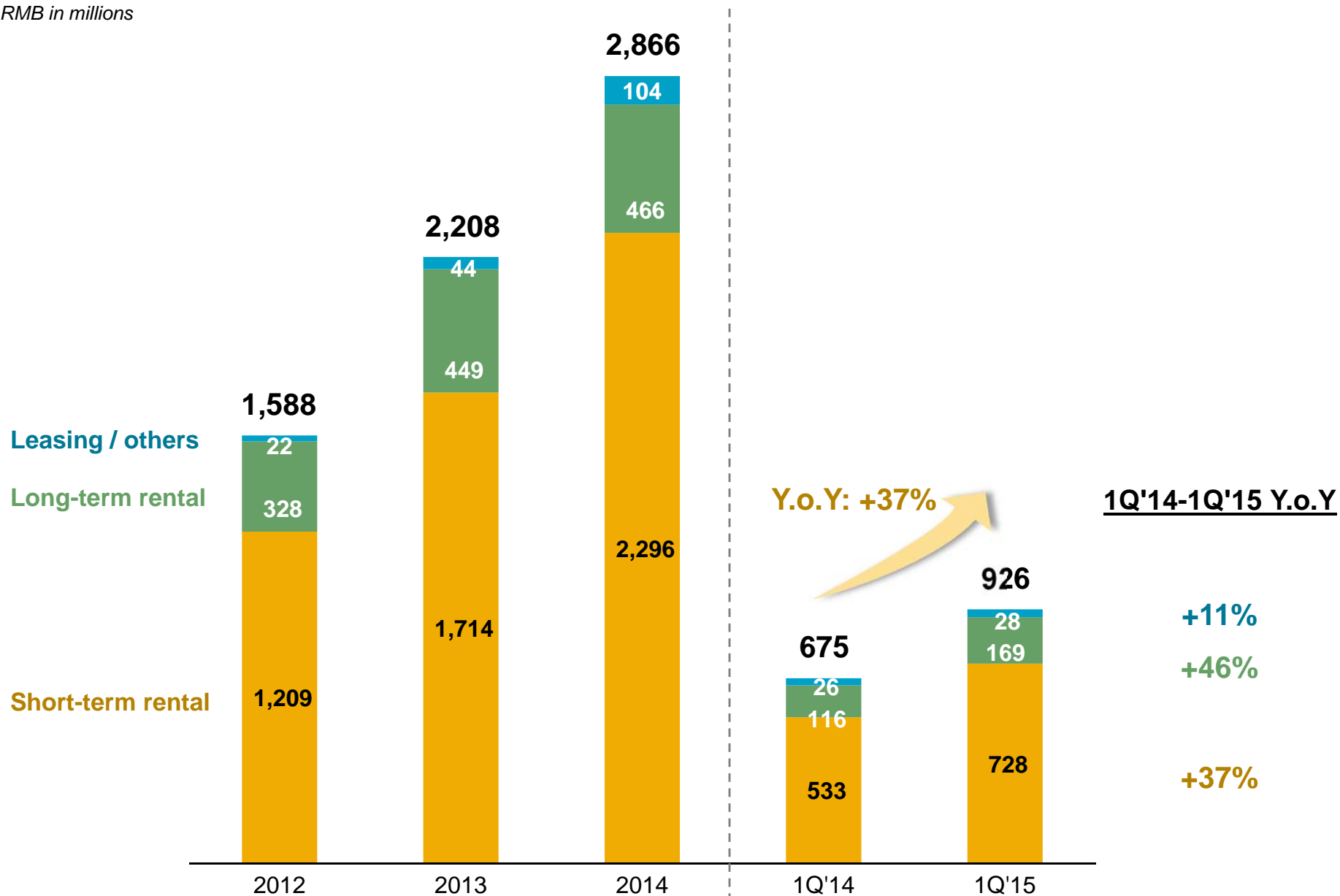


Finance leasing



Strong rental revenue growth

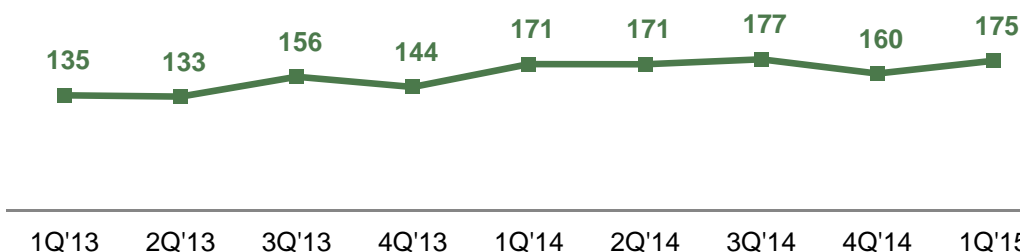
RMB in millions



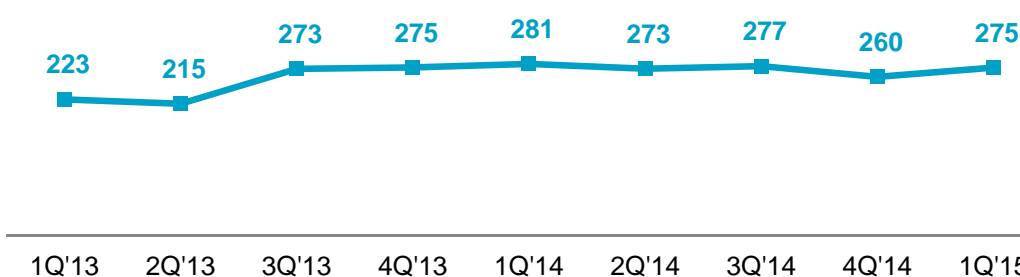
Strong ST rental performance

	1Q'14	1Q'15	
ST rental revenue	533	728	37% growth
<i>RMB in millions</i>			
= days in year X			
Avg. daily rental fleet⁽¹⁾	35,130	47,099	34% growth
X			
RevPAC⁽²⁾	171	175	0.0% growth
=			
ADRR⁽³⁾	281	275	-0.0%
X			
Utilization⁽⁴⁾	60.9%	63.7%	+2.8pp

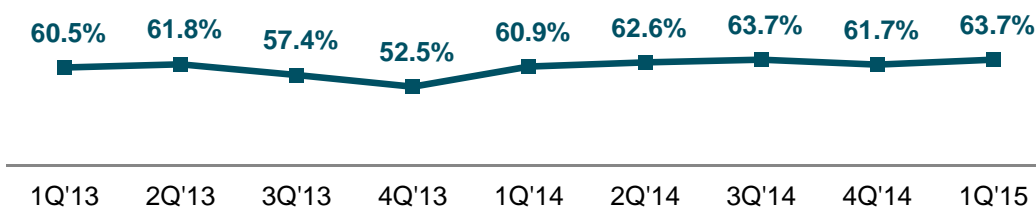
RevPAC⁽²⁾



ADRR⁽³⁾



Utilization⁽⁴⁾



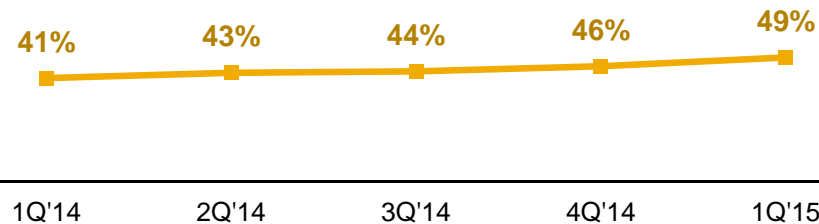
Notes:

- (1) Average daily short-term rental fleet is calculated by dividing the aggregate days of short-term rental vehicles in operation in a given period by the aggregate days of that period
- (2) RevPAC refers to average daily rental revenue per short-term rental vehicle, which is calculated by multiplying the average daily rental rate in a given period by the fleet utilization rate in that same period
- (3) Average daily rental rate is calculated by dividing short-term rental revenue in a given period by the fleet rental days in that period. Fleet rental days are the total rental days for all vehicles in short-term rental fleet in a given period
- (4) Fleet utilization rate is calculated by dividing the aggregate days that vehicles are rented out for short term rentals by the aggregate days that short-term rental vehicles are in operation

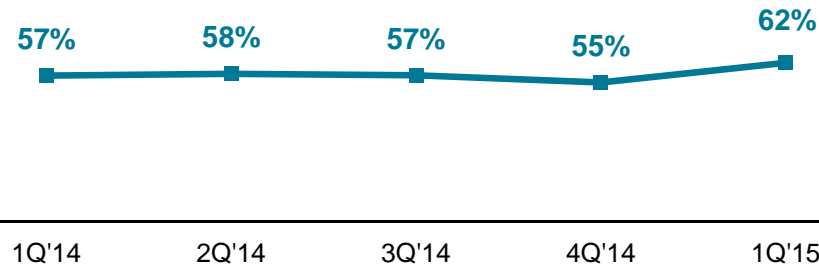
Sustainable profitability profile

Profit margins

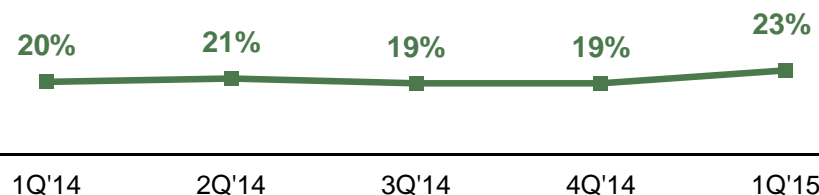
Gross margin⁽¹⁾



Adj. EBITDA margin⁽¹⁾⁽²⁾

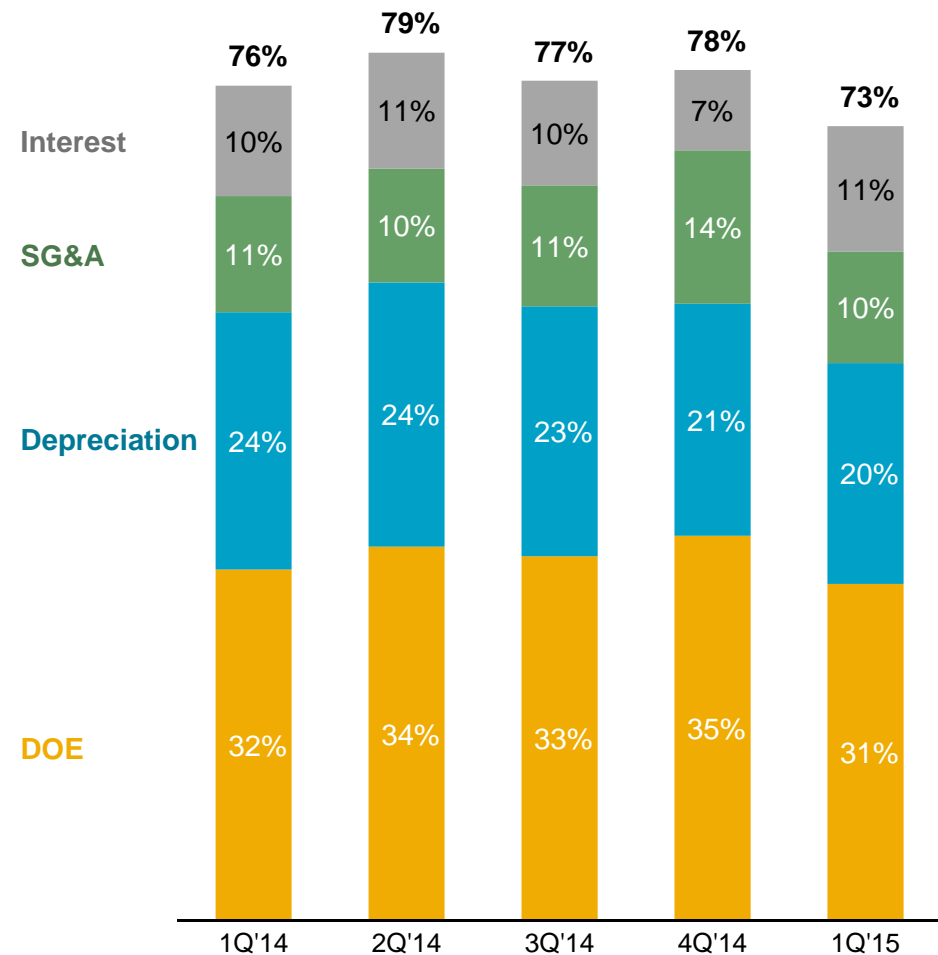


Adj. net profit margin⁽¹⁾⁽³⁾



Cost structure

Major cost items as % of rental revenue



Notes: Where applicable, CAR's expenses figures have been adjusted for share-based compensation, reorganization related expenses as well as costs related to suspended fleet. Interest expenses are net of interest income

(1) As percentage of rental revenue

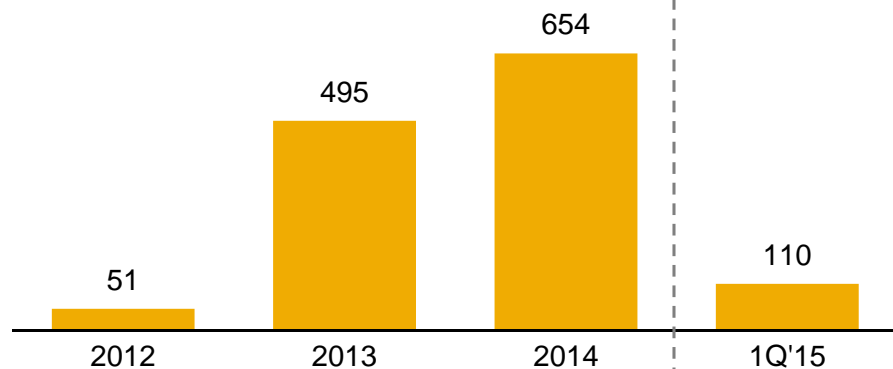
(2) Adjusted EBITDA is defined as profit or loss before income taxes, net finance income/costs, depreciation, amortization and impairment, excluding share-based compensation, foreign exchange gain or loss related to reorganization, and IPO-related expenses

(3) Adjusted net profit is defined as profit or loss excluding share-based compensation, foreign exchange gain or loss related to reorganization, and IPO-related expenses

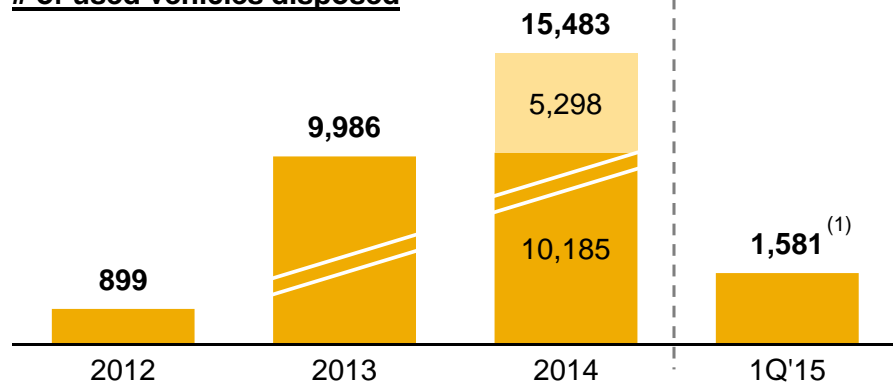
Proven capabilities in used car disposal

Sales of used vehicles

RMB in millions



of used vehicles disposed



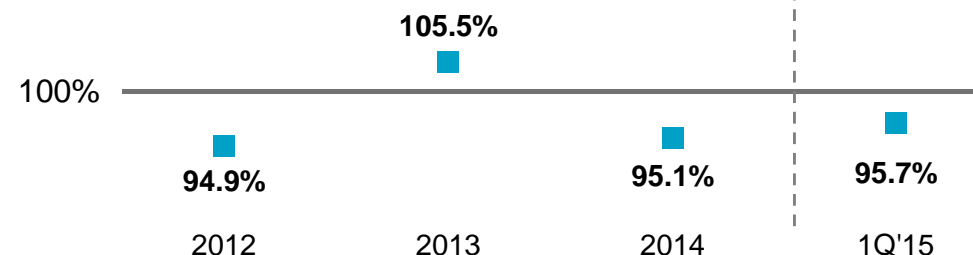
■ # of used vehicles sold

■ # of used vehicles disposed to franchisees through leasing

Proven residual value

Cost of sales of used vehicles

As % of sales of used vehicles



Proven capabilities in managing the full life cycle of our rental vehicles

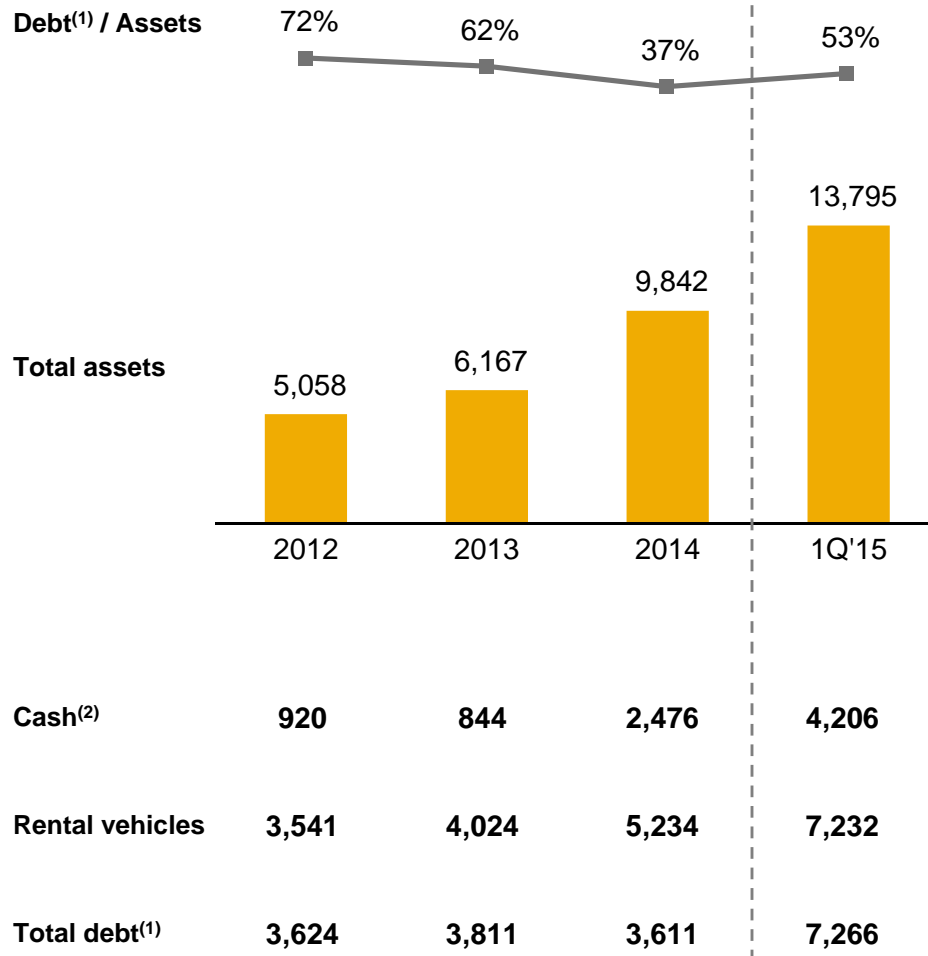
Note:

(1) Among which 427 used vehicles were sold to franchisees through one-year installment payments

Strong financial position

Strong balance sheet

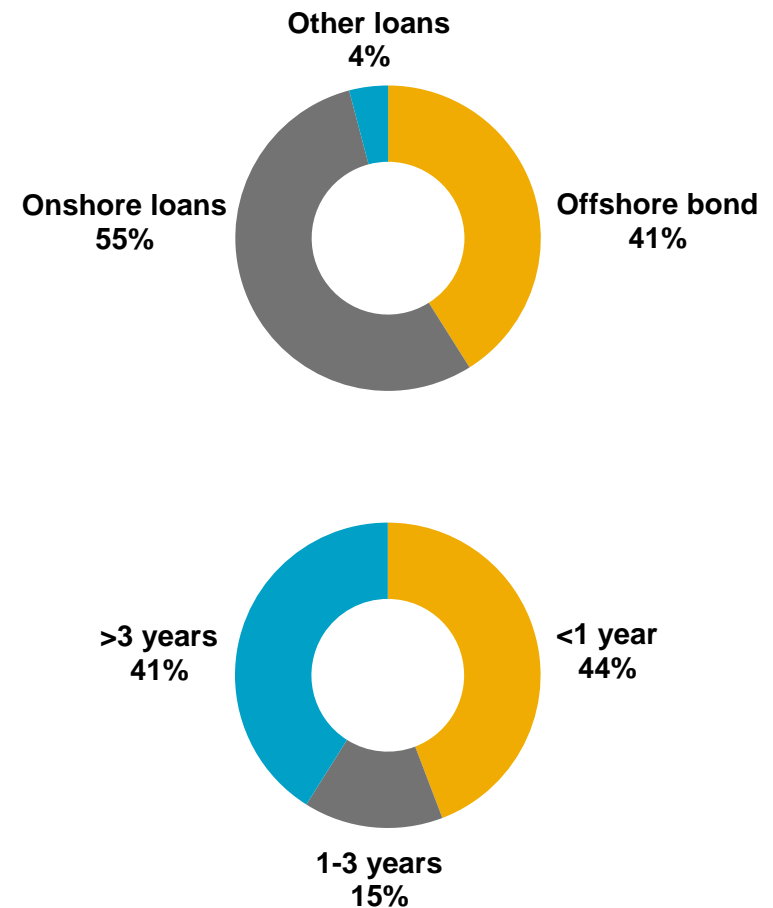
RMB in millions



Diversified funding structure

Total debt: RMB7,266 mn

(as of Mar. 31, 2015)

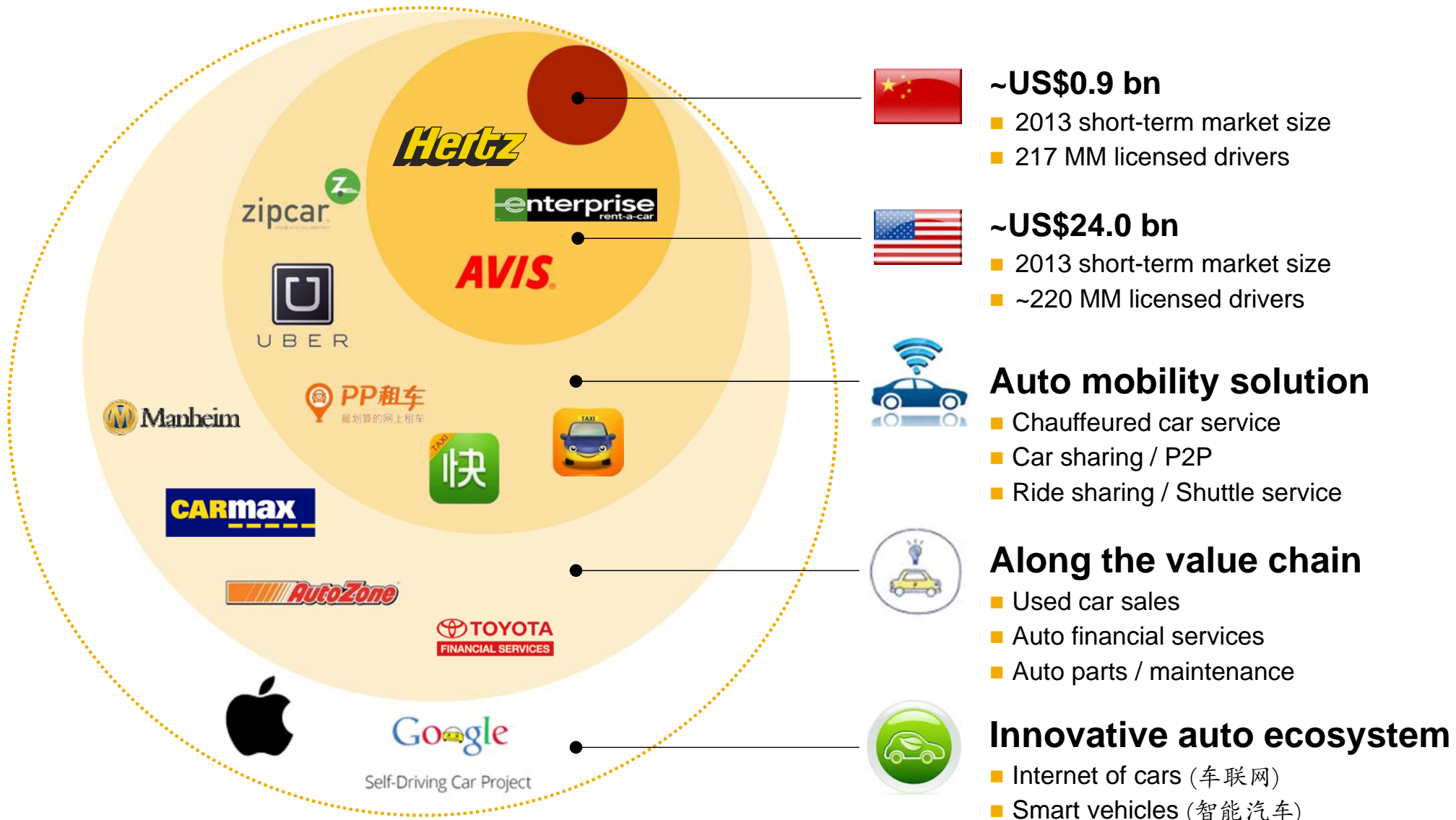


Notes:

(1) 2012 debt amounts include amounts due to Legend Holdings; 1Q'15 debt amounts include bond payable of RMB2,982 million as of Mar. 2015

(2) Includes restricted cash of RMB9 million, RMB2 million, RMB53 million and RMB53 million and available-for-sale investments of nil, nil, RMB1,070 million and RMB100 million, respectively for 2012-2014 and 1Q'15

Continue product innovation and expansion along value chain



Thank you!