

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

2017 Final Results

21 March 2018

Important Notice

The information contained herein is meant for presentation purposes only and may not be used and relied upon by any other party. It is not to be taken in substitution for the exercise of judgement. You shall be solely responsible for making your own independent investigation of the merits of the discussions mentioned in this presentation. Geely Automobile Holdings Limited does not make any representations, warranty or guarantee as to the accuracy, completeness or correctness of the contents contained herein. The reproduction and/or dissemination of the contents herein is prohibited without our prior approval. Geely Automobile Holdings Limited and its officers, directors and employees accept no liability whatsoever for any direct or consequential loss howsoever arising from any use of this presentation or further communication given in relation to this presentation or its contents or otherwise arising in connection therewith.

This presentation may contain certain statements that are forward-looking, including those relating to the general business plans and strategy of Geely Automobile Holdings Limited (the "Company"), as well as its subsidiaries and associates (collectively with the Company, the "Group"). These statements typically contain words such as "will," "expects" and "anticipates" and other words of similar import. By their nature, forward-looking statements involve risks and uncertainty because they relate to events and depend on circumstances that will occur in the future. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in the markets where the Group operates. The Company assumes no responsibility to update forward-looking statements or to adapt them to future events or developments.

This document is not an offer of securities for sale in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from registration. Any public offering of securities to be made in the United States will be made by means of a prospectus that may be obtained from the issuer and will contain detailed information about the issuer and management, as well as financial statements. The Company does not intend to make a public offering of securities in the United States.

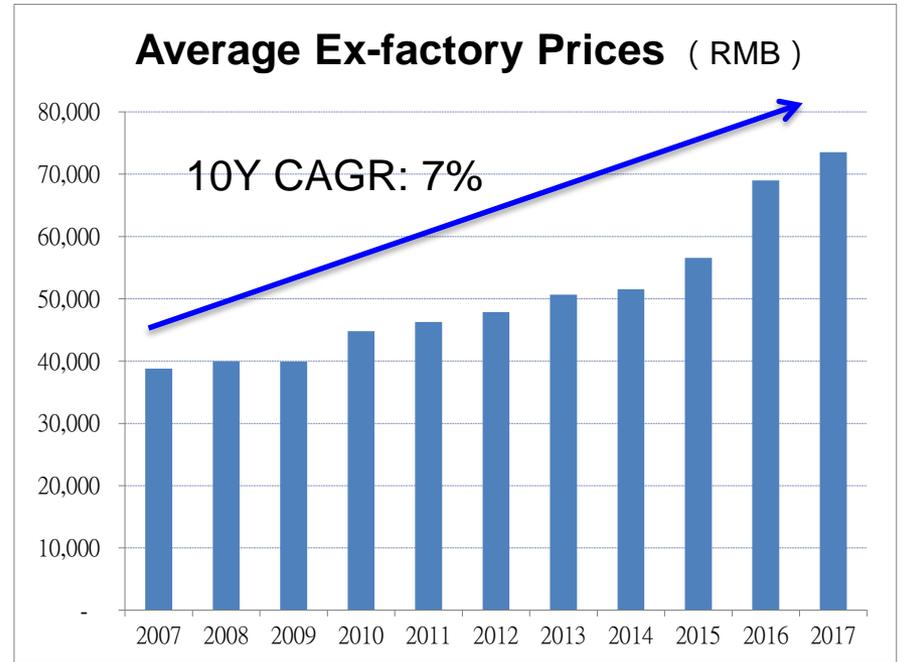
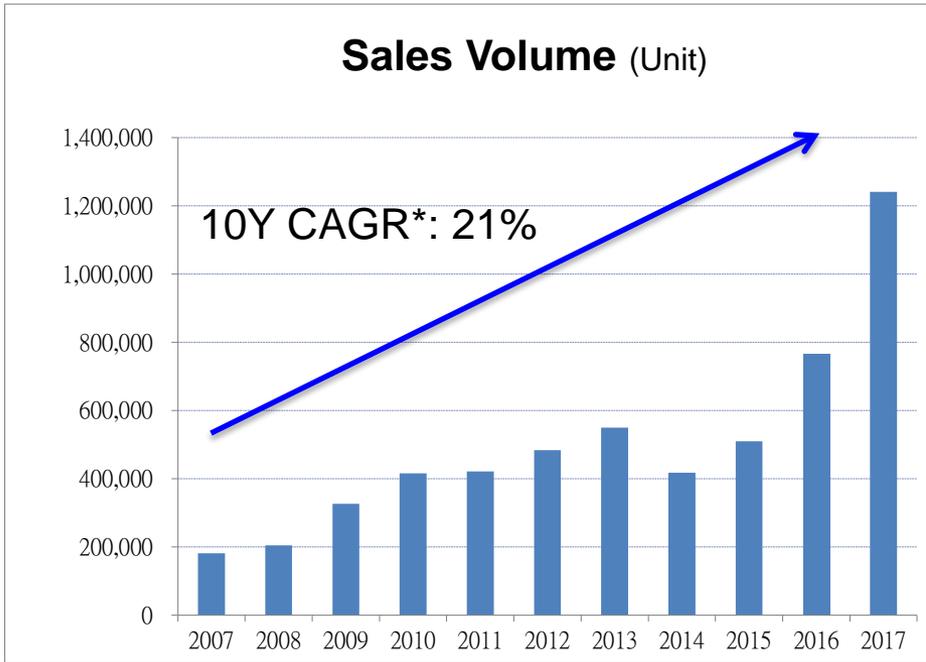
Note: Sources of all data contained in this presentation are from Geely Automobile Holdings Ltd. except specified otherwise.

2017 Full Year Results

- Attributable profit up 108% to RMB10.6 billion
- Sales volume up 63%
- Average selling price up 7%
- Revenue up 73%
- Higher operating margin ratio at 13.2%
- Cash dividend up 142% to HK29 cents.



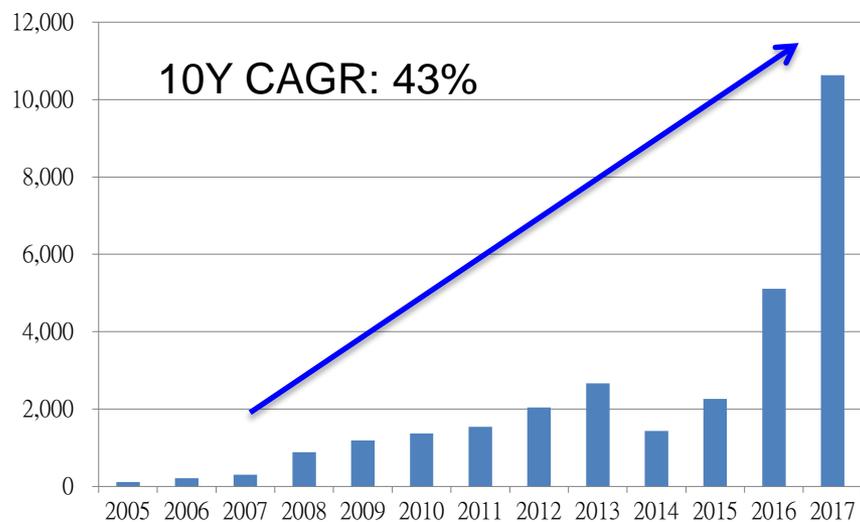
Sales Performance



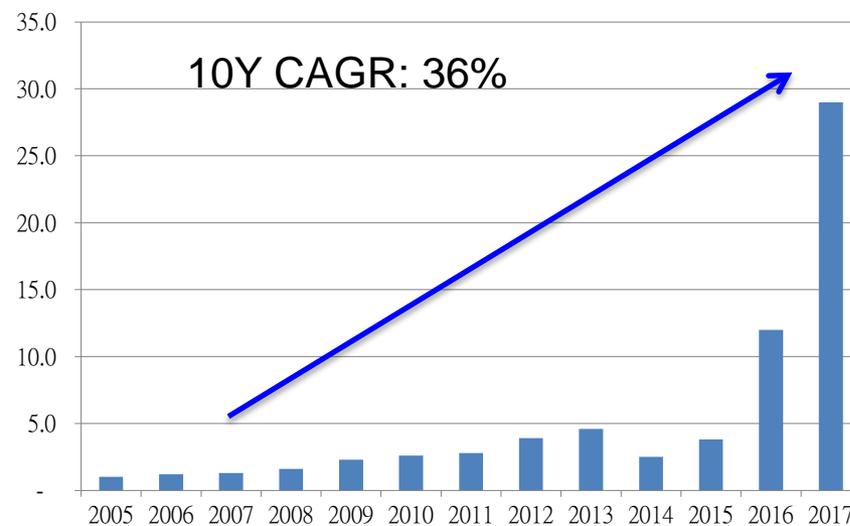
*CAGR: Compound Average Growth Rate

Shareholders' Return

Net Profit (Million RMB)

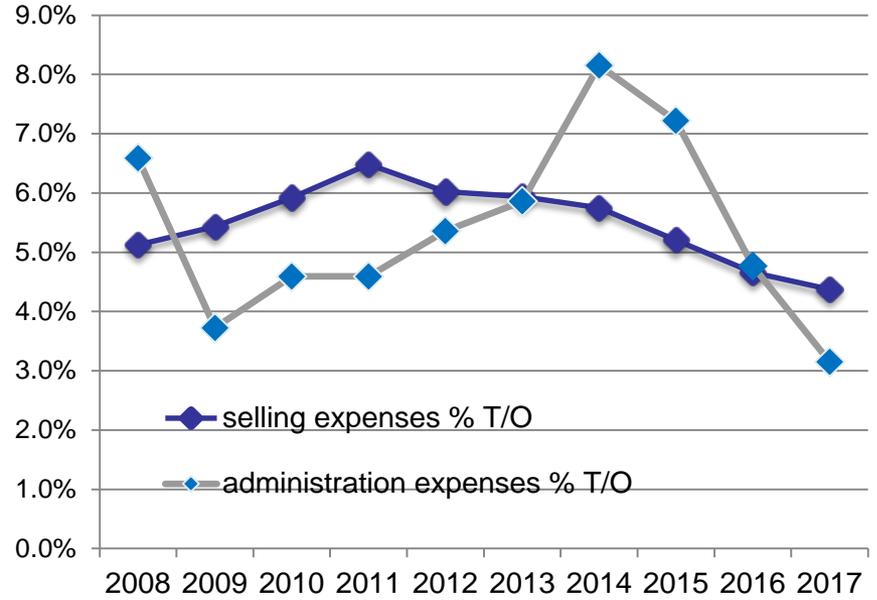
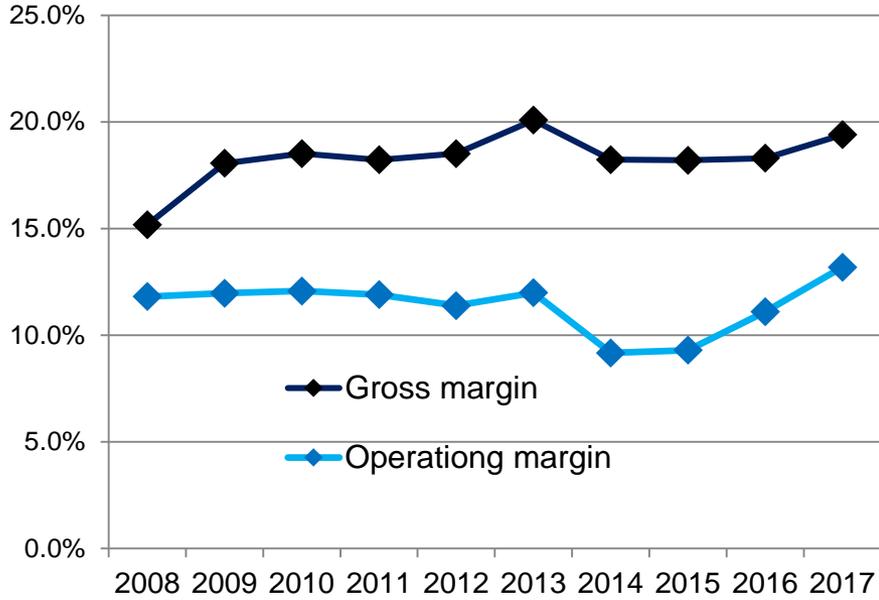


Cash DPS* (HK cents)



*DPS: Dividend Per Share

Profitability



2017 Highlights

- Growth driven by 4 new models launched in 2016
- Comprehensive SUV lineup after adding 3 new SUV/Crossover models in 2017
- Enhanced customer service satisfaction
- Technology brand “iNTEC”
- Market share in China > 5%
- Successful launch of Lynk&Co
- NEV sales volume up 47%



Lynk & Co

- Capital contribution of RMB3.75bn for 50% interests in the JV
- Lynk&Co 01 well received at better than expected sales volume and retail prices
- Net loss of RMB70m
- Zhangjiakou plant completed by end of 2017
- On track for achieving business target in 2018



Sales Volume Breakdown

(Y/E December)	2017	2016	YoY change
Total	1,247,116*	765,970	63%
- Domestic	1,235,361*	744,191	66%
- Exports	11,755	21,779	-46%
Key Models:			
Boyue	271,485	104,911	159%
New Emgrand	214,075	213,222	0%
Vision	165,996	153,075	8%
Emgrand GS	161,385	60,532	167%
Vision SUV	127,042	69,059	84%
Emgrand GL	113,311	30,064	277%
Kingkong	52,126	63,412	-18%
GC9	38,260	47,078	-19%

* including sales volume of Lynk&Co

2017 Final Results

Y/E December (RMB m)	2017	2016	YoY change
Turnover/Revenue	92,761	53,722	73%
Gross profit margin ratio*	19.4%	18.3%	6%
Operating margin ratio**	13.2%	11.0%	20%
Profit after tax	10,735	5,170	108%
Attributable profit	10,634	5,112	108%
Diluted EPS (RMB cents)#	116.14	57.33	103%
Cash DPS (HK cents)	29.00	12.00	142%
	<u>Dec-2017</u>	<u>Dec-2016</u>	
Shareholders' equity	34,462	24,437	41%
Net cash###	12,154	12,842	-5%

* Gross profit margin ratio = gross profit / turnover

Operating margin ratio = (pre-tax margin before net finance costs, share-based payments, gain on disposal of subsidiaries/interests in joint-ventures and share of results of associates/joint ventures) / turnover

Diluted EPS = profit attributable to equity holders of the Company (diluted) / weighted average number of ordinary shares (diluted)

Net cash = all cash / bank deposits – all bank borrowings – senior notes

Financial Analysis

Y/E December	2017	2016	YoY change
Sales of vehicles (RMB m)#	91,283	52,846	73%
Average unit price (RMB)#	73,550	68,993	7%
Return on equity	30.9%	20.9%	48%
EBITDA ratio*	15.3%	14.1%	9%
Selling expenses (% of T/O)	4.4%	4.7%	-6%
Admin. expenses (% of T/O)	3.2%	4.8%	-34%

* EBITDA margin ratio = (Profit for the year plus taxes, depreciation and amortization, and finance costs) / turnover
 # excluding sales volume of Lynk&Co

Financial Summary

- Net profit grew faster at 111% after excluding one-off items
- Positive free cashflow despite much higher capex at RMB7.8bn
- Net cash at RMB12bn level despite capital contribution to Lynk&Co JV
- Early redemption of US\$300m senior notes
- Genius AFC achieved profitability



New Products

“Geely” brand:

- The Group’s first MPV
- 2 sedans, 2 SUVs, 2 EVs
- Upgraded versions of all major existing models
- “PHEV” and “HEV” versions for all major existing models



New Products

“Lynk&Co” brand:

- Lynk&Co 02 Crossover
- Lynk&Co 03 Sedan
- “PHEV” versions for 01, 02 & 03



2018 Outlooks

- Target sales volume up 27% to 1.58m units (including Lynk&Co)
- Strongest ever new product pipeline
- NEVs & Lynk&Co at full speed
- YTD (the first 2Ms in 2018) sales volume up 38%
- Oversea sales recovery to boost growth further



GEELY

GEELY

www.geelyauto.com.hk