



Geely Automobile Holdings Ltd.

吉利汽車控股有限公司

(SEHK:175)

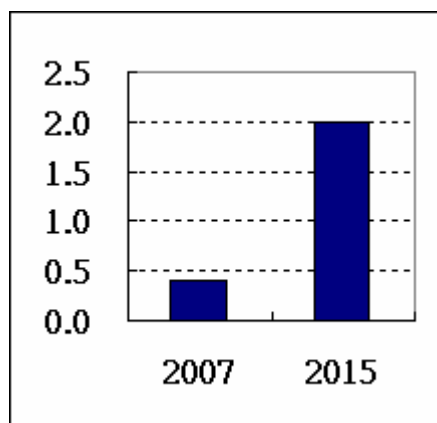


Corporate Presentation

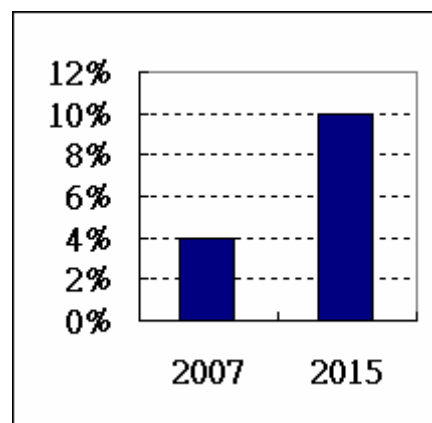
February 2008

Long-term Plan and Targets

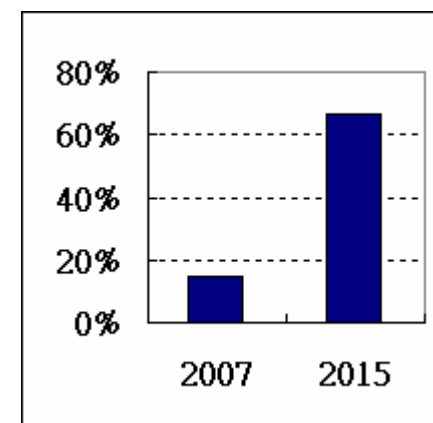
**Production Capacity
(million units)**



**Market Share in China
(%)**



**% of Exports
(% of total sales)**



**Supplying the Safest, the Most Energy Efficient and
the Most Environmental Friendly Vehicles**



Cutting Edges

- ❖ **Privately-owned – means flexibility and cost sensitivity**
- ❖ **A comprehensive and cost effective supply chain**
- ❖ **Strong management – professionals from China and abroad**
- ❖ **Substantial investment in intellectual resources**
- ❖ **A vertically integrated operation, comprising R&D, design, auto parts, engines, gearboxes and final assembly**
- ❖ **Focus on mature technology and popular platforms**
- ❖ **Well-positioned to export and tap demand in rural market**



China's Sedan Market

- ❖ Substantial growth potential due to still low car ownership and consistent growth in household incomes
- ❖ Margin pressure continues to intensify due to:
 - ❖ price cuts due to fierce competition
 - ❖ increasingly stringent environmental and safety requirements
 - ❖ more demanding and sophisticated customers
 - ❖ much shorter product life cycle
- ❖ Emergence of more local brands in the sedan market, from foreign joint-ventures and commercial vehicles manufacturers
- ❖ Growth rate of China's sedan sales volume could be maintained at around 20% per annum in the coming decade. (vs +23% in 2007, +35% in 2006, +25% in 2005, +16% in 2004, +75% in 2003 and +56% in 2002)



Key Challenges

- ❖ Huge increase in R&D costs due to competitions, rapidly rising customers' expectations, and rapid technological and regulatory changes
- ❖ Product and brand differentiation
- ❖ Aggressive participation by other privately-owned enterprises and new state-owned local brands in China's sedan market
- ❖ Consistently huge product price pressure
- ❖ Substantial investment needed to narrow technological gap with international players and differentiate from other local brands
- ❖ Must achieve reasonable economies of scale to justify the huge investments



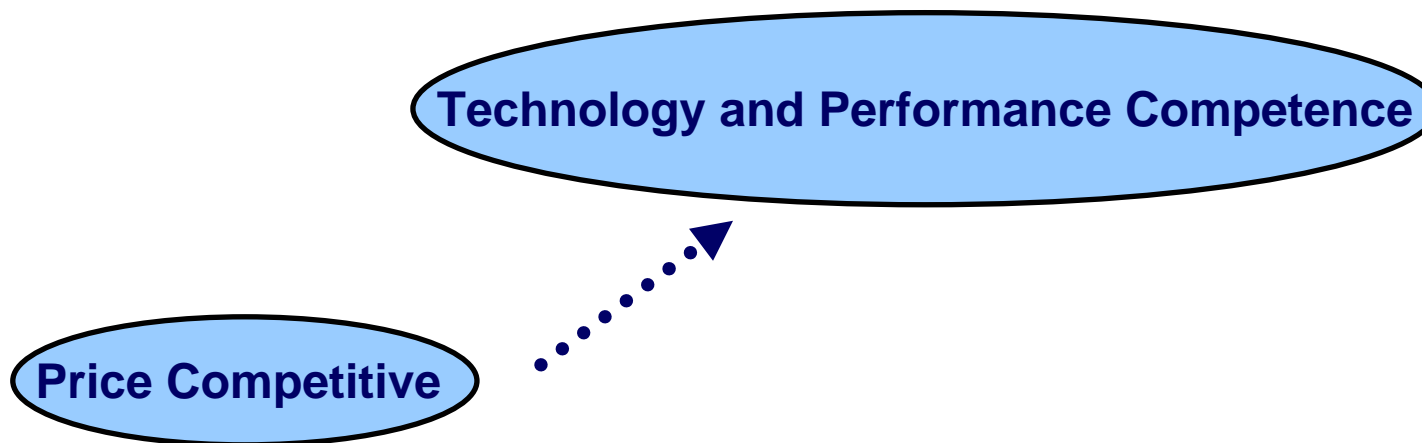
Strategies

- ❖ **Expansion of Sales Volume** – through broadening product line, and expanding into overseas markets, to maintain cost advantages
- ❖ **New Product Development Focus** - 15 brand new models, 8 new engines, 6 new manual transmissions, 6 new automatic transmissions, 3 ECVT transmissions, and 1 hybrid project in the next five years
- ❖ **Technology Focus** – Maintaining advantages in power-train technologies, narrowing technology gap with key international players
- ❖ **Expansion of Production Capacity** - through upgrading and expansion of existing facilities, building new facilities at less developed provinces and SKD/CKD manufacturing in overseas countries
- ❖ **Expansion through M&As & Strategic Alliances**



Strategic Transformation

- ❖ Expansion into higher-end and large sized vehicles
- ❖ Major investment to enhance technology competence, customer satisfaction and product branding
- ❖ Aiming at transforming Geely's competitive advantage:



Product Line-up



Geely Car Model Timeline

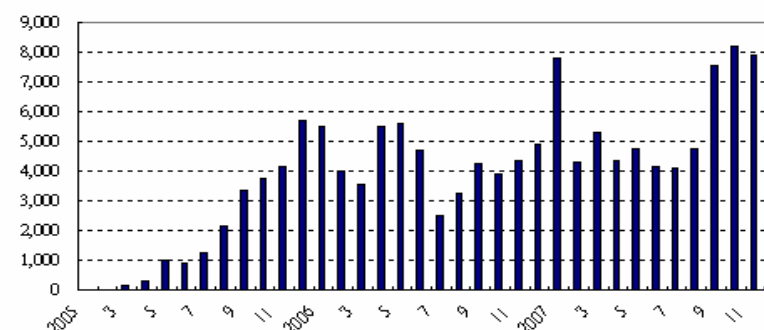
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
sales volume	200	2,000	8,000	21,000	47,800	76,274	96,693	133,041	175,632	190,000	230,000	
<u>Sedans</u>												
Subcompact Hatchback	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing	Haoqing SRV	
				Merrie	Merrie	Merrie	Merrie	Merrie	Haoqing SRV Merrie	Haoqing SRV Merrie	Haoqing SRV Merrie	
											LC-1	LC-1
												CK-2
Subcompact Sedan					Ulion	Ulion	Ulion	Ulion	Ulion	Ulion	Ulion	
								Free Cruiser	Free Cruiser	Free Cruiser	Free Cruiser	Free Cruiser
												CK-3
Coupe						Mybo	Mybo	Mybo	Mybo	Mybo	Mybo	Mybo
											CD	CD
Compact Hatchback					Galewind	Galewind	Galewind					
						Maple M203	Maple M203	Maple M203				
							Hisoon	Hisoon				
									Hisoon	Hisoon	Hisoon	Hisoon
									Marindo	Marindo	Marindo	Marindon
											LG-3	LG-3
Compact Sedan							Marindo 303	Marindo	Marindo	Marindo	Marindo	Marindo
								Hysoul	Hysoul	Hysoul	Hysoul	Hysoul
									Kingkong	Kingkong	Kingkong	Kingkong
										Hisoon	Hisoon	Hisoon
										Haifeng	Haifeng	Haifeng
Mid-size Sedan										Vision	Vision	Vision
												FC-2
Mid-size Hatchback												FC-3
Large-size Sedan												GK-1
<u>Commercial Vehicles</u>												
Taxi											TX4	TX5
Pickup							Pickup	Pickup	Pickup			

Free Cruiser

Engine size:	1.3L, 1.5L
Dimension:	4152/1680/1440
Maximum output:	63kw/6,000rpm (1.3L)
Top speed:	150km/hour (1.3L)
Fuel injection:	Bosch M7.9.7 ECU
Emission:	Euro III
Transmission:	5-speed MT, 4-speed AT
Steering:	Electric Power Steering
Others:	ABS+EBD, SAS airbag, Rear seatbelt, Central/auto-doorlock, Electric window, Anti-theft system, Electric mirror, 6 4-channel speakers
Retail Price:	RMB42,800-65,800



Sales Volume of Free Cruiser

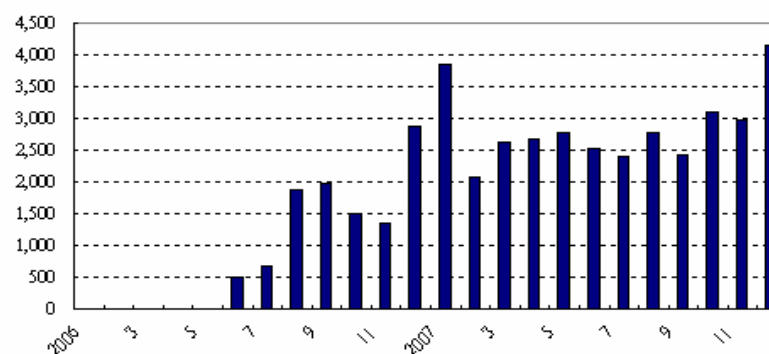


Geely Kingkong

Engine size:	1.5L, 1.6L, 1.8L
Dimension:	4342/1692/1435
Wheelbase:	2502
Maximum output:	79Kw/6,000 rpm
Top speed:	175km/hour (1.6L)
Engine:	L4 DOHC 16V
Fuel consumption:	4.7L/100Km (1.6L M)
Fuel Injection:	Bosch M7.9 ECU
Emission:	Euro III
Transmission:	5-speed MT, 4-speed AT
Others:	ABS+EBD, SAS airbag, Central/auto-doorlock, Electric window, Anti-theft system, Electric mirror, 6-disc CD player 6 speakers One touch sunroof
Retail Price:	RMB50,800-72,800



Sales Volume of Geely Kingkong

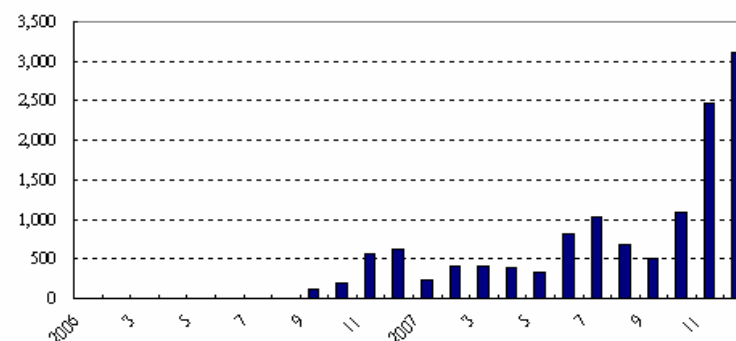


Geely Vision

Engine size:	1.8L
Dimension:	4602/1725/1480
Wheelbase:	2602
Maximum output:	102Kw/6,200rpm
Top speed:	185km/hour
Engine:	L4 DOHC 16V Aluminium CVVT engine
Fuel consumption:	6.5L/100Km (at 90kmph)
Emission:	Euro III
Transmission:	5-speed MT
Others:	ABS+EBD, 2XSAS airbag, Central/auto-doorlock, Electric window, Electric leather seat, Anti-theft system, Electric mirror, DVD+GPS 6-disc CD player 6 speakers
Retail Price:	RMB65,800-103,800



Sales Volume of Vision



New Products

New products launched in 2007

- ❖ “Merrie Star” 2007 facelift (1.05L, 1.3L)
- ❖ “Geely Kingkong” power version (1.8L)
- ❖ “Vision” mid-end sedan (1.8L)
- ❖ Maple “Marindo” economy version (1.3L)
- ❖ “JL-Z142” 4-speed automatic gearboxes
- ❖ “JL-S148” manual gearboxes
- ❖ “Free Cruiser” 2008 version (1.3L, 1.5L)
- ❖ Maple “Haifeng” mid-end sedans (1.5L)



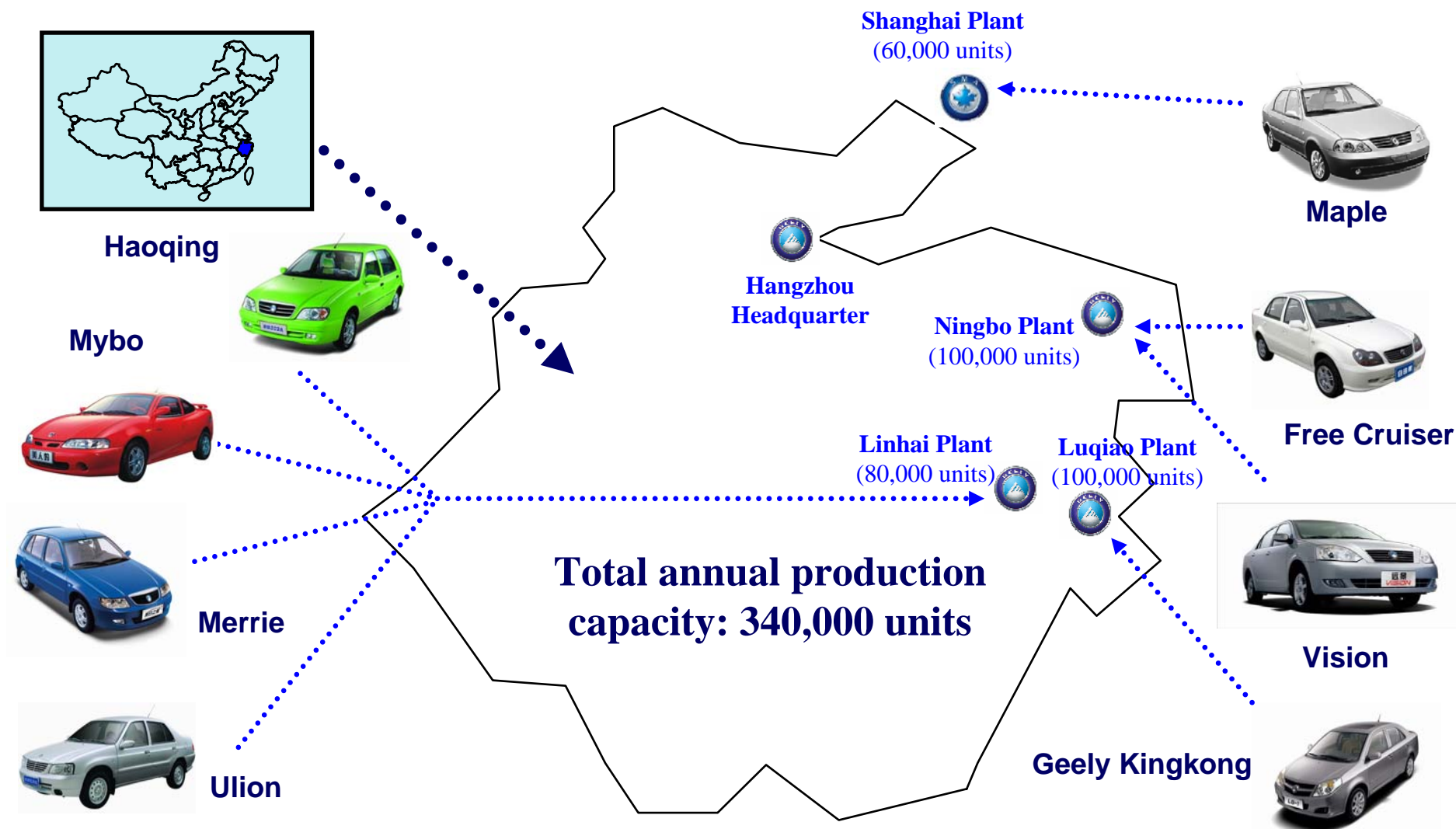
Planned major new launches in 2008

- ❖ “China Dragon” sport car (1.8L)
- ❖ “Geely Kingkong” hatchback (1.5L)
- ❖ “LC-1” economy hatchback (0.8L, 1.0L)
- ❖ “TX-4” taxi vehicle (2.4L, 2.5L diesel)



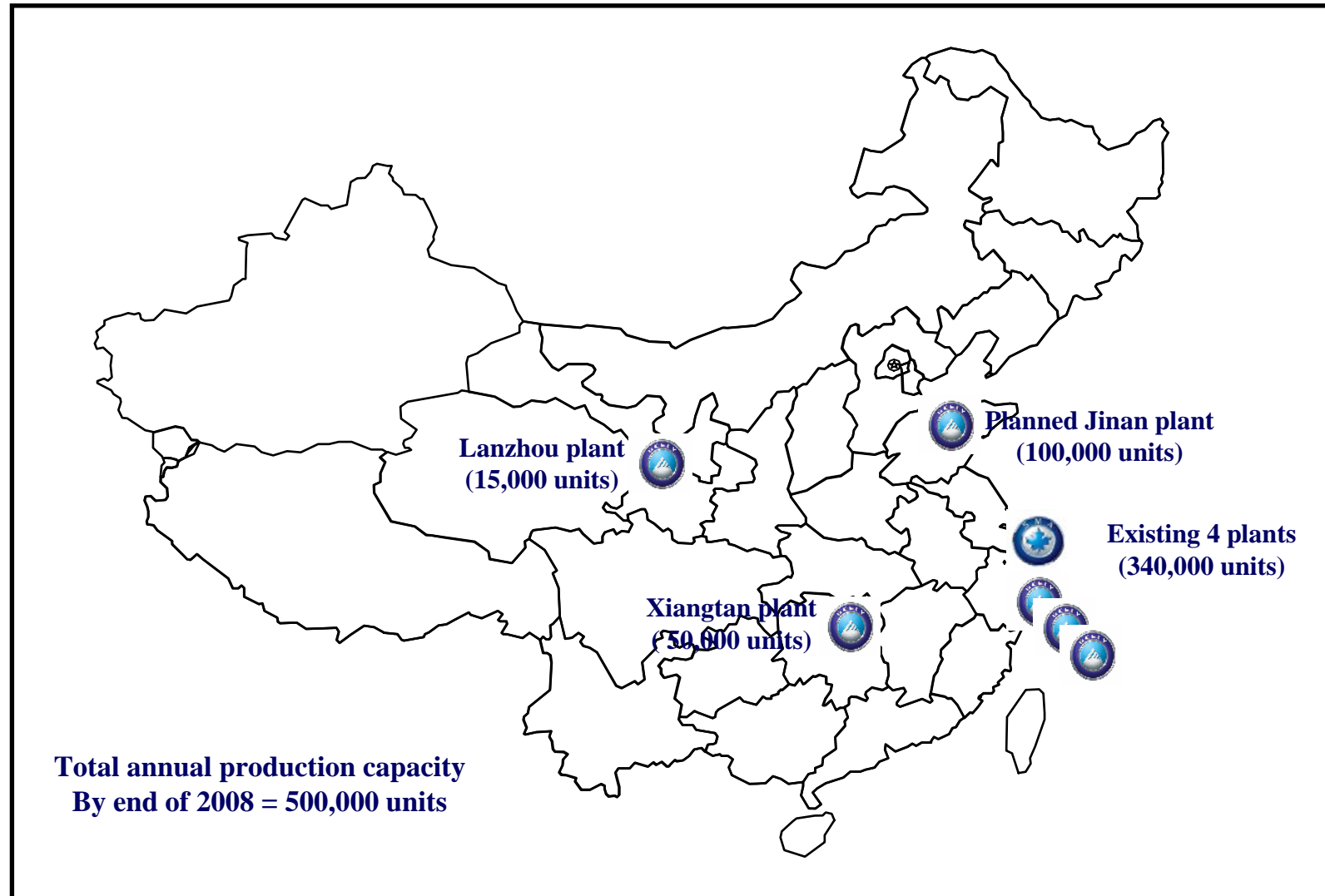
吉利汽车控股
GEELY AUTOMOBILE HOLDING

Production Facilities

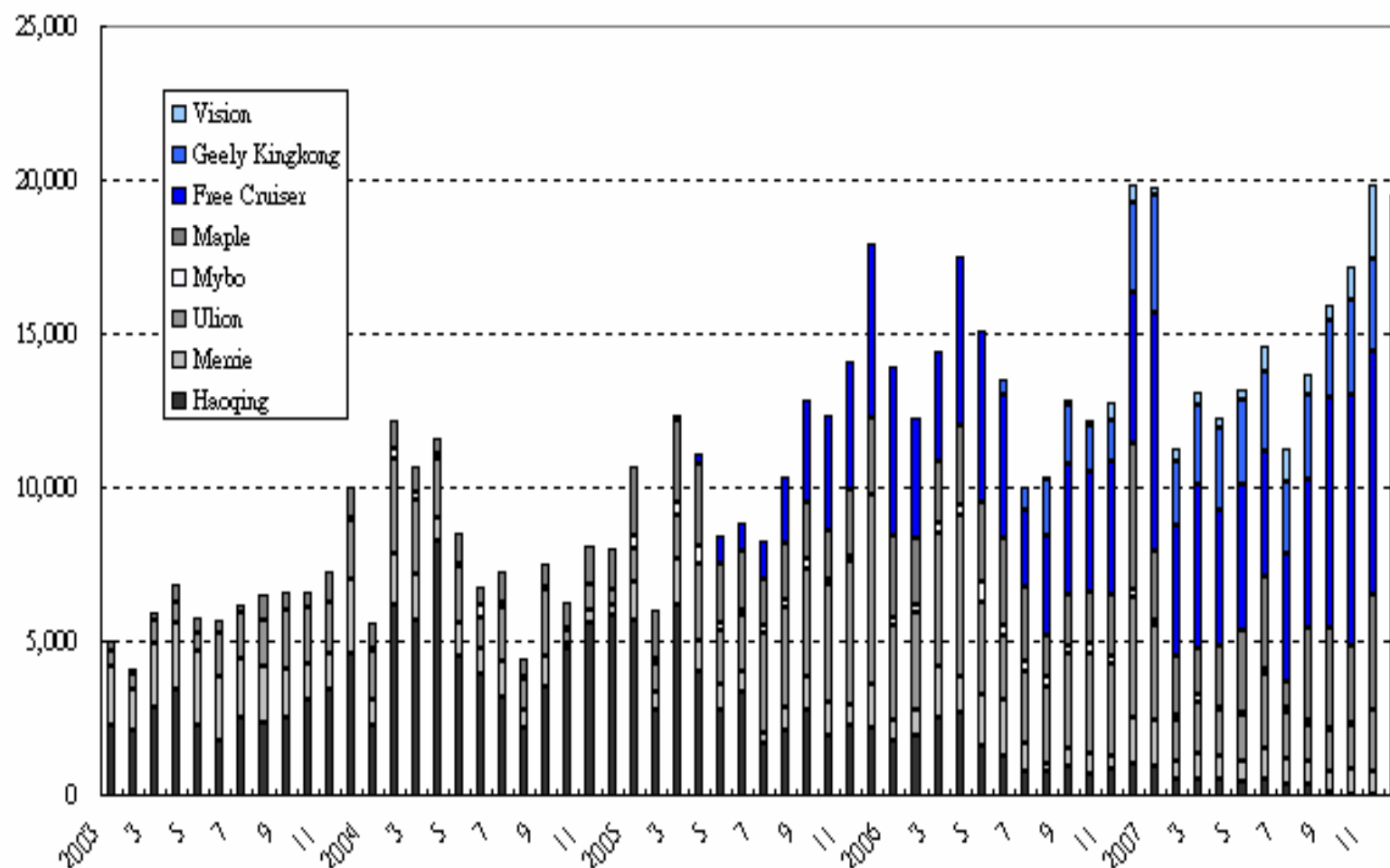


* Other auto-related assets not yet invested by listed companies: New plants in Lanzhou, Xiangtan, Jinan and Cixi

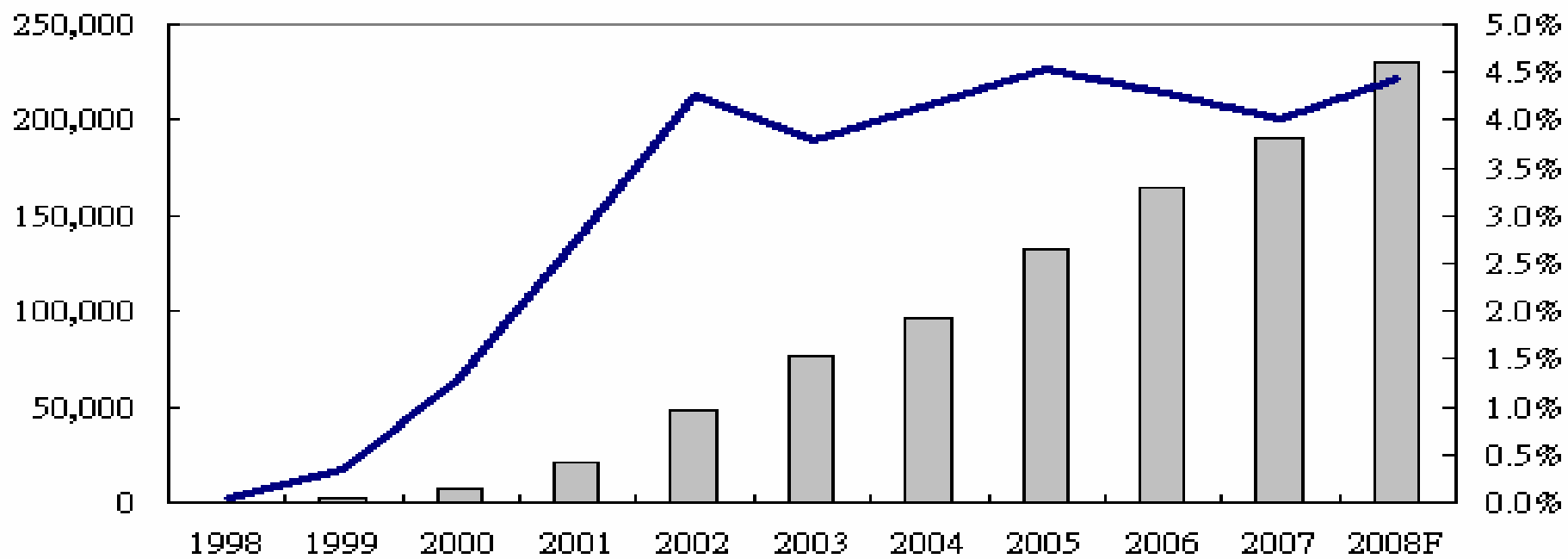
New Production Facilities



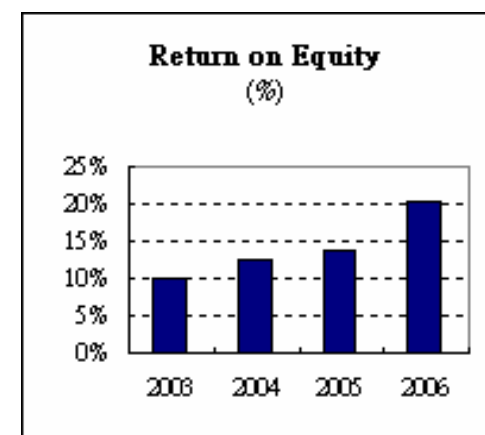
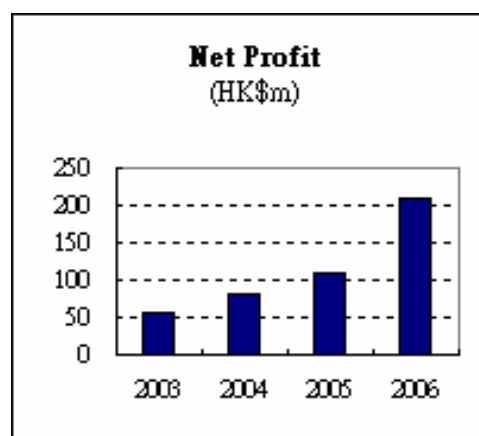
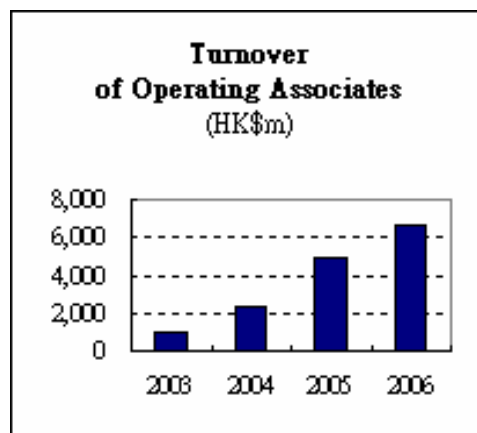
Monthly Sales Performance



Annual Sales Performance



Financial Performance

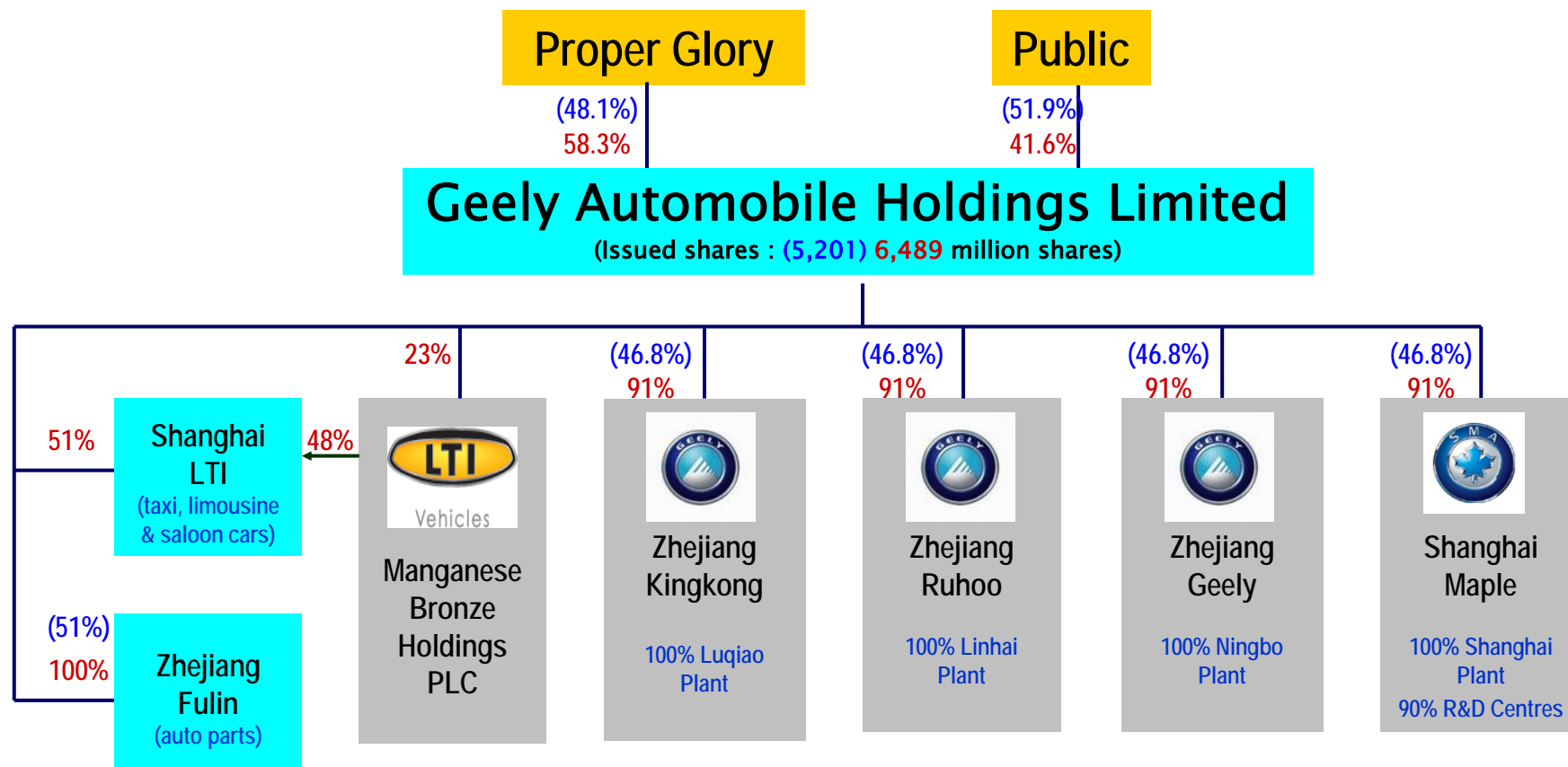


2008 Plan and Targets

- ❖ **Produce and sell a total of 230,000 units of vehicles in 2008, up 25% from 2007**
- ❖ **Expanding production capacity from 340,000 units to 500,000 units per annum by end of 2008 through expansion and upgrading of existing plants and acquisition of new plants from parent**
- ❖ **Budgeted capex at the operating associates at RMB1 billion in 2008**
- ❖ **Launches of 6 new models**



Appendix - Corporate Structure



(Before)
After

Corporate Motto:

**Make Good Cars That Common Peoples Could Afford, Let
Geely Cars Reach Everywhere In The World**

corporate website: www.geelyauto.com.hk

*Note: Sources of all data contained in this presentation are from Geely Automobile Holdnigs,
except specified otherwise.*

