

**吉利汽車控股有限公司**  
GEELY AUTOMOBILE HOLDINGS LIMITED

**Corporate Presentation**

April 2021



# Sales Performance

	Mar 2021		2021 FY	
<b>Overall:</b>	<b>100,029 units</b>	<b>+37% YoY</b>	<b>333,576 units</b>	<b>+62% YoY</b>
<b>Domestic:</b>	<b>89,965 units</b>	<b>+29% YoY</b>	<b>306,159 units</b>	<b>+55% YoY</b>
<b>Exports:</b>	<b>10,064 units</b>	<b>+219% YoY</b>	<b>27,417 units</b>	<b>+243% YoY</b>
<b>NEEV*:</b>	<b>5,657 units</b>	<b>+126% YoY</b>	<b>12,485 units</b>	<b>+40% YoY</b>



Sedans

**132,047 units**      **+79% YoY**

SUVs

**197,412 units**      **+53% YoY**

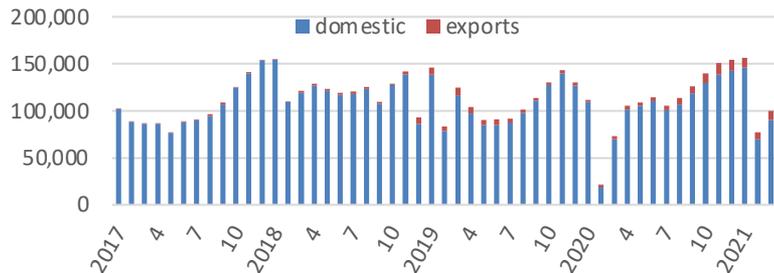
MPV

**4,117 units**      **+33% YoY**

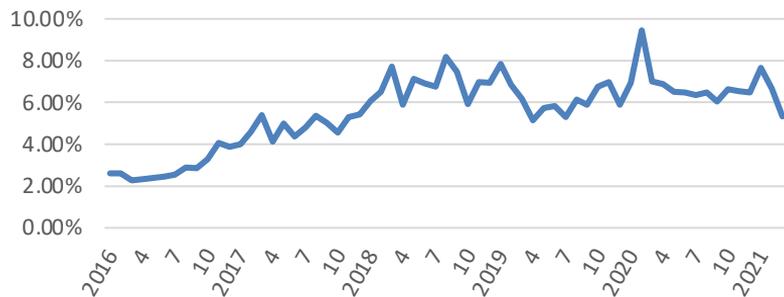
\*New Energy and Electrified Vehicle which including MHEV,HEV,PHEV and BEV at this moment.

# Sales Performance

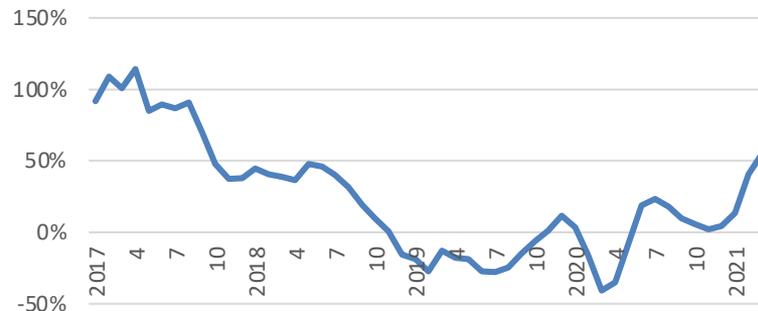
Monthly Sales Volume (units)



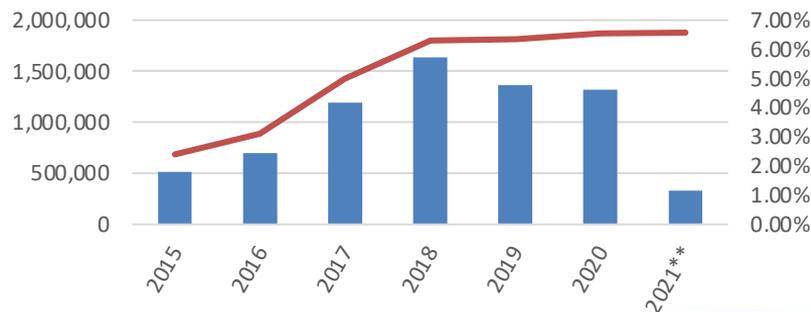
Market Share



Domestic Sales Volume (3MMA+/-%)



Annual Sales Volume & Market Share

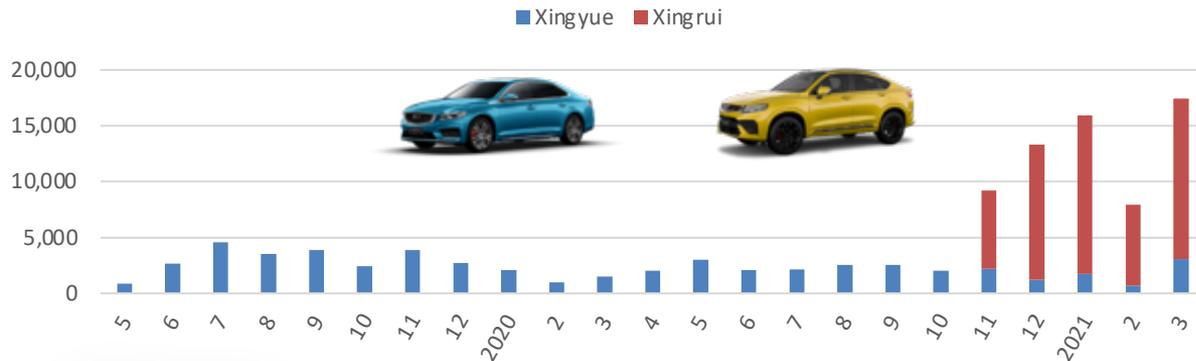


# Xingrui & Xingyue

**China car  
of the year.**



Monthly Sales Volumn of Xingyue & Xingrui(units)



## Xingrui



2022年第19届亚运会官方合作伙伴  
Official Prestige Partner of the 19th Asian Games Hangzhou 2022



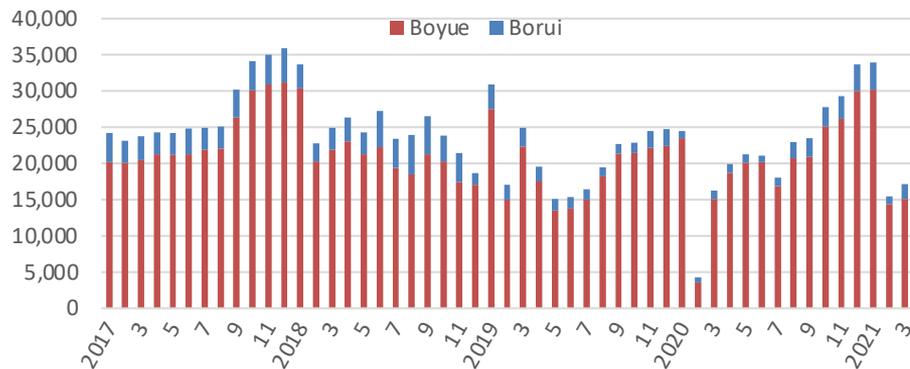
- First Geely Brand Sedan on CMA platform
- Xingrui was awarded “China Car of the Year 2021”
- Selected as the official vehicle of the 19th Asian Games Hangzhou 2022

# Boyue & Borui



- Borui GE: the B segment sedan was awarded the “Grand Car in China 2019”
- Boyue is one of the best-selling SUV models in China & Malaysia.

Monthly Sales Volumn of Boyue & Borui (units)



## Geely’s SUV Sales Volume Ranking

Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

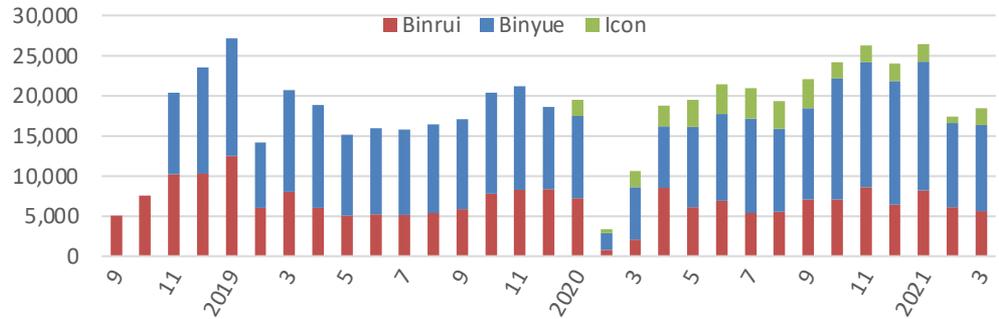
# Binrui & Binyue & ICON



- All 3 models are based on BMA platform
- Binyue was Launched in Malaysian and Philippian Markets.



Monthly Sales Volumn of Binrui, Binyue & Icon  
(units)

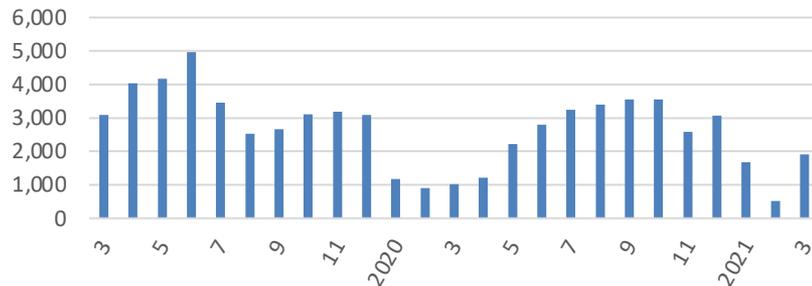


# Jiaji & Haoyue

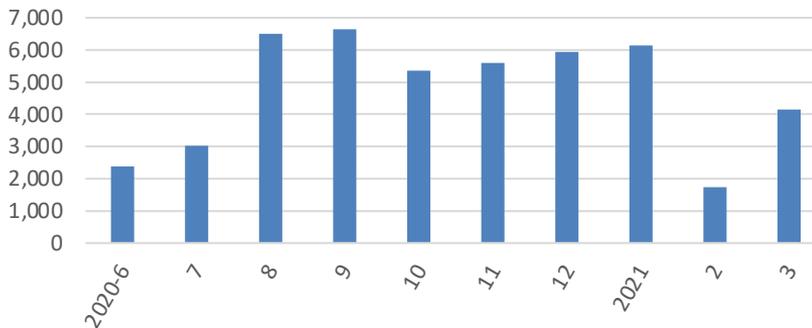


**First Geely Brand MPV**

Monthly Sales Volumn of Jiaji (units)



Sales Volume of Haoyue (units)



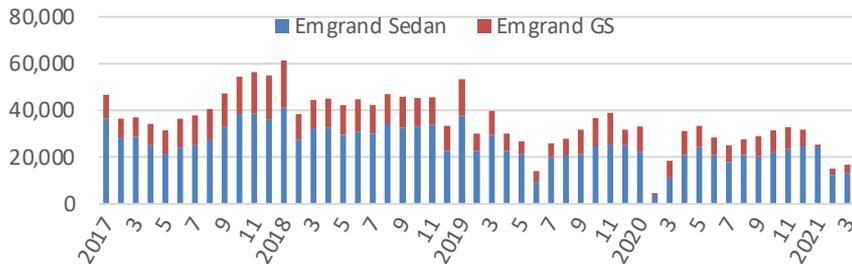
**7-seater SUV**

# New Emgrand & Vision Family

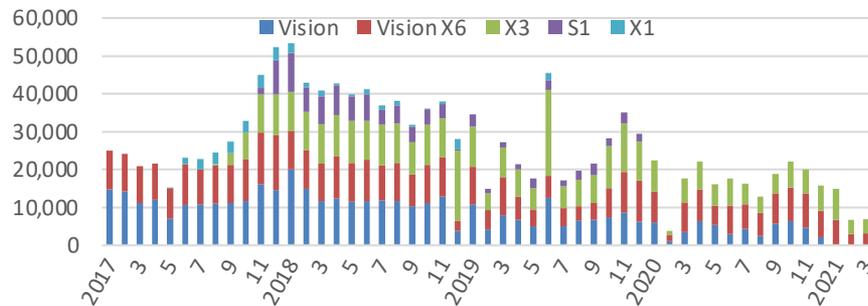
New Emgrand remains the best-selling sedan model among local brands.



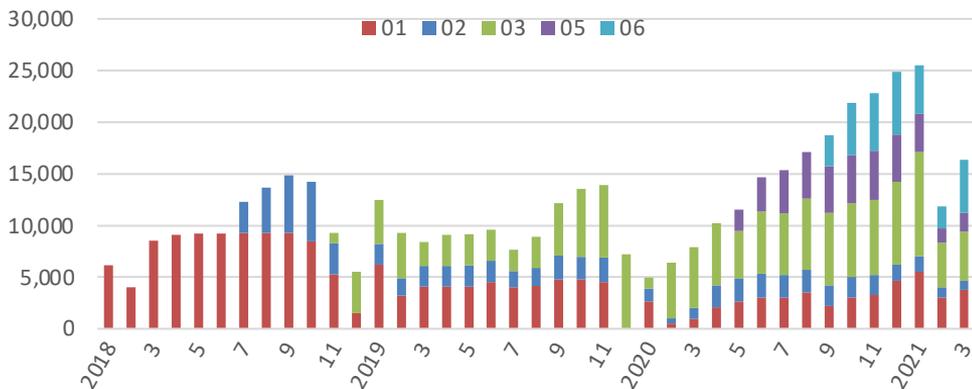
Monthly Sales Volume of Emgrand Family (units)



Monthly Sales Volume of Vision Family (units)



Monthly Sales Volumn of Lynk & Co (units)

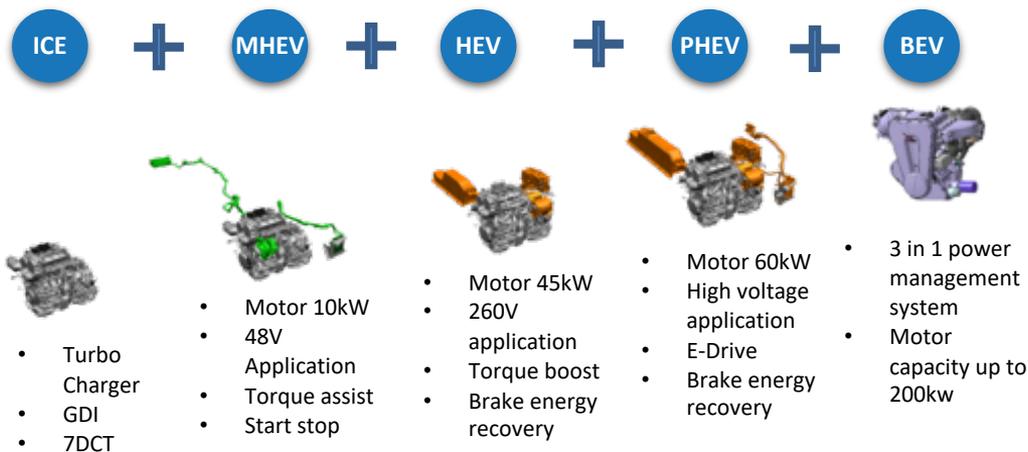


- LYNK & CO recorded 175,456 unit sales in 2020, YoY +37%
- Lynk&Co 01 Planned to delivery in Europe in April 2021.
- Two in a row for World Touring Car Cup (WTCR) Cyan Racing Lynk & Co

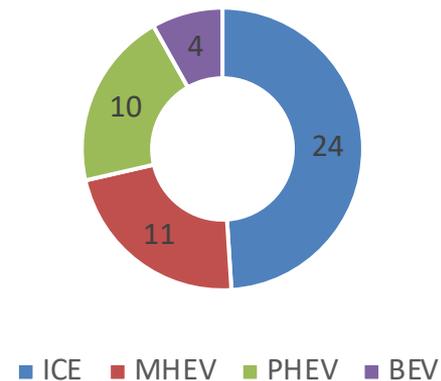


# Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.

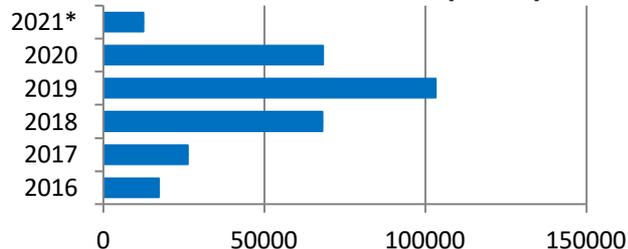


Numbers of NEEV vs ICE models in current portfolio (models)

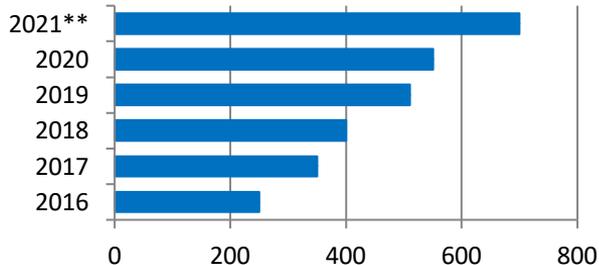


# New Energy and Electrified Vehicles

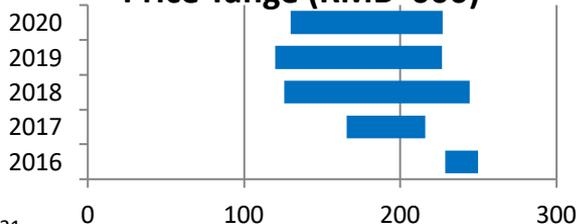
NEEVs - Sales Volume (units)



EV - Range Per Charge(km,NEDC)



Price Tange (RMB '000)



\*Jan-Mar 2021

\*\* For the coming new product "Zero", the range per charge up to 700km+(NEDC)



ICON MHEV



Boyue pro MHEV



Jiayi ePro



Borui ePro



Emgrand GL PHEV



Emgrand GSe



Binyue ePro



Emgrand EV500



Geometry A



Geometry C



Xingyue MHEV/PHEV



01 MHEV/HEV



03 PHEV



02 PHEV



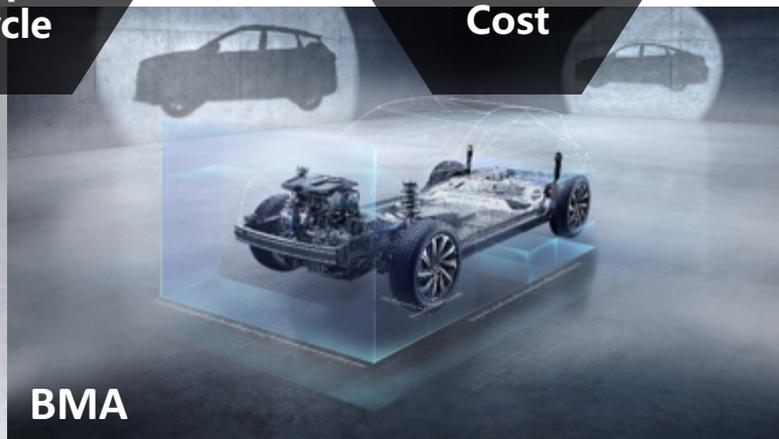
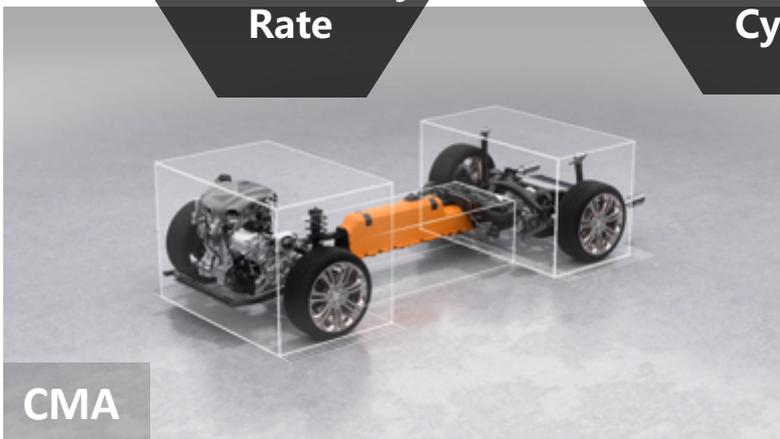
01 PHEV

# Modular Architecture Development

Higher  
Commonality  
Rate

Shorter  
Development  
Cycle

Lower  
Manufacturing  
Cost



- **Modular Architectures (BMA,CMA,SPA,SEA) to cover the entire product line**
- **A0/A/B/C/D/E segments with versatile powertrain options**
- **Advanced flexible E/E structure**

## 浩瀚 SEA

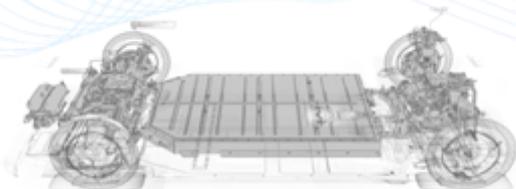
## Sustainable Experience Architecture



Ecosystem level



Software level



Hardware level

- Pure Electrical Modular Architecture;
- Wide Band width covering A-E segment;
- Cloud based electric component management;
- Centralized Domain control E/E structure;
- Fully Autonomous Driving from 2025;
- SEA OS to facilitate the future EV ecosystem;
- Open-Source Electric Vehicle Architecture

# Autonomous Driving Road Map

The modular Architectures are designed for Full Autonomous Driving of future.

2021

Basic Driver  
Assistant

- Mass deployment
- As basis of data collection
- Shadow Mode
- OTA Mode

2022

Advanced AD  
On structural Road

- Maximize the duration of continuous auto pilot
- Rich Scenes; Cross-layer Packing, Random Parking, hands-off/eyes off in particular scene

2023

Advanced AD  
On open Road

- Apply L4 (unsupervised) to the scenes like parking, highway, urban, etc. in specified regions

2025

Fully AD

- Based on technology as full stack SW, HD maps, super brain, etc.
- Achieve fully auto pilot

# New Products



## Zero Concept: The First Model on SEA Platform

- ZERO goes from concept to pre-production in 3 months
- Performance credentials fully validated on test track in Yan Cheng in Dec 2020
- Full testing ahead of production and deliveries in H2 2021

## NEW products for 2021:

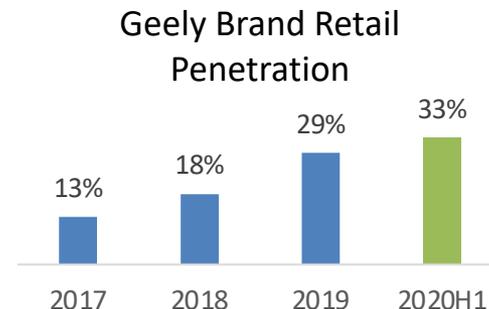
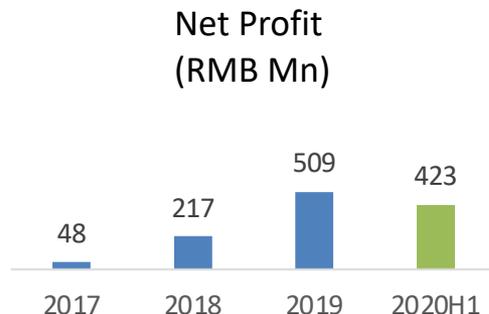
- Lynk & Co Zero Concept
- Lynk & Co B segment SUV
- CMA platform based Boyue/KX11
- Brand new Emgrand sedan
- Facelift and new energy versions of existing models

Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

# Auto Finance Joint Venture



- Retail NPL (non-performing loan: +60 days) at 0.18% in 2020H1
- Ranked **No.1** in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study



# Environmental, Social & Governance (“ESG”)

## BLUE GEELY ACTION PLAN

### Plan 1



Intelligent energy-saving and new energy vehicles: hybrid electric vehicles, plug-in hybrid electric vehicles, extended-range plug-in hybrid electric vehicles, and small-displacement energy-saving vehicles

### Plan 2

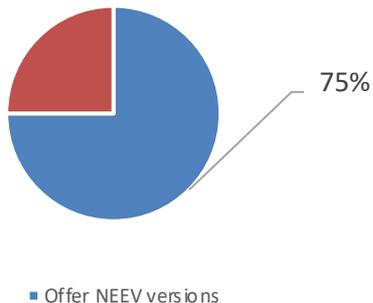


Intelligent pure electric vehicles: establish a brand-new pure electric vehicle company, and actively participate in market competition

# Environmental, Social & Governance (“ESG”)

- During Jan - March 2021, NEEVs contributed to 3.7% of total sales volume. For Jiayi, Xingyue & Icon, NEEVs accounted for 34% of their total sales volume

Existing products offer NEEV versions



- We will take the Blue Geely Action Plan as the core to further support China's efforts to achieve the goal of carbon neutrality before 2060 and contribute to global climate change mitigation



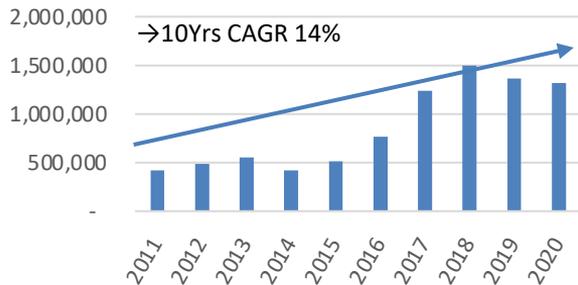
- Sustainability Committee was established to assist the Board in overseeing the Group's development in ESG and providing guidance in the implementation of related measures, in order to promote the Group's sustainability



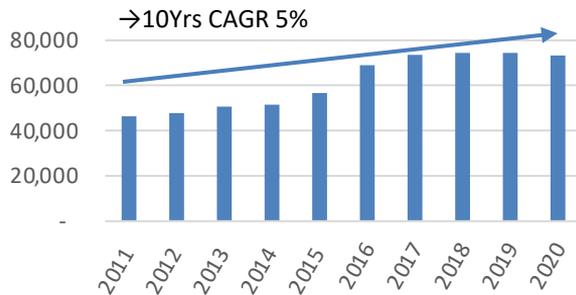
- 2020 ESG Report will be available at Geely's website in late April 2021

# Financial Performance

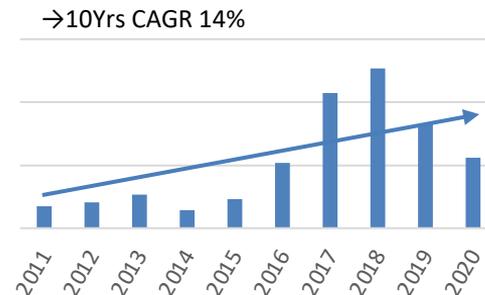
### Sales Volume (Units)



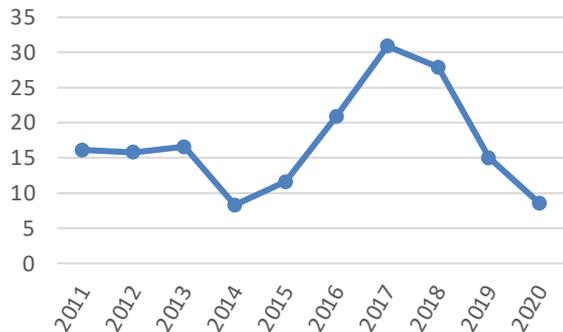
### Average Ex-factory Prices (RMB)



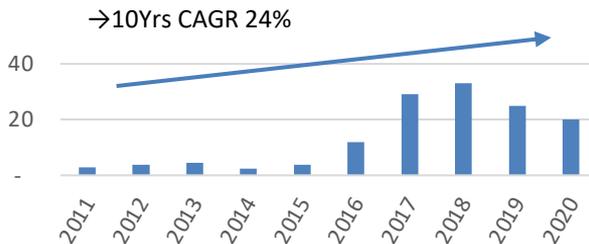
### Net Profit (RMB Mn)



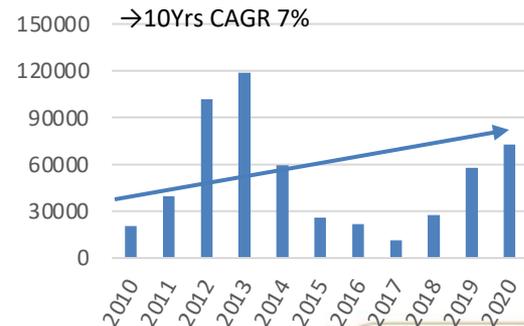
### Return of Equity (%)



### Cash Dividend Per Share (HK cents)



### Export Sales Volume (Units)



# Geely Automobile in Figures

<b>Year started:</b>	1998
<b>Total workforce:</b>	38,000 (on Dec. 31 <sup>th</sup> , 2020)
<b>Manufacturing facilities:</b>	11 plants in China + 1 JV plant in Belarus
<b>Products:</b>	17 major models under 4 platforms & 2 modular architecture
<b>Branding:</b>	<ul style="list-style-type: none"> <li>• “Geely” brand for mass market;</li> <li>• “Lynk&amp;Co” brand for high end market;</li> <li>• “Geometry ” brand for BEV market</li> </ul>
<b>Services:</b>	<ul style="list-style-type: none"> <li>• More than 989 Geely dealers ,172 Geometry dealers and 295 LYNK &amp; CO dealers in China. 24 sales agents, 23 sales and service outlets in 35 oversea countries;</li> <li>• Vehicle finance JV with BNP Paribas Personal Finance</li> </ul>
<b>2020 Sales Volume:</b>	1,320,217 units
<b>2020 Revenues:</b>	US\$14.00 billion
<b>Credit Rating:</b>	S&P:BBB-/Negative; Moody’s Baa3/Stable
<b>Market Capitalization:</b>	US\$26.1billion (on April 9 <sup>th</sup> , 2021)

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