

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

May 2014



Sales Performance

1Q 2014

Overall: 89,607 units, -37% YoY
Domestic: 76,298 units -36% YoY
Exports: 13,309 units -45% YoY

EC7+GC7+SC7+Vision

50,771 units -33% YoY



GX7+SX7

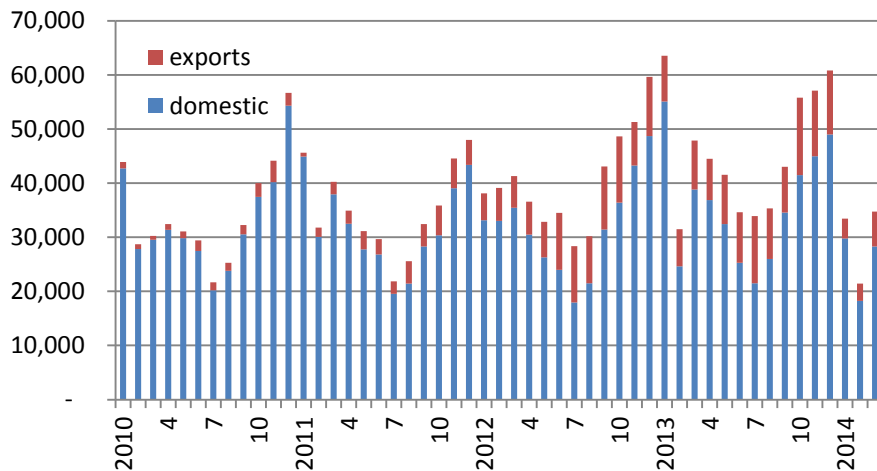
11,272 units -26% YoY



Sales Performance

1Q 2014

Monthly Sales Volume



KingKong

(15,048 units -2%YoY)



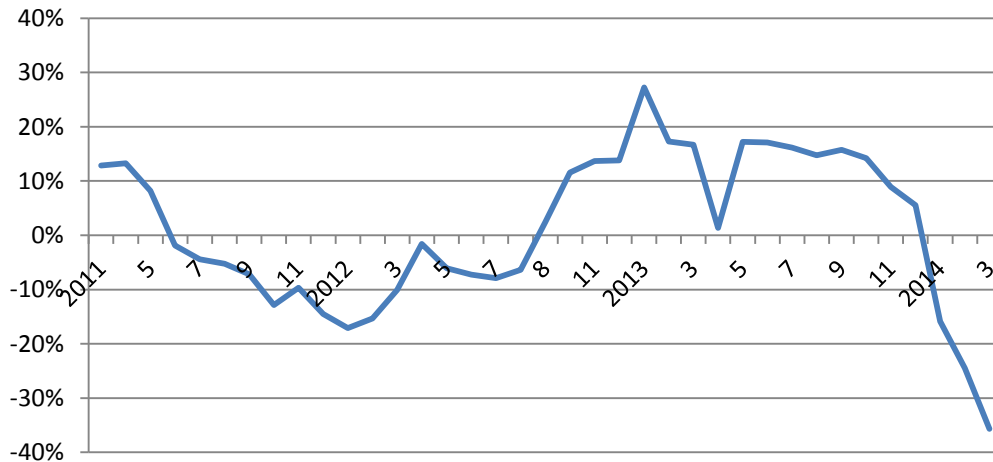
GC7

(5,954 units +11%YoY)

Domestic Market

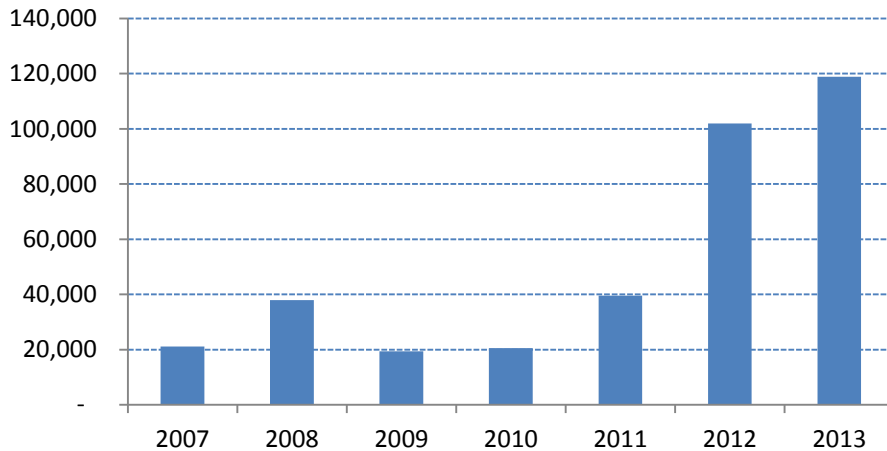
- Sales volume in China fell in the first quarter of 2014 due to ongoing reshuffle of the sales and marketing system and the major model upgrading cycle starting from March 2014
- Sales volume in January 2014 was also affected by the Group's effort to cut dealer inventory ahead of major new model launches in 2014

Domestic Sales Volume (3MMA+/-%)

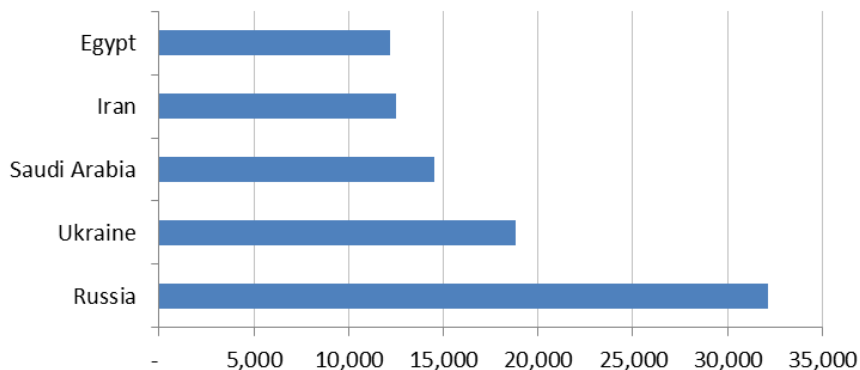


Exports

Export Sales Volume
(units)



Top Export Destinations
2013



Emgrand7 (EC7) is the most popular export model, accounting for half of the total exports volume

Major Export Markets



| Country | Overall Rank (1Q 2014) | Market Share (1Q 2014) |
|---------------|------------------------|------------------------|
| Russia | Number 27 | 0.8% |
| Saudi Arabia* | Number 9 | 2.3% |
| Ukraine | Number 1 | 12.5% |
| Egypt* | Number 5 | 5.0% |

Source: Focus2move
• 2013

Geely is the best selling Chinese brands in all these 4 markets in 2013

Overseas Manufacturing Facilities



Uruguay plant

- partner: Nordex;
- annual capacity: 20,000 units
- models: Geely LC, Emgrand7



Belarus plant: "BelGee"

- 32.5% stake;
- partners: BelAZ, SOYUZ;
- initial annual capacity: 10,000 units
- model: Geely SL

Geely exported a total of 118,871 units of vehicles in 2013 and is now the largest light passenger vehicle exporter in China

+ contract manufacturing partners in Russia, Ukraine, Indonesia, Sri Lanka, Uruguay, Egypt and Ethiopia

Products – EC7

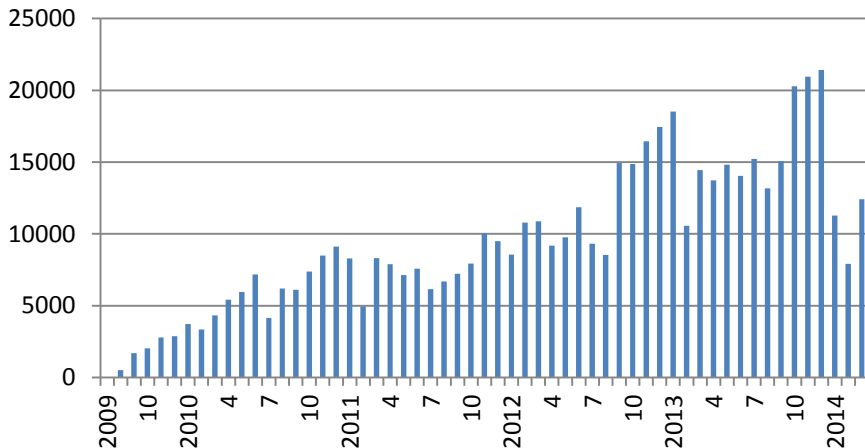
EC7 is the best-selling model, accounting for 35% of Geely's total sales volume in 2013.

The model is one of the top selling car models in China (18th), Ukraine (3rd), Egypt (3rd) and Saudi Arabia (26th).



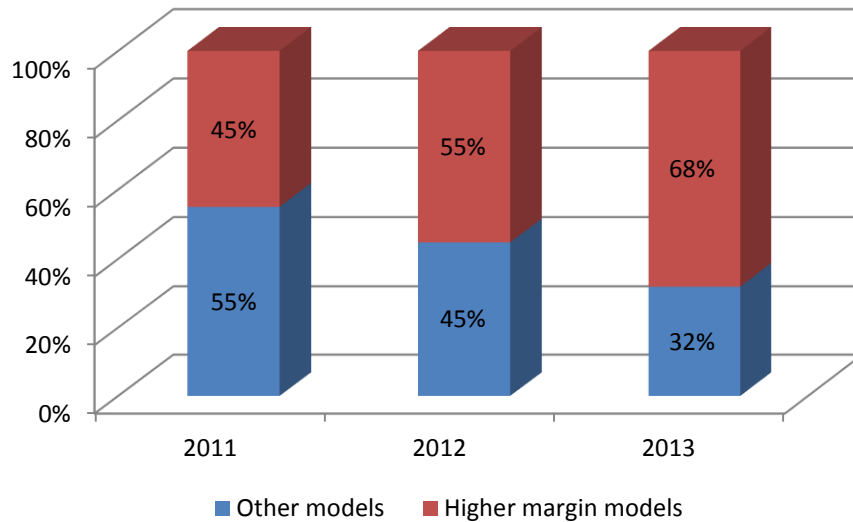
EC7
(Emgrand7)

Monthly Salse Volume of EC7



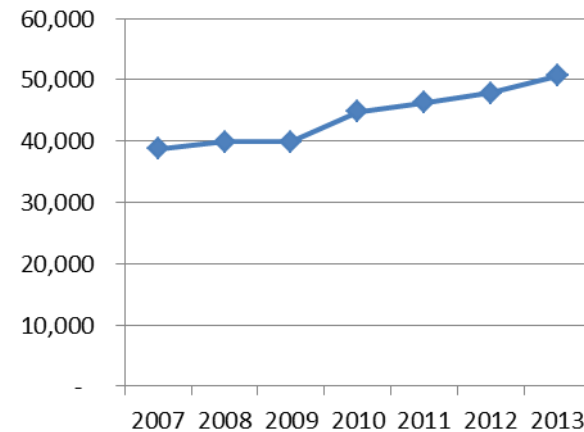
| | |
|-------------------------|--|
| Engine: | 1.5L, 1.8L petro engines |
| Transmissions: | 5MT, CVT |
| Dimension: | 4635/1789/1470 |
| Wheelbase: | 2650 |
| Safety: | Euro-NCAP 4 star C-NCAP 5 star |
| Fuel efficiency: | 6.0L/100km (1.5 MT) 7.2L/100km (1.8 MT) |
| MSRP: | RMB71,800-113,800 |

Product Mix Improvement



Higher margin models include EC7, SC7, GC7, Vision, GX7 and SX7

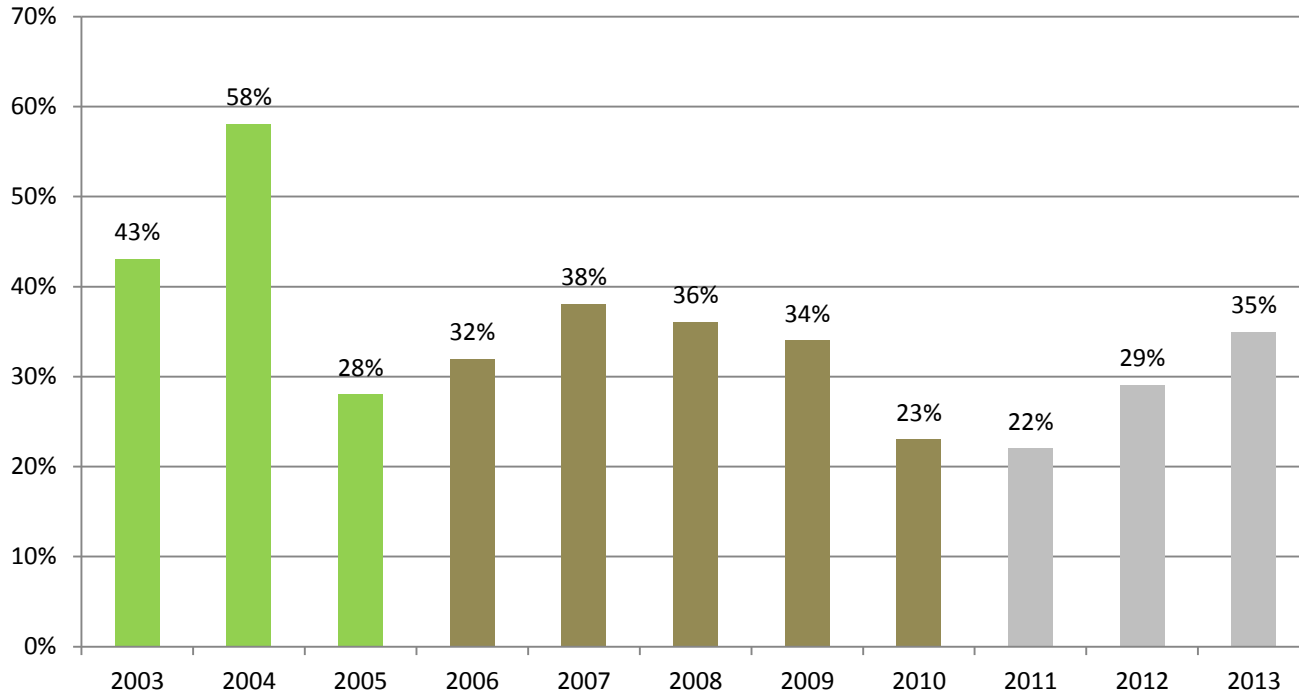
Average Selling Prices (RMB)



As a result of the success of EC7, higher margin models currently account for 68% of Geely's total sales volume, and ASP was up 31% over the last six years

Most Popular Models

(% of total sales volume)



Haoqing
1.0L, 1.3L
RMB30-43K



Free Cruiser
1.0L, 1.3L
RMB35-45K



EC7
1.5L, 1.8L
RMB72-114K

New Products – 2014 EC7



2013 EC7



2014 EC7

| | |
|-------------------------|--|
| Engine: | 1.5L, 1.8L petro engines |
| Transmissions: | 5MT, CVT |
| Dimension: | 4635/1789/1470 |
| Wheelbase: | 2650 |
| Safety: | Euro-NCAP 4 star C-NCAP 5 star |
| Fuel efficiency: | 6.0L/100km (1.5L) 7.2L/100km (1.8L) |
| MSRP: | RMB71,800-113,800 |

| | |
|-----------------------|---------------------------|
| Engine: | 1.3L Turbocharged engines |
| Transmissions: | 6MT, CVT |
| Power: | 98/5500(Kw/rpm) |
| Max. Torque: | 185/2000-4500 N.m/rpm |
| Emission: | Euro V |

New Products - SUVs



GX7



GX9

| | |
|-----------------------|--------------------------------|
| Engine: | 1.8L, 2.0L, 2.4L petro engines |
| Transmissions: | 5MT, 6AT |
| Dimension: | 4541/1833/1700 |
| Wheelbase: | 2661 |
| Safety: | C-NCAP 5 star+ |
| Seat capacity: | 5 |
| MSRP: | RMB92,900-129,900 |

| | |
|-----------------------|------------------------------------|
| Engine: | 2.4L petro, 2.0L diesel engines |
| Transmissions: | 6MT, 6AT |
| Dimension: | 4839/1884/1715 |
| Wheelbase: | 2800 |
| Seat Capacity: | 5 or 7 |

New Products – Sedans



EC8



EC9

| | |
|-----------------------|--------------------------|
| Engine: | 2.0L, 2.4L petro engines |
| Transmissions: | 5MT, 6AT |
| Dimension: | 4905/1830/1495 |
| Wheelbase: | 2805 |
| Safety: | C-NCAP 5 star |
| MSRP: | RMB99,800-209,800 |

| | |
|-----------------------|--------------------------|
| Engine: | 1.8T, 3.5L petro engines |
| Transmissions: | 6AT, 7DCT |
| Dimension: | 4956/1860/1516 |
| Wheelbase: | 2850 |

New Products – Engines



JLB-4G15



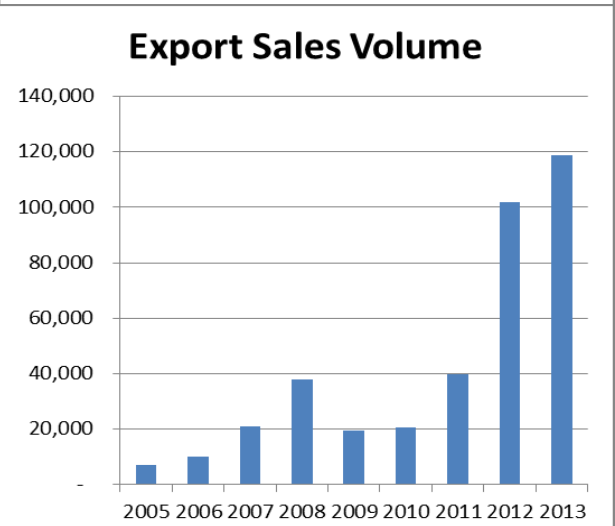
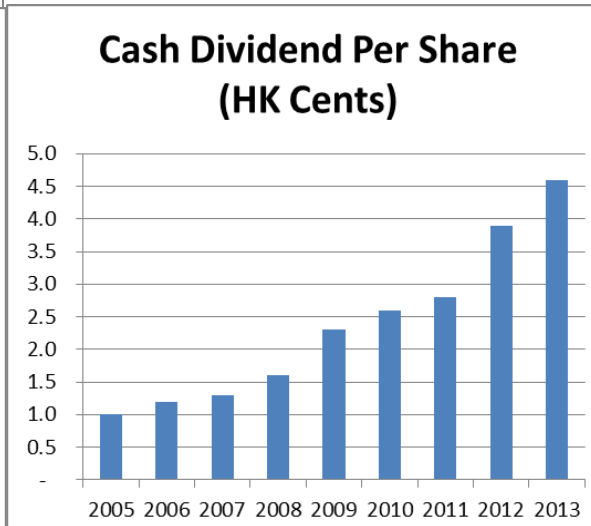
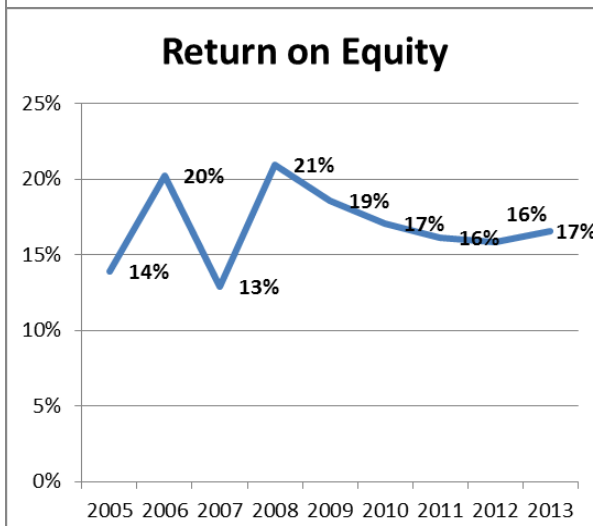
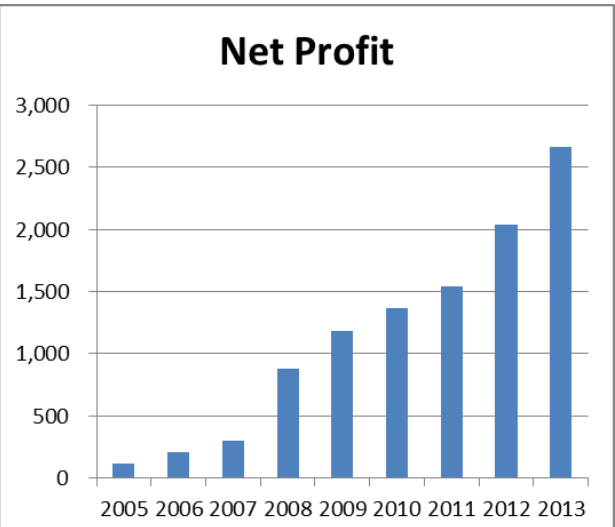
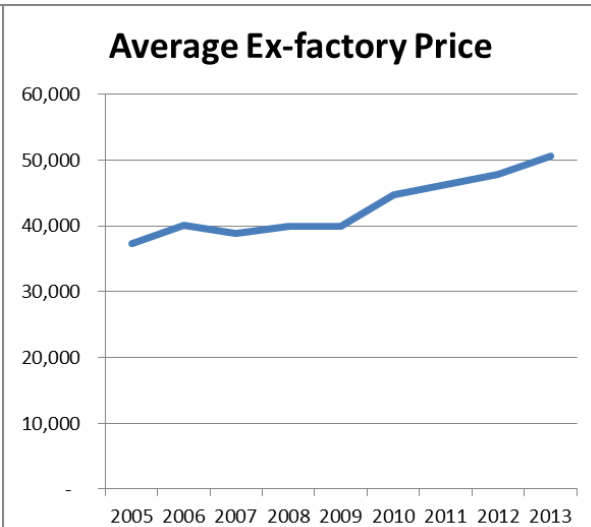
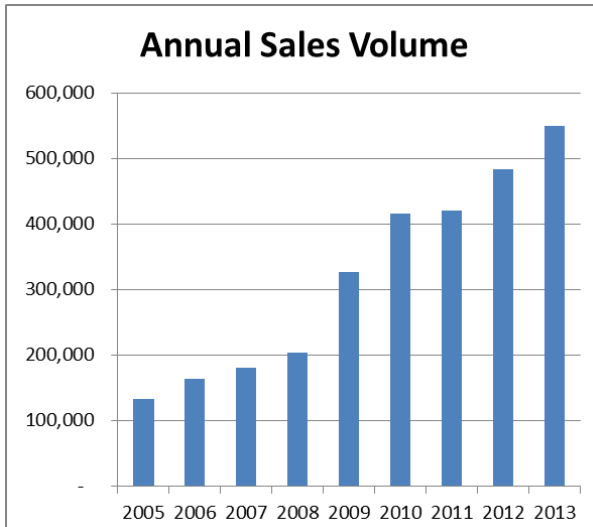
JLB-4G13T

| | |
|--------------------------|-----------------------|
| No. of cylinders: | 4 |
| Displacement: | 1.498 L |
| Power | 75/6000 KW/rpm |
| Max. Torque: | 141/3800~4200 N.m/rpm |
| Emission: | Euro V |

| | |
|--------------------------|-----------------------|
| No. of cylinders: | 4 |
| Displacement: | 1.299 L |
| Power | 98/5500 KW/rpm |
| Max. Torque: | 185/2000~4500 N.m/rpm |
| Emission: | Euro V |



Financial Performance



Strategy

| | |
|-----------------|--|
| | |
| <p>Products</p> | <ul style="list-style-type: none"> • Platform and modular architecture; • Focus on powertrain technology; • In-house international design capabilities; • Joint product architecture with Volvo Car; • Gradual transition from hybrid to pure electric; • Partnership to speed up electrification offerings; • Strategic alliance to upgrade technologies |
| <p>Services</p> | <ul style="list-style-type: none"> • 1,000 dealers in China; • 41 sales agents, 527 sales and service outlets in 41 oversea countries; • An independent servicing franchise chain in China; • Vehicle finance JV with BNP Paribas Personal Finance |
| <p>Branding</p> | <ul style="list-style-type: none"> • Three product brands tailored to different customer segments in China; • Single brand for export markets |

Vehicle Safety

| Year | Test | Models | Ratings |
|------|-----------|--------------|-------------------|
| 2009 | C-NCAP | Geely Panda | 5 star (45.3 pts) |
| 2010 | C-NCAP | Emgrand EC7 | 5 star (46.8 pts) |
| 2011 | Euro-NCAP | Emgrand EC7 | 4 star |
| 2011 | C-NCAP | Emgrand EC8 | 5 star (49.6 pts) |
| 2012 | C-NCAP | GLEagle GX7 | 5+star (50.3 pts) |
| 2013 | C-NCAP | Englon SC515 | 5 star (55.4 pts) |



Sales Satisfaction



J.D.Power Asia Pacific 2013 China Sales Satisfaction Index (SSI) StudySM

| Brand | Points# | Overall Rank | Sector Rank* |
|---------------------|---------|--------------|--------------|
| GLEagle | 651 | 12 | 2 |
| Emgrand | 647 | 15 | 4 |
| Local Brand Average | 599 | | |
| Mass Market Average | 647 | | |

based on a 1,000-point scale and study of 47 mass market brands in China

* ranking amongst Chinese domestic brands in China

Source: J.D.Power Asia Pacific 2013 China Sales Satisfaction Service Index (SSI) StudySM

Customer Satisfaction



J.D.Power Asia Pacific 2013 China Customer Service Index (CSI) StudySM

| Brand | Points# | Overall Rank | Sector Rank* |
|---------------------|---------|--------------|--------------|
| Englon | 848 | 9 | 1 |
| GLEagle | 843 | 11 | 3 |
| Emgrand | 826 | 20 | 6 |
| Mass Market Average | 811 | | |

based on a 1,000-point scale and study of 71 passenger vehicle brands in China

* ranking amongst Chinese domestic brands in China

Source: J.D.Power Asia Pacific 2013 China Customer Service Index (CSI) StudySM

Geely Automobile In Figures

| | |
|----------------------------------|---|
| Year started: | 1998 |
| Total workforce: | 18,138 (on 31/12/2013) |
| Manufacturing facilities: | 8 car plants in China |
| Products: | 16 major sedan models under 5 platforms |
| Distribution network: | 1,000 dealers in China, 41 sales agents, 527 sales and service outlets in 41 oversea countries |
| 2013 sales volume: | 549,468 units (22% 5-year CAGR) |
| 2013 revenues: | US\$4.6 billion |
| Market Capitalization: | US\$3 billion (at 29 April 2014) |



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