

# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

April 2020

# Sales Performance

Jan-Mar 2020

<b>Overall:</b>	<b>206,027 units -44% YoY</b>
<b>Domestic:</b>	<b>198,028 units -43% YoY</b>
<b>Exports:</b>	<b>7,999 units -60% YoY</b>
<b>NEEV:</b>	<b>8,924 units -62% YoY</b>

Sedans (New Emgrand+Vision+Emgrand GL+Borui+Binrui+03+Geometry A)

**73,815 units -53% YoY**

SUVs (Vision SUV+Boyue+Xinyue+X3+Emgrand GS+Binyue+01+02+ICON)

**129,113 units -38% YoY**

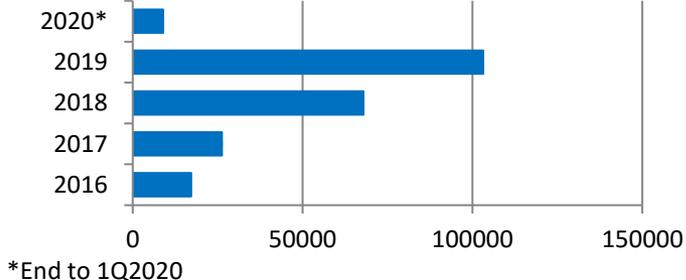
MPV (Jiaji)

**3,099 units**

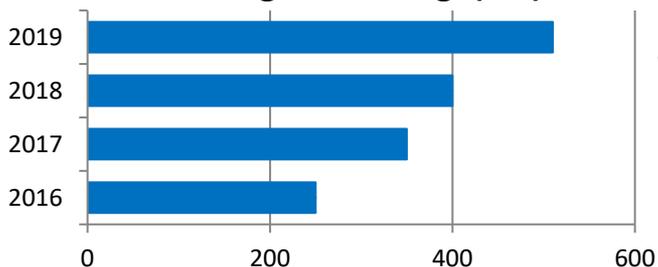


# New Energy and Electrified Vehicles

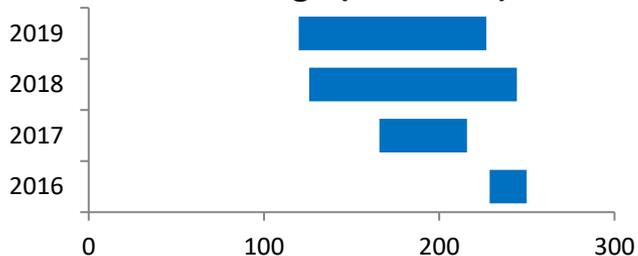
NEEVs - Sales Volume (units)



EV - Range Per Charge(km)



Price Range (RMB '000)

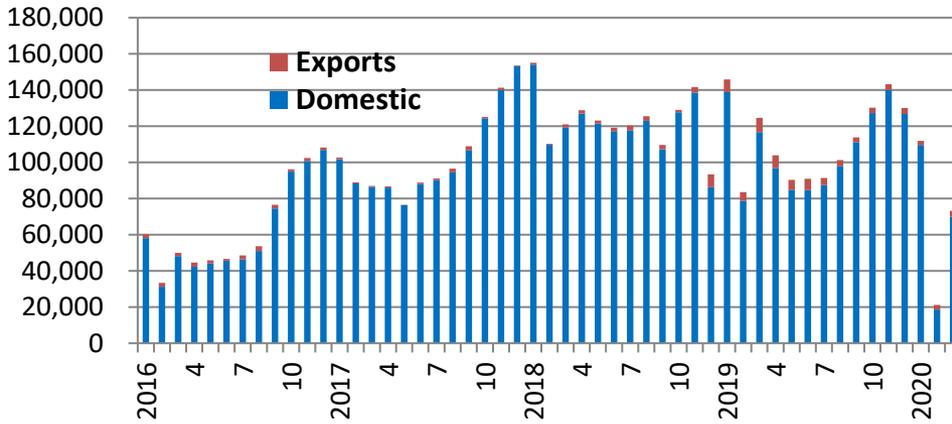


## New NEEV models

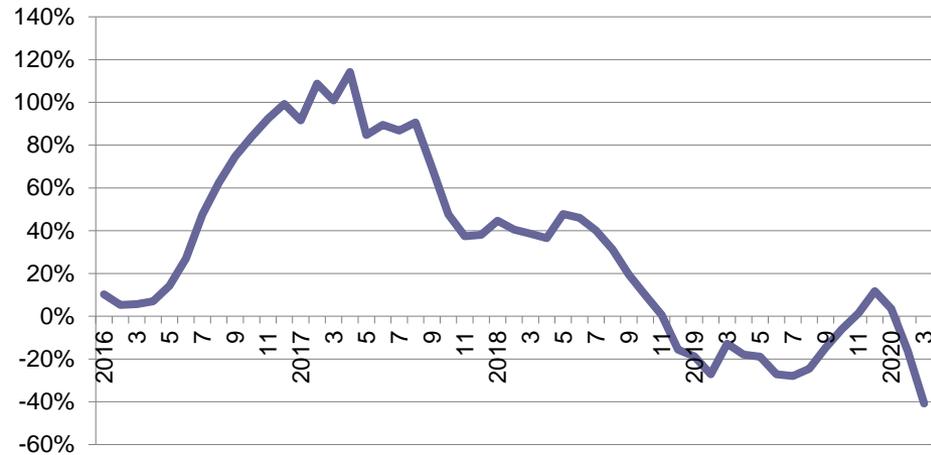
2019			
	Xingyue MHEV	Xingyue PHEV	Geometry A
			
	Binyue MHEV	Binyue PHEV	Jiaji MHEV/PHEV
2018			
	Borui GE MHEV	Borui GE PHEV	01 PHEV
			
	Emgrand EV350	Emgrand EV450	GSe
2017			
2016	Emgrand EV300 (2017)	Emgrand PHEV (2017)	Emgrand EV (2016)

# Sales Performance

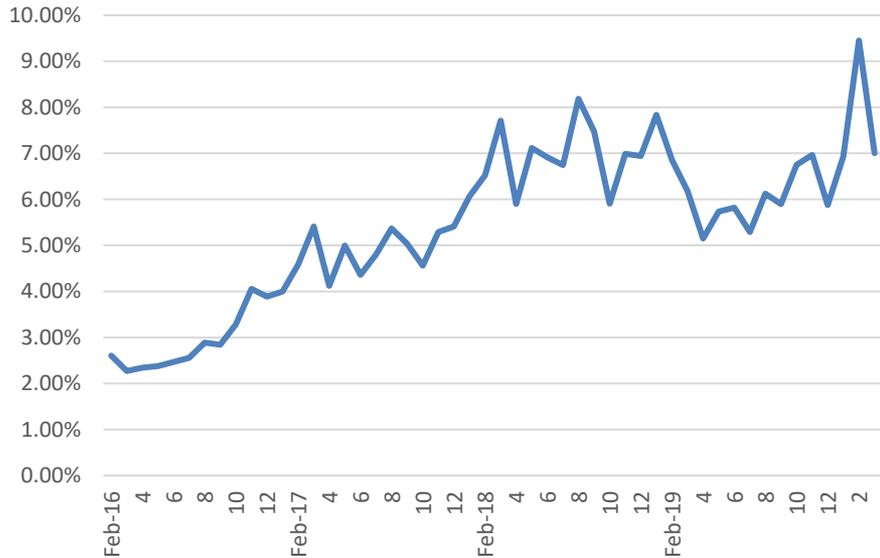
### Monthly Sales Volume



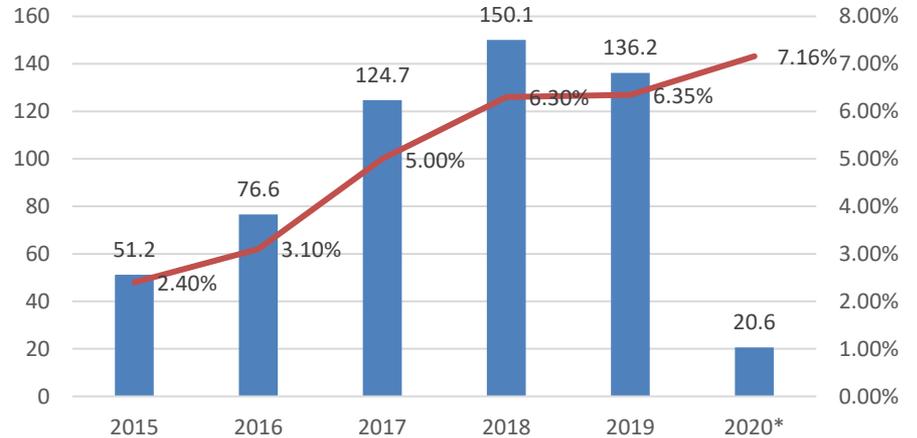
### Domestic Sales Volume (3MMA+/-%)



### Market Share



### Yearly Sales Vol & Market Share

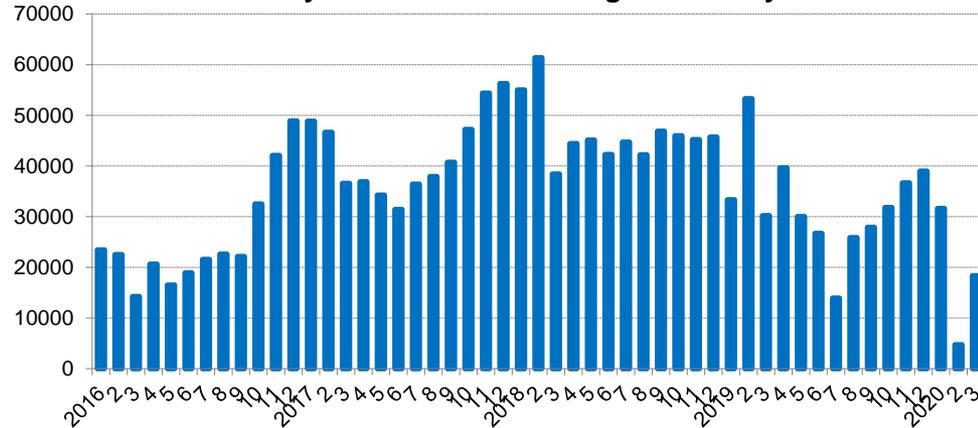


\*End to 1Q2020

# New Emgrand Family

- Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- Together recorded 56,192 unit sales volume in 1Q2020
- Emgrand remains one of the best selling A-segment sedan models in China

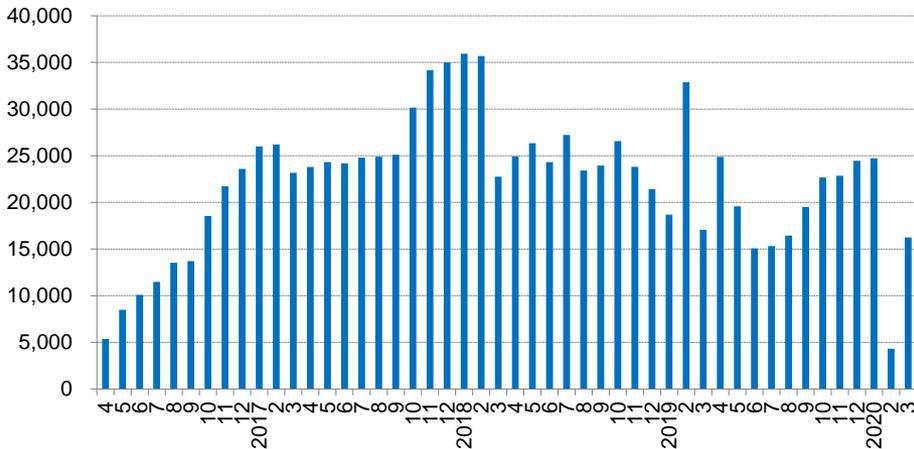
Monthly Sales Volume of Emgrand Family



# Boyue & Borui



Monthly Sales Volume of Bo Series



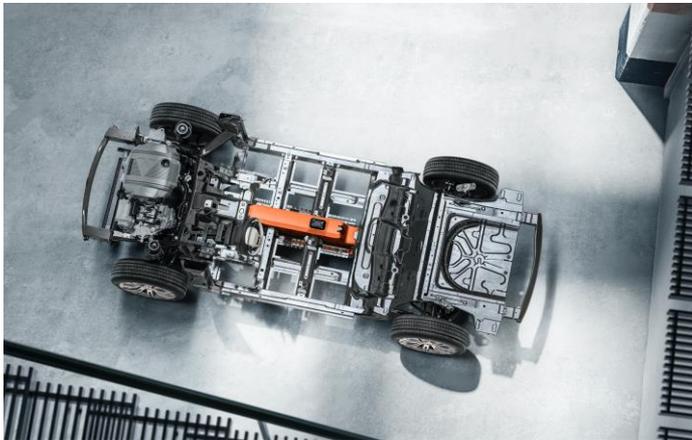
## Boyue

- Recorded exceeds 20,000 unit monthly average sales 2017-2019
- #2 China SUV sales in 2019

# Xingyue



<b>Powertrain:</b>	1.5TD+7DCT 1.5TD+EV Motor+7DCT 2.0T+8AT
<b>Dimension:</b>	4605/1878/1643
<b>Wheelbase:</b>	2700
<b>Power:</b>	130kw/175kw/192kw
<b>Max. Torque:</b>	255//350/400 N.m/rpm
<b>MSRP:</b>	RMB 135,800-216,800



\*The first CMA-based Vehicle of Geely Brand

# Jiaji

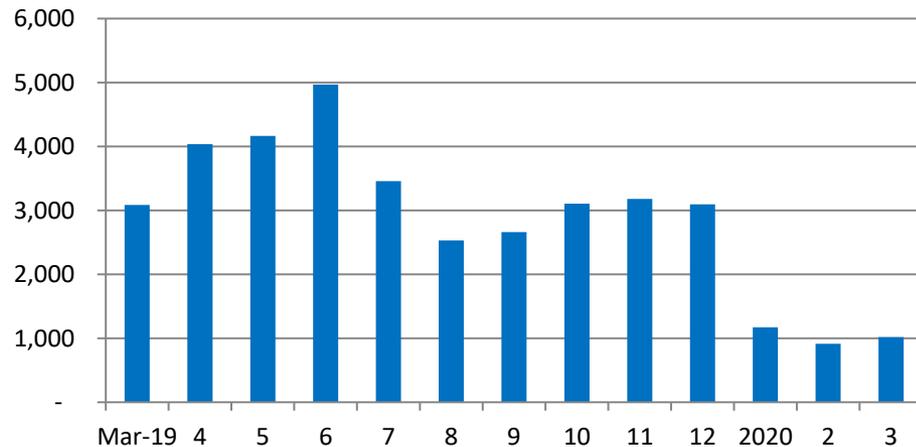


<b>Powertrain:</b>	1.5TD+48VBSG+7DCT 1.5TD+EV Motor+7DCT 1.8TD+6AT
<b>Dimension:</b>	4706/1909/1690
<b>Wheelbase:</b>	2805
<b>Power:</b>	130kw/135kw
<b>Max. Torque:</b>	255/300 N.m/rpm
<b>MSRP:</b>	RMB 99,800-192,800



\*2+3+2, 2+2+3, 2+2+2 three seating options

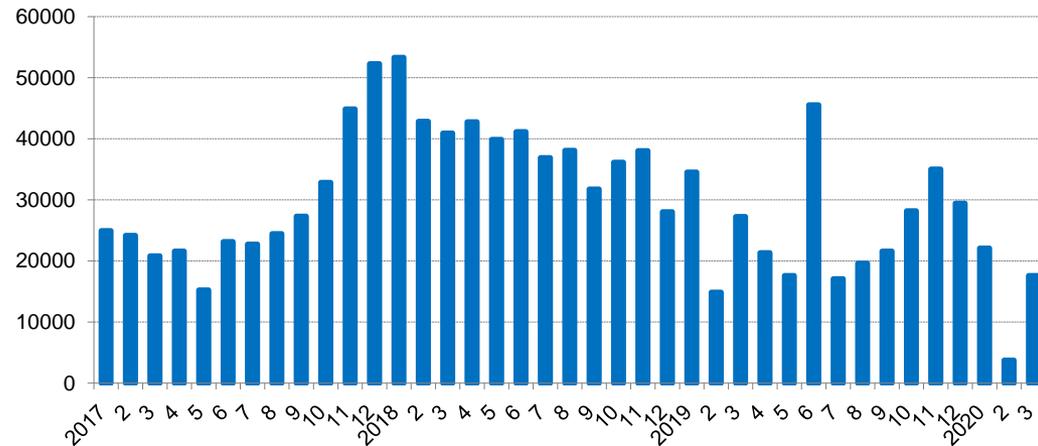
Monthly Sales Volume of Jiaji



# Vision Family

- Vision Family(Vision, Vision X6, Vision X3, Vision S1) recorded 43,710 unit sales volume in 1Q2020

Monthly Sales Volume of Vision Family



# Binrui & Binvue

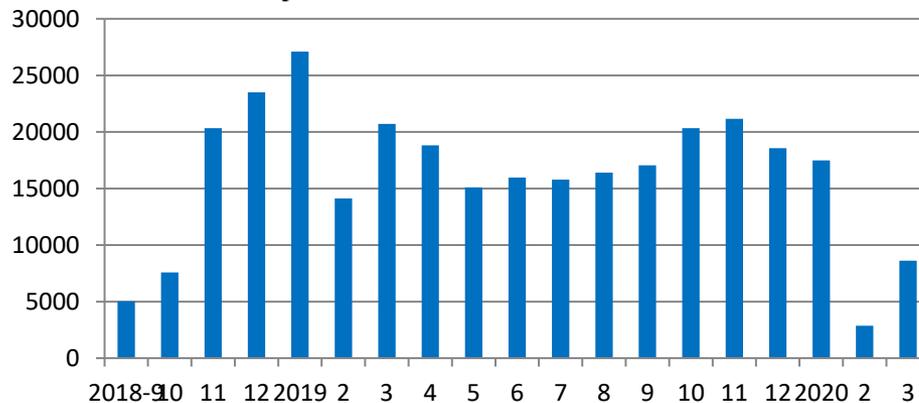


<b>Engine:</b>	1.4T, 1.0T
<b>Transmissions:</b>	6DCT,CVT,6AT,6MT
<b>Dimension:</b>	4680/1785/1460
<b>Wheelbase:</b>	2670
<b>Power:</b>	98kw/5200rpm (1.4T)
<b>Max. Torque:</b>	215/2000-4000 N.m/rpm (1.4T)
<b>MSRP:</b>	RMB79,800-110,800



<b>Engine:</b>	1.5T, 1.0T
<b>Transmissions:</b>	7DCT, 6MT
<b>Dimension:</b>	4330/1800/1609
<b>Wheelbase:</b>	2600
<b>Power:</b>	130kw/5500rpm (1.5T)
<b>Max. Torque:</b>	255/1500-4000 N.m/rpm (1.5T)
<b>MSRP:</b>	RMB78,800-118,800

Monthly Sales Volume of "Bin" Series



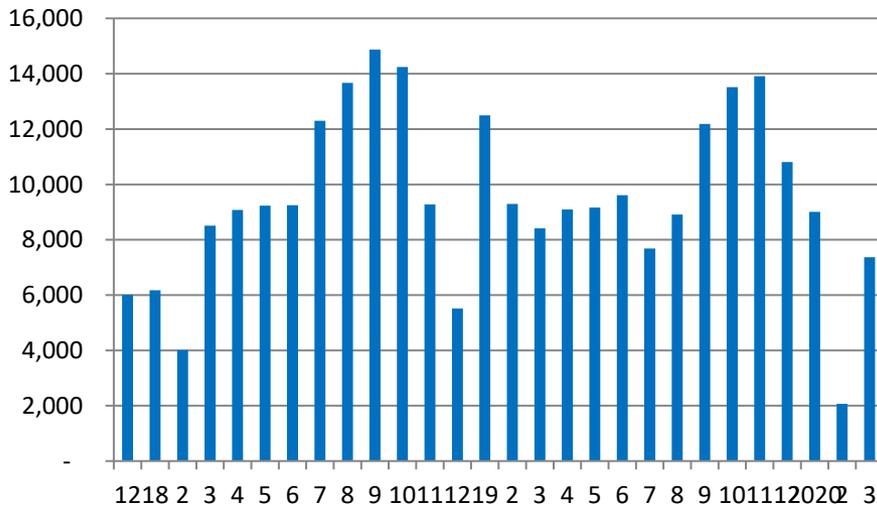
# LYNK & CO

- **JV with 5:3:2 shareholding structure between the company, Volvo Car and the Zhejiang Geely Holding Group**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **263 dealers in China until 2019H1**
- **2020 in Europe**
- **Lynk & Co recorded 18,443 unit sales volume in 1Q2020(-36% YoY).**



# LYNK & CO

Monthly Sales Volume of LYNK & CO



# New Products

## “Geely” brand:

- A MPV model targeted at business and corporate users
- A compact SUV model
- A compact sedan model
- “NEEV” versions for major existing models

## “Geometry” brand:

- A brand new model

## “Lynk&Co” brand:

- Two brand new models
- “NEEV” versions for “02” and “03” models



# New-Vehicle Quality



**J.D.Power 2019  
China Initial Quality Study<sup>SM</sup> (IQS)#**

Brand	PP100	Overall Rank
Lynk&Co	91	12
Mass Market Average	97	
Luxury Average	81	

**Midsize Upper Economy: Geely Borui No.1**  
 Compact SUV: Geely Vision S1 No.2  
 Midsize Basic: Geely Vision No.3

# based on responses from 33,468 vehicle owners who purchased their cars between May 2018 and March 2019. The study includes 266 models from 67 different brands and was fielded from November 2018 through May 2019 in 75 major cities across China.

\* ranking amongst Chinese brands

## ENVIRONMENTAL, SOCIAL & GOVERNANCE (“ESG”)

- Continued to be a constituent of the "Hang Seng Corporate Sustainability Benchmark Index " in 2019 - 2020
- Received an MSCI ESG Rating of **AA**
- Actively participated in international ESG evaluations, e.g. DJSI, S&P Global Ratings
- ESG report will be available at Geely’s website in late April 2020



Hang Seng Corporate Sustainability Index Series Member 2019-2020

**MSCI**  
ESG RATINGS



## ENVIRONMENTAL

- Sales volume of NEEVs 8,924 units in Q1 2020
- NEEVs contributed to 4.3% of total sales volume in Q1 2020
- 57% existing products offer NEEV versions
- ICON, a new model launched in Q1 2020, offer NEEV version



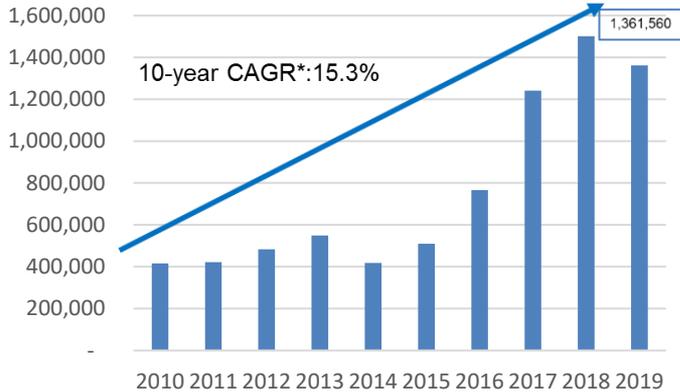
# Geely GKUI

- GKUI smart ecosystem comprises:
  - ✓ The cloud storage
  - ✓ A desktop similar to your phone
  - ✓ A driver unique ID, safe and reliable
  - ✓ App-based ecosystem
- Powerful Speech recognition
- Fast interactive, timely system update
- First installed in 2018 Boyue, and later in all other models



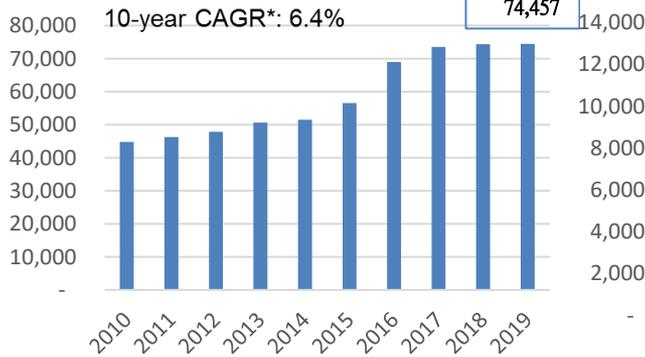
# Financial Performance

### Wholesale Volume (Units)



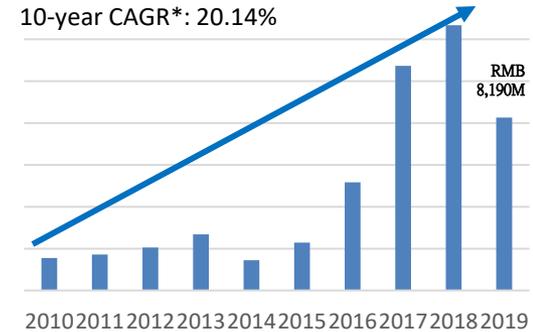
\* CAGR: Compound Annual Growth Rate

### Average Ex-factory Prices (RMB)

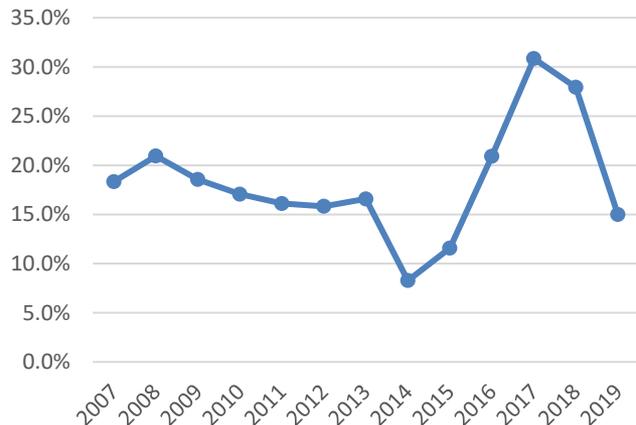


\* Average Ex-factory Prices excluding Lynk&Co

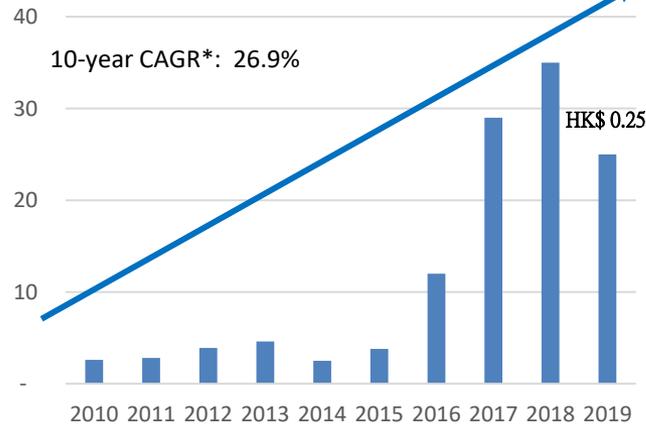
### Net Profit (RMB Mn)



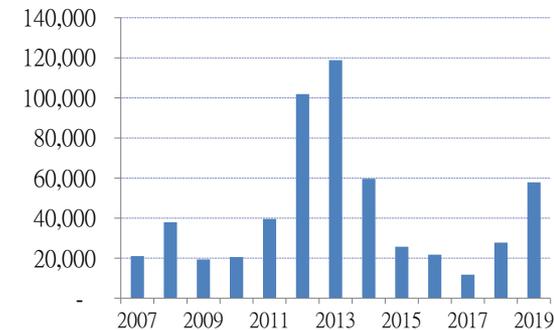
### Return of Equity



### Cash DPS\*(HK cents)



### Export Sales Volume (units)



# Auto Finance Joint Venture



- Registered capital RMB 4 Billion
- Commenced operation in Sep 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting Geely, Lynk & Co and Volvo Car brands
- Progressively covering the whole China market
- 2019 net profit RMB 509.1M

# Strategy

<b>Products:</b>	<ul style="list-style-type: none"><li>• Platform and modular architecture;</li><li>• Focus on powertrain technology;</li><li>• In-house international design capabilities;</li><li>• Joint product architecture with Volvo Car;</li><li>• Focus on EV, PHEV &amp; MHEV to speed up new energy product offerings;</li><li>• Strategic alliance to upgrade technologies</li></ul>
<b>Services:</b>	<ul style="list-style-type: none"><li>• More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK &amp; CO dealers in China;</li><li>• 17 sales agents, 327 sales and service outlets in 17 oversea countries;</li><li>• Vehicle finance JV with BNP Paribas Personal Finance</li></ul>
<b>Branding:</b>	<ul style="list-style-type: none"><li>• “Geely” brand for mass market;</li><li>• “Lynk&amp;Co” brand for upper market;</li><li>• “Geometry ” brand for BEV market</li></ul>

# Geely Automobile in Figures

<b>Year started:</b>	1998
<b>Total workforce:</b>	43,000 (on Dec. 31 <sup>th</sup> , 2019)
<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>Distribution network:</b>	More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China
<b>2019 Sales Volume:</b>	1,361,560 units
<b>2019 Revenues:</b>	US\$12.40 billion
<b>Market Capitalization:</b>	US\$13.03 billion (on April 8 <sup>th</sup> , 2020)

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