

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

August 2020

Sales Performance

Jan-Jul 2020

Overall:	635,664 units -14% YoY
Domestic:	611,568 units -13% YoY
Exports:	24,096 units -43% YoY
NEEV:	35,615 units -43% YoY

Sedans

232,611 units -20% YoY

SUVs*

390,448 units -10% YoY

MPV

12,605 units

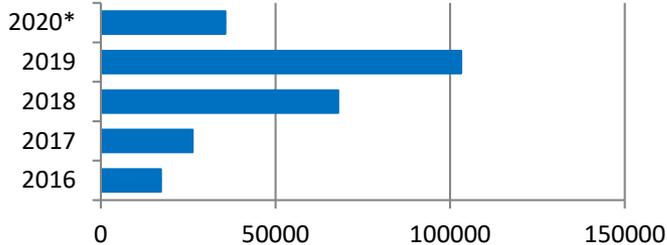


*Jan- May, Geely sold the most SUVs in Chinese market. Data from CPCA.

New Energy and Electrified Vehicles

NEEV models

NEEVs - Sales Volume (units)



*End to Jan-Jul 2020



ICON MHEV



Boyue pro MHEV



Jiaji ePro



Borui ePro

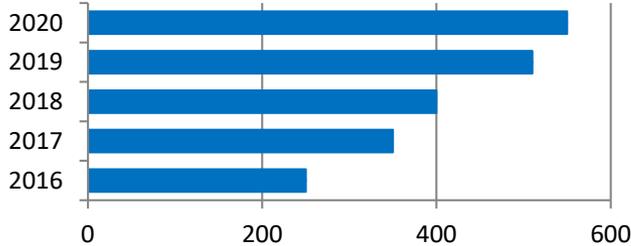


Emgrand GL ePro



Emgrand GSe

EV - Range Per Charge(km)



Binyue ePro



Emgrand EV500



Geometry A



Geometry C

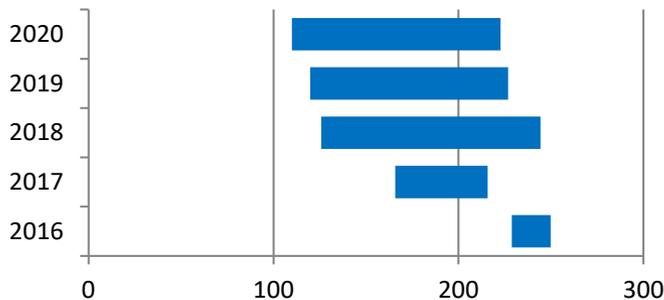


Xingyue ePro



01 PHEV

Price Range (RMB '000)



03 PHEV



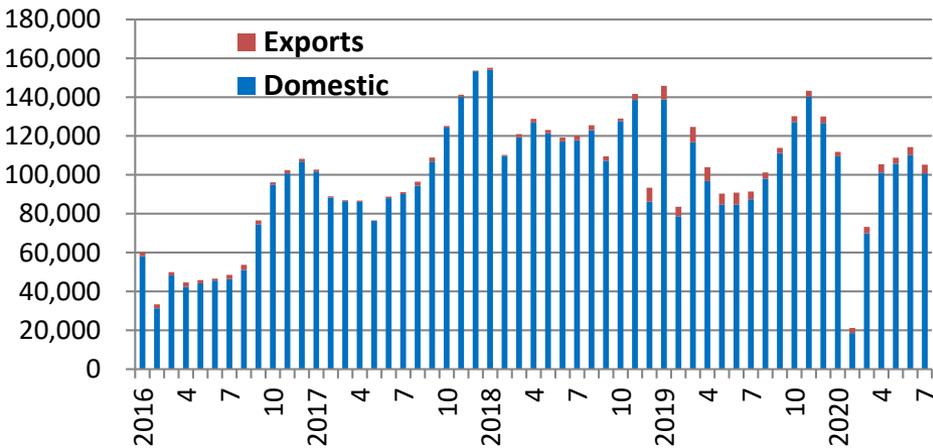
02 PHEV



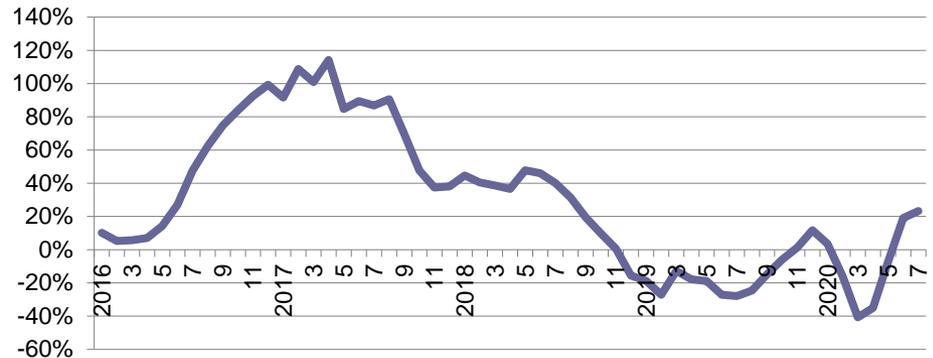
01 HEV

Sales Performance

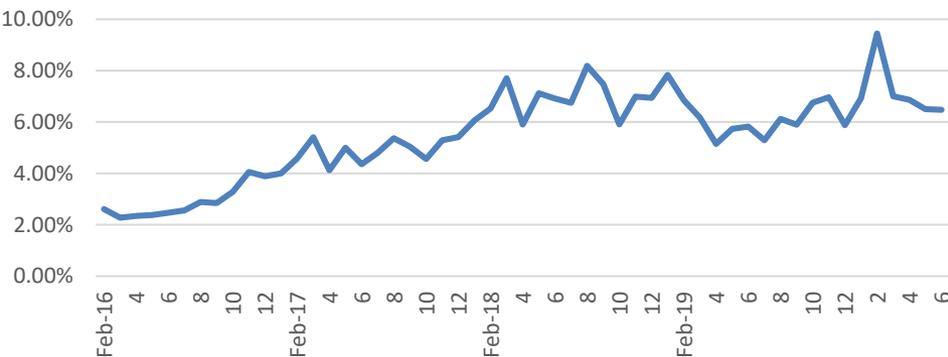
Monthly Sales Volume



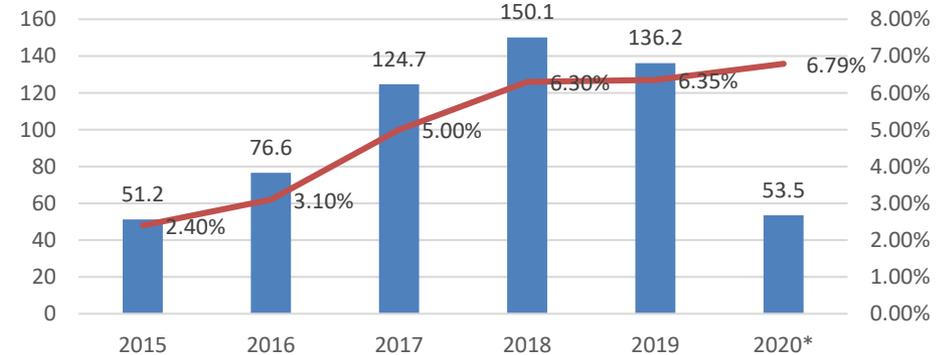
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Vol & Market Share

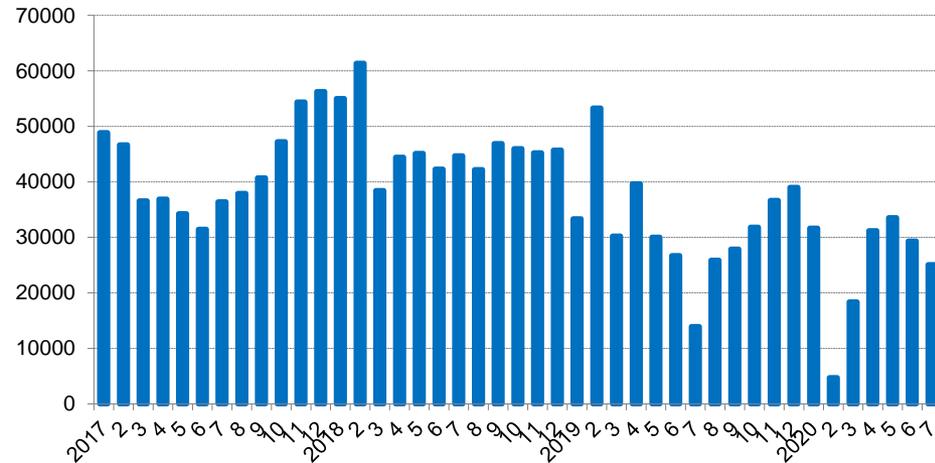


*End to 1H2020

New Emgrand Family

- Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- A total of 175,335(-20% YOY) unit sales volume in Jan - Jul 2020
- Emgrand remains one of the best selling sedan models in China(Rank #7 in 1Q20)

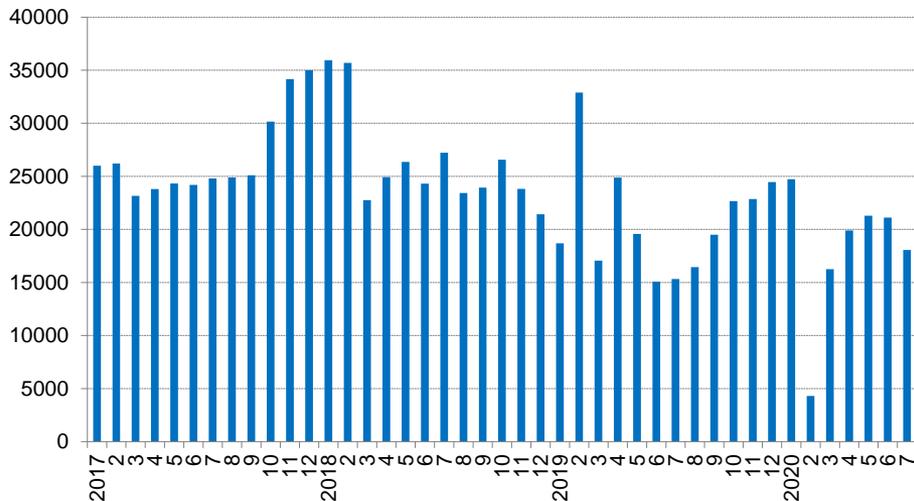
Monthly Sales Volume of Emgrand Family



Boyue & Borui



Monthly Sales Volume of Bo Series



Boyue & Borui

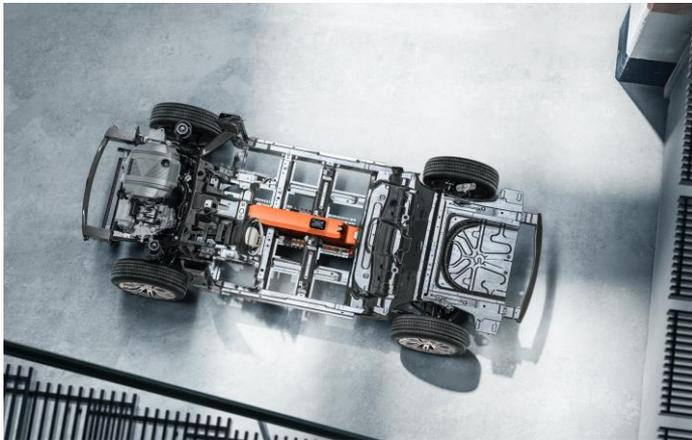
- Over 20,000 unit of monthly average sales volume during 2020Q2
- Boyue is one of the most selling SUV model in China & Malaysia.

SUV Total Sales Volume Ranking		
	2019	2020H1
China	#3	#3
Malaysia	#1	#1

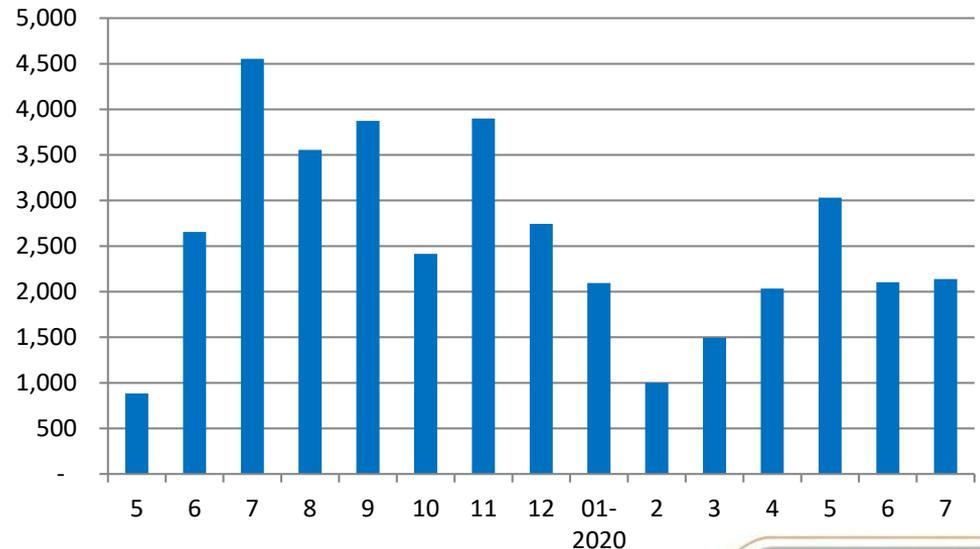
Xingyue



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



Monthly Sales Volume of Xingyue



*The first CMA-based Vehicle of Geely Brand

Jiaji

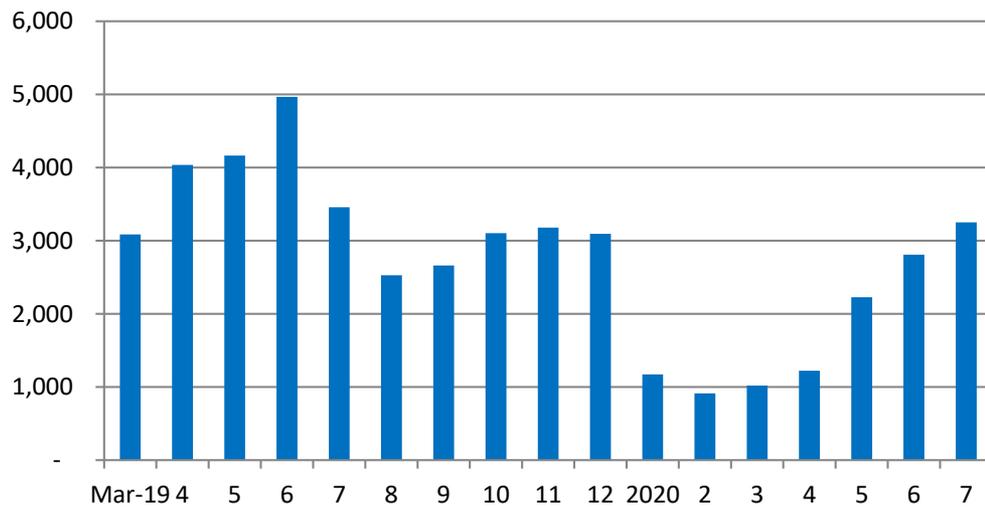


Powertrain:	1.5TD+48VBSG+7DCT 1.5TD+EV Motor+7DCT 1.8TD+6AT
Dimension:	4706/1909/1690
Wheelbase:	2805
Power:	130kw/135kw
Max. Torque:	255/300 N.m/rpm
MSRP:	RMB 99,800-192,800



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

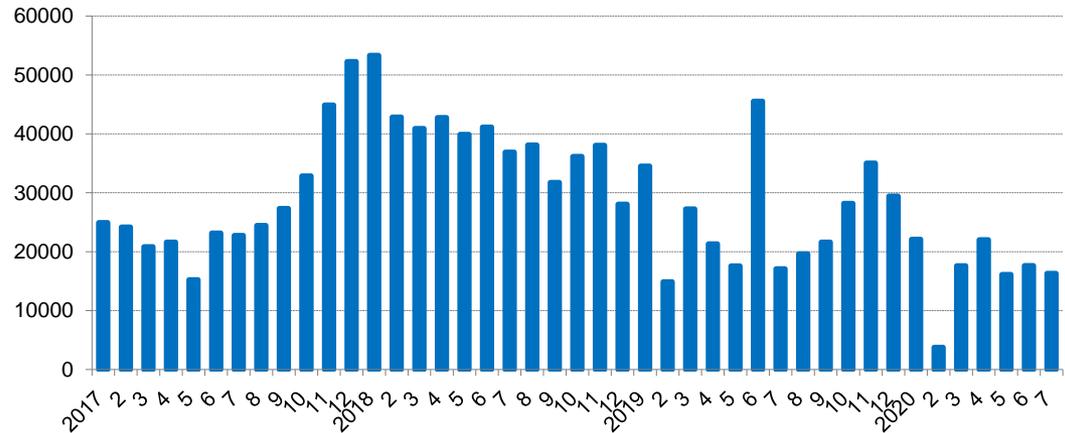
Monthly Sales Volume of Jiaji



Vision Family

- Vision Family(Vision, Vision X6, Vision X3, Vision S1) recorded a total of 115,826 (-34% YOY)unit sales volume in Jan - Jul 2020
- Accounted for 18% of total sales Volume in Jan - Jul 2020

Monthly Sales Volume of Vision Family



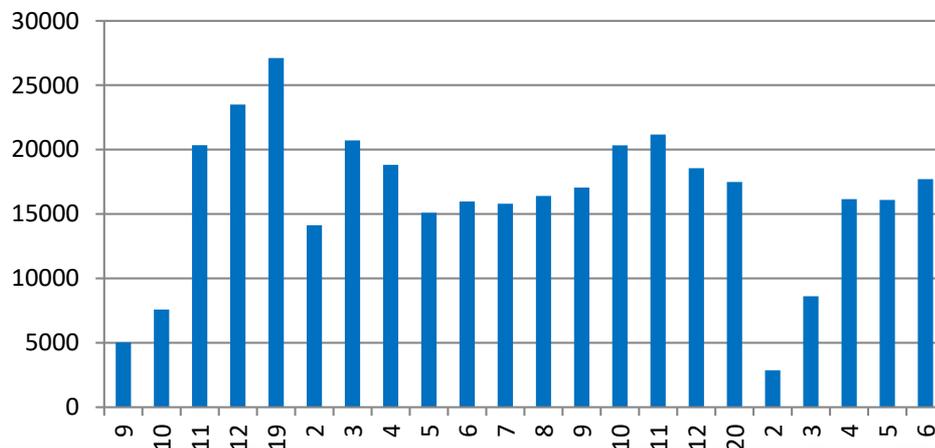
Binrui & Binyue



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

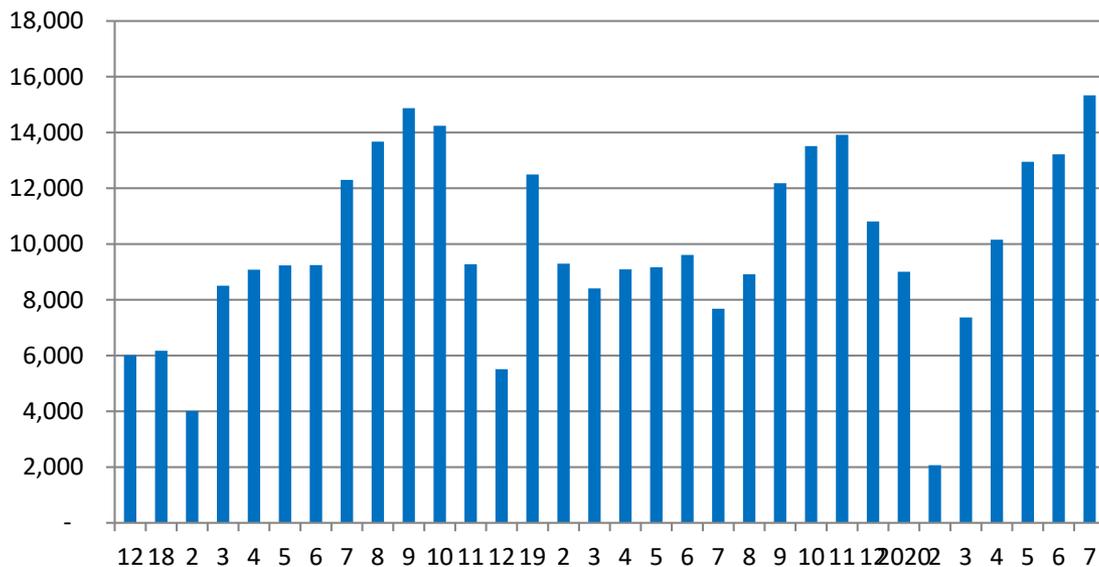
Engine:	1.5T, 1.0T
Transmissions:	7DCT, 6MT
Dimension:	4330/1800/1609
Wheelbase:	2600
Power:	130kw/5500rpm (1.5T)
Max. Torque:	255/1500-4000 N.m/rpm (1.5T)
MSRP:	RMB78,800-118,800

Monthly Sales Volume of "Bin" Series



LYNK & CO

Monthly Sales Volume of LYNK & CO



LYNK&CO

7月销量 连续四个月双增长

15331 辆

用向上态度，攀登向新高度

2020年1-7月
累计销量 **70094** 辆
同比增长 **8.7%**

即刻下载 LYNK&CO APP

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**
- **284 dealers in China until 2019**
- **2020 in Europe**
- **Lynk & Co recorded 70,094 unit sales volume in Jan – Jul 2020(+9% YoY).**



New Products 2020

“Geely” brand:

- “Haoyue” Full size SUV model
- “Icon” compact SUV model
- A compact sedan model
- “NEEV” versions for major existing models

“Geometry” brand:

- “Geometry C” A brand new electrified SUV model

“Lynk&Co” brand:

- Two brand new compact and sporty SUV models



Environmental, Social & Governance (“ESG”)

- Stay as constituent of the "Hang Seng Corporate Sustainability Benchmark Index ”
- Received an MSCI ESG Rating of **AA**
- Ranked top 20 among HIS constituents in the “Hong Kong Business Sustainability Index”



Hang Seng Corporate Sustainability Index Series Member 2019-2020

MSCI
ESG RATINGS



CCC	B	BB	BBB	A	AA	AAA
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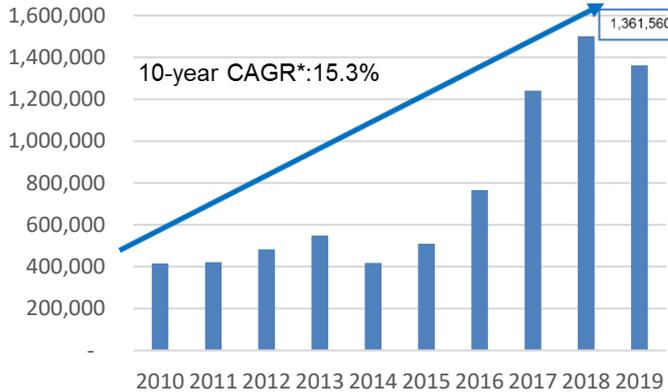
Environmental, Social & Governance (“ESG”) - (Continued)

- Sales volume of NEEVs 35,615 units in Jan – July 2020
- NEEVs contributed to 5.6% of total sales volume in Jan – July 2020
- 68% existing products offer NEEV versions
- For newest models like Jiaji, Xingyue & Icon, NEEVs accounted for about 50% of their total sales volume in Jan – July 2020



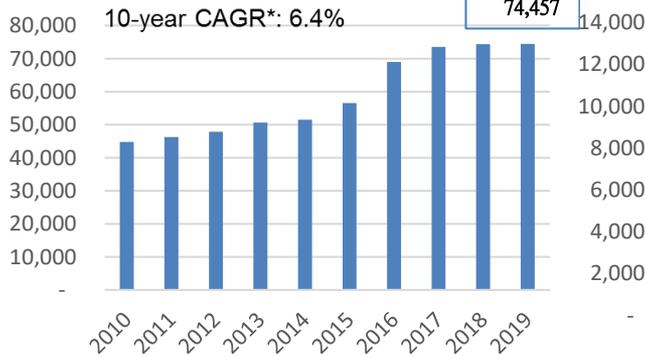
Financial Performance

Wholesale Volume (Units)



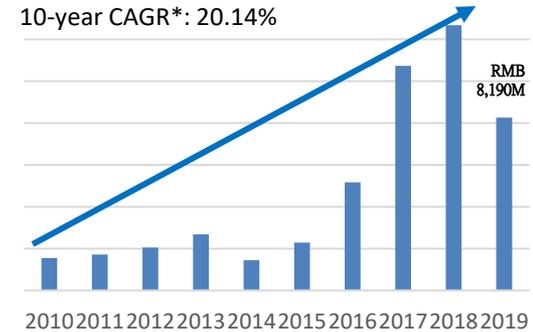
* CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

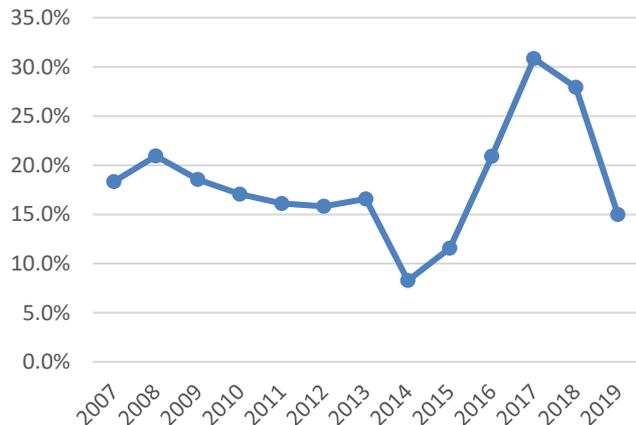


* Average Ex-factory Prices excluding Lynk&Co

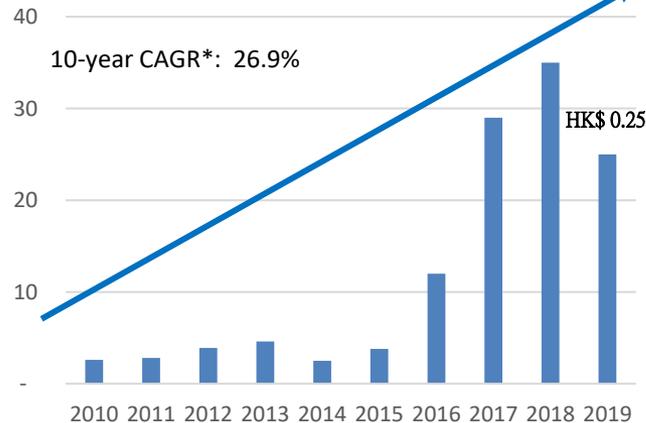
Net Profit (RMB Mn)



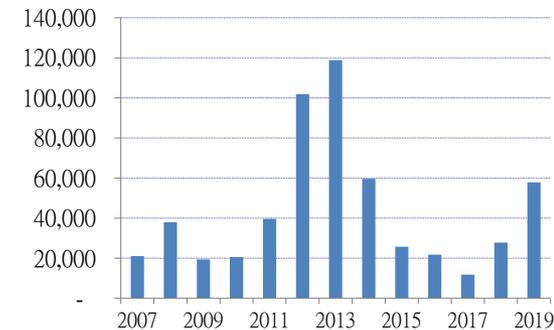
Return of Equity



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

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

Geely Automobile in Figures

Year started:	1998
Total workforce:	43,000 (on Dec. 31 th , 2019)
Manufacturing facilities:	11 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Distribution network:	More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China
2019 Sales Volume:	1,361,560 units
2019 Revenues:	US\$12.40 billion
Market Capitalization:	US\$21.05 billion (on Aug 7 th , 2020)

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