

# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

Jan 2020



# Sales Performance

Full year 2019

<b>Overall:</b>	<b>1,361,560 units -9% YoY</b>
<b>Domestic:</b>	<b>1,303,569 units -12% YoY</b>
<b>Exports:</b>	<b>57,991 units +109% YoY</b>
<b>Neev:</b>	<b>113,067 units +69% YoY</b>
<b>Lynk &amp; Co:</b>	<b>128,066 units + 6% YoY</b>

Sedans (New Emgrand+Vision+Emgrand GL+Kingkong+Borui+Binrui+03)

**543,579 units -16% YoY**

SUVs (Vision SUV+Boyue+X1+X3+S1+Emgrand GS+Binyue+01+02)

**785,020 units -8% YoY**

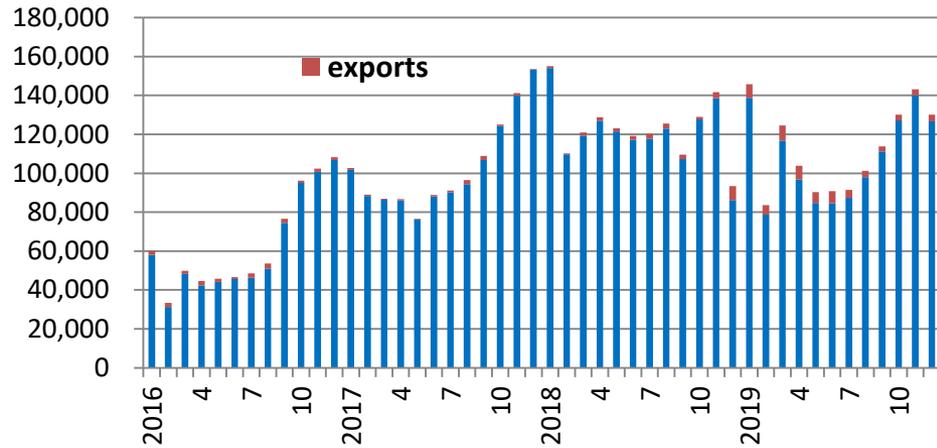
MPV (Jiaji)

**32,961 units**



# Sales Performance

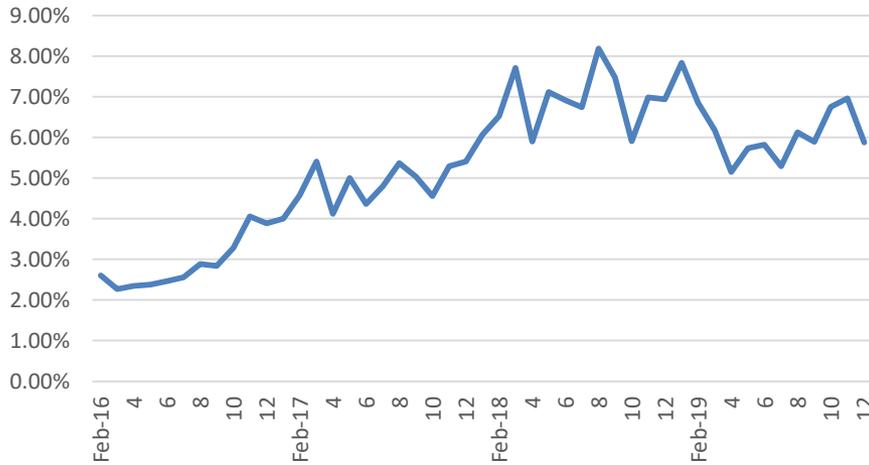
### Monthly Sales Volume



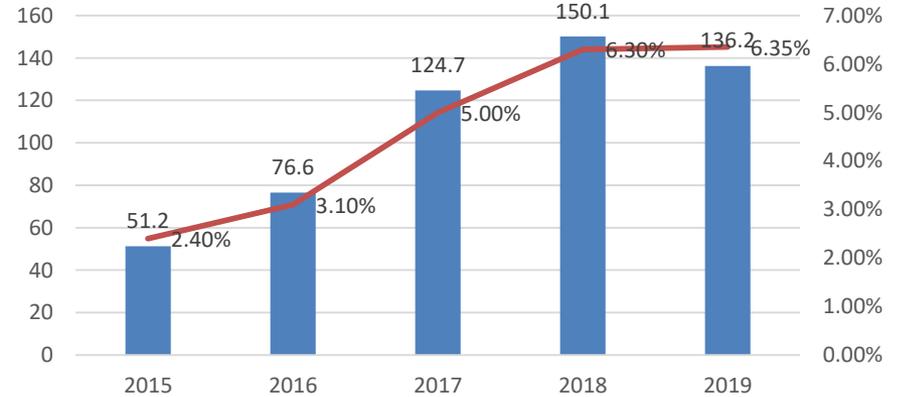
### Domestic Sales Volume (3MMA+/-%)



### Market Share

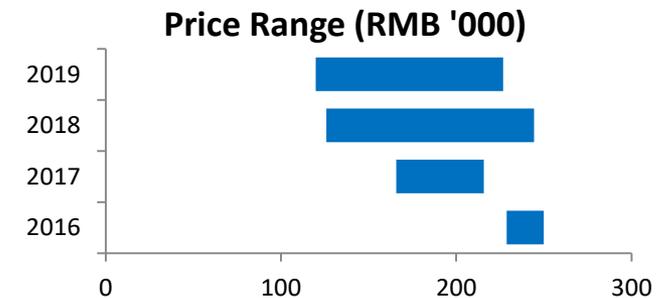
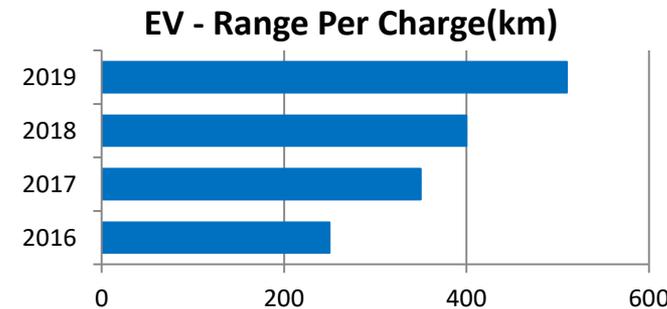
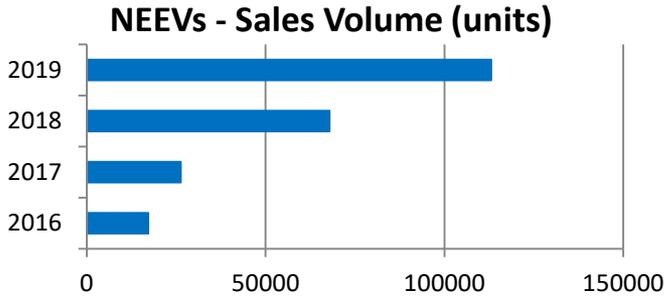


### Yearly Sales Vol & Market Share



# New Energy and Electrified Vehicles

## New NEEV models

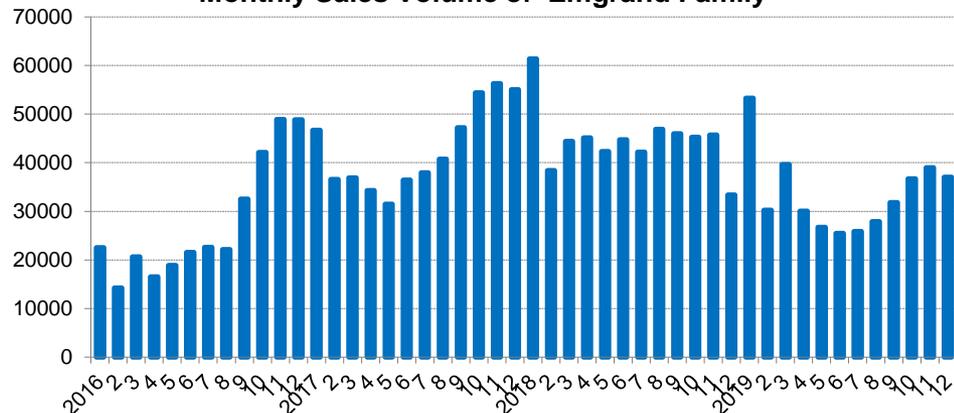


2019			
	Xingyue MHEV	Xingyue PHEV	Geometry A
			
	Binyue MHEV	Binyue PHEV	Jiaji MHEV/PHEV
2018			
	Borui GE MHEV	Borui GE PHEV	01 PHEV
			
	Emgrand EV350	Emgrand EV450	GSe
2017			
2016	Emgrand EV300 (2017)	Emgrand PHEV (2017)	Emgrand EV (2016)

# New Emgrand Family

- Included Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- Emgrand Family recorded 37,012 unit sales volume in Dec, and 403,639 unit sales volume in full year 2019

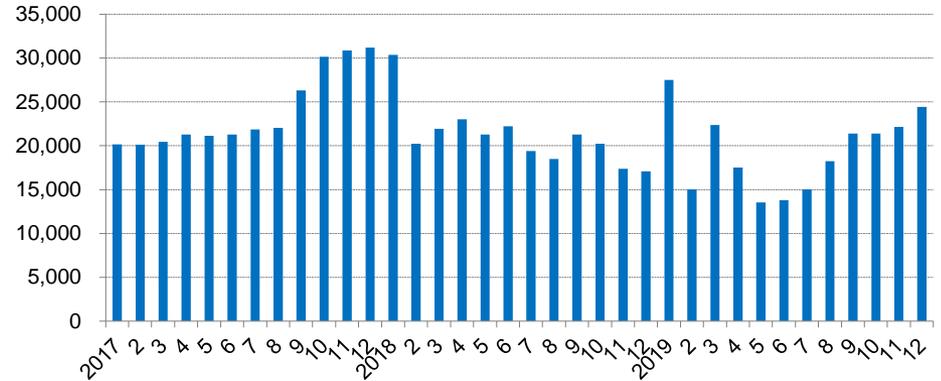
Monthly Sales Volume of Emgrand Family



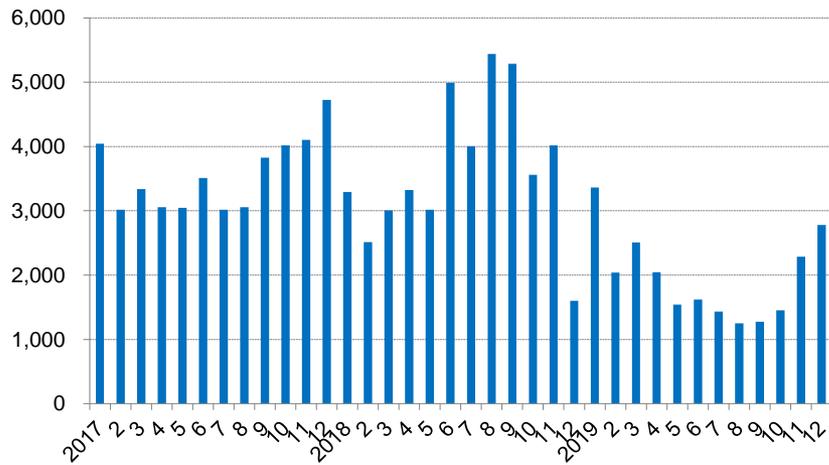
# Boyue & Borui



Monthly Sales Volume of Boyue ( incl. Boyue pro)



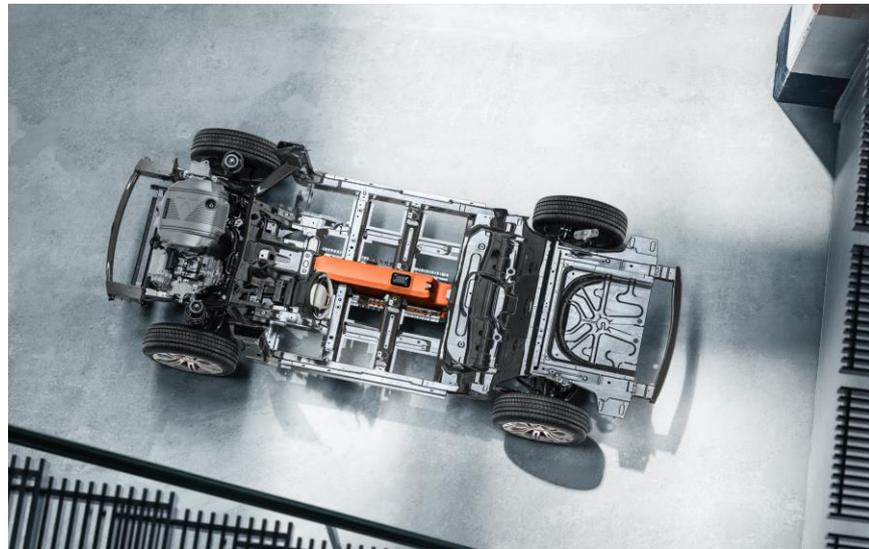
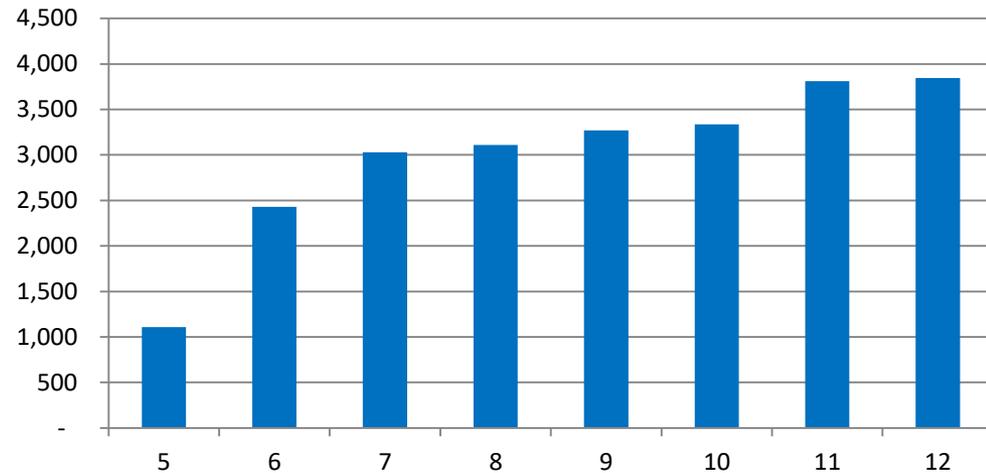
Monthly Sales Volume of Borui(incl. Borui GE)



# Xingyue



Monthly Sales Volume of Xingyue



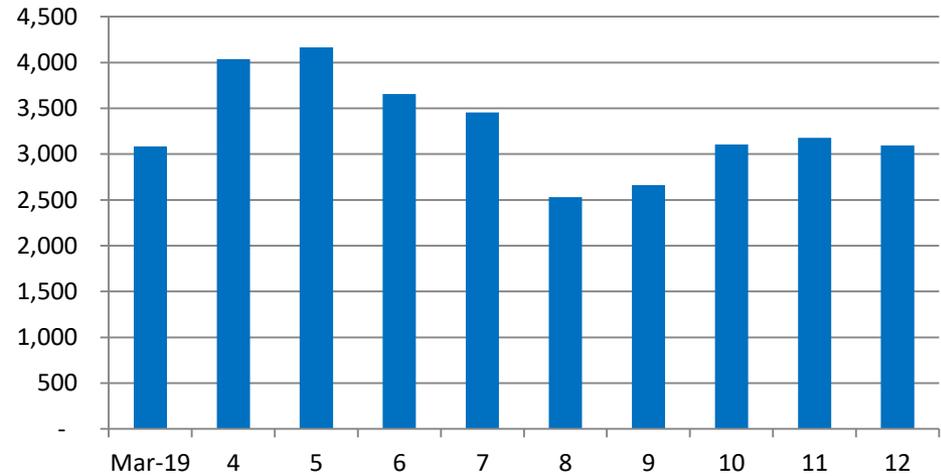
<b>Powertrain:</b>	1.5TD+7DCT 1.5TD+EV Motor+7DCT 2.0T+8AT
<b>Dimension:</b>	4605/1878/1643
<b>Wheelbase:</b>	2700
<b>Power:</b>	130kw/175kw/192kw
<b>Max. Torque:</b>	255//350/400 N.m/rpm
<b>MSRP:</b>	RMB 135,800-216,800
<b>Platform :</b>	CMA

\*The first CMA-based Vehicle of Geely Brand

# Jiaji



Monthly Sales Volume of Jiaji



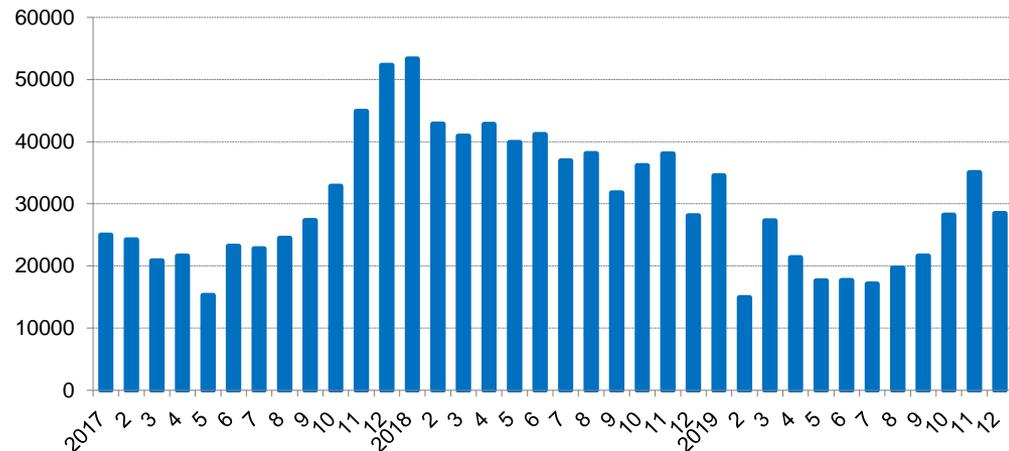
\*2+3+2, 2+2+3, 2+2+2 three seating options

<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

# Vision Family

- Included Vision, Vision X6, Vision X3, Vision S1
- Vision Family recorded 28,441 unit sales volume in Dec, and 283,259 unit sales volume in full year 2019

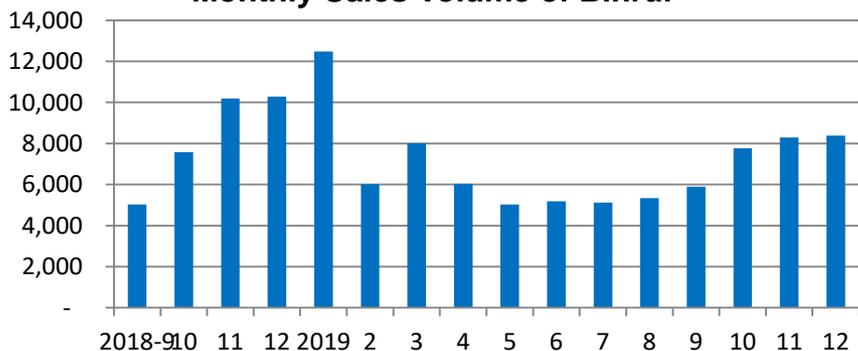
Monthly Sales Volume of Vision Family



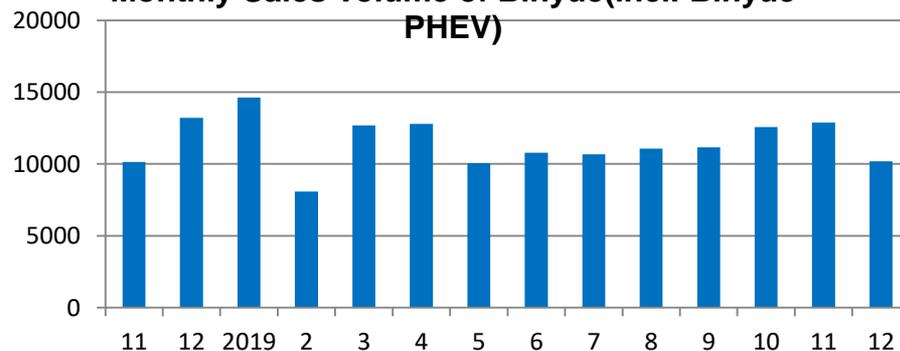
# Binrui & Binyue



Monthly Sales Volume of Binrui



Monthly Sales Volume of Binyue(incl. Binyue PHEV)



<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

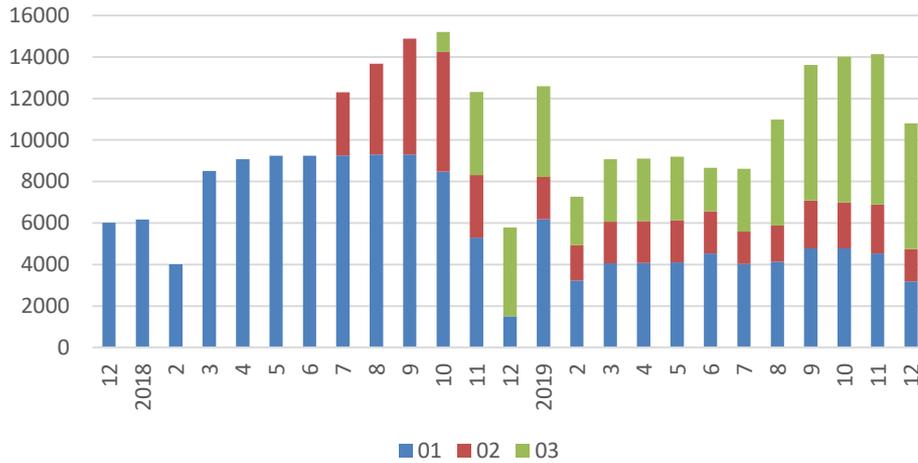
# LYNK & CO

- **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 128,066 unit sales volume in 2019(+6% YoY).**

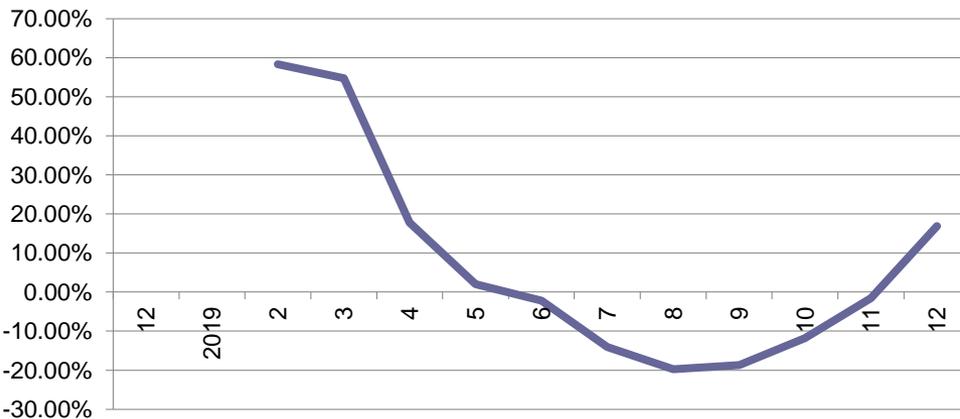


# LYNK & CO

Monthly Sales Volume of LYNK & CO



LYNK & CO Sales Volume (3MMA+/-%)



# 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



Brand	LYNK & CO	Geely
IQS RANK	11	
APEAL RANK	14	
SSI RANK	9	
CSI RANK		7

**Midsize Upper Economy: Geely Borui No.3**  
 Small SUV: Geely Vision X3 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.

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

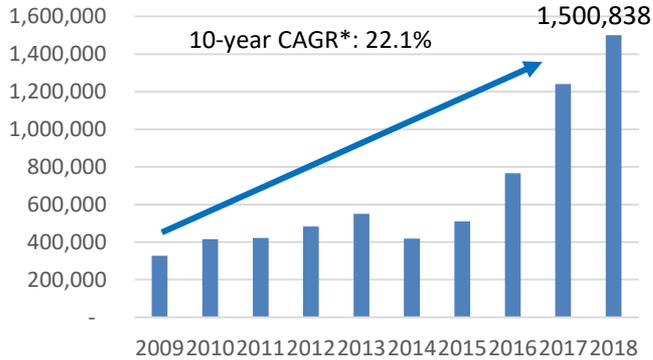
# Geely GKUI

- 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



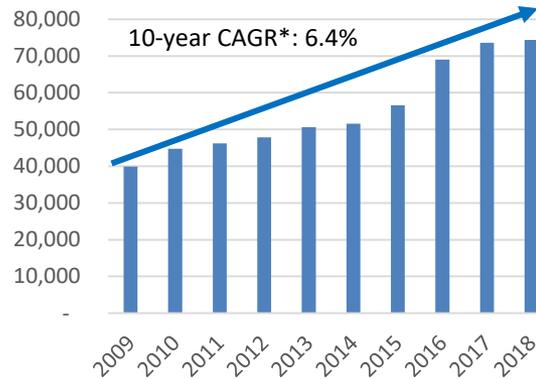
# Financial Performance

Sales Volume (Units)

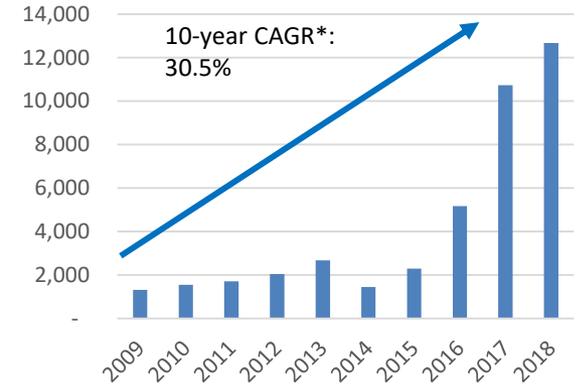


\*CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

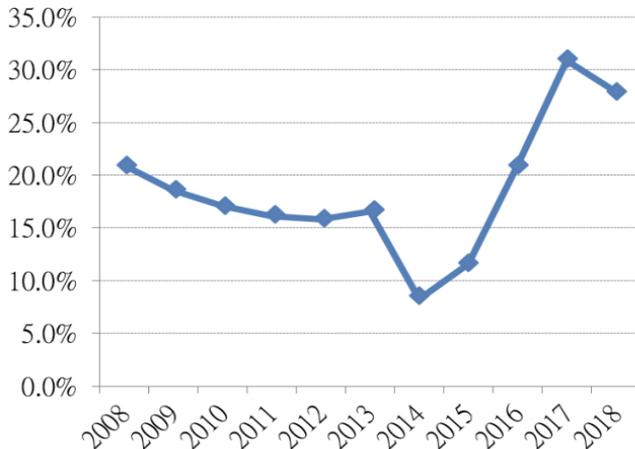


Net Profit (RMB Million)

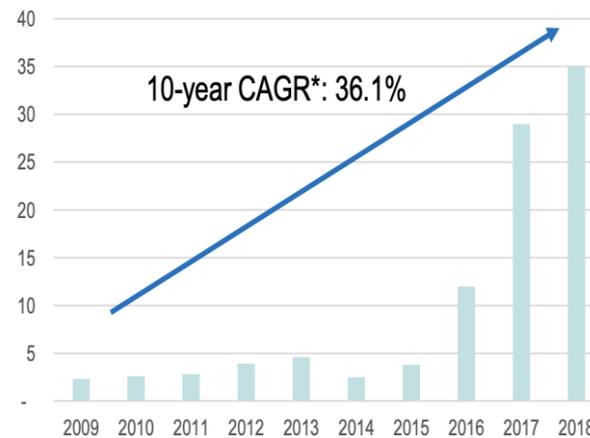


\*CAGR: Compound Annual Growth Rate

Return of Equity

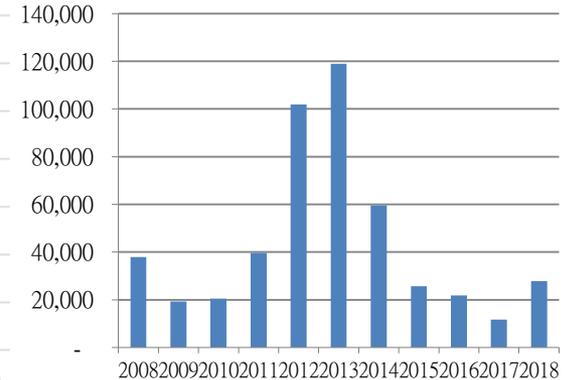


Cash DPS\*\* (HK cents)

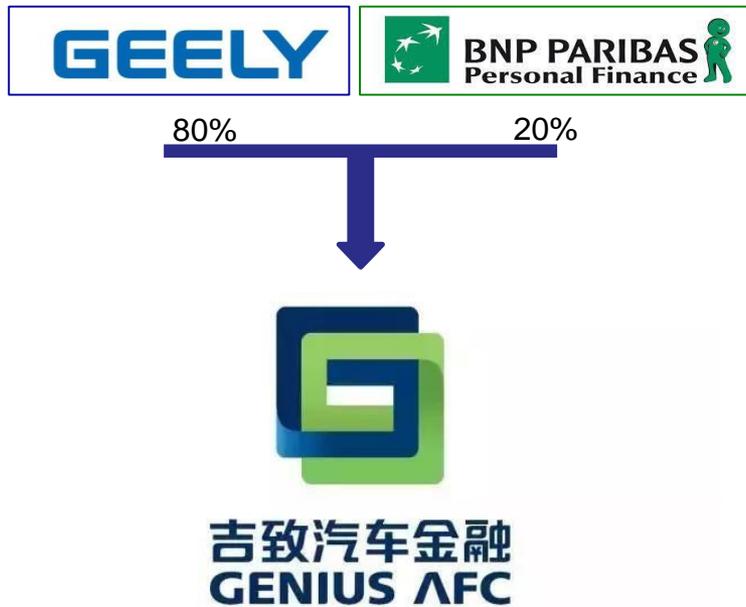


\*\*DPS: Dividend Per Share

Export Sales Volume



# 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
- 2019H1 net profit RMB 232.7M

# 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 980 Geely dealers ,118 Geometry dealers and 263 LYNK &amp; CO dealers in China;</li><li>• 16 sales agents, 249 sales and service outlets in 16 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>	45,500 (on Jun. 30 <sup>th</sup> , 2019)
<b>Manufacturing facilities:</b>	12 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 980 Geely dealers ,118 Geometry dealers and 263 LYNK & CO dealers in China
<b>2019 1H Sales Volume:</b>	651,680 units
<b>2019 1H Revenues:</b>	US\$6.78 billion
<b>Market Capitalization:</b>	US\$18.1 billion (on Jan 8 <sup>th</sup> , 2020)

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