

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

July 2020

Sales Performance

Jan-Jun 2020

Overall:	530,446 units -19% YoY
Domestic:	510,873 units -17% YoY
Exports:	19,573 units -49% YoY
NEEV:	29,214 units -45% YoY

Sedans

197,030 units -23% YoY

SUVs*

324,061 units -15% YoY

MPV

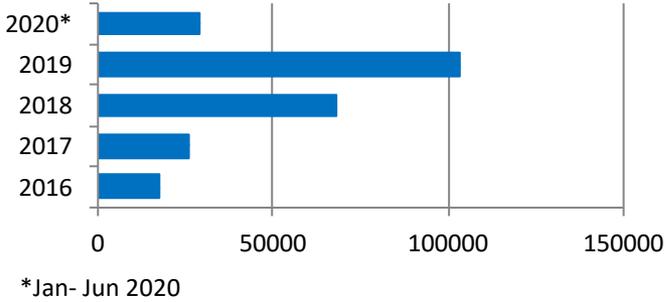
9,355 units



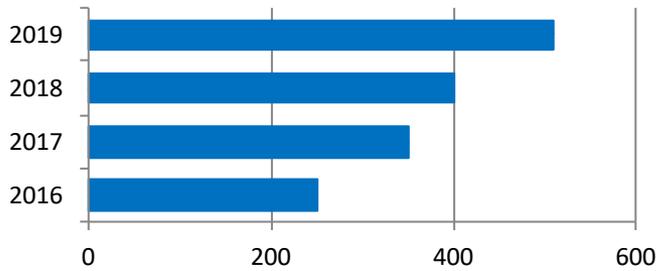
*Jan- May, Geely sold the most SUVs in Chinese market. Data from CPCA.

New Energy and Electrified Vehicles

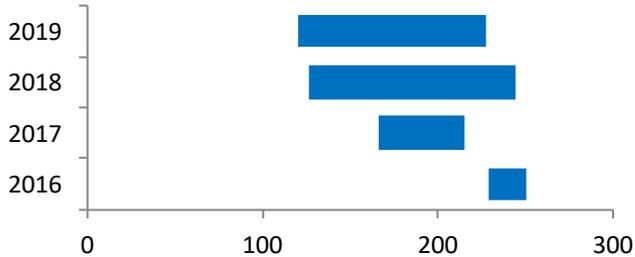
NEEVs - Sales Volume (units)



EV - Range Per Charge(km)



Price Range (RMB '000)

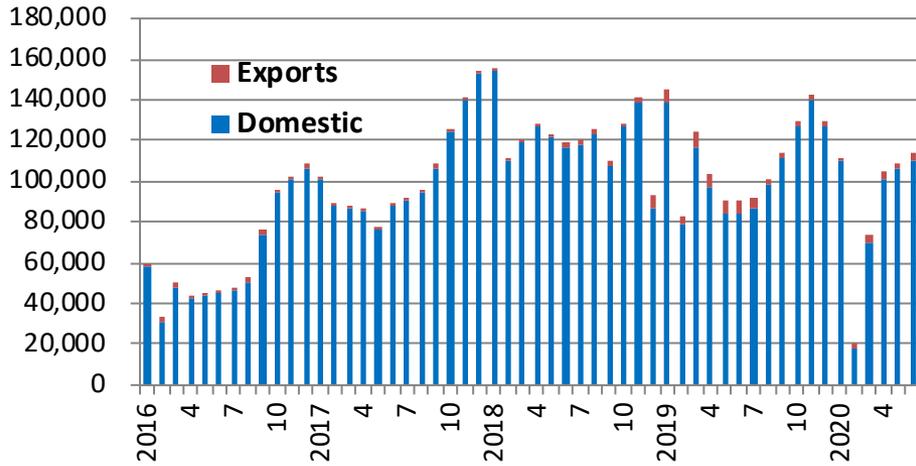


New NEEV models

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

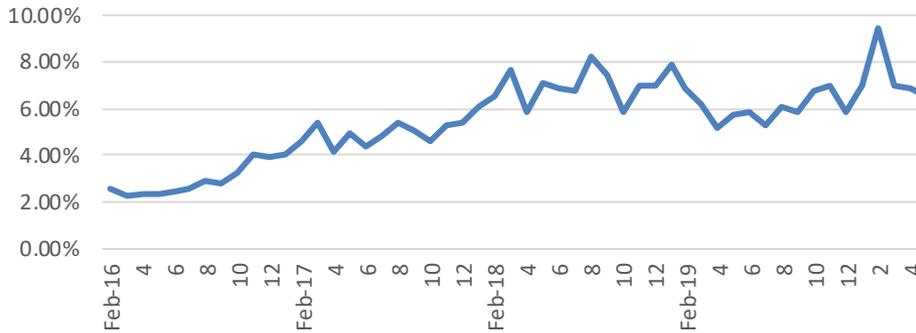
Monthly Sales Volume



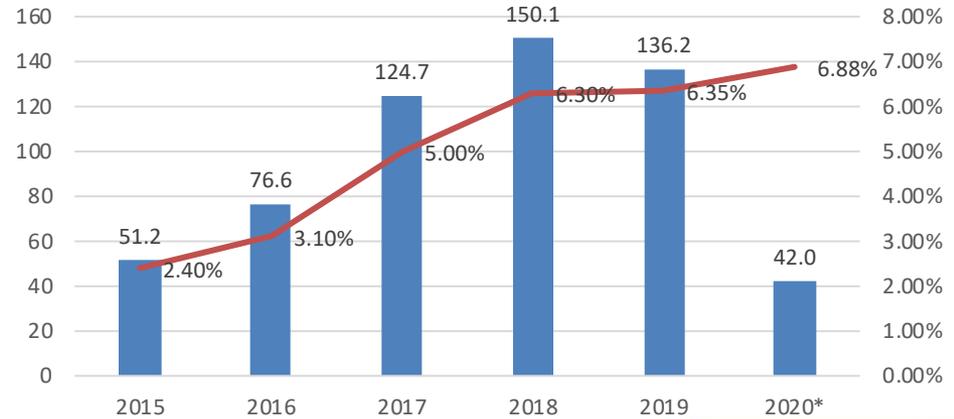
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Vol & Market Share

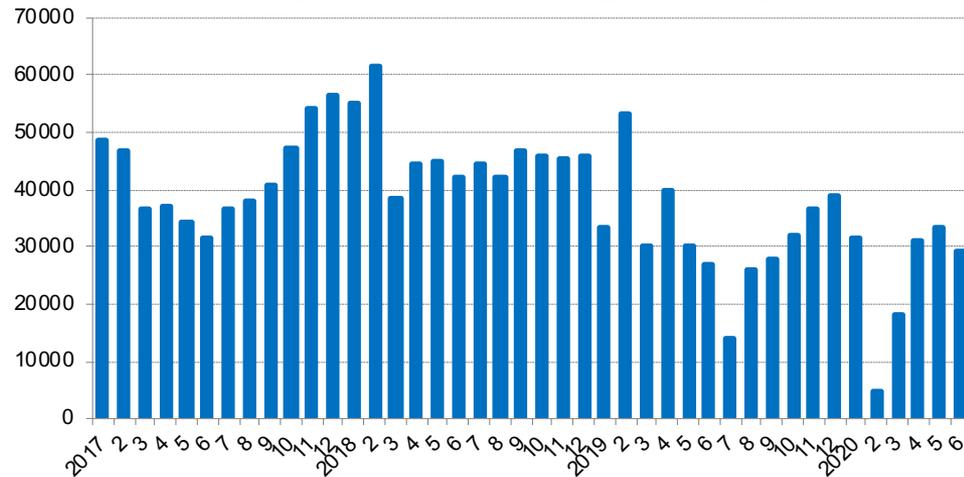


*End to first 5 months 2020

New Emgrand Family

- Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- A total of 150,251(-22% YOY) unit sales volume in Jan - Jun 2020
- Emgrand remains one of the best selling sedan models in China(Rank #7 in 1Q20)

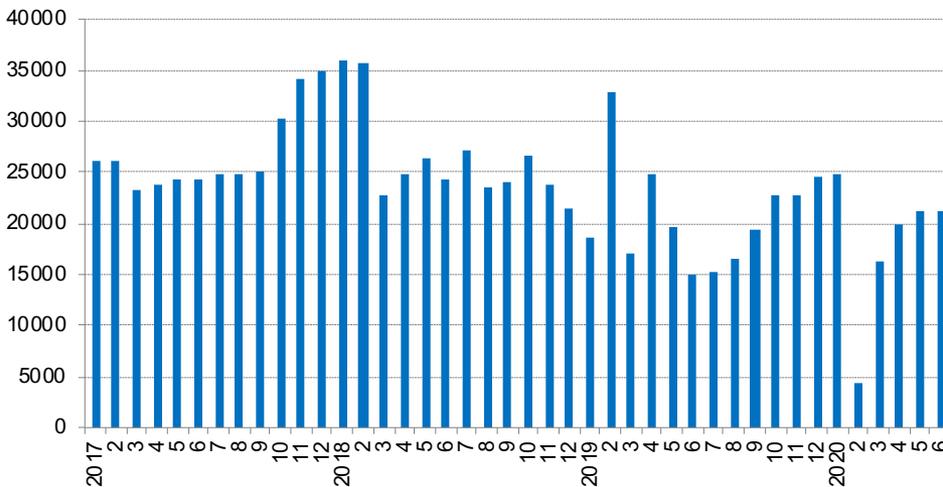
Monthly Sales Volume of Emgrand Family



Boyue & Borui



Monthly Sales Volume of Bo Series



Boyue & Borui

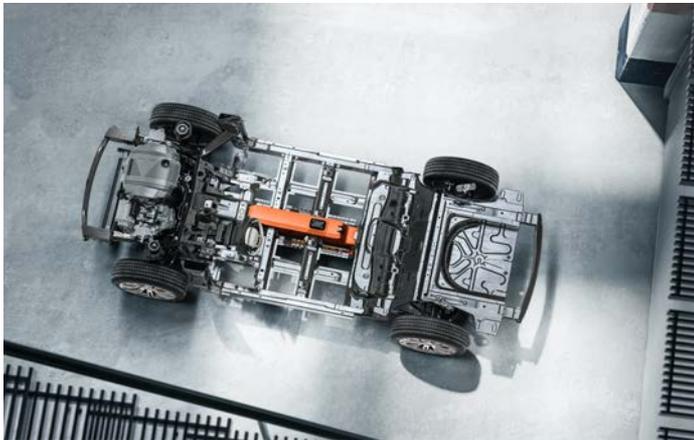
- Over 20,000 unit of monthly average sales volume during 2020Q2
- Boyue is one of the most selling SUV model in China & Malaysia.

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

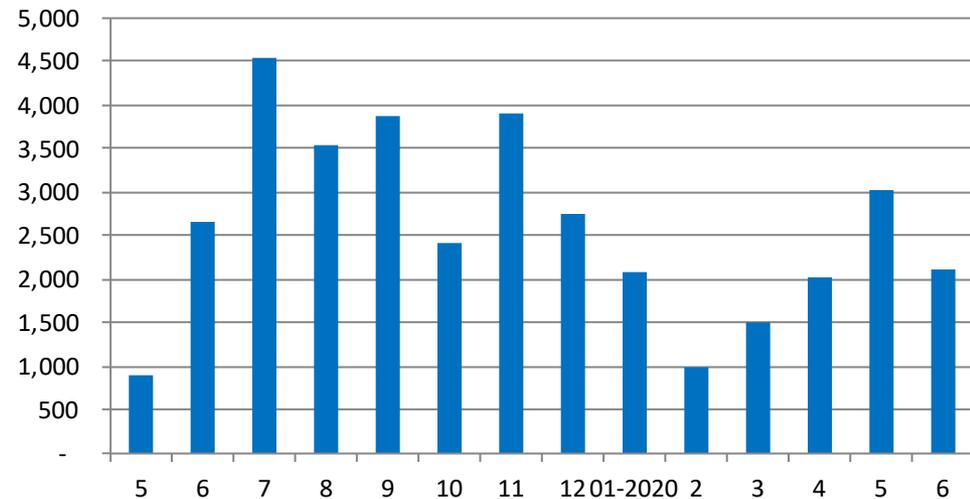
Xingyue



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

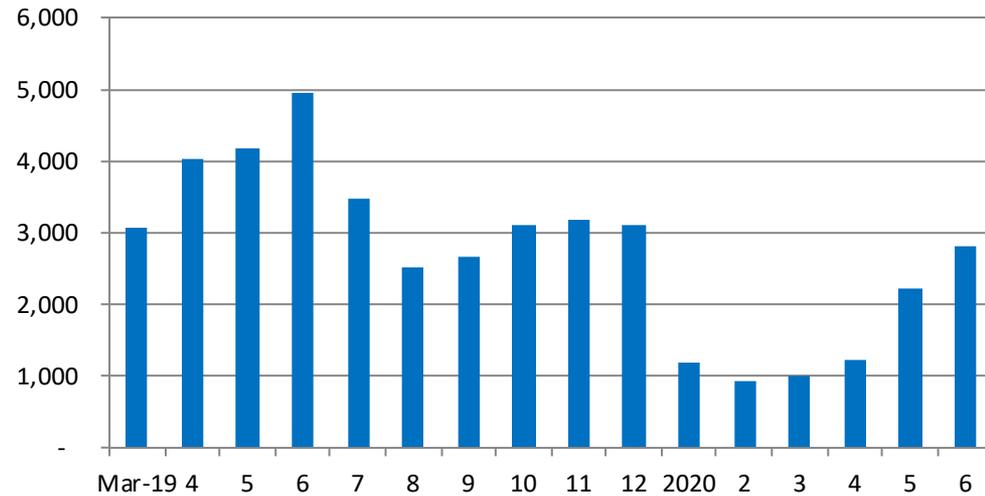


Powertrain:	1.5TD+48VBSG+7DCT 1.5TD+EV Motor+7DCT 1.8TD+6AT
Dimension:	4706/1909/1690
Wheelbase:	2805
Power:	130kw/135kw
Max. Torque:	255/300 N.m/rpm
MSRP:	RMB 99,800-192,800



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

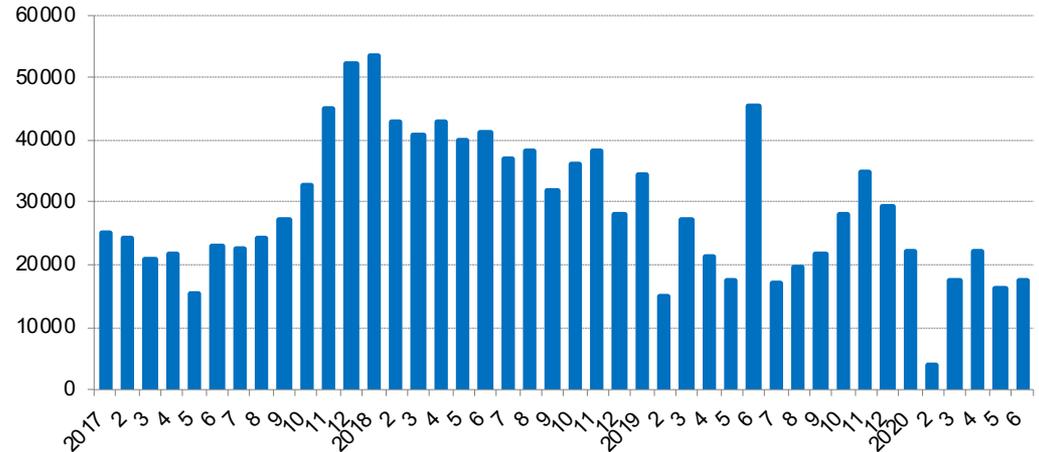
Monthly Sales Volume of Jiaji



Vision Family

- Vision Family(Vision, Vision X6, Vision X3, Vision S1) recorded a total of 99,508 (-38% YOY) unit sales volume in Jan - Jun 2020
- Accounted for 19% of total sales Volume in Jan - Jun 2020

Monthly Sales Volume of Vision Family



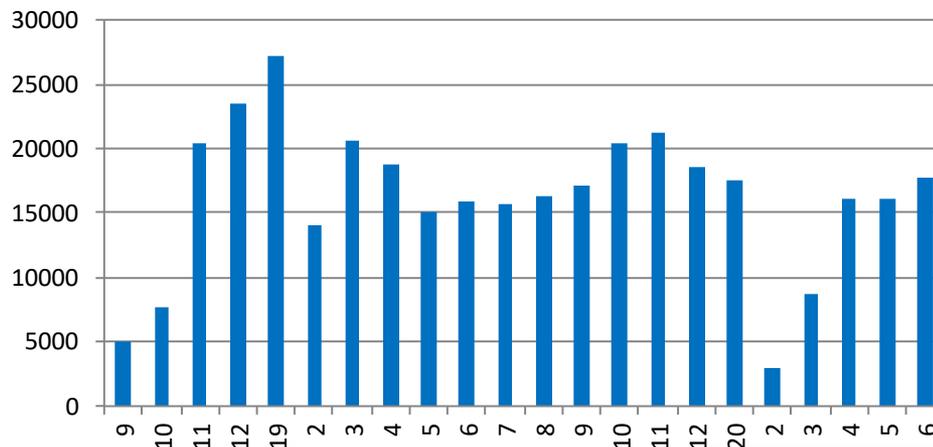
Binrui & Binyue



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

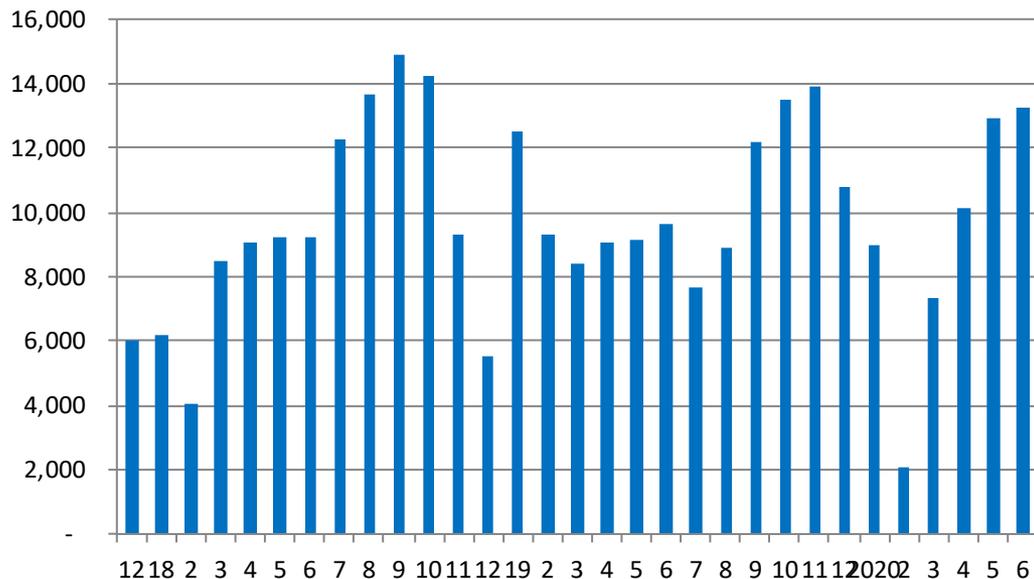
Engine:	1.5T, 1.0T
Transmissions:	7DCT, 6MT
Dimension:	4330/1800/1609
Wheelbase:	2600
Power:	130kw/5500rpm (1.5T)
Max. Torque:	255/1500-4000 N.m/rpm (1.5T)
MSRP:	RMB78,800-118,800

Monthly Sales Volume of "Bin" Series



LYNK & CO

Monthly Sales Volume of LYNK & CO



LYNK & CO

6月销量 13214 辆
创2020年 **单月新高**

同比增长约 **53%**, 环比增长约 **2%**
连续三个月 **双增长**

2020年1-6月累计销量
54763 辆
全系车型累计总销量
突破 **30** 万辆

立即下载 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 54,763 unit sales volume in Jan – Jun 2020(-2% 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”)

- Continued to be a constituent of the "Hang Seng Corporate Sustainability Benchmark Index" in 2019 - 2020
- Received an MSCI ESG Rating of **AA**
- ESG report published in April 2020
- Actively participated in international ESG evaluations, e.g. DJSI
- Reduction of general mandate to issue shares from 20% to 10% was duly passed in AGM in May 2020



Hang Seng Corporate Sustainability Index Series Member 2019-2020

MSCI
ESG RATINGS



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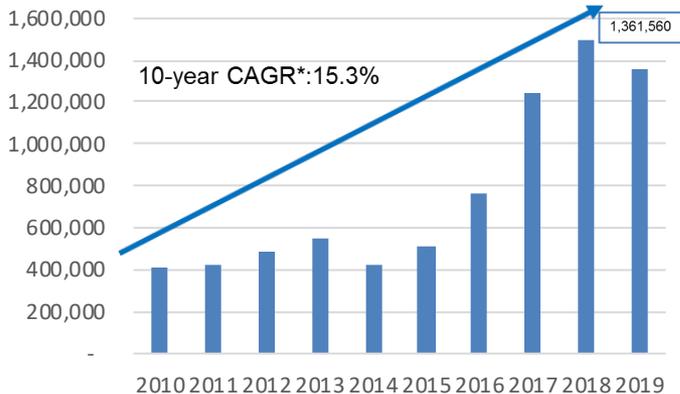
Environmental, Social & Governance (“ESG”) - (Continued)

- Sales volume of NEEVs 29,214 units in Jan – Jun 2020
- NEEVs contributed to 5.5% of total sales volume in Jan – Jun 2020
- 68% existing products offer NEEV versions
- For newest models like Jiaji, Xingyue & Icon, NEEVs accounted for about 53% of their total sales volume in Jan – Jun 2020



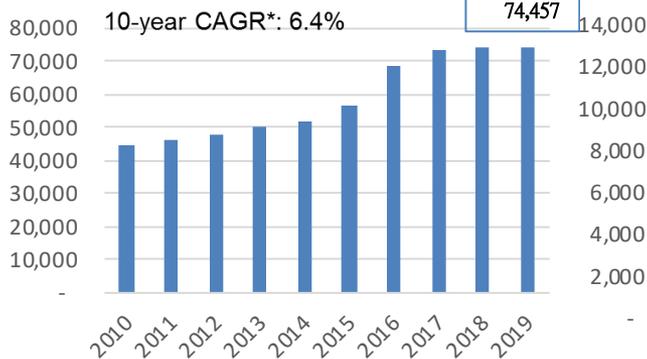
Financial Performance

Wholesale Volume (Units)



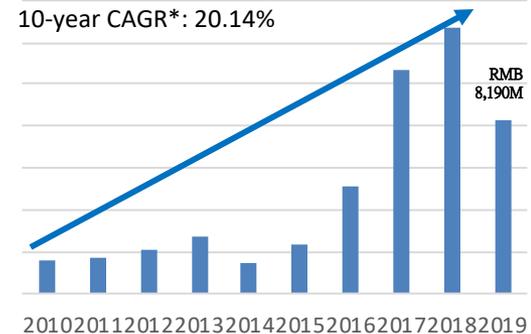
* CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

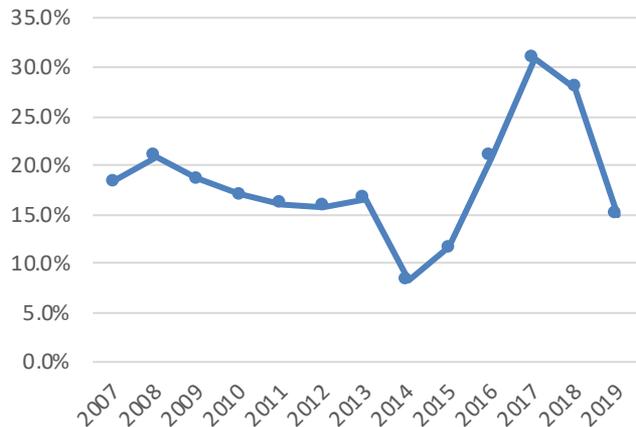


* Average Ex-factory Prices excluding Lynk&Co

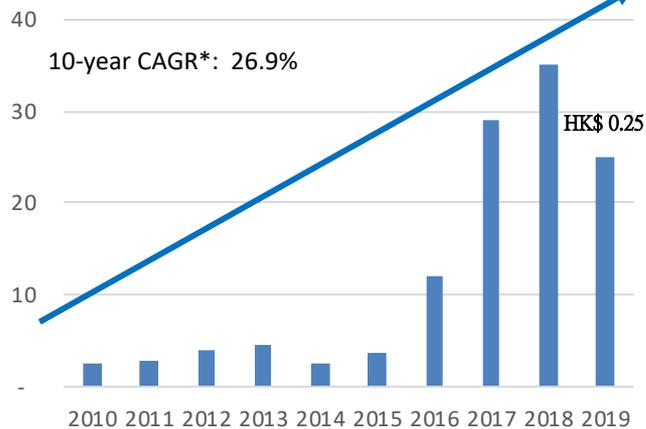
Net Profit (RMB Mn)



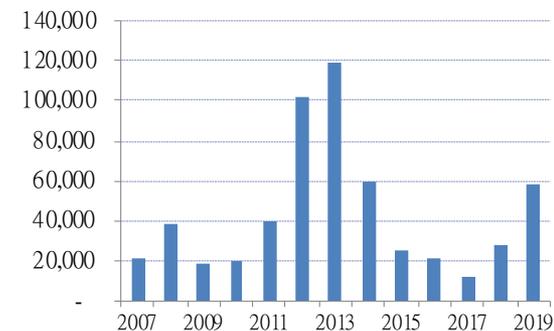
Return of Equity



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\$20.50 billion (on Jul 6 th , 2020)

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