

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

NOV 2019

Sales Performance

Jan-Oct 2019

Overall:	1,088,290 units -14% YoY
Domestic:	1,036,825 units -17% YoY
Exports:	51,464 units +196% YoY
NEEV:	78,738 units +83% YoY

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

424,086 units -20% YoY

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

636,201 units -14% YoY

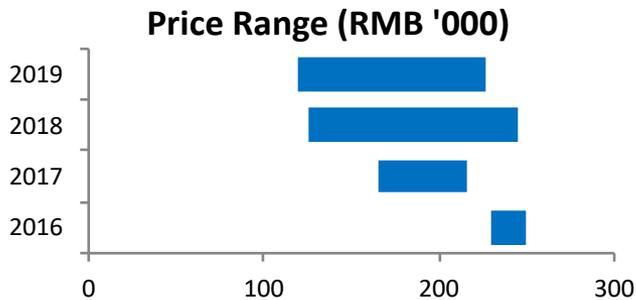
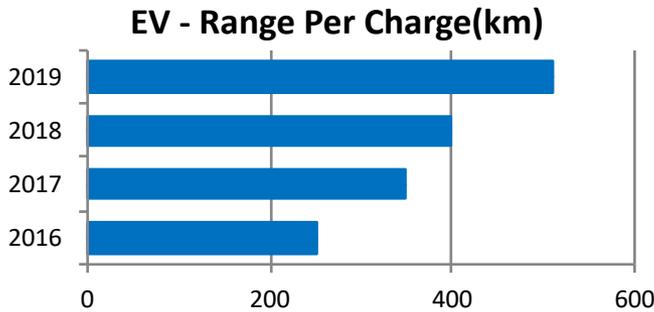
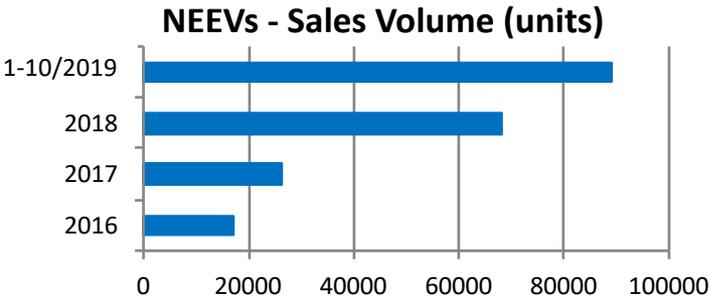
MPV (Jiaji)

28,003 units



New Energy and Electrified Vehicles

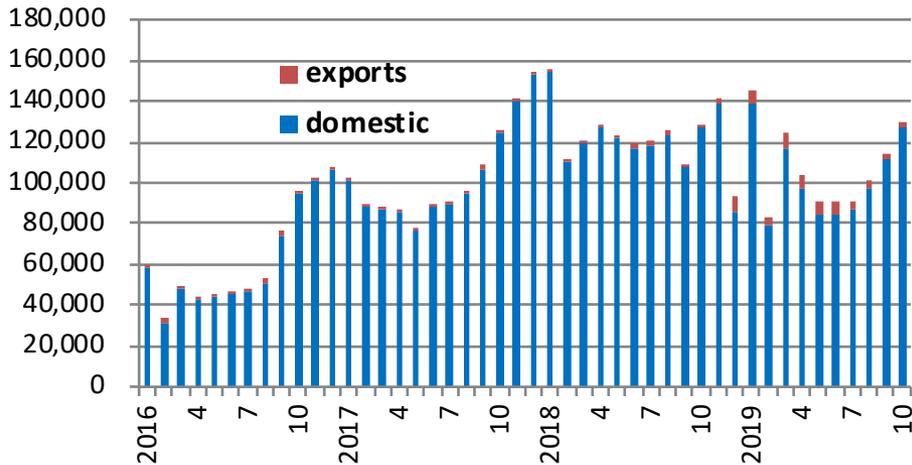
New NEEV models



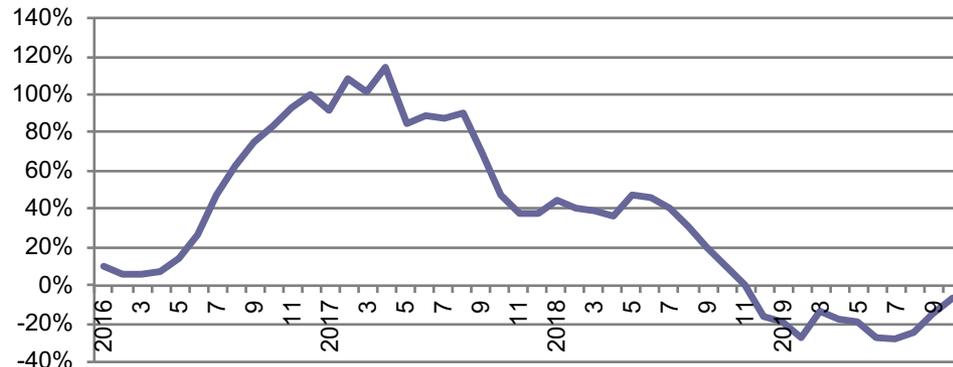
2019			
	Xingyue MHEV	Xingyue PHEV	Geometry A
2019			
	Binyue MHEV	Binyue PHEV	Jiaji MHEV/PHEV
2018			
	Borui GE MHEV	Borui GE PHEV	01 PHEV
			
	Emgrand EV350	Emgrand EV450	GSe
2017			
2016	Emgrand EV300 (2017)	Emgrand PHEV (2017)	Emgrand EV (2016)

Sales Performance

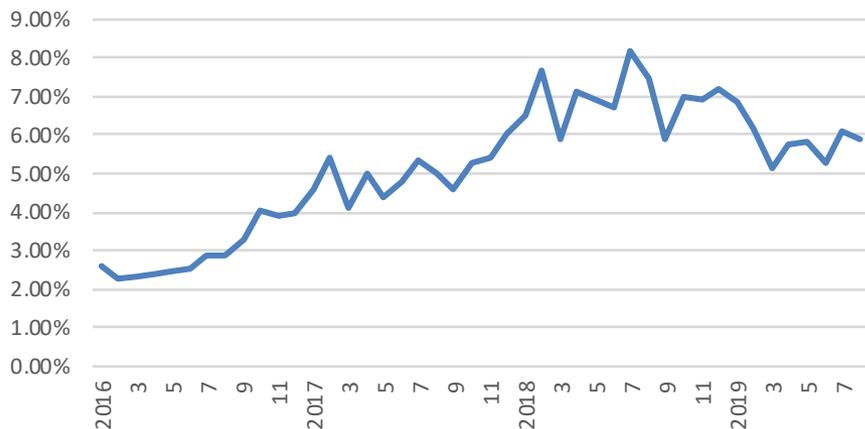
Monthly Sales Volume



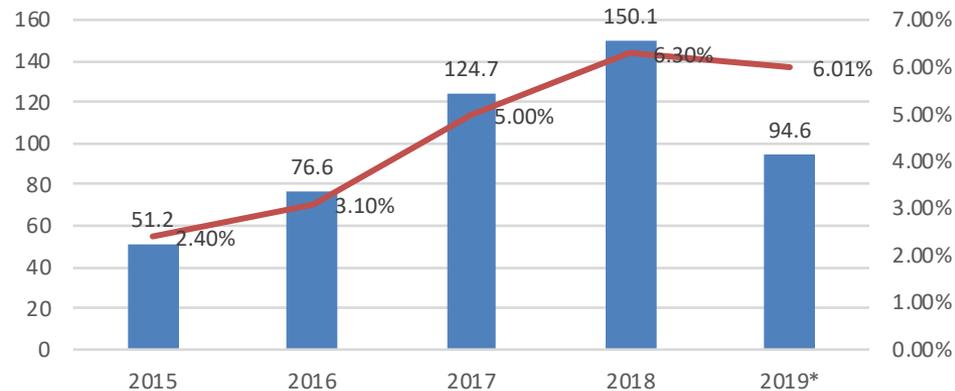
Domestic Sales Volume (3MMA+/-%)



Market Share



Yearly Sales Vol & Market Share

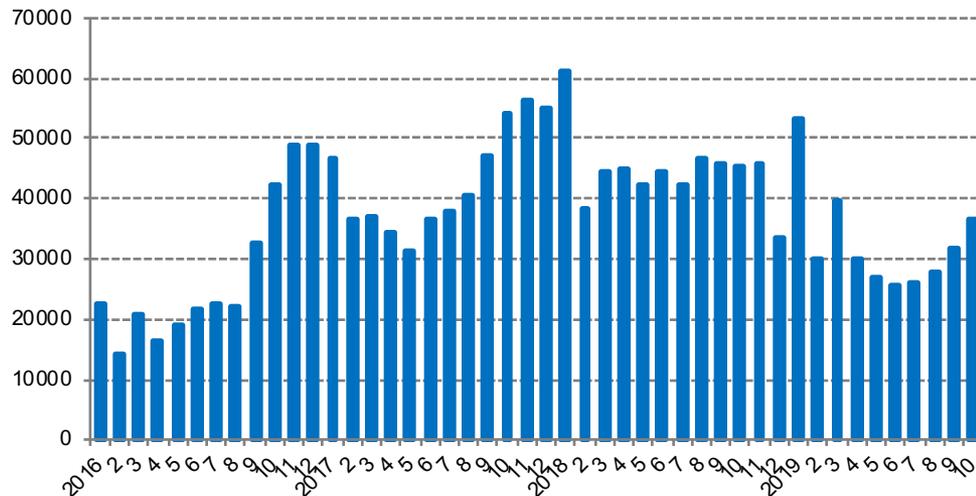


*End to Sep

New Emgrand Family

- Included Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- Emgrand Family recorded 36,664 unit sales volume in Oct, and 327,624 unit sales volume in Jan-Oct 2019

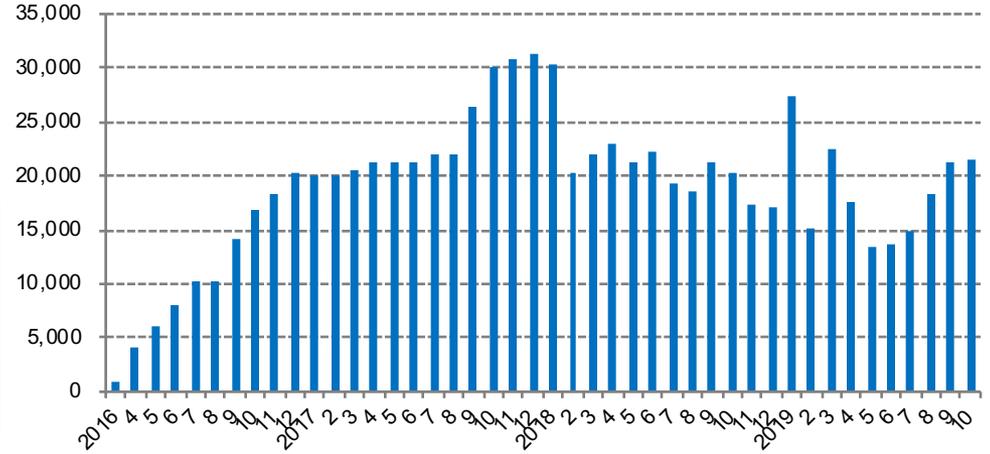
Monthly Sales Volume of Emgrand Family



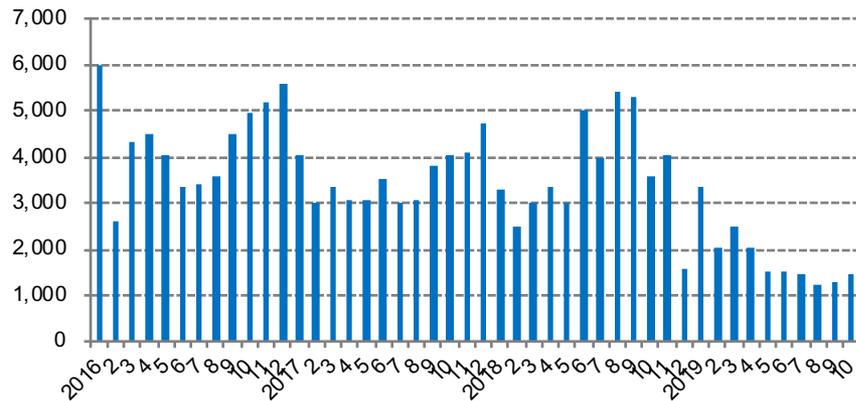
Boyue & Borui



Monthly Sales Volume of Boyue (incl. Boyue pro)



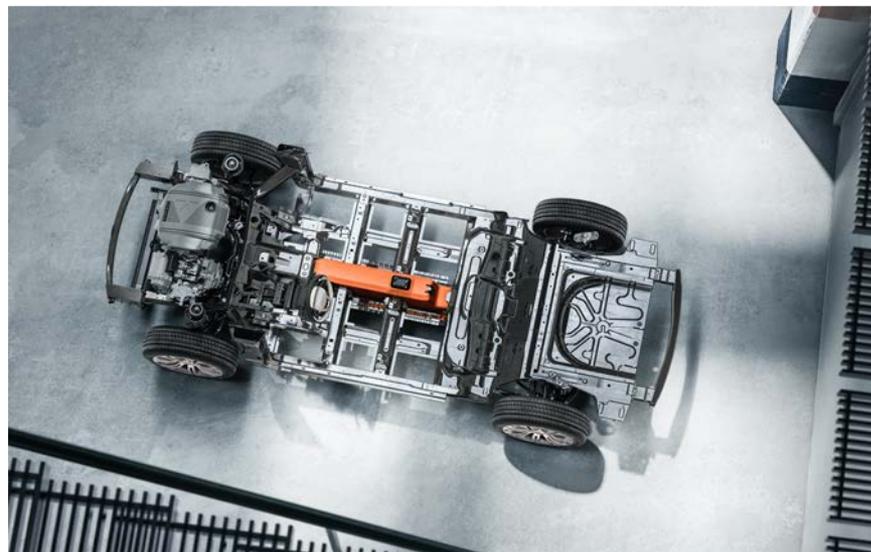
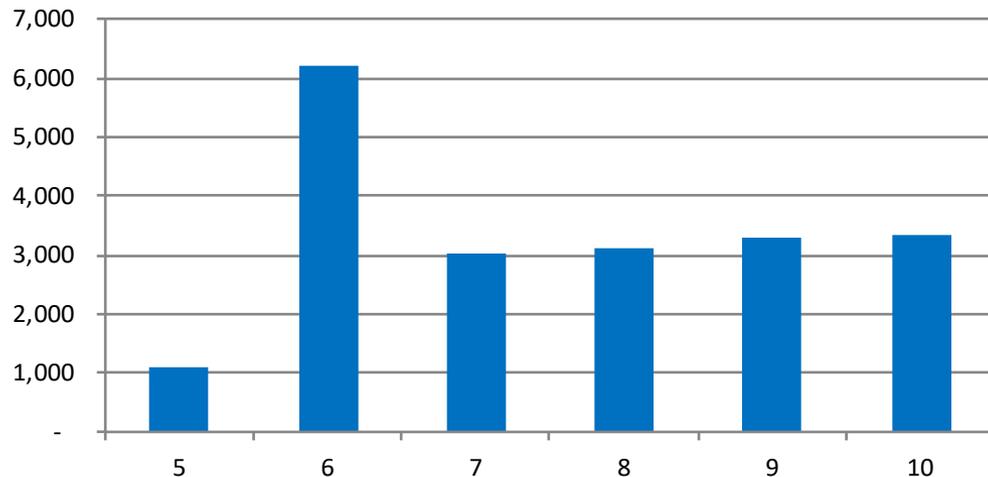
Monthly Sales Volume of Borui(incl. Borui GE)



Xingyue



Monthly Sales Volume of Xingyue



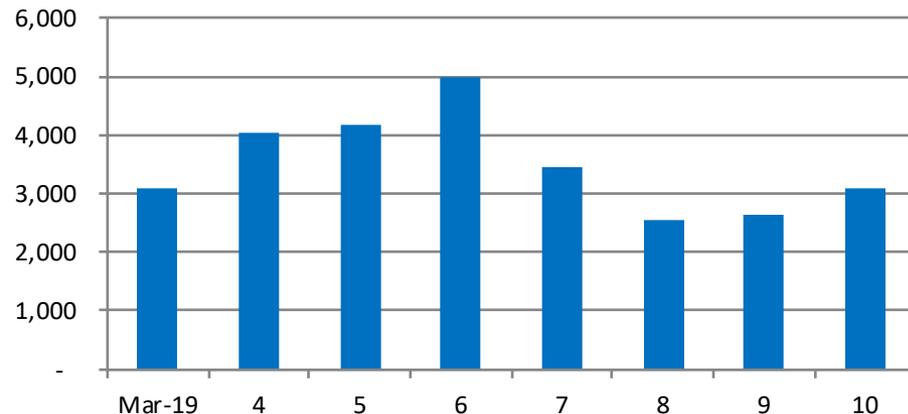
Powertrain:	1.5TD+7DCT 1.5TD+EV Motor+7DCT 2.0T+8AT
Dimension:	4605/1878/1643
Wheelbase:	2700
Power:	130kw/175kw/192kw
Max. Torque:	255//350/400 N.m/rpm
MSRP:	RMB 135,800-216,800
Platform:	CMA

*The first CMA-based Vehicle of Geely Brand

Jiaji



Monthly Sales Volume of Jiaji



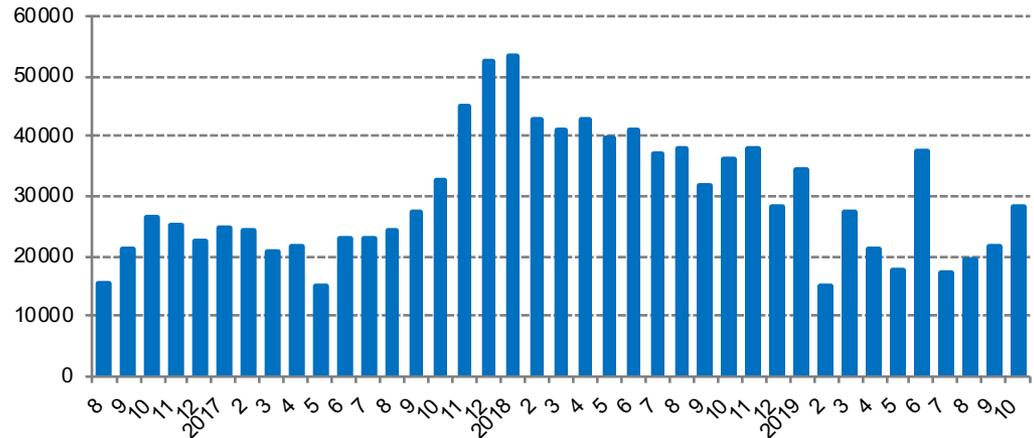
Powertrain:	1.5TD+48VBSG+7DCT 1.5TD+EV Motor+7DCT 1.8TD+6AT
Dimension:	4706/1909/1690
Wheelbase:	2805
Power:	130kw/135kw
Max. Torque:	255/300 N.m/rpm
MSRP:	RMB 99,800-192,800

*2+3+2, 2+2+3, 2+2+2 there seating options

Vision Family

- Included Vision, Vision X6, Vision X3, Vision S1
- Vision Family recorded 28,195 unit sales volume in Oct, and 246, 207 unit sales volume in Jan- Oct 2019

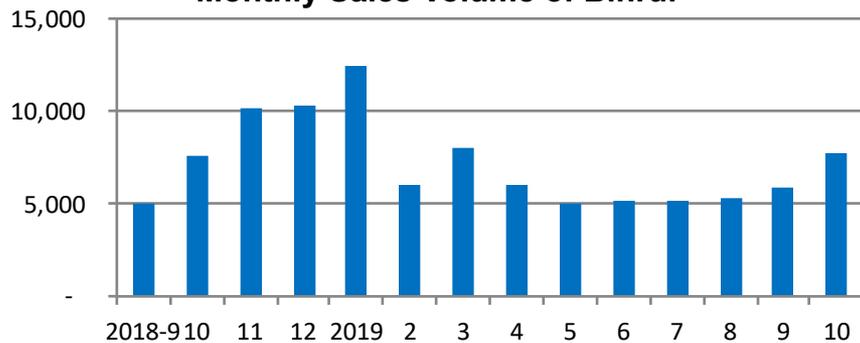
Monthly Sales Volume of Vision Family



Binrui & Binyue

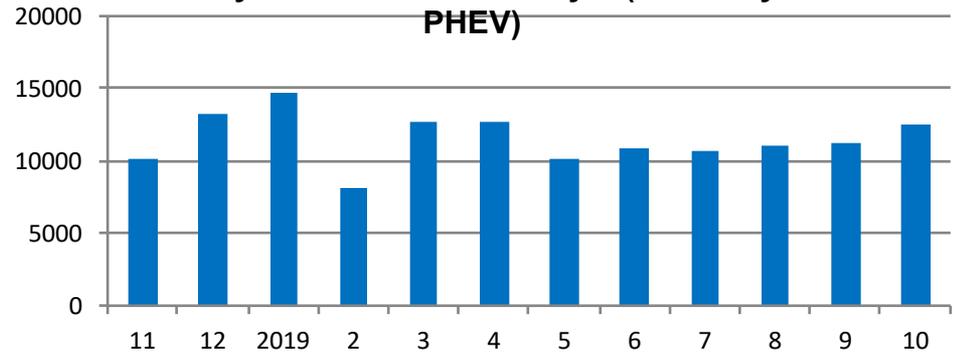


Monthly Sales Volume of Binrui



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 Binyue(incl. Binyue PHEV)



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

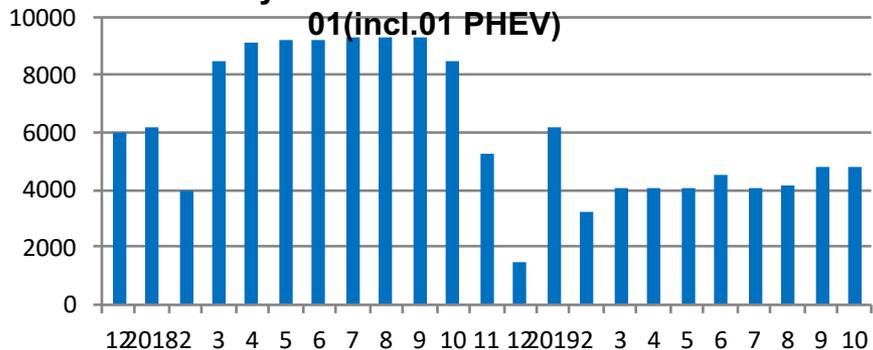
LYNK & CO

- **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, followed by USA; 10 new models by 2020**
- **Lynk & Co recorded 103,128 unit sales volume in Jan to Oct(+1% YoY).**



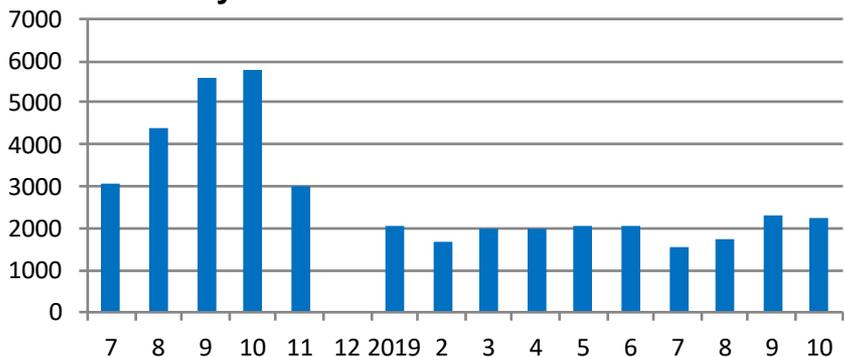
LYNK & CO

Monthly Sales Volume of LYNK & CO



01

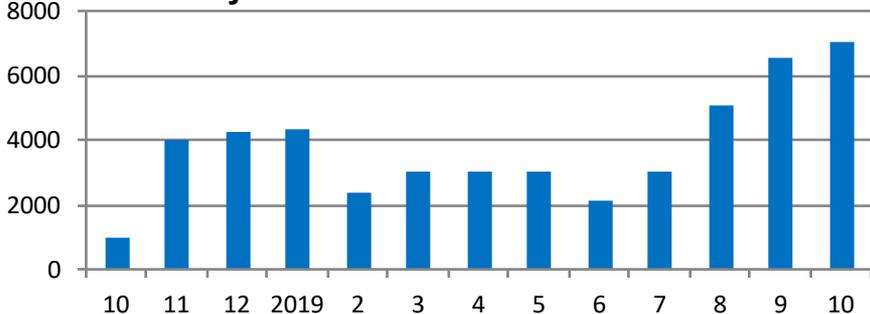
Monthly Sales Volume of LYNK & CO 02



02



Monthly Sales Volume of LYNK & CO 03



03



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 StudySM (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

Source: J.D.Power 2019 China Initial Quality StudySM (IQS)

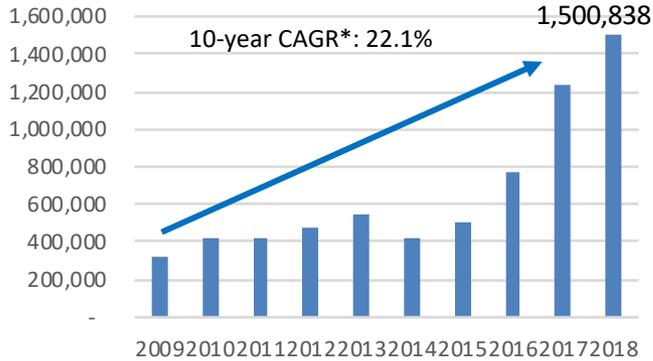
Geely GKUI

- 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



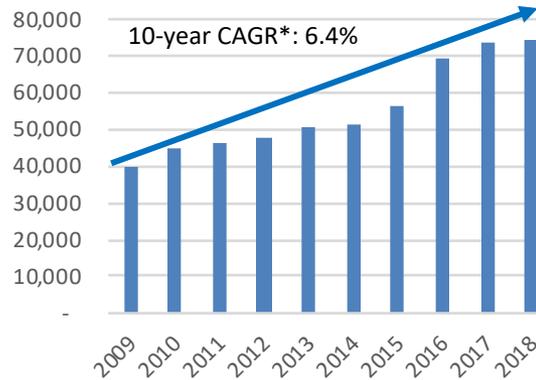
Financial Performance

Sales Volume (Units)

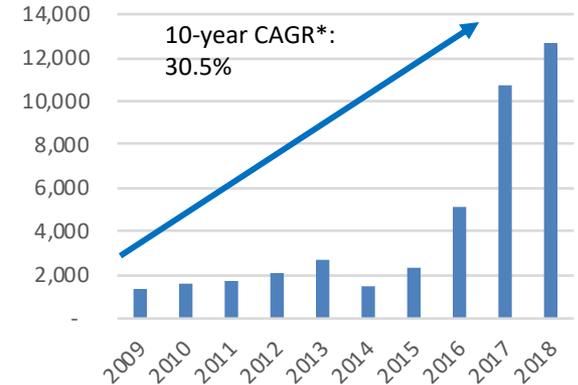


*CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

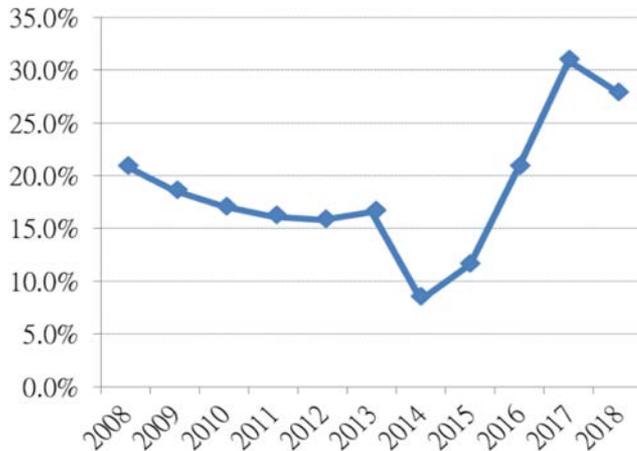


Net Profit (RMB Million)

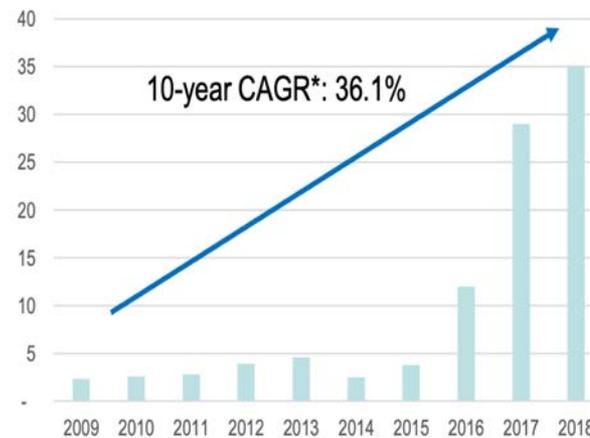


*CAGR: Compound Annual Growth Rate

Return of Equity

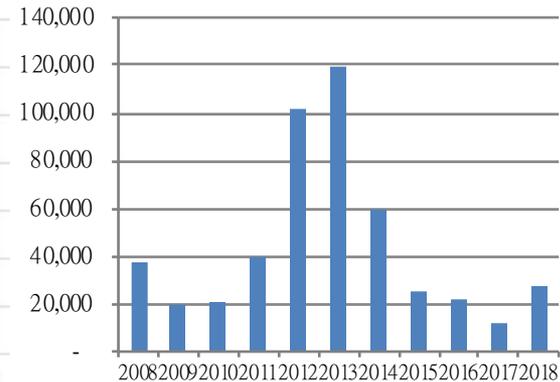


Cash DPS** (HK cents)



**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

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 980 Geely dealers ,118 Geometry dealers and 263 LYNK & CO dealers in China;• 16 sales agents, 249 sales and service outlets in 16 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:	45,500 (on Jun. 30 th , 2019)
Manufacturing facilities:	12 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Distribution network:	More than 980 Geely dealers ,118 Geometry dealers and 263 LYNK & CO dealers in China
2019 1H Sales Volume:	651,680 units
2019 1H Revenues:	US\$6.78 billion
Market Capitalization:	US\$17.6 billion (on Nov 6 th , 2019)

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