

吉利汽車控股有限公司
GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Apr 2019

Sales Performance

Mar. 2019

Overall: 366,588 units -5% YoY
Domestic: 346,773 units -10% YoY
Exports: 19,815 units +526% YoY

NEEVs

23,340 units +773%

Sedans (New Emgrand+Vision+Emgrand GL+KINGKONG+BORUI+BINRUI+03)

141,118 units -11% YoY

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

199,574 units -11% YoY

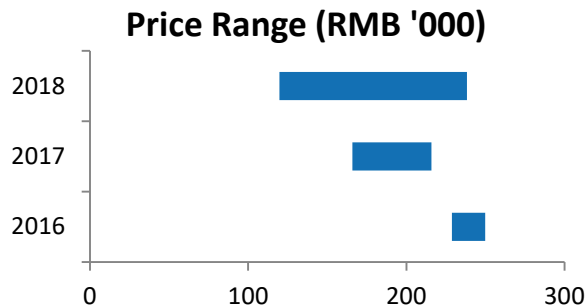
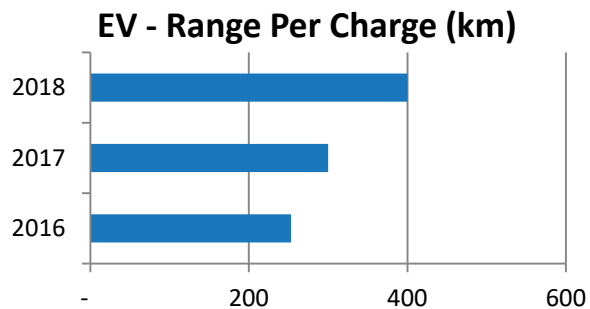
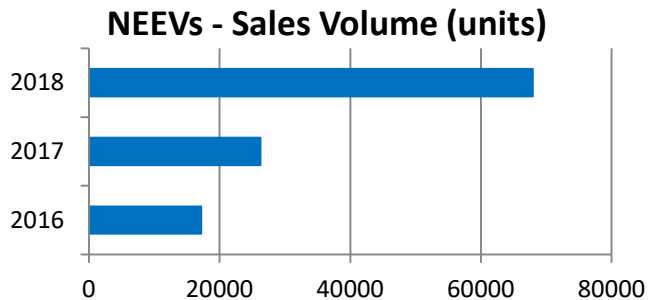
MPV





2,556 units



New Energy and Electrified Vehicles

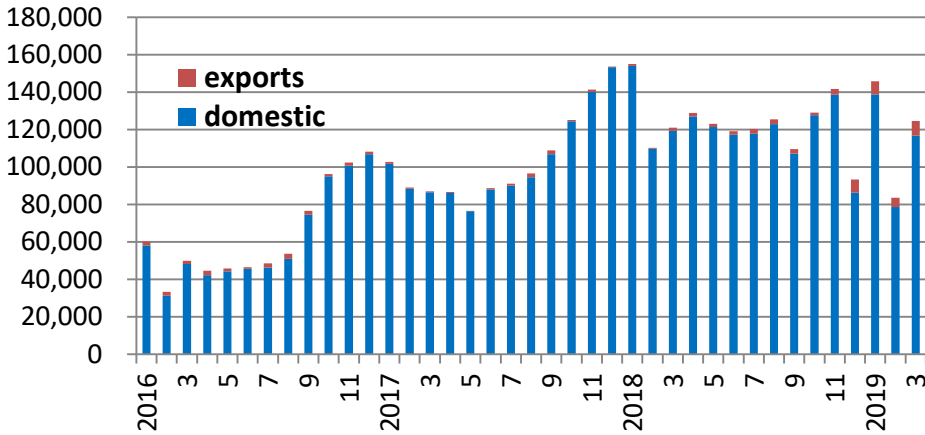
New NEEV models



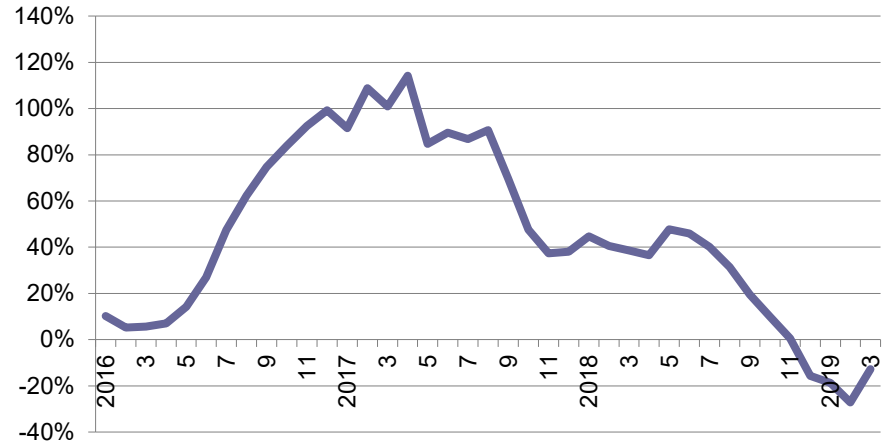
<p>2018</p>	 <p>Borui GE MHEV</p>	 <p>Borui GE PHEV</p>	 <p>01 PHEV</p>
	 <p>Emgrand EV350</p>	 <p>Emgrand EV450</p>	 <p>GSe</p>
<p>2017</p>	 <p>Emgrand EV300</p>  <p>Emgrand PHEV</p>		
<p>2016</p>	 <p>Emgrand EV</p>		

Sales Performance

Monthly Sales Volume



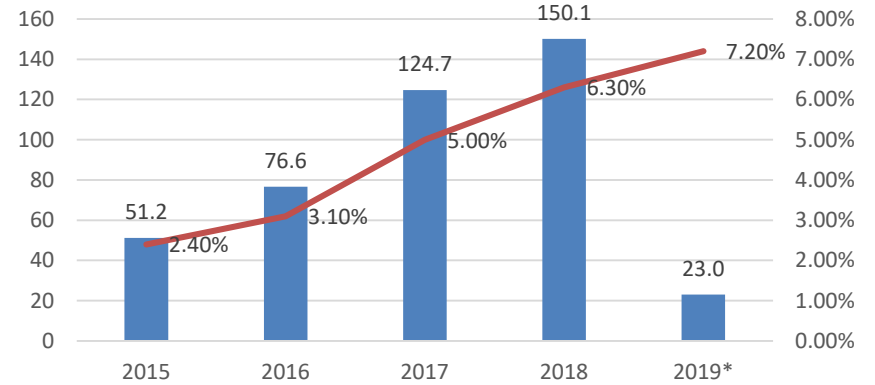
Domestic Sales Volume (3MMA+/-%)



Market Share



Yearly Sales Vol & Market Share

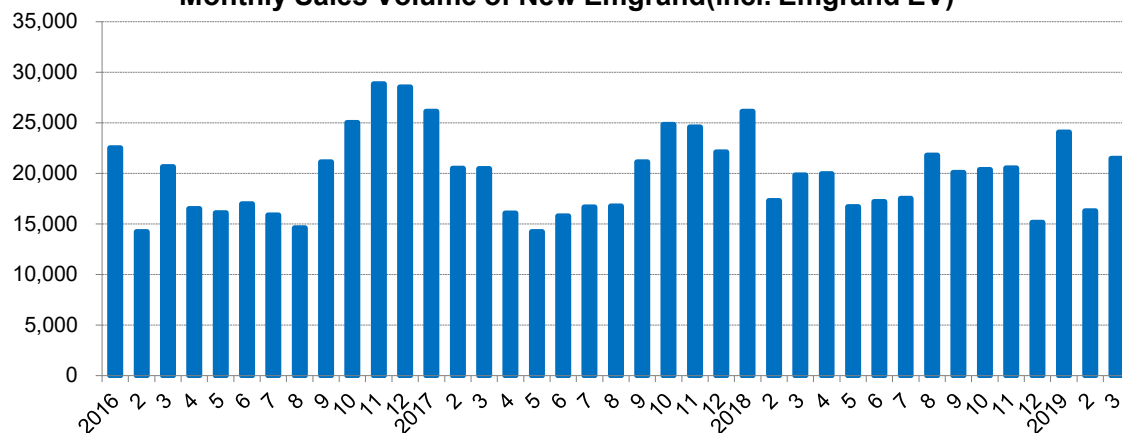


*End to Feb

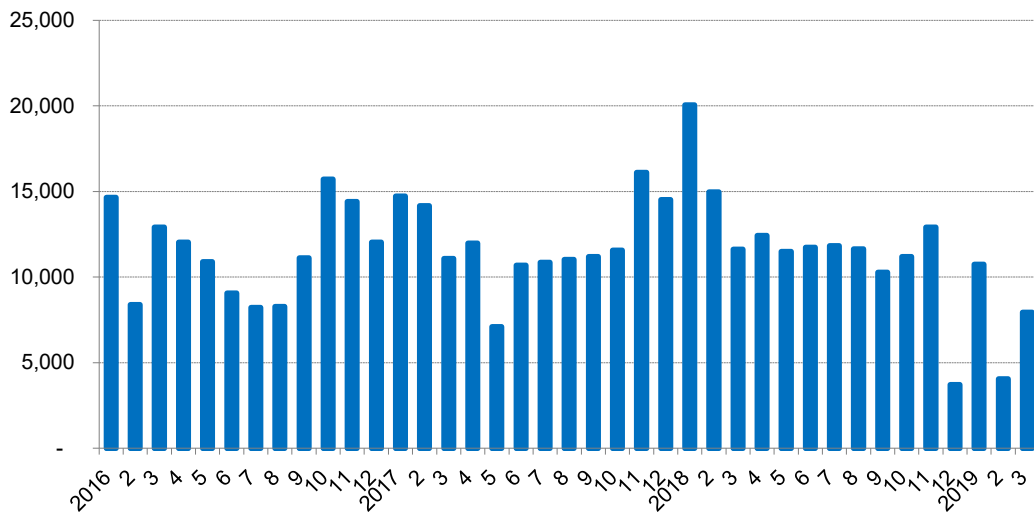
New Emgrand & Vision



Monthly Sales Volume of New Emgrand(incl. Emgrand EV)



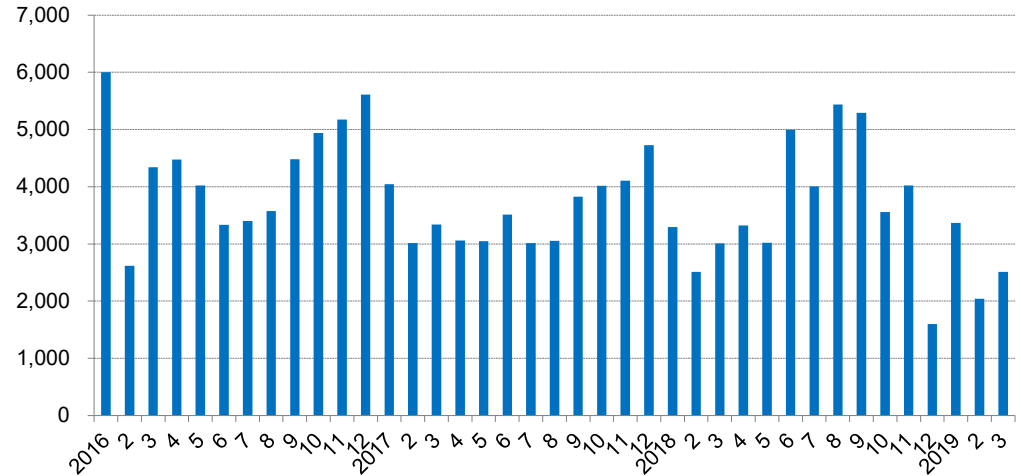
Monthly Sales Volume of Vision



Borui GE



Monthly Sales Volume of Borui(incl. Borui GE)



Powertrain: 1.5TD+48V BSG +7DCT
1.5TD+EV Motor+7DCT

Dimension: 4986/1861/1513

Wheelbase: 2870

Power: 142kw/192kw

Max. Torque: 300/425 N.m/rpm

MSRP: RMB 136,800-199,800

Fuel consumption: 5.8L/100km 1.6L/100km

MHEV
轻度混合动力



5.8L/100KM Fuel Consumption
10% Power increase
15% Energy economy
0.3S Dynamic response

PHEV
插电混合动力

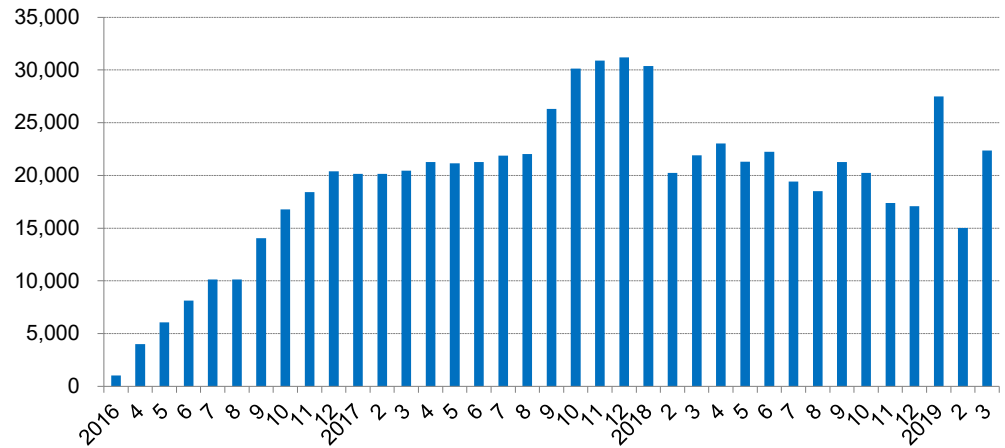


60KM EV mode range
7.4S 0-100KM/H
1.6L/100km Fuel Consumption
P2.5 Architecture the most advanced tech
97% Transmission efficiency

Boyue



Monthly Sales Volume of Boyue



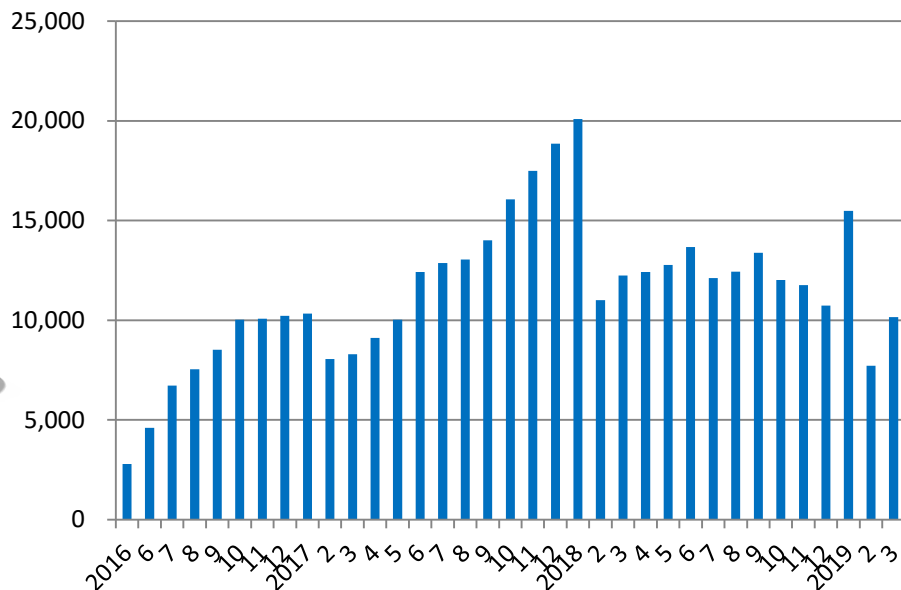
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



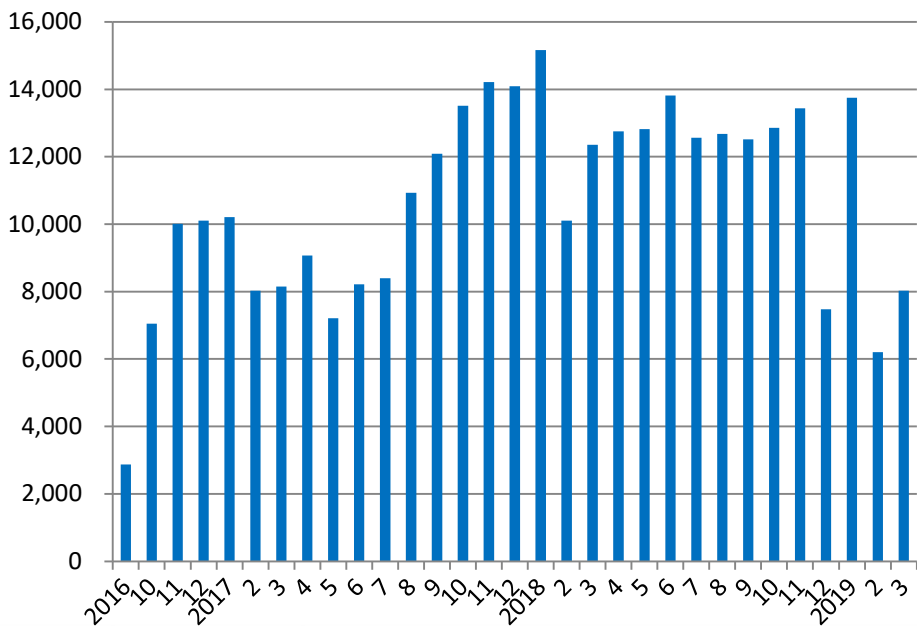
Emgrand GS & GL



Monthly Sales Volume of Emgrand GS(incl. GS-E)



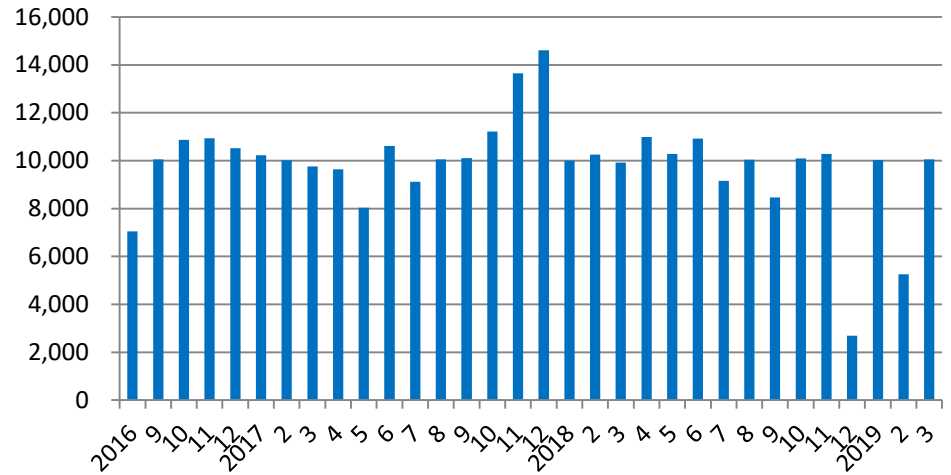
Monthly Sales Volume of Emgrand GL



Vision SUV



Monthly Sales Volume of Vision SUV



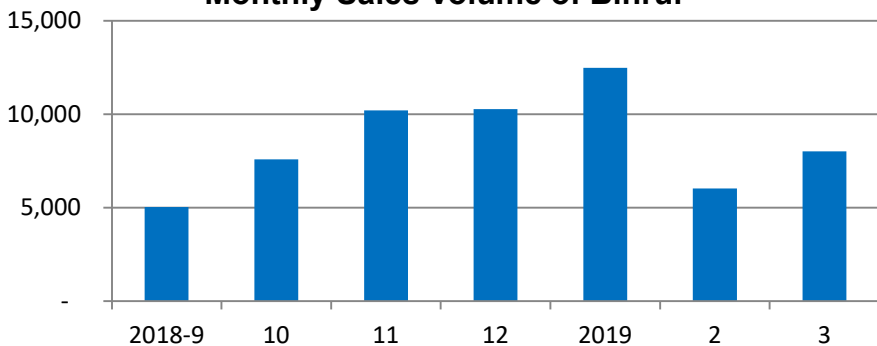
Engine:	1.3T, 1.8L
Transmissions:	CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900



New Model – Binrui & Binyue



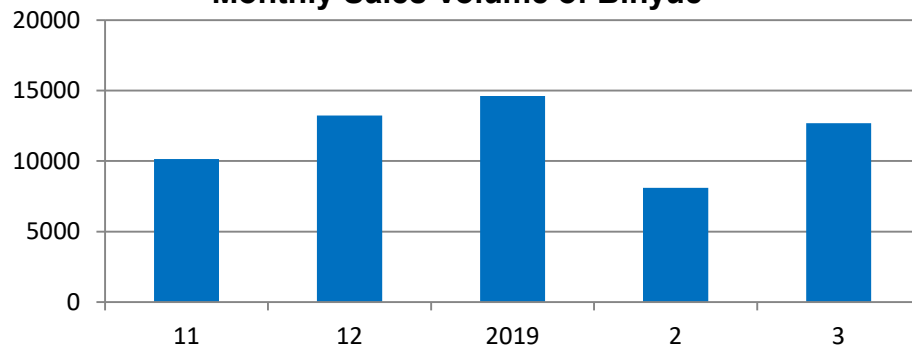
Monthly Sales Volume of Binrui



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



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

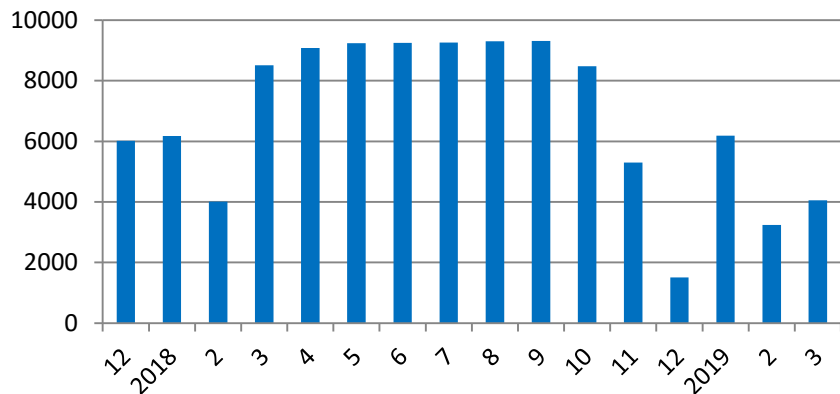
LYNK & CO

- **JV with 5:3:2 share holding structure of the listed group, Volvo Car and the parent group**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **Supported by new vehicle models developed from CMA**
- **260 stores in China by end 2018**
- **2020 in Europe, followed by USA; 10 new models by 2020**
- **Lynk & Co recorded 28,929 unit sales in 2019.**



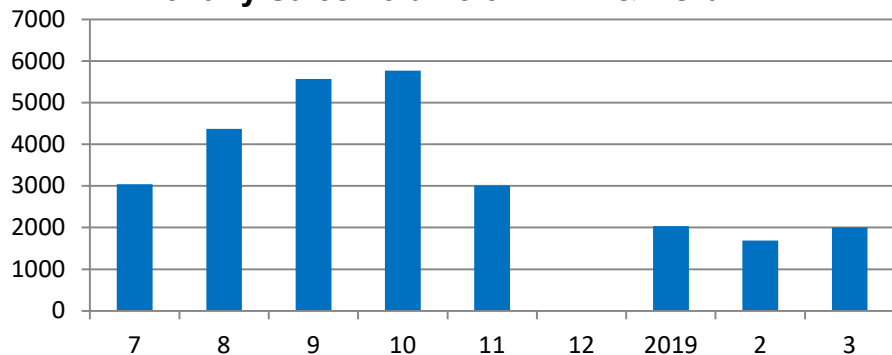
LYNK & CO

Monthly Sales Volume of LYNK & CO 01



01

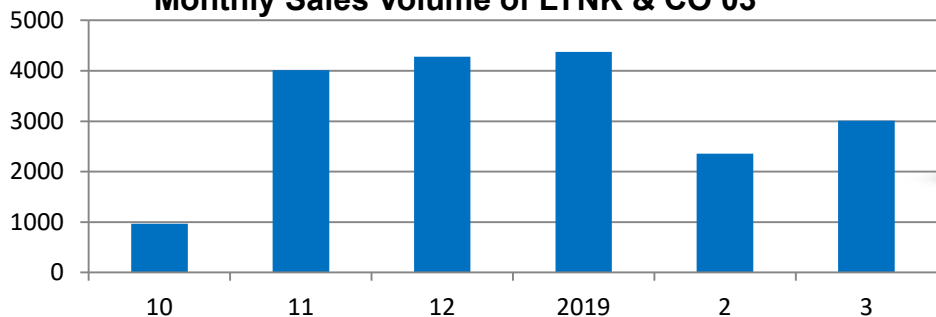
Monthly Sales Volume of LYNK & CO 02



02



Monthly Sales Volume of LYNK & CO 03



03



New Products

- 2019 New Model Outlook
- 2 MPVs
- A sport SUV
- An A0 SUV
- A Pure EV sedan
- A New model of LYNK & CO



New-Vehicle Quality



J.D.Power 2018 China Initial Quality StudySM (IQS)#

Brand	PP100	Overall Rank	Sector Rank*
Lynk&Co	92	3	1
Mass Market Average	107		
Luxury Average	89		

based on responses from 33,404 vehicle owners who purchased their cars between June 2017 and May 2018. The study includes 285 passenger vehicle models and 77 different brands in 71 major cities across China.

* ranking amongst Chinese brands

Source: J.D.Power 2018 China Initial Quality StudySM (IQS)

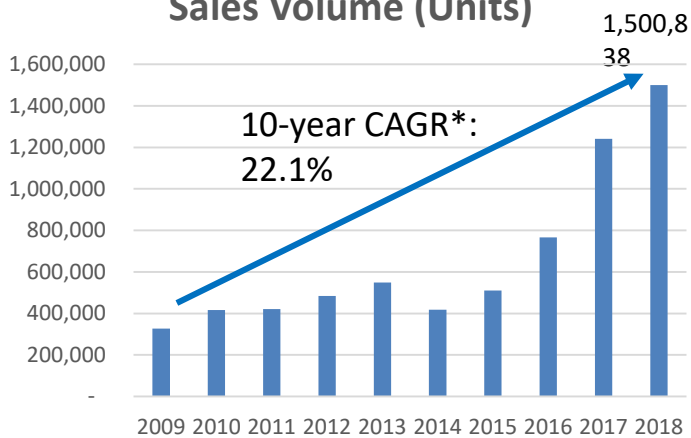
Geely GKUI

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



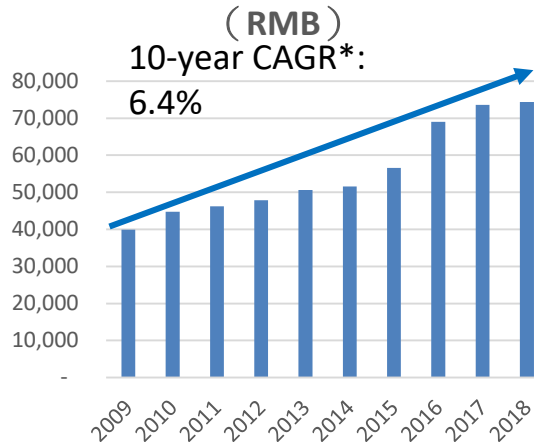
Financial Performance

Sales Volume (Units)

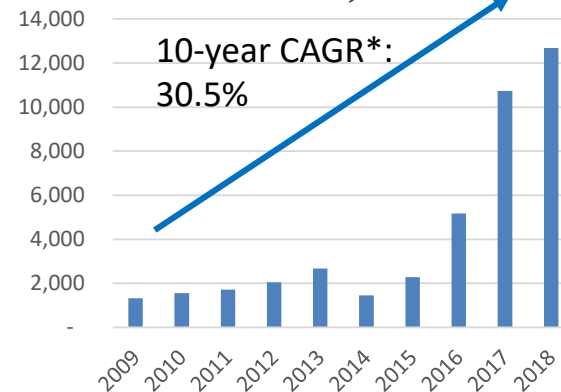


*CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

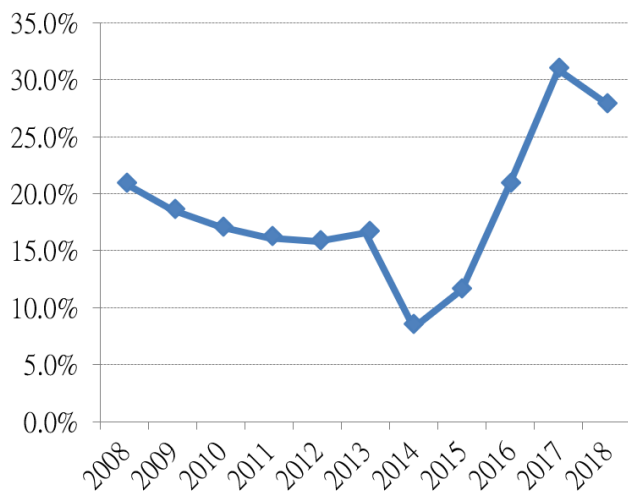


Net Profit (RMB Million)

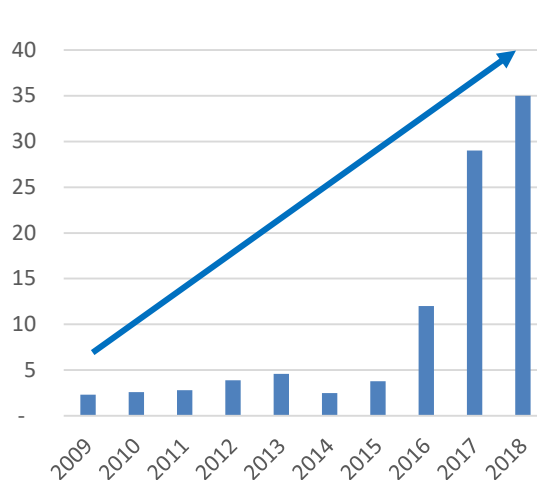


*CAGR: Compound Annual Growth Rate **DPS: Dividend Per Share

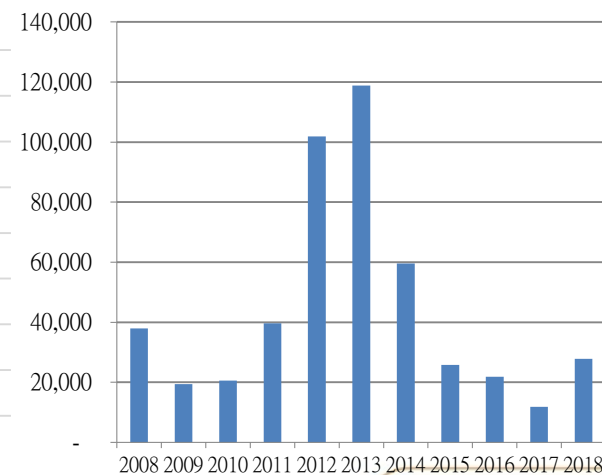
Return of Equity



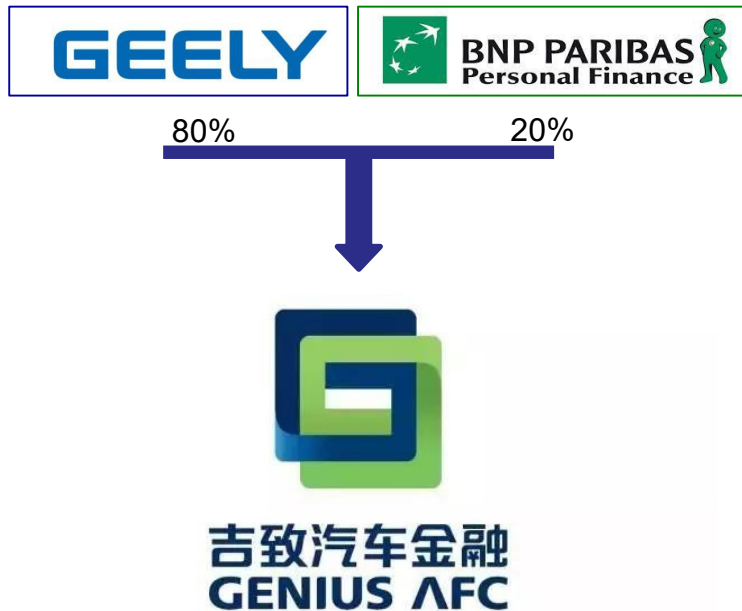
Cash DPS** (HK cents)



Export Sales Volume



Auto Finance Joint Venture



- Located in Shanghai
- Registered capital RMB 2B
- 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
- 2018 net profit RMB 217M

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 940 dealers and 130 LYNK & CO dealers in China;• 24 sales agents, 297 sales and service outlets in 24 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

Geely Automobile in Figures

Year started:	1998
Total workforce:	47,500 (on Jun. 30 th , 2018)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 940 Geely dealers , And 130 LYNK & CO dealers in China
2018 Sales Volume:	1,500,838 units
2018 Revenues:	US\$15.8 billion
Market Capitalization:	US\$20.3 billion (on April 10 th , 2019)

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