Corporate Presentation

January 2021
# Sales Performance

<table>
<thead>
<tr>
<th></th>
<th>Dec 2020</th>
<th>2020 FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall:</td>
<td>154,202 units  +19% YoY</td>
<td>1,320,217 units  -3% YoY</td>
</tr>
<tr>
<td>Domestic:</td>
<td>142,297 units  +12% YoY</td>
<td>1,247,526 units  -4% YoY</td>
</tr>
<tr>
<td>Exports:</td>
<td>11,905 units  +255% YoY</td>
<td>72,691 units     +25% YoY</td>
</tr>
<tr>
<td>NEEV*:</td>
<td>7,171 units  -28% YoY</td>
<td>68,142 units     -40% YoY</td>
</tr>
<tr>
<td>Sedans</td>
<td>472,538 units  -11% YoY</td>
<td></td>
</tr>
<tr>
<td>SUVs</td>
<td>818,907 units  2%  YoY</td>
<td></td>
</tr>
<tr>
<td>MPV</td>
<td>28,772 units  -9% YoY</td>
<td></td>
</tr>
</tbody>
</table>

*New Energy and Electrified Vehicle which including MHEV, HEV, PHEV, and BEV at this moment.*
Sales Performance

Monthly Sales Volume (units)

Domestic Sales Volume (3MMA+/-%)

Market Share

Annual Sales Volume & Market Share

Source: The Company, CAAM
Xingrui

- First Geely Brand Sedan on CMA platform
- First 2-month sales recorded 19K+
- Xingrui was awarded “China Car of the Year 2021”
- First FOTA on 20 Nov Guangzhou Auto Show
Boyue & Borui

- Borui GE: the B segment sedan was awarded the “Grand Car in China 2019”
- Boyue is one of the best-selling SUV models in China & Malaysia.

Geely’s SUV Sales Volume Ranking

<table>
<thead>
<tr>
<th>Country</th>
<th>2019</th>
<th>2020H1</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>#3</td>
<td>#3</td>
</tr>
<tr>
<td>Malaysia</td>
<td>#1</td>
<td>#1</td>
</tr>
</tbody>
</table>
Binrui & Binyue & Icon

- All 3 models are based on BMA platform
- Binyue was launched in Malaysian and Philippian Markets.
First Geely Brand MPV

7-seater SUV

Monthly Sales Volume of Jiaji (units)

Sales Volume of Haoyue (units)
New Emgrand & Vision Family

New Emgrand remains the best-selling sedan model among local brands.
• Monthly sales volume breaks record high in consecutive 6 months. Dec sales reached 24.8K.
• Opened its first outlet in Europe: “Lynk & Co Club” in Amsterdam.
Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.

- **ICE**
  - Turbo Charger
  - GDI
  - 7DCT

- **MHEV**
  - Motor 10kW
  - 48V Application
  - Torque assist
  - Start stop

- **HEV**
  - Motor 45kW
  - 260V application
  - Torque boost
  - Brake energy recovery

- **PHEV**
  - Motor 60kW
  - High voltage application
  - E-Drive
  - Brake energy recovery

- **BEV**
  - 3 in 1 power management system
  - Motor capacity up to 200kw

Numbers of NEEV vs ICE models in current portfolio (models)

<table>
<thead>
<tr>
<th></th>
<th>ICE</th>
<th>MHEV</th>
<th>HEV</th>
<th>PHEV</th>
<th>BEV</th>
</tr>
</thead>
<tbody>
<tr>
<td>ICE</td>
<td>10</td>
<td>11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MHEV</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HEV</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PHEV</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BEV</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

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New Energy and Electrified Vehicles

**NEEVs - Sales Volume (units)**

- 2020
- 2019
- 2018
- 2017
- 2016

**EV - Range Per Charge (km)**

- 2020
- 2019
- 2018
- 2017
- 2016

**Price Range (RMB '000)**

- 2020
- 2019
- 2018
- 2017
- 2016

### Cars

- **ICON MHEV**
- **Boyue pro MHEV**
- **Jiaji ePro**
- **Borui ePro**
- **Emgrand GL PHEV**
- **Emgrand GSe**
- **Binyue ePro**
- **Emgrand EV500**
- **Geometry A**
- **Geometry C**
- **Xingyue MHEV/PHEV**
- **01 MHEV/HEV**
- **03 PHEV**
- **02 PHEV**
- **01 PHEV**
Modular Architecture Development

- Modular Architectures (BMA,CMA,SPA,SEA) to cover the entire product line
- A0/A/B/C/D/E segments with versatile powertrain options
- Advanced flexible E/E structure
Modular Architecture Development

浩瀚 SEA
Sustainable Experience Architecture

- Pure Electrical Modular Architecture;
- Wide Band width covering A-E segment;
- Cloud based electric component management;
- Centralized Domain control E/E structure;
- Fully Autonomous Driving from 2025;
- SEA OS to facilitate the future EV ecosystem;
- Open-Source Electric Vehicle Architecture
## Autonomous Driving Road Map

The modular Architectures are designed for Full Autonomous Driving of future.

<table>
<thead>
<tr>
<th>Year</th>
<th>Stage</th>
<th>Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>Basic Driver Assistant</td>
<td>• Mass deployment&lt;br&gt;• As basis of data collection&lt;br&gt;• Shadow Mode&lt;br&gt;• OTA Mode</td>
</tr>
<tr>
<td>2022</td>
<td>Advanced AD On structural Road</td>
<td>• Maximize the duration of continuous auto pilot&lt;br&gt;• Rich Scenes; Cross-layer Packing, Random Parking, hands-off/eyes off in particular scene</td>
</tr>
<tr>
<td>2023</td>
<td>Advanced AD On open Road</td>
<td>• Apply L4 (unsupervised) to the scenes like parking, highway, urban, etc. in specified regions</td>
</tr>
<tr>
<td>2025</td>
<td>Fully AD</td>
<td>• Based on technology as full stack SW, HD maps, super brain, etc.&lt;br&gt;• Achieve fully auto pilot</td>
</tr>
</tbody>
</table>
New Products

Lynk & Co Zero Concept
The First Model on SEA Platform
Scheduled for launch by end 2021

The Preliminary NEW products for 2021:
- Lynk & co Zero concept
- Lynk & co B segment SUV
- CMA platform based Boyue
- Brand new Emgrand sedan
- Facelift and new energy versions of existing models

<table>
<thead>
<tr>
<th>Smart</th>
<th>Feature</th>
<th>Luxury</th>
</tr>
</thead>
<tbody>
<tr>
<td>Co Pilot</td>
<td>700+km</td>
<td>150-220mm</td>
</tr>
<tr>
<td>Full AD</td>
<td>NEDC</td>
<td>Air suspension</td>
</tr>
<tr>
<td>100% FOTA</td>
<td>&lt;4S</td>
<td>Power Door</td>
</tr>
<tr>
<td>Full cycle full Scenarios</td>
<td>Acceleration</td>
<td>Frameless electric door</td>
</tr>
<tr>
<td>AI Mate</td>
<td>80+km/h</td>
<td>LCD Bespoke</td>
</tr>
<tr>
<td>Smart cockpit</td>
<td>Elk test</td>
<td>Customization</td>
</tr>
</tbody>
</table>
### Auto Finance Joint Venture

#### Geely Brand Retail Penetration

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020H1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>13%</td>
<td>18%</td>
<td>29%</td>
<td>33%</td>
</tr>
</tbody>
</table>

#### Retail NPL (non-performing loan: +60 days): 0.18% in 2020H1

#### Ranked No.1 in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study

#### Retail Contracts (unit)

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020H1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>168K</td>
<td>302K</td>
<td>448K</td>
<td>210K</td>
</tr>
</tbody>
</table>

#### Total Outstanding (RMB Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020H1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9,655</td>
<td>19,263</td>
<td>31,592</td>
<td>34,819</td>
</tr>
</tbody>
</table>

#### Net Profit (RMB Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020H1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>48</td>
<td>217</td>
<td>509</td>
<td>423</td>
</tr>
</tbody>
</table>
Environmental, Social & Governance ("ESG")

- During Jan – Dec 2020, NEEVs contributed to 5.2% of total sales volume. For Jiaji, Xingyue & Icon, NEEVs accounted for nearly half of their total sales volume.

- ICON, Hao Yue and Vision X6 were selected in the 5th batch of “Green Design Product - Automotive Products M1 Traditional Vehicles” by the Ministry of Industry and Information Technology (“MIIT”). A total of 15 Geely products have been selected for 3 consecutive years, representing 38.5% of selected automotive products.

- Selected as one of the "Demonstration Enterprises for Industrial Product Green Design" by the MIIT. Geely is the only passenger car company selected in 2020.
Financial Performance

Sales Volume (Units)
- 10Yrs CAGR 15.3%

Average Ex-factory Prices (RMB)
- 10Yrs CAGR 6.4%

Net Profit (RMB Mn)
- 10Yrs CAGR 20.14%

Return of Equity

Cash DPS (HK cents)
- 10Yrs CAGR 26.9%

Export Sales Volume (Units)

CAGR: Compound Annual Growth Rate
# Geely Automobile in Figures

<table>
<thead>
<tr>
<th>Year started:</th>
<th>1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total workforce:</td>
<td>43,000 (on Dec. 31\textsuperscript{th}, 2019)</td>
</tr>
<tr>
<td>Manufacturing facilities:</td>
<td>11 plants in China + 1 JV plant in Belarus</td>
</tr>
<tr>
<td>Products:</td>
<td>17 major models under 4 platforms &amp; 2 modular architecture</td>
</tr>
</tbody>
</table>
| Branding:                  | • “Geely” brand for mass market;  
                              • “Lynk&Co” brand for high end market;  
                              • “Geometry” brand for BEV market |
| Services:                  | • 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 overseas countries;  
                              • Vehicle finance JV with BNP Paribas Personal Finance |
| 2019 Sales Volume:         | 1,361,560 units |
| 2019 Revenues:             | US$12.40 billion |
| Credit Rating:             | S&P:BBB-/Negative; Moody’s Baa3/Stable |
| Market Capitalization:     | US$40.96 billion (on Jan 12\textsuperscript{th}, 2021) |
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