

# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

Nov 2020



# Sales Performance

	Oct 2020	Jan-Oct 2020
<b>Overall:</b>	<b>140,260 units +8% YoY</b>	<b>1,015,498 units -7% YoY</b>
<b>Domestic:</b>	<b>129,495 units +2% YoY</b>	<b>966,481 units -7% YoY</b>
<b>Exports:</b>	<b>10,531 units +253% YoY</b>	<b>49,017 units -5% YoY</b>
<b>NEEV*:</b>	<b>5,826 units -43% YoY</b>	<b>54,142 units -39% YoY</b>



Sedans

**360,309 units -15% YoY**

SUVs

**632,076 units -1% YoY**



MPV

**23,113 units -17% YoY**

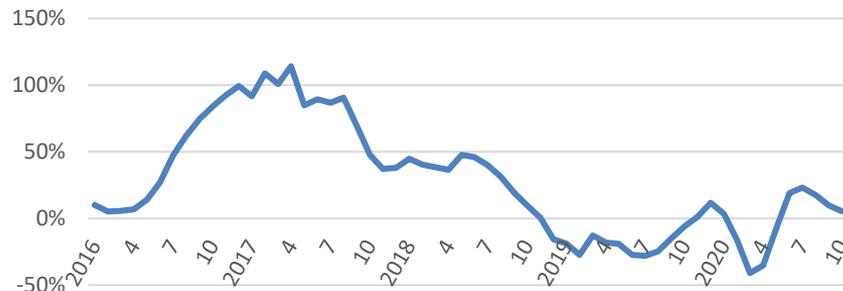
\*New Energy and Electrified Vehicle which including MHEV,HEV,PHEV and BEV at this moment.

# Sales Performance

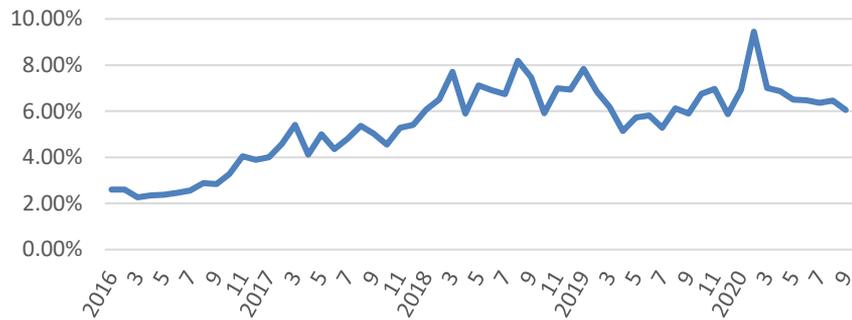
### Monthly Sales Volume (Units)



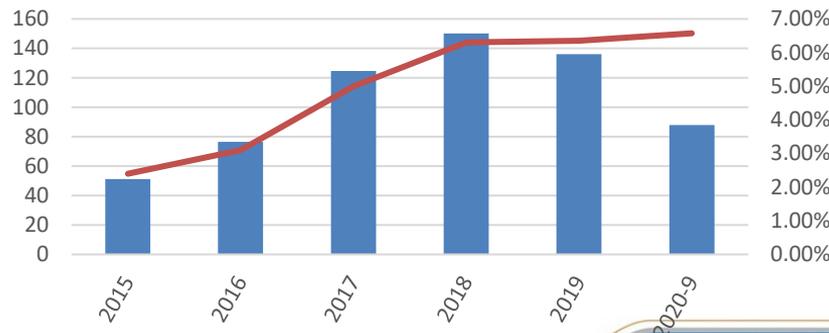
### Domestic Sales Volume (3MMA+/-%)



### Market Share



### Annual Sales Volume & Market Share



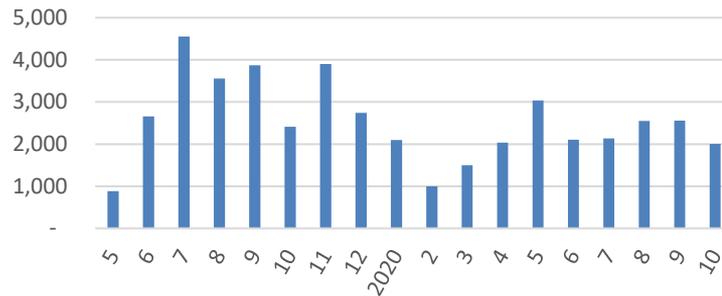
# Preface & Xingyue



*PREFACE*

- First Geely Brand Sedan on CMA platform
- Largest A segment Geely sedan
- Strong and efficient powertrain (2.0T+7DCT)
- L2 Autonomous Driving

Monthly Sales Volume of Xingyue (Units)

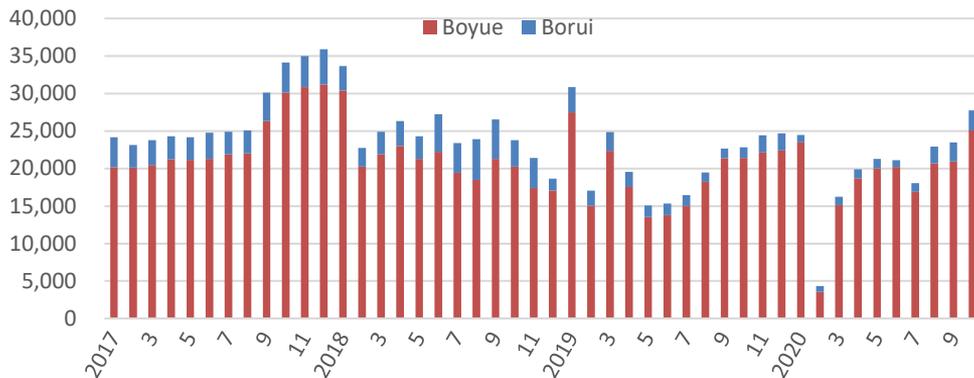


# Boyue & Borui



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

Monthly Sales Volume of Boyue & Borui (Units)



## Geely’s SUV Sales Volume Ranking

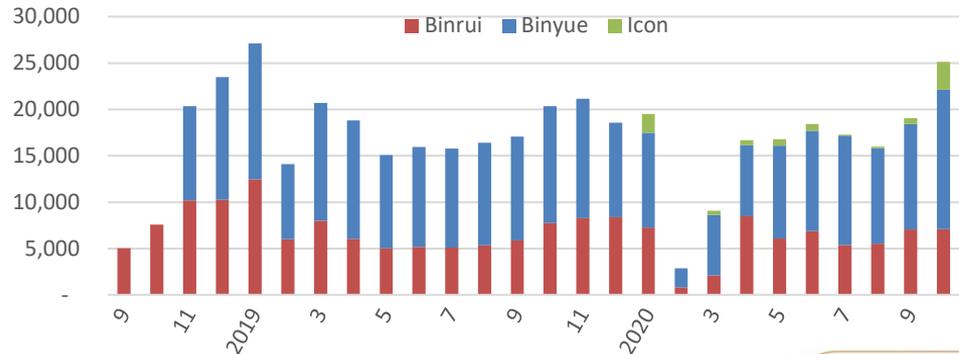
Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

# Binrui & Binyue & Icon



- All 3 models are based on BMA platform
- Binyue Launched in Malaysian Market in Aug 2020.

Monthly Sales Volume of Binrui, Binyue & Icon (Units)

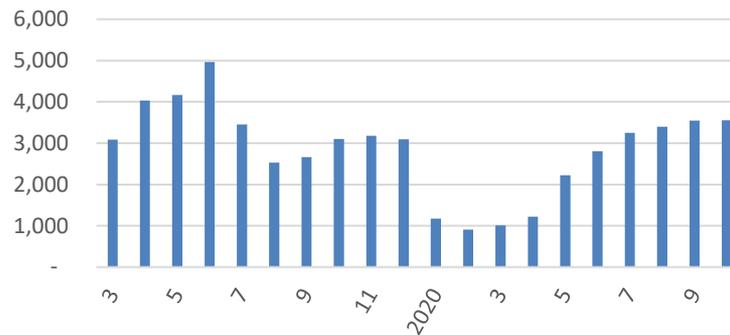


# Jiaji & Haoyue



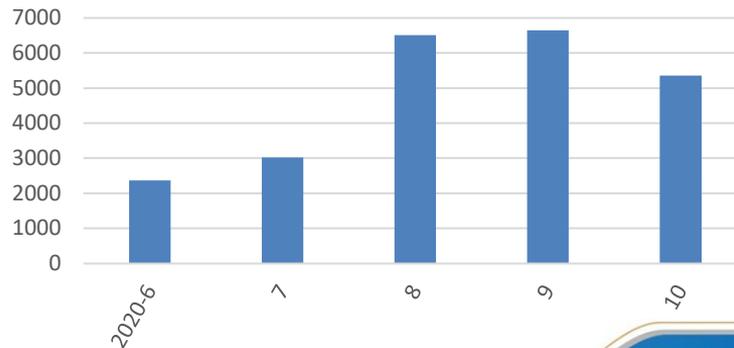
**First Geely Brand MPV**

**Monthly Sales Volume of Jiaji (Units)**



**7-seater SUV**

**Sales Volume of Haoyue (Units)**

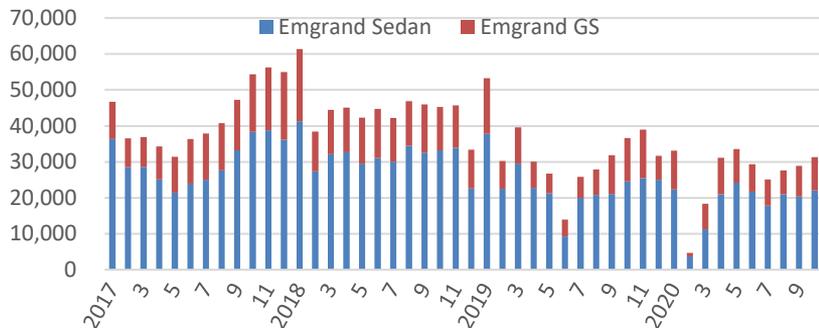


# New Emgrand & Vision Family

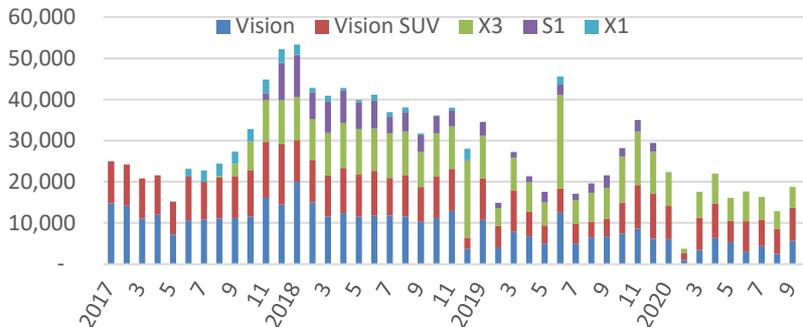
New Emgrand remains the best-selling sedan model among local brands.



Sales Volume of Emgrand Family (Units)

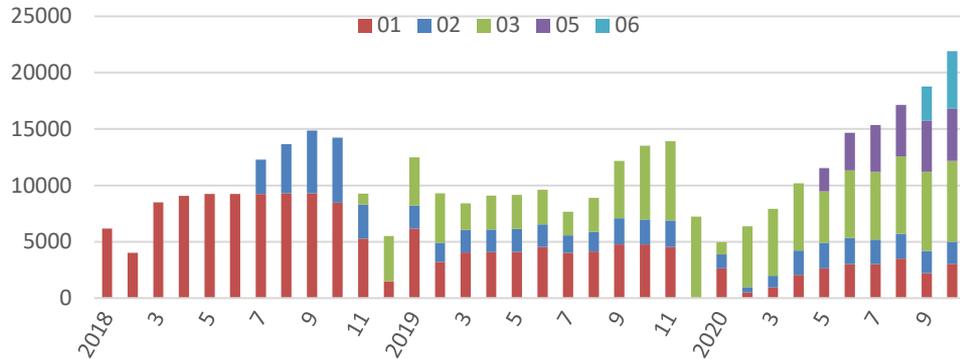


Sales Volume of Vision Family (Units)



# LYNK & CO

Monthly Sales Volume of Lynk & Co (Units)

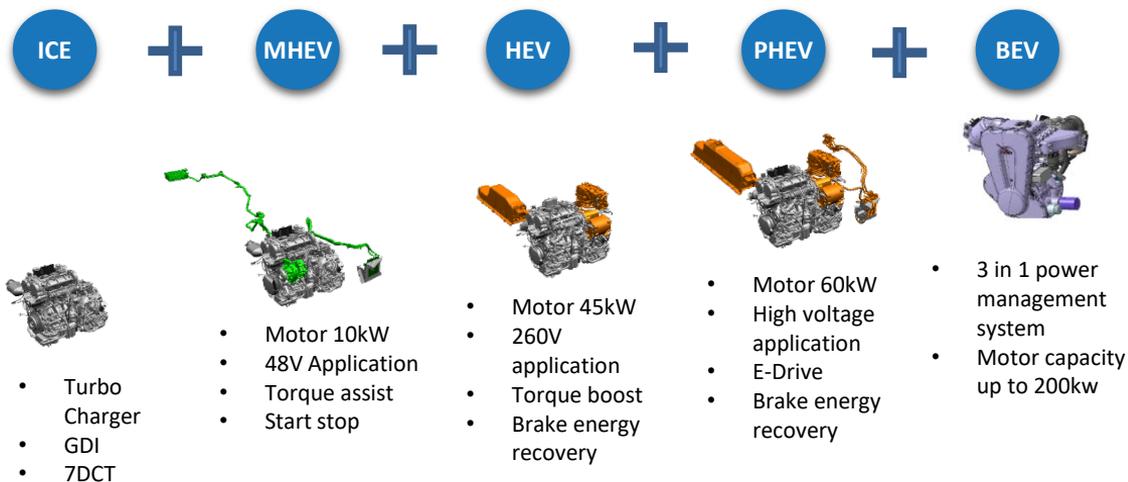


- Sales volume hits record high at 21.8K in Oct 2020.
- Opened its first outlet in Europe: “Lynk & Co Club” in Amsterdam.

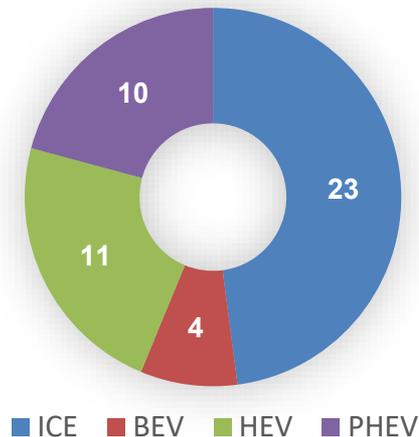


# Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.

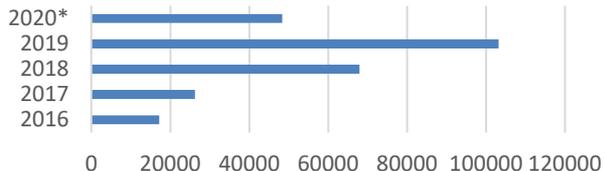


NEEV vs ICE models under the current portfolio (Models)

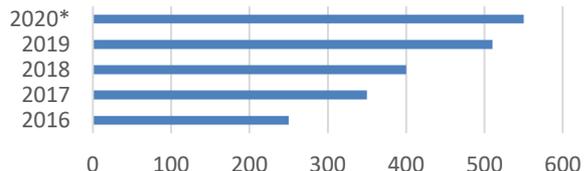


# New Energy and Electrified Vehicles

NEEV Sales Volume (units)



Range per Charge (km, NEDC)



Price Range (RMB'000)



ICON MHEV



Boyue pro MHEV



Jiayi 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



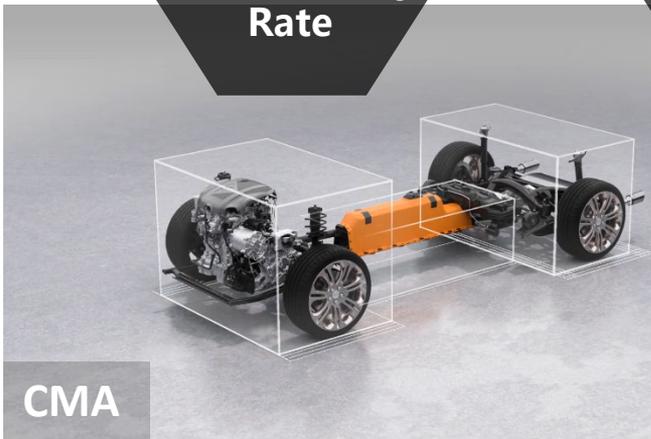
01 PHEV

# Modular Architecture Development

Higher  
Commonality  
Rate

Shorter  
Development  
Cycle

Lower  
Manufacturing  
Cost



- 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

# Sustainable Experience Architecture

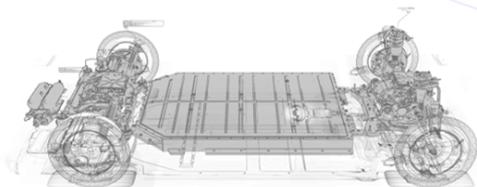
## 浩瀚 SEA



Ecosystem level



Software level



Hardware level

- 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.

2021

Basic Driver  
Assistant

- Fast roll-out & mass deployment
- As basis of data driven
- Shadow Mode
- OTA Mode

2022

Advanced AD  
On structural Road

- L4 Light
- Maximize the duration of continuous auto pilot
- Rich Scenes; Cross-layer Packing, Random Parking, hands-off/eyes off in particular scene

2023

Advanced AD  
On open Road

- Apply L4 (unsupervised) to the scenes like parking, highway, urban, etc. in specified regions

2025

Fully AD

- Based on technology as full stack SW, HD maps, super brain, etc.
- Achieve fully auto pilot

**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

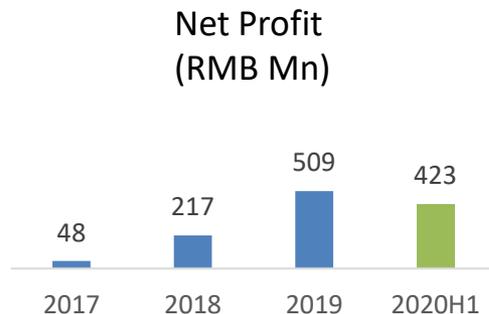


Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

# Auto Finance Joint Venture



- Retail NPL (non-performing loan: +60 days) at 0.18% in 2020H1
- Ranked **No.1** in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study



# Environmental, Social & Governance (“ESG”)

- Received an MSCI ESG Rating of AA
- Ranked top 20 among HSI constituents in the “Hong Kong Business Sustainability Index”
- During Jan – Oct 2020, NEEVs contributed to 5.3% of total sales volume. For Jijai, Xingyue & Icon, NEEVs accounted for almost half of their total sales volume
- About 70% existing products offer NEEV versions
- Geometry C, a pure electric SUV, was launched in Q2
- Lynk & Co 06 launched in Q3 offered NEEV versions

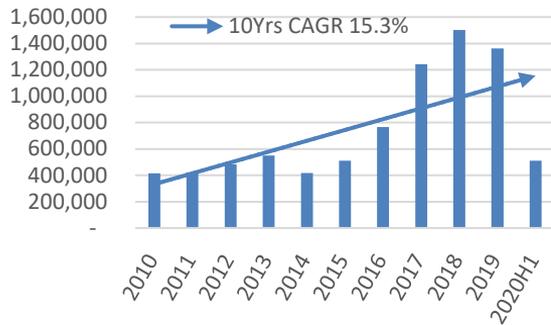


LYNK&CO | ZERO concept

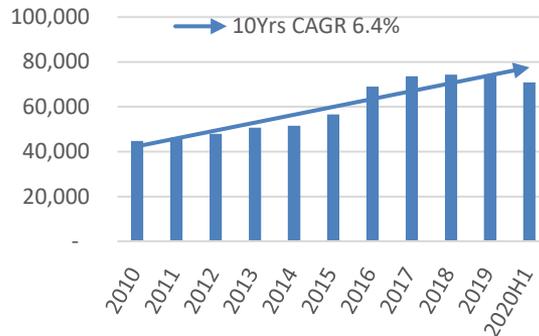


# Financial Performance

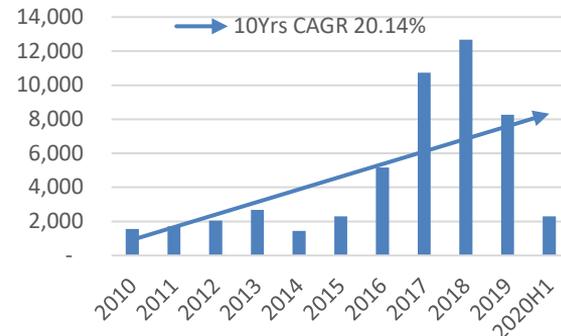
Sales Volume (Units)



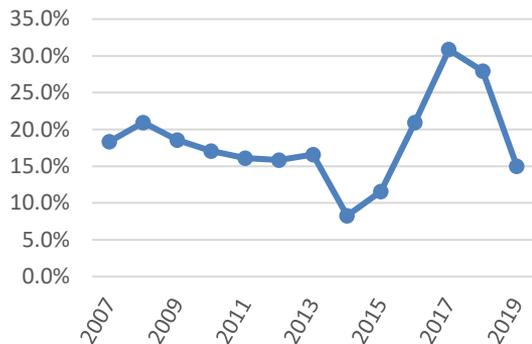
Average Ex-factory Prices (RMB)



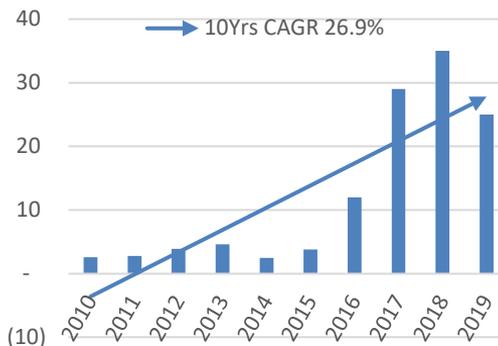
Net Profit (RMB Mn)



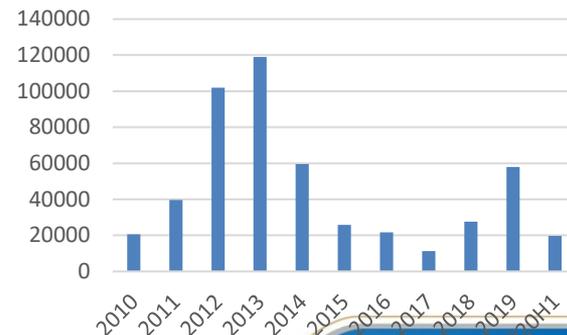
Return of Equity



Cash DPS (HK cents)



Export Sales Volume (Units)



# Geely Automobile in Figures

<b>Year started:</b>	1998
<b>Total workforce:</b>	43,000 (on Dec. 31 <sup>th</sup> , 2019)
<b>Manufacturing facilities:</b>	11 plants in China + 1 JV plant in Belarus
<b>Products:</b>	17 major models under 4 platforms & 2 modular architecture
<b>Branding:</b>	<ul style="list-style-type: none"> <li>• “Geely” brand for mass market;</li> <li>• “Lynk&amp;Co” brand for high end market;</li> <li>• “Geometry ” brand for BEV market</li> </ul>
<b>Services:</b>	<ul style="list-style-type: none"> <li>• More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK &amp; CO dealers in China. 17 sales agents, 327 sales and service outlets in 17 oversea countries;</li> <li>• Vehicle finance JV with BNP Paribas Personal Finance</li> </ul>
<b>2019 Sales Volume:</b>	1,361,560 units
<b>2019 Revenues:</b>	US\$12.40 billion
<b>Credit Rating:</b>	S&P:BBB-/Negative; Moody’s Baa3/Stable
<b>Market Capitalization:</b>	US\$26.64 billion (on Nov 9 <sup>th</sup> , 2020)

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