Corporate Presentation

Aug 2019
Sales Performance
Jan-Jul 2019

Overall: 743,055 units -16% YoY
Domestic: 700,447 units -20% YoY
Exports: 42,608 units +280% YoY
NEEV: 62,076 units +181% YoY

Sedans (New Emgrand+Vision+Emgrand GL+Kingkong+Borui+Binrui+03)
291,427 units -21% YoY

SUVs (Vision SUV+Boyue+X1+X3+S1+Emgrand GS+Binyue+01+02)
431,920 units -17% YoY

MPV (Jiaji)
19,708 units
New Energy and Electrified Vehicles

New NEEV models

<table>
<thead>
<tr>
<th>Year</th>
<th>Model</th>
<th>Image</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Xingyue MHEV</td>
<td><img src="image1" alt="Xingyue MHEV" /></td>
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<tr>
<td></td>
<td>Xingyue PHEV</td>
<td><img src="image2" alt="Xingyue PHEV" /></td>
</tr>
<tr>
<td></td>
<td>Geometry A</td>
<td><img src="image3" alt="Geometry A" /></td>
</tr>
<tr>
<td>2018</td>
<td>Borui GE MHEV</td>
<td><img src="image4" alt="Borui GE MHEV" /></td>
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<td></td>
<td>Borui GE PHEV</td>
<td><img src="image5" alt="Borui GE PHEV" /></td>
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<tr>
<td></td>
<td>01 PHEV</td>
<td><img src="image6" alt="01 PHEV" /></td>
</tr>
<tr>
<td>2017</td>
<td>Emgrand EV350</td>
<td><img src="image7" alt="Emgrand EV350" /></td>
</tr>
<tr>
<td></td>
<td>Emgrand EV450</td>
<td><img src="image8" alt="Emgrand EV450" /></td>
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<tr>
<td></td>
<td>GSe</td>
<td><img src="image9" alt="GSe" /></td>
</tr>
<tr>
<td>2016</td>
<td>Emgrand EV300</td>
<td><img src="image10" alt="Emgrand EV300" /></td>
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<tr>
<td></td>
<td>Emgrand PHEV</td>
<td><img src="image11" alt="Emgrand PHEV" /></td>
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<tr>
<td></td>
<td>Emgrand EV</td>
<td><img src="image12" alt="Emgrand EV" /></td>
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</tbody>
</table>

NEEVs - Sales Volume (units)

- 2019
- 2018
- 2017
- 2016

EV - Range Per Charge (km)

- 2019
- 2018
- 2017
- 2016

Price Range (RMB '000)

- 2019
- 2018
- 2017
- 2016
New Emgrand & Vision

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

Monthly Sales Volume of Vision
**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
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

Monthly Sales Volume of Boyue
Emgrand GS & GL

Monthly Sales Volume of Emgrand GS (incl. GSe)

Monthly Sales Volume of Emgrand GL (incl. GL PHEV)
## 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

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### Monthly Sales Volume of Vision SUV

<table>
<thead>
<tr>
<th>Year</th>
<th>Monthly Sales Volume</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>1,200</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>1,500</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>1,800</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>2,000</td>
<td></td>
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</tbody>
</table>
New Model – Binrui & Binyue

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

Engine: 1.4T, 1.0T
Transmissions: 6DCT,CVT,6AT,6MT
Dimension: 4680/1785/1460
Wheelbase: Power: 2670
Max. Torque: 98kw/5200rpm (1.4T)
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
- Supported by new vehicle models developed from CMA
- 239 stores in China by end 2018
- 2020 in Europe, followed by USA; 10 new models by 2020
- Lynk & Co recorded 64,495 unit sales volume in Jan to Jul (+10% YoY).
New Products in 2019

2 MPVs
A Sport SUV
An A0 SUV
A Pure EV Sedan
A New Model under LYNK & CO
# New-Vehicle Quality

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

<table>
<thead>
<tr>
<th>Brand</th>
<th>PP100</th>
<th>Overall Rank</th>
<th>Sector Rank*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lynk&amp;Co</td>
<td>92</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Mass Market Average</td>
<td>107</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Luxury Average</td>
<td>89</td>
<td></td>
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</tbody>
</table>

# 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 Study℠ (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)

- 10-year CAGR*: 22.1%

Average Ex-factory Prices (RMB)

- 10-year CAGR*: 6.4%

Net Profit (RMB Million)

- 10-year CAGR*: 30.5%

Return of Equity

Cash DPS** (HK cents)

- 10-year CAGR*: 36.1%

Export Sales Volume

*CAGR: Compound Annual Growth Rate

**DPS: Dividend Per Share
Auto Finance Joint Venture

- Registered capital RMB 4 Billion
- Commenced operation in Sep 2015
- Wholesale financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & Tier-2 cities initially
- Supporting Geely, Lynk & Co and Volvo Car brands
- Progressively covering the whole China market
- 2018 net profit RMB 217M
## Strategy

| **Products:** | • 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:** | • 978 dealers and 239 LYNK & CO dealers in China;  
• 24 sales agents, 336 sales and service outlets in 24 oversea countries;  
• Vehicle finance JV with BNP Paribas Personal Finance |
| **Branding:** | • “Geely” brand for mass market;  
• “Lynk&Co” brand for upper market;  
• “Geometry” brand for BEV market |
<p>| | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>Year started:</strong></td>
<td>1998</td>
</tr>
<tr>
<td><strong>Total workforce:</strong></td>
<td>52,400 (on Dec. 31\textsuperscript{st}, 2018)</td>
</tr>
<tr>
<td><strong>Manufacturing facilities:</strong></td>
<td>9 plants in China + 1 JV plant in Belarus</td>
</tr>
<tr>
<td><strong>Products:</strong></td>
<td>17 major models under 4 platforms &amp; 2 modular architecture</td>
</tr>
<tr>
<td><strong>Distribution network:</strong></td>
<td>More than 978 Geely dealers, And 239 LYNK &amp; CO dealers in China</td>
</tr>
<tr>
<td><strong>2018 Sales Volume:</strong></td>
<td>1,500,838 units</td>
</tr>
<tr>
<td><strong>2018 Revenues:</strong></td>
<td>US$15.5 billion</td>
</tr>
<tr>
<td><strong>Market Capitalization:</strong></td>
<td>US$12.5 billion (on Aug 7\textsuperscript{th}, 2019)</td>
</tr>
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