

**吉利汽車控股有限公司**

**GEELY AUTOMOBILE HOLDINGS LIMITED**

# Corporate Presentation

Dec 2020



# Sales Performance

	Nov 2020	Jan-Nov 2020
<b>Overall:</b>	<b>150,517 units +5% YoY</b>	<b>1,166,015 units -5% YoY</b>
<b>Domestic:</b>	<b>138,748 units 0% YoY</b>	<b>1,105,229 units -6% YoY</b>
<b>Exports:</b>	<b>11,769 units +271% YoY</b>	<b>60,786 units +11% YoY</b>
<b>NEEV*:</b>	<b>6,829 units -52% YoY</b>	<b>60,971 units -41% YoY</b>



## Sedans

**415,249 units -13% YoY**

## SUVs

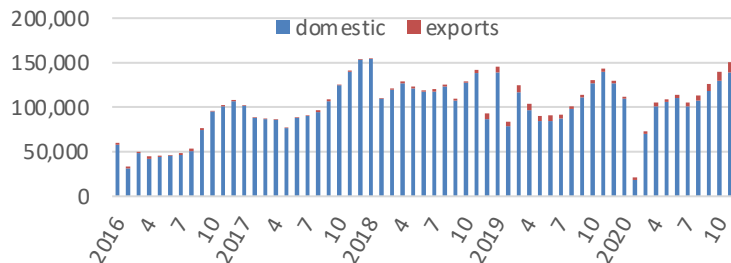
**725,068 units 0% YoY**

## MPV

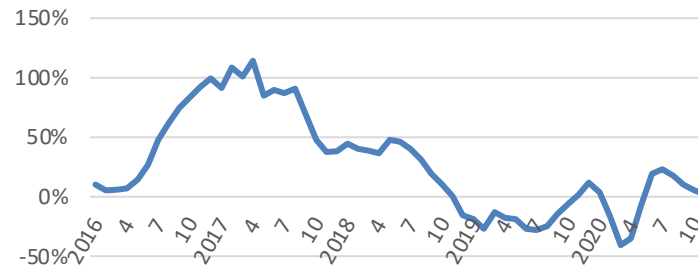
**25,698 units -18% YoY**

# Sales Performance

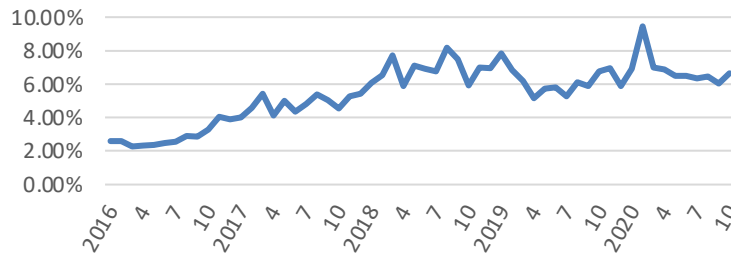
Monthly Sales Volume (units)



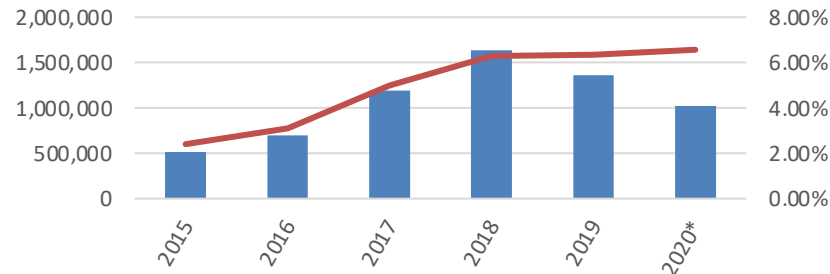
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Volume & Market Share

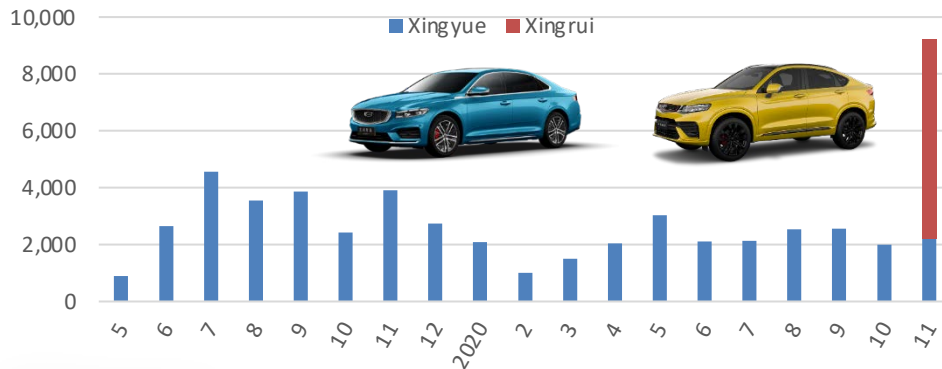


# Xingrui

**China car  
of the year .**



Monthly Sales Volume of Xingyue & Xingrui (units)



## Xingrui

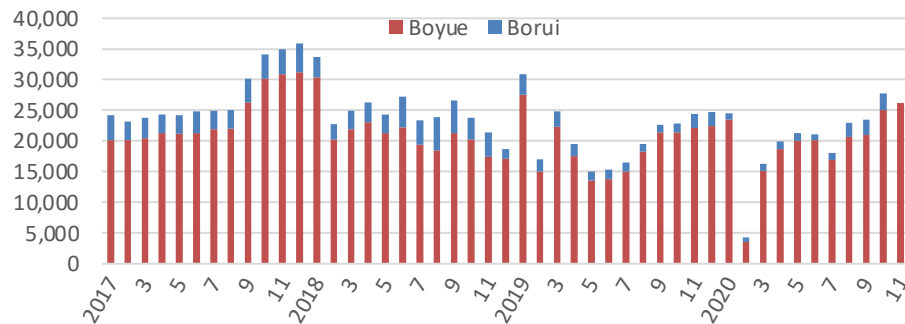
- First Geely Brand Sedan on CMA platform
- First month sales recorded 7K+
- Xingrui was awarded “China Car of the Year 2021”
- First FOTA on 20 Nov Guangzhou Auto Show

# 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.

Monthly Sales Volume of Boyue & Borui (units)



## Geely's SUV Sales Volume Ranking

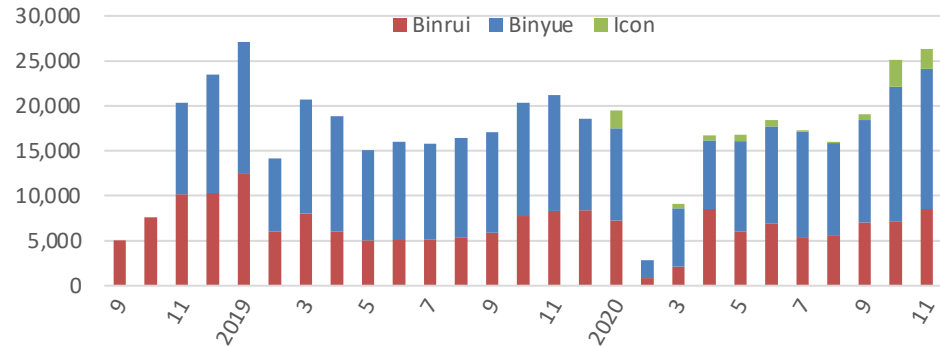
Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

# Binrui & Binyue & Icon



- All 3 models are based on BMA platform
- Binyue was Launched in Malaysian and Philippian Markets.

Monthly Sales Volumn of Binrui, Binyue & Icon (units)

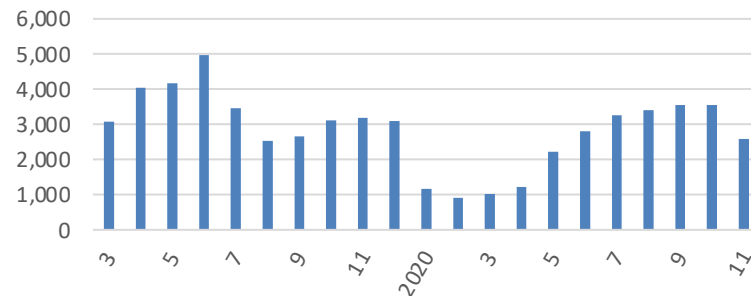


# Jiaji & Haoyue



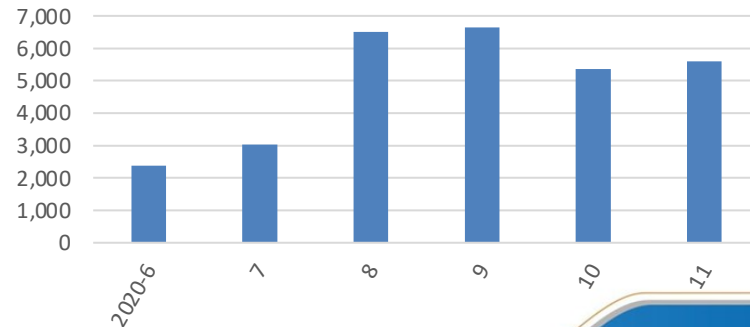
**First Geely Brand MPV**

**Monthly Sales Volumn of Jiaji (units)**



**7-seater SUV**

**Sales Volume of Haoyue (units)**

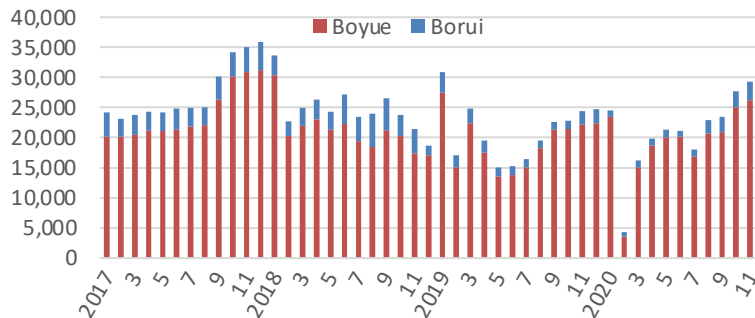


# New Emgrand & Vision Family

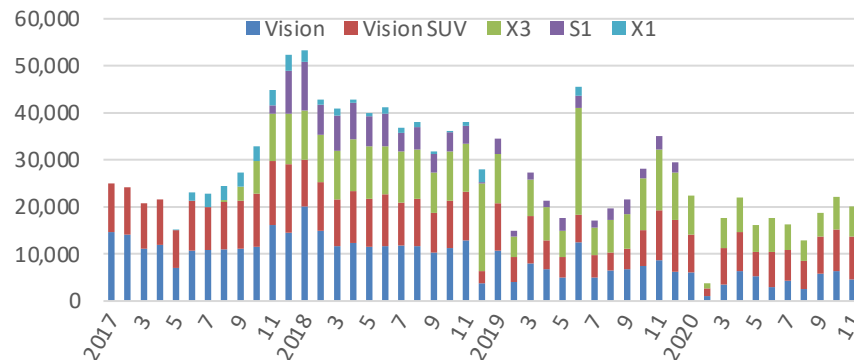
New Emgrand remains the best-selling sedan model among local brands.



Monthly Sales Volume of Boyue & Borui (units)

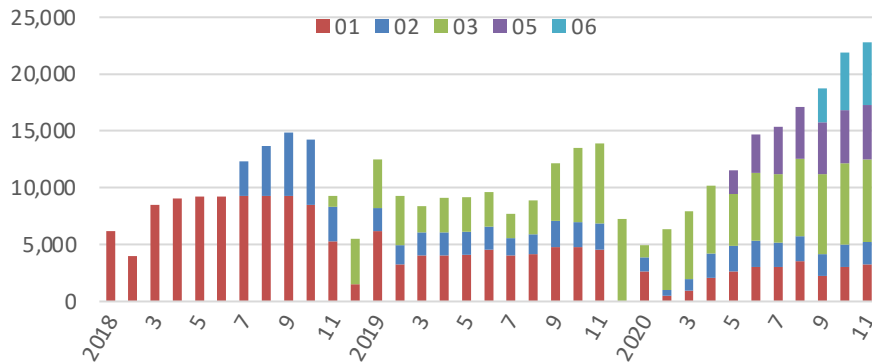


Monthly Sales Volume of Vision Family (units)





Monthly Sales Volumn of Lynk & Co (units)

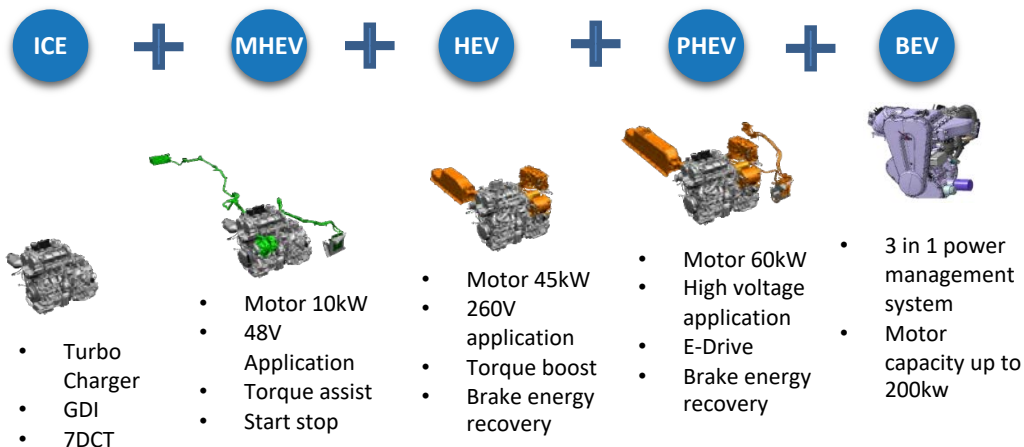


- Monthly sales volume breaks record high in consecutive 5 months. Nov sales reached 22.8K.
- Opened its first outlet in Europe: “Lynk & Co Club” in Amsterdam.

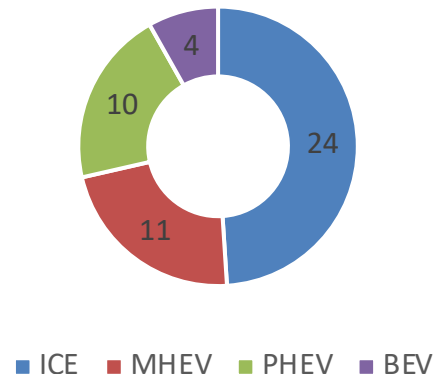


# Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.

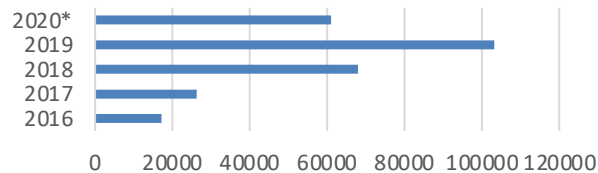


Numbers of NEEV vs ICE models in current portfolio (models)

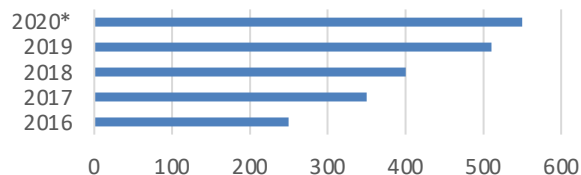


# New Energy and Electrified Vehicles

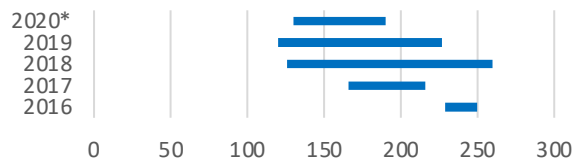
NEEV Sales Volume (units)



Range per Charge (km, NEDC)



Price Range (RMB'000)



ICON MHEV



Boyue pro MHEV



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



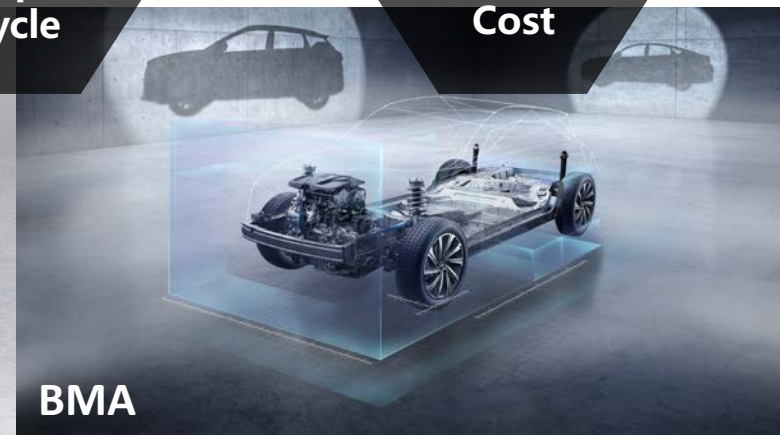
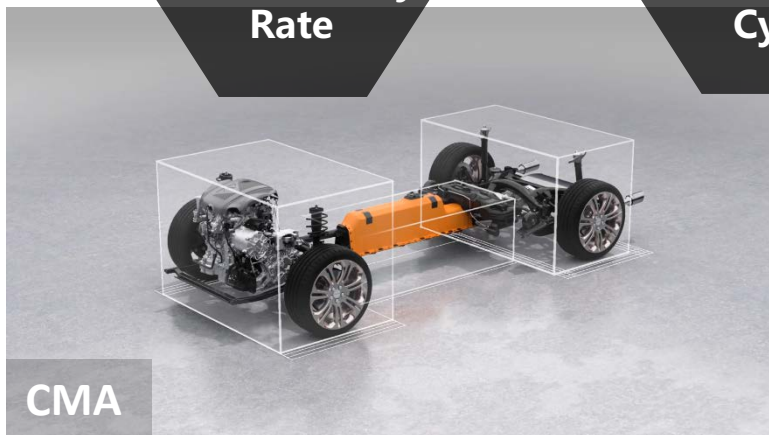
01 PHEV

# Modular Architecture Development

**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**

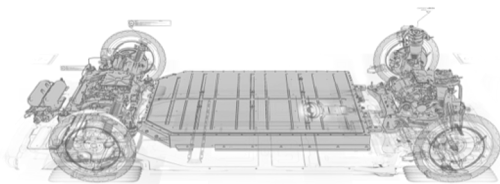
## 浩瀚 SEA Sustainable Experience Architecture



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

- Mass deployment
- As basis of data collection
- Shadow Mode
- OTA Mode

2022

Advanced AD  
On structural Road

- 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

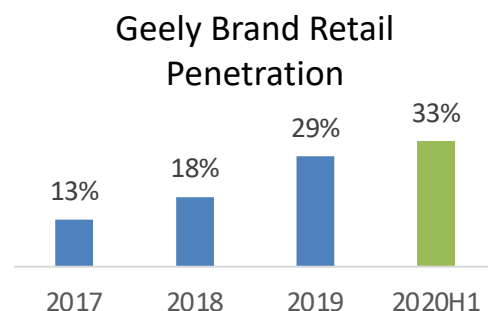
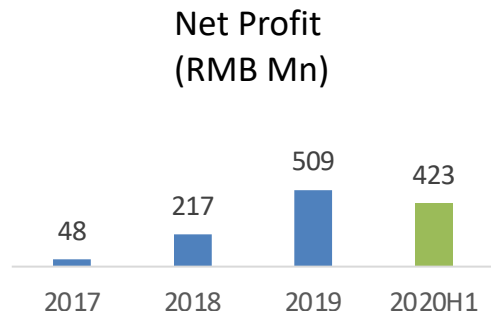
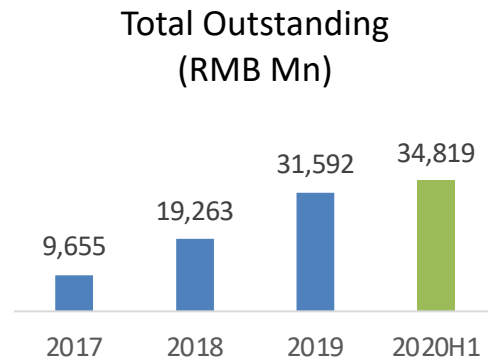
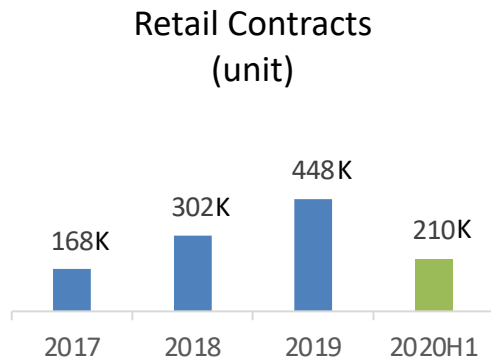


Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

# 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”
- Selected as one of the "Demonstration Enterprises for Industrial Product Green Design" by the Ministry of Industry and Information Technology of the People’s Republic of China. Geely is the only passenger car company selected this year.
- During Jan – Nov 2020, NEEVs contributed to 5.2% of total sales volume. For Jiaji, Xingyue & Icon, NEEVs accounted for almost half of their total sales volume
- About 70% existing products offer NEEV versions
- Lynk & Co 06 launched in Q3 offered NEEV versions

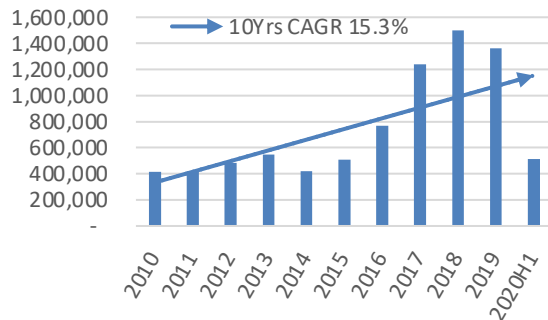


LYNK&CO | ZERO concept

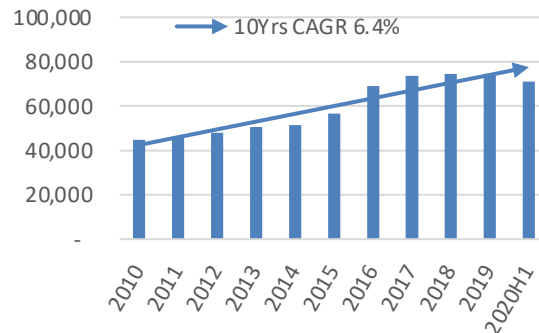


# Financial Performance

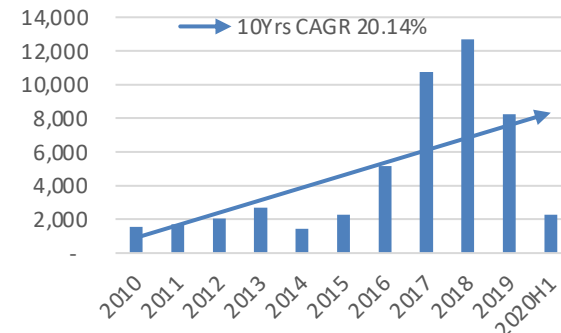
Sales Volume (Units)



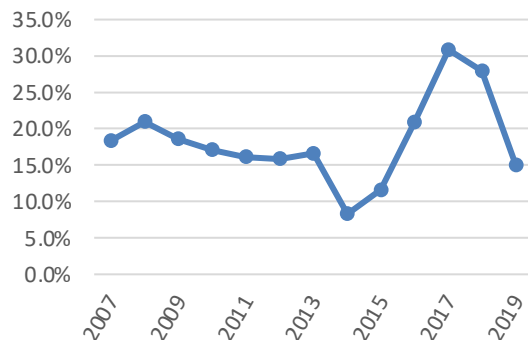
Average Ex-factory Prices (RMB)



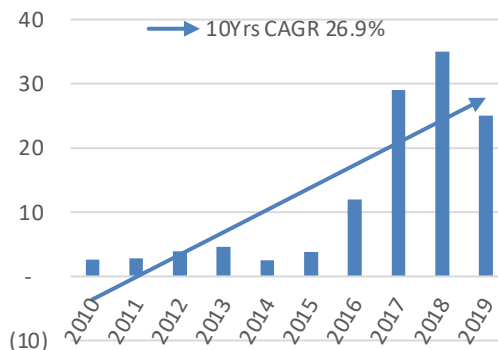
Net Profit (RMB Mn)



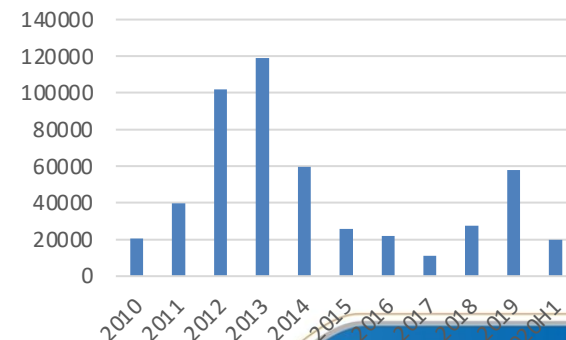
Return of Equity



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\$27.38 billion (on Dec 9 <sup>th</sup> , 2020)

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