

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

November 2014



Sales Performance

Jan.-Oct. 2014

Overall: 318,372 units, -26% YoY
Domestic: 266,729 units -21% YoY
Exports: 51,533 units -46% YoY

Mid-Size Sedans
(EC7+Xindihao+GC7+SC7+Vision)

165,702 units -32% YoY



SUVs (GX7+SX7+GX9)

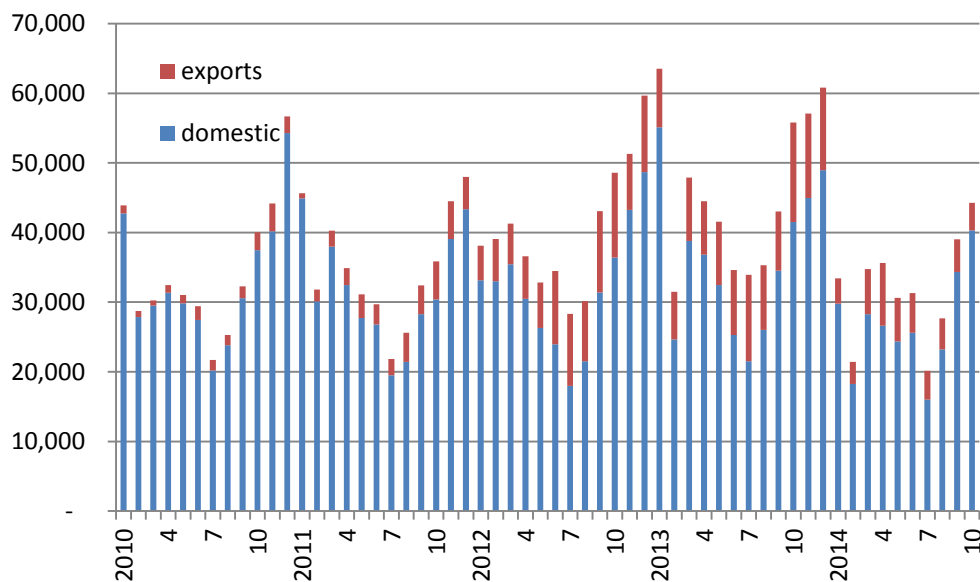
50,529 units +0.3% YoY



Sales Performance

Jan.-Oct. 2014

Monthly Sales Volume



KingKong

(54,805 units +39%YoY)



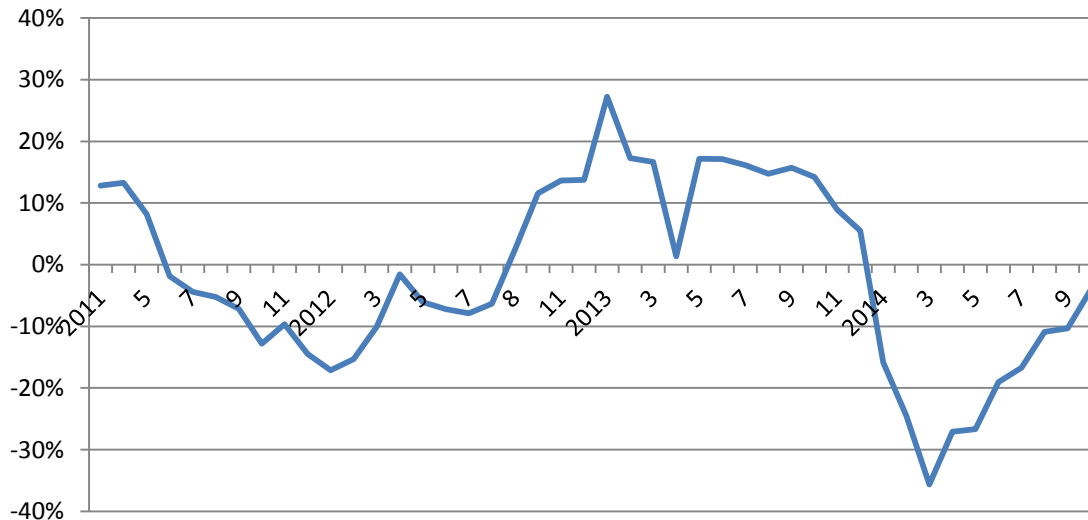
GC7

(12,760 units -46%YoY)

Domestic Market

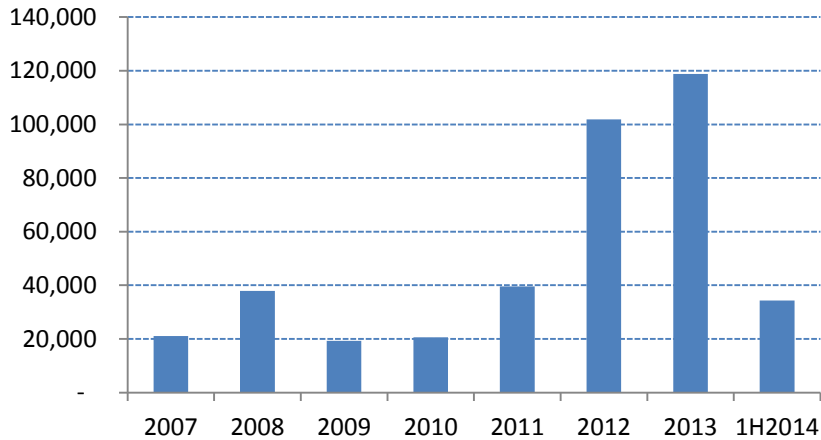
- Sales volume in China fell 21% in the first 10 months of 2014 due to the reshuffle of the sales and marketing system and the major model upgrading cycle, but started to recover since March 2014
- Sales volume in January 2014 was also affected by the Group's effort to cut dealer inventory ahead of major new model launches in 2014

Domestic Sales Volume (3MMA+/-%)

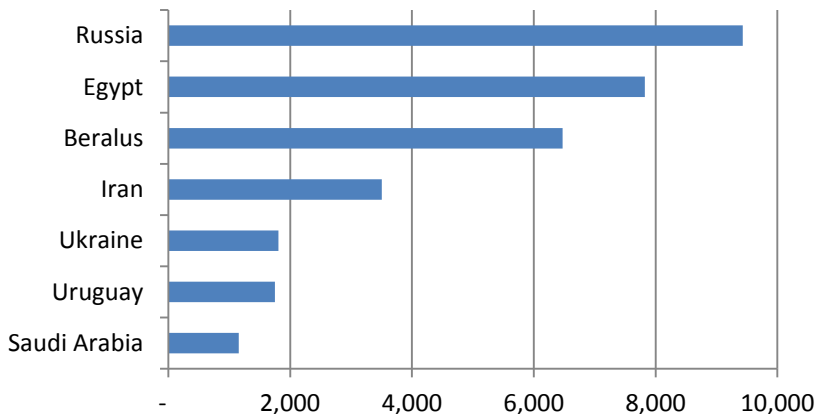


Exports

Export Sales Volume
(units)



Top Export Destinations
1H2014



Emgrand7 (EC7) is the most popular export model, accounting for 44% of the total exports volume in the first 10 months of 2014

Products – EC7

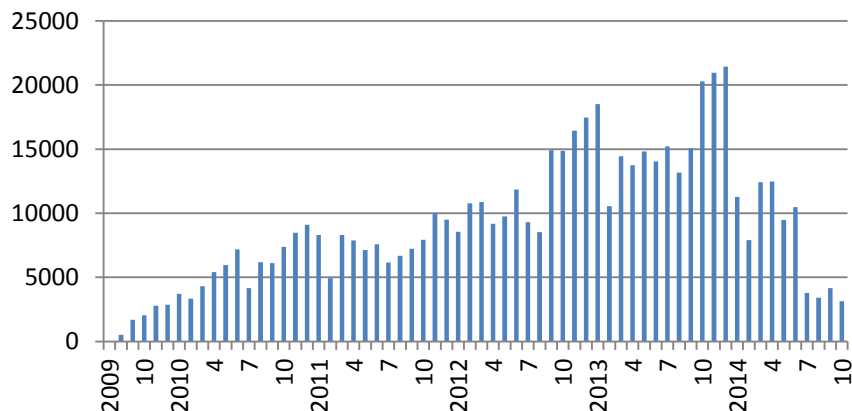
EC7 remains the best-selling model, accounting for 25% of the total sales volume in the first 10 months of 2014.

The model is one of the top selling car models in China (18th), Ukraine (3rd), Egypt (3rd) and Saudi Arabia (26th) in 2013.



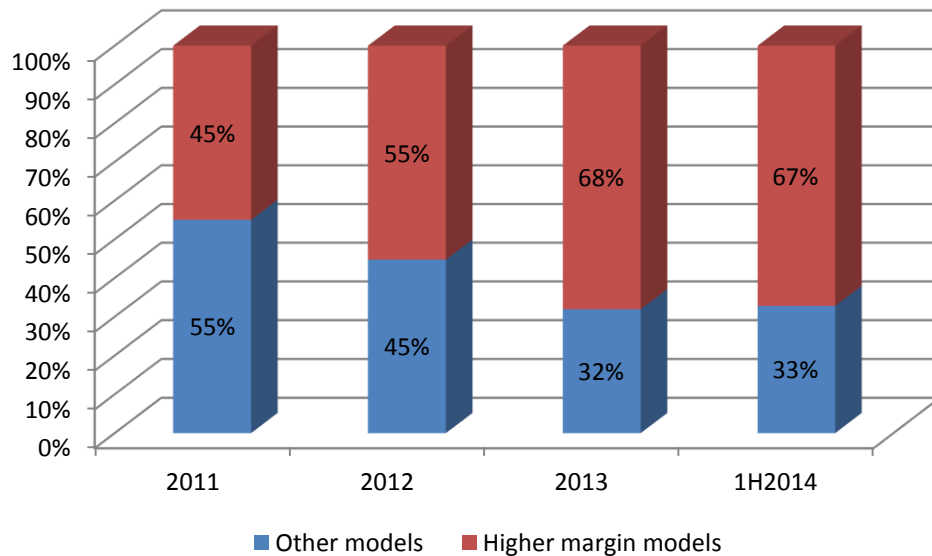
EC7
(Emgrand7)

Monthly Sales Volume of EC7



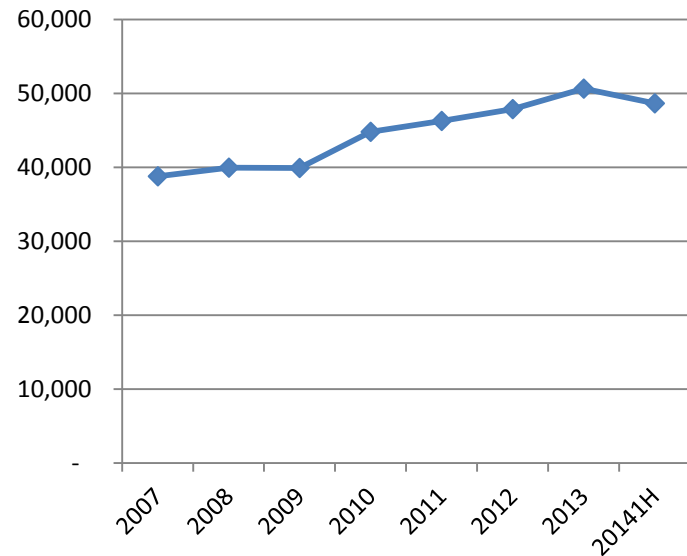
| | |
|-------------------------|--|
| Engine: | 1.5L, 1.8L petro engines |
| Transmissions: | 5MT, CVT |
| Dimension: | 4635/1789/1470 |
| Wheelbase: | 2650 |
| Safety: | Euro-NCAP 4 star C-NCAP 5 star |
| Fuel efficiency: | 6.0L/100km (1.5 MT) 7.2L/100km (1.8 MT) |
| MSRP: | RMB71,800-113,800 |

Product Mix Improvement



Higher margin models include EC7, SC7, GC7, Vision, GX7 and SX7

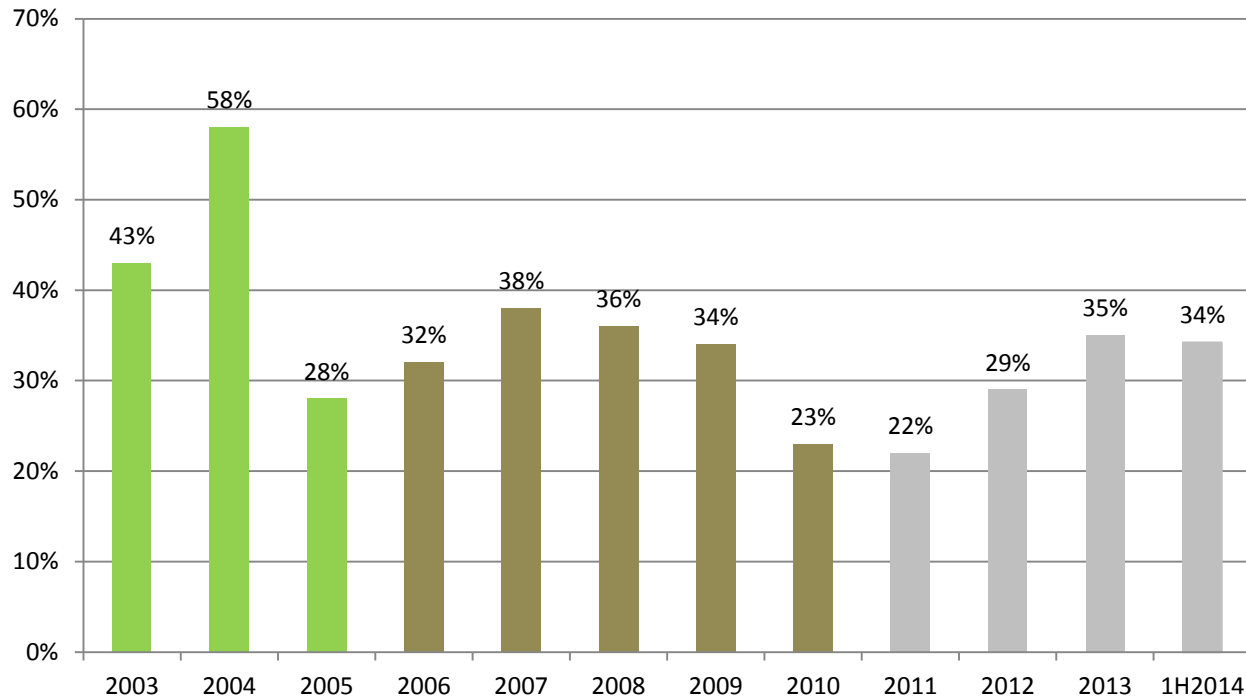
Average Selling Prices (RMB)



As a result of the success of EC7, higher margin models account for 67% of Geely's total sales volume in 1H2014, and ASP was up 31% over the last six years

Most Popular Models

(% of total sales volume)



Haoqing
1.0L, 1.3L
RMB30-43K



Free Cruiser
1.0L, 1.3L
RMB35-45K



EC7
1.5L, 1.8L
RMB72-114K

New Products – Xindihaio



2013 EC7



2014 Xindihaio

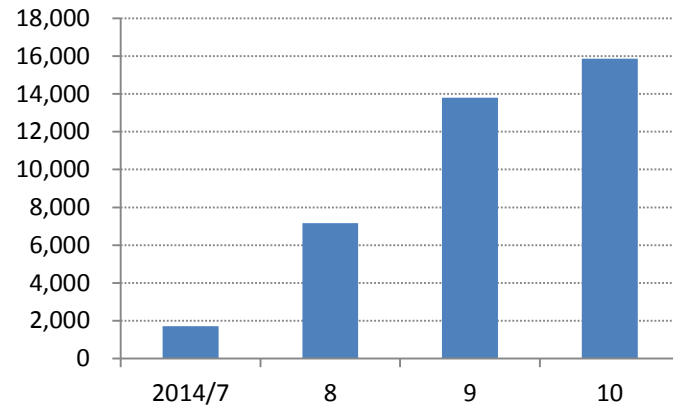
| | |
|-------------------------|--|
| Engine: | 1.5L, 1.8L petro engines |
| Transmissions: | 5MT, CVT |
| Dimension: | 4635/1789/1470 |
| Wheelbase: | 2650 |
| Power: | 80/6000(Kw/rpm) (1.5L) 98/6000(Kw/rpm) (1.8L) |
| Max. Torque: | 140/4400 N.m/rpm (1.5L) 170/4400 N.m/rpm (1.8L) |
| Fuel efficiency: | 6.0L/100km (1.5L) 7.2L/100km (1.8L) |
| MSRP: | RMB71,800-113,800 |

| | |
|-------------------------|--|
| Engine: | 1.3L Turbo engines; 1.5L petro engines |
| Transmissions: | 6MT, CVT |
| Dimension: | 4631/1789/1470` |
| Wheelbase: | 2650 |
| Power: | 98/5500(Kw/rpm) (1.3T) |
| Max. Torque: | 185/2000-4500 N.m/rpm (1.3T) |
| Fuel Efficiency: | 5.7L/100km (1.3T, 6MT) 5.9L/100km (1.3T, CVT) |
| MSRP: | RMB69,800-100,800 |

New Product - Xindihaio



Monthly Sales Volume of Xindihaio



- Enhanced safety & comfort
- New turbo engines with larger power & better fuel efficiency
- New 6-speed manual gearbox
- NVH noise cancellation technology
- Enhanced storage space
- Bosch's V9.0 ABS+EBD
- HHC (Hill Hold Control)
- ESC (Electronic Stability Control)
- G-Netlink infotainment system with voice control
- G-Link mobile connectivity system



New Products - SUVs



GX7



GX9

| | |
|-----------------------|---------------------------|
| Engine: | 1.8, 2.0, 2.4L petro.eng. |
| Transmissions: | 5MT, 6AT |
| Dimension: | 4541/1833/1700 |
| Wheelbase: | 2661 |
| Power: | 119/5700(Kw/rpm) (2.4L) |
| Max. Torque: | 220/4000-4200 N.m/rpm |
| Safety: | C-NCAP 5 star+ |
| Seat capacity: | 5 passengers |
| MSRP: | RMB92,900-129,900 |

| | |
|-----------------------|-------------------------|
| Engine: | 2.4L petro engines |
| Transmissions: | 5MT, 6AT |
| Dimension: | 4844/1884/1762 |
| Wheelbase: | 2804 |
| Power: | 119/5700(Kw/rpm) (2.4L) |
| Max. Torque: | 210/4000-4500 N.m/rpm |
| Drive: | FW, RT4W Drive |
| Seat Capacity: | 7 passengers |
| MSRP: | RMB122,900-152,900 |

New Products – Sedans



EC8



GC9

| | |
|-----------------------|--------------------------|
| Engine: | 2.0L, 2.4L petro engines |
| Transmissions: | 5MT, 6AT |
| Dimension: | 4905/1830/1495 |
| Wheelbase: | 2805 |
| Safety: | C-NCAP 5 star |
| MSRP: | RMB99,800-209,800 |

| | |
|-----------------------|-----------------------------------|
| Engine: | 1.8T, 2.4L, 3.5L V6 petro engines |
| Transmissions: | 6AT, 7DCT |
| Dimension: | 4956/1861/1513 |
| Wheelbase: | 2850 |

New Products – Engines



JLB-4G15



JLB-4G13T

| | |
|--------------------------|-----------------------|
| No. of cylinders: | 4 |
| Displacement: | 1.498 L |
| Power | 75/6000 KW/rpm |
| Max. Torque: | 141/3800~4200 N.m/rpm |
| Emission: | Euro V |

| | |
|--------------------------|-----------------------|
| No. of cylinders: | 4 |
| Displacement: | 1.299 L |
| Power | 98/5500 KW/rpm |
| Max. Torque: | 185/2000~4500 N.m/rpm |
| Emission: | Euro V |



New Energy Vehicles



**JL7001BEV
(2013)**



**EC7-EV
(2014/2015)**

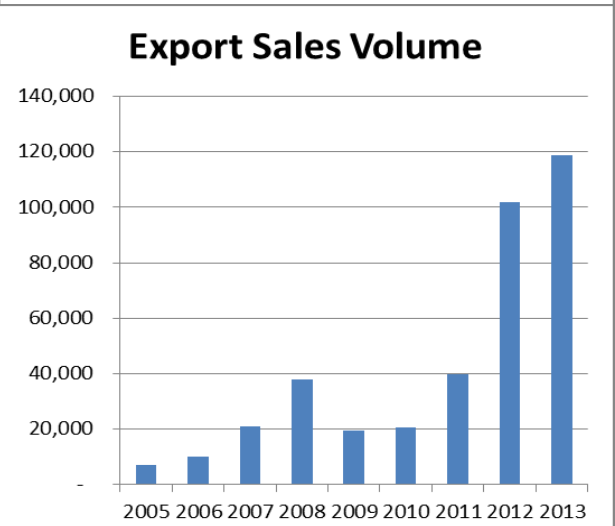
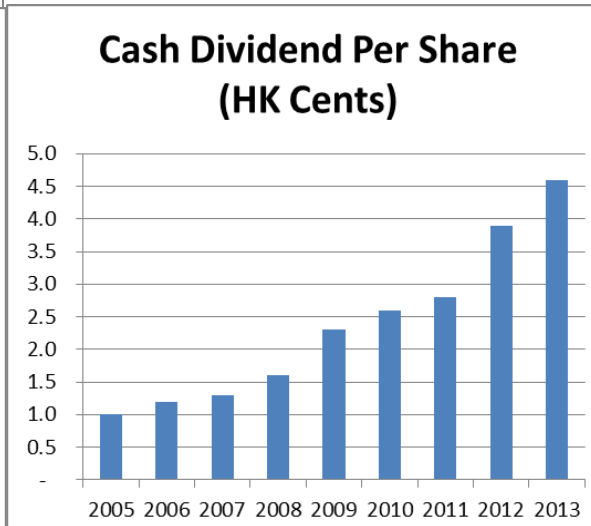
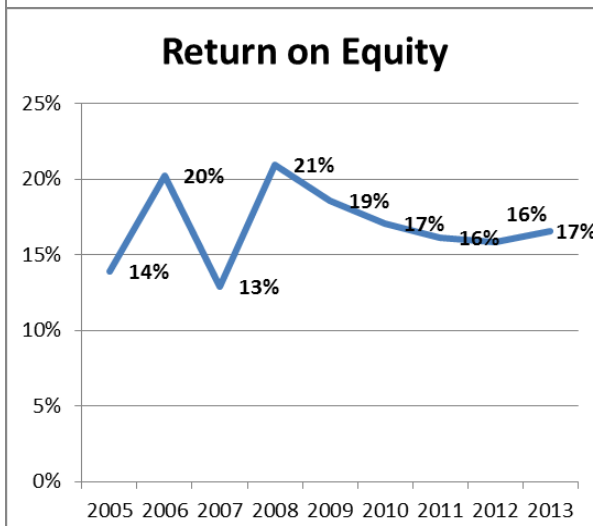
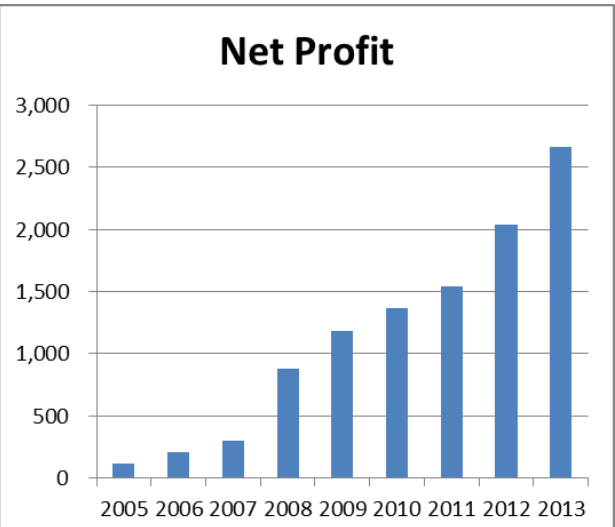
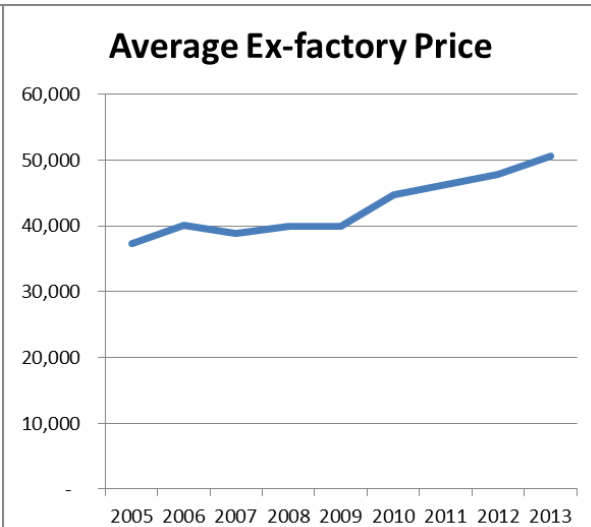
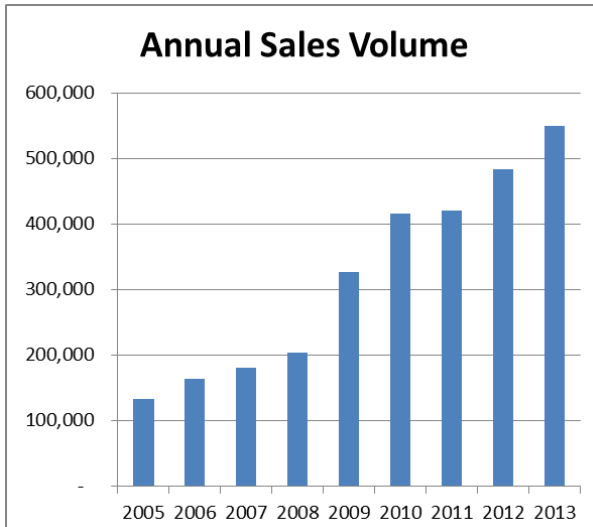


**EC7 Petro Hybrid
(2014/2015)**



**Emgrand Cross Plug-in Hybrid
(2015)**

Financial Performance



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;• Gradual transition from hybrid to pure electric;• Partnership to speed up electrification offerings;• Strategic alliance to upgrade technologies |
| Services | <ul style="list-style-type: none">• 838 dealers in China;• 31 sales agents, 511 sales and service outlets in 31 oversea countries;• An independent servicing franchise chain in China;• Vehicle finance JV with BNP Paribas Personal Finance |
| Branding | <ul style="list-style-type: none">• Three-year transition period from three brands to single brand;• Single brand for export markets |

Vehicle Safety

| Year | Test | Models | Ratings |
|------|-----------|--------------|-------------------|
| 2009 | C-NCAP | Geely Panda | 5 star (45.3 pts) |
| 2010 | C-NCAP | Emgrand EC7 | 5 star (46.8 pts) |
| 2011 | Euro-NCAP | Emgrand EC7 | 4 star |
| 2011 | C-NCAP | Emgrand EC8 | 5 star (49.6 pts) |
| 2012 | C-NCAP | GLEagle GX7 | 5+star (50.3 pts) |
| 2013 | C-NCAP | Englon SC515 | 5 star (55.4 pts) |



Customer Satisfaction



J.D.Power Asia Pacific 2014 China Customer Service Index (CSI) StudySM

| Brand | Points# | Overall Rank | Sector Rank* |
|---------------------|----------|--------------|--------------|
| Geely | 847 | 17 | 5 |
| | (+8 YoY) | | |
| Mass Market Average | 824 | | |

based on a 1,000-point scale and study of 67 passenger vehicle brands in China

* ranking amongst Chinese domestic brands

Source: J.D.Power Asia Pacific 2014 China Customer Service Index (CSI) StudySM

Geely Automobile In Figures

| | |
|----------------------------------|---|
| Year started: | 1998 |
| Total workforce: | 16,363 (on 30/6/2014) |
| Manufacturing facilities: | 6 car plants in China |
| Products: | 13 major sedan models under 5 platforms |
| Distribution network: | 838 dealers in China, 31 sales agents, 511 sales and service outlets in 31 oversea countries |
| 2013 sales volume: | 549,468 units (22% 5-year CAGR) |
| 2013 revenues: | US\$4.6 billion |
| Market Capitalization: | US\$4.1 billion (at 7 Nov. 2014) |



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