

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

September 2016



www.geelyauto.com.hk

Sales Performance

Jan.-Aug. 2016

Overall: 382,497 units, +22% YoY
Domestic: 367,014 units +26% YoY
Exports: 15,483 units -31% YoY

A-segment Sedans
(New Emgrand+Vision+Emgrand GS)

243,534 units +23% YoY



SUVs (GX7+Vision SUV+Boyue)

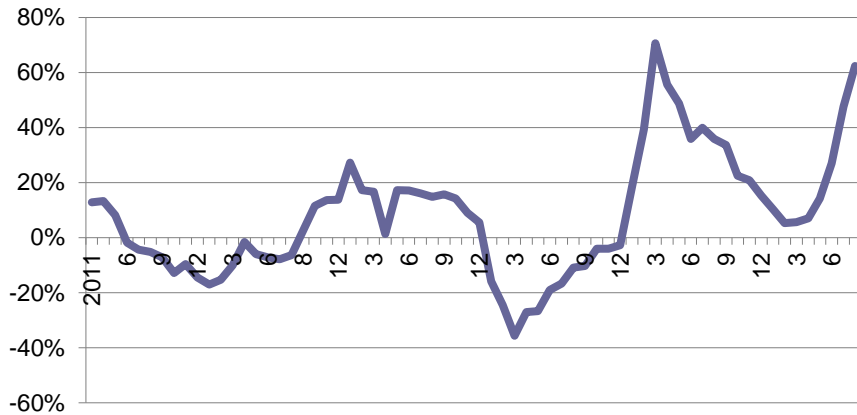
61,822units +47% YoY



Sales Performance

Jan.-Aug. 2016

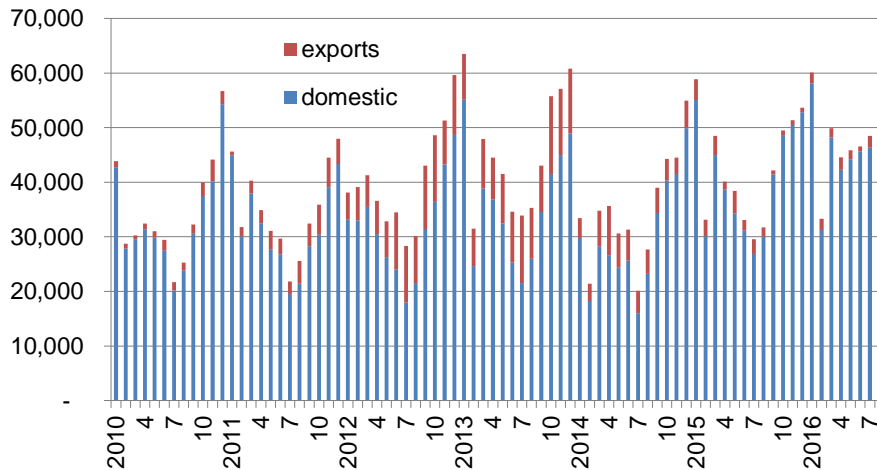
Domestic Sales Volume (3MMA+/-%)



KingKong

(40,774 units +10%YoY)

Monthly Sales Volume



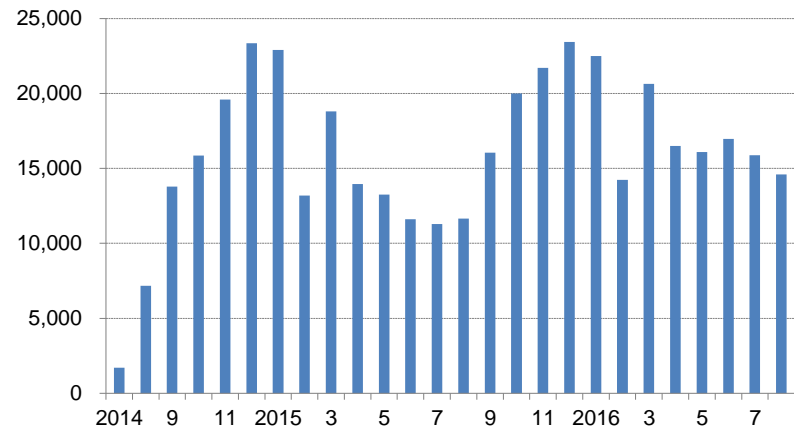
Vision

(84,420 units +25%YoY)

Key Model – New Emgrand



Monthly Sales Volume of New Emgrand



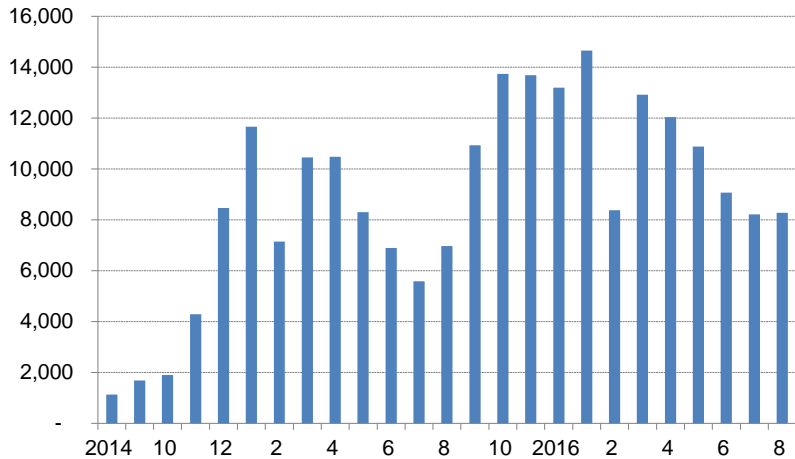
- Enhanced safety & comfort
- New turbo engines with larger power & better fuel efficiency
- New 6-speed manual gearbox
- NVH noise cancellation technology
- Enhanced storage space
- Bosch's V9.0 ABS+EBD
- HHC (Hill Hold Control)
- ESC (Electronic Stability Control)
- G-Netlink infotainment system with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



Key Model – New Vision



Monthly Sales Volume of Vision



- **Enhanced safety & comfort**
- **More efficient turbo engines**
- **New 6-speed manual gearbox**
- **360° 3-sensor parking assist system**
- **PEPS (Passive Entry/Passive Start)**
- **NVH noise cancellation technology**
- **4 Wheel Disc Brakes**
- **Bosch's V9.0 ABS+EBD**
- **Enhanced storage space**
- **G-Link mobile connectivity system**

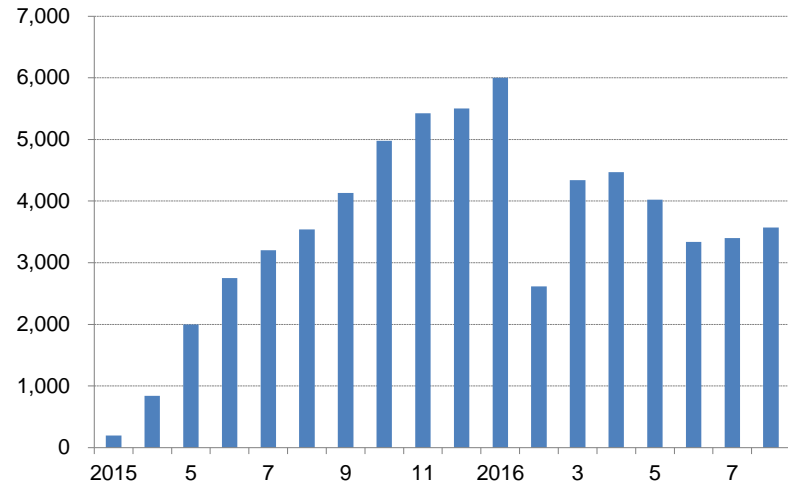


Key Product – GC9



- New brand image, market positioning & design philosophy
- New 1.8T and 3.5L V6 engines
- Fastback & sporty design
- Top international suppliers
- New manufacturing facilities
- Harman Infinity@ Entertainment
- City Safety, ACC Cruising, PAS Parking, LDW Alert, HUD Display, EPB Brake & AQS Air Quality Control

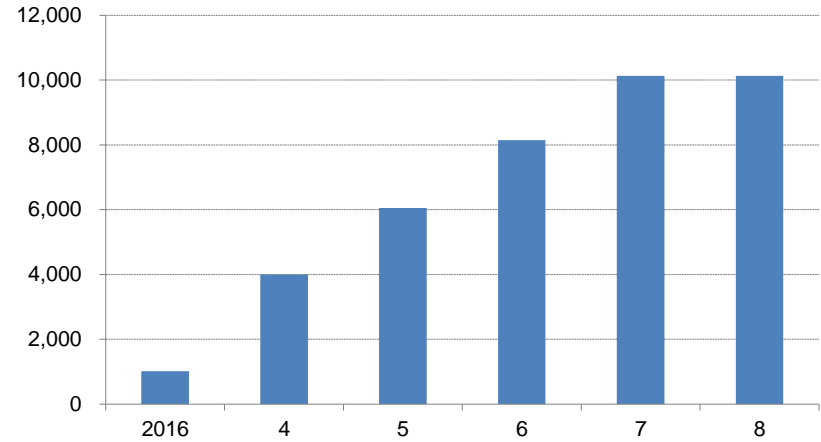
Monthly Sales Volume of GC9



New Product – Boyue



Monthly Sales Volume of 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:	RMB98,800-157,800



New Product – Emgrand GS



Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB77,800-108,800



Upcoming New Products

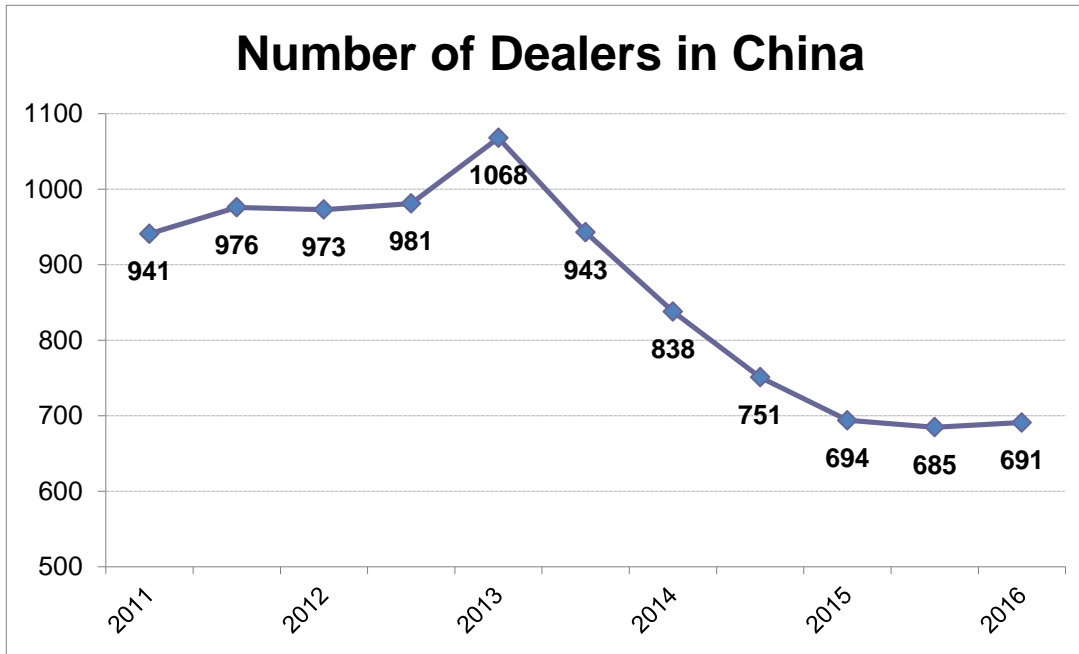
- 2016
- New A+ segment sedans (Emgrand GL)
- New compact SUVs (Vision SUVs)
- Hybrid electric sedans

2016 sales volume target at 660,000 units (+29% over 2015)

- 2017
- First batch of new models from CMA (Compact Modular Architecture) platform



Dealer/Brand Restructuring



Vehicle Quality & Dependability



**J.D.Power Asia Pacific 2015 China
Initial Quality StudySM (IQS)
Vehicle Dependability StudySM (VDS)**

Study	Segment	Model	Segment Rank
IQS#	Compact	Geely Kingkong	3
VDS^	Mass Market	Geely	14 (152 pp100 vs. average of 160)
VDS^	Compact Mini	Geely Panda	1

based on evaluations from 21,707 owners of new vehicles purchased between October 2014 and June 2015, including 270 different models from 71 different brands;

^ based on evaluations from 17,534 owners of vehicle purchased between May 2011 and August 2012, including 160 different models from 59 different brands

Customer Service Satisfaction



J.D.Power Asia Pacific 2016 China Customer Service Index (CSI) StudySM

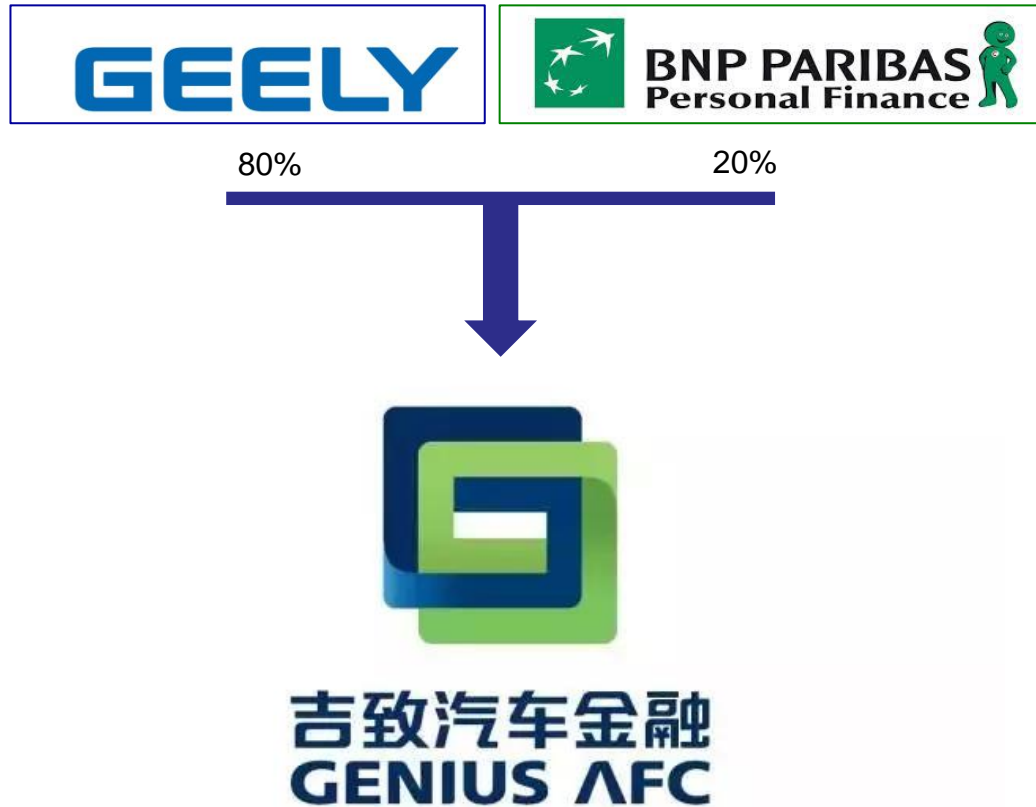
Brand	Points#	Overall Rank	Sector Rank*
Geely	741	8	3
Mass Market Average	674		

based on a 1,000-point scale and study of 74 passenger vehicle brands in China

* ranking amongst Chinese domestic brands

Source: J.D.Power Asia Pacific 2016 China Customer Service Index (CSI) StudySM

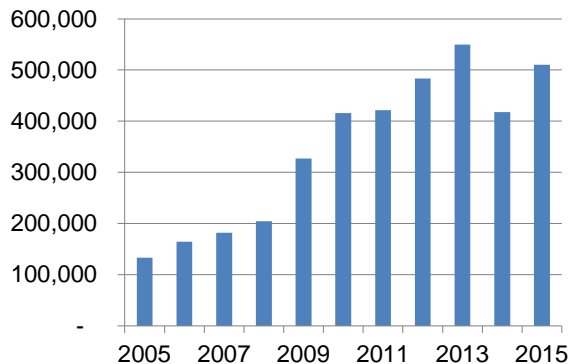
Auto Finance Joint Venture



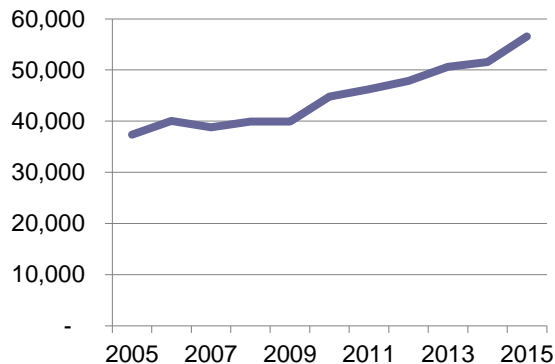
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole China market

Financial Performance

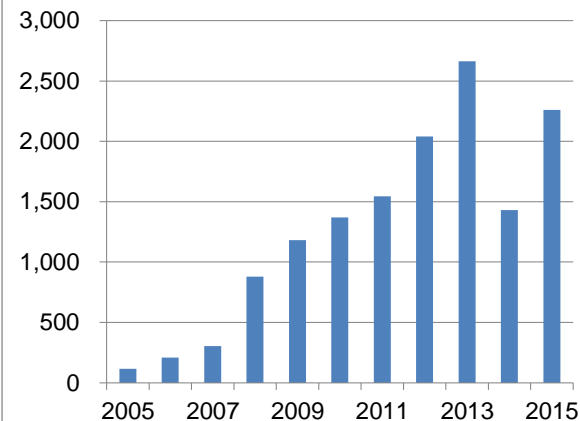
Annual Sales Volume



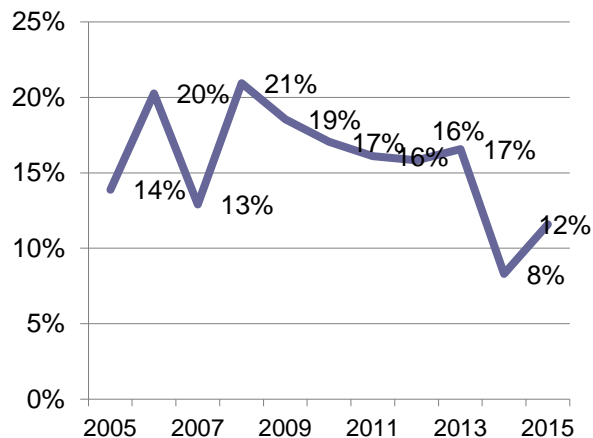
Average Ex-factory Price



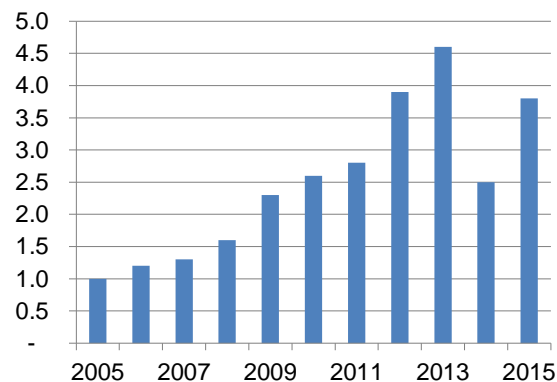
Net Profit



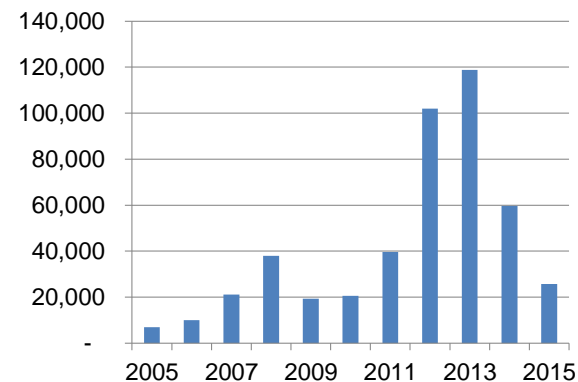
Return on Equity



Cash Dividend Per Share (HK Cents)



Export Sales Volume



2016 Interim Results In Brief

+36%

Attributable profit increased to RMB1.91 billion

+11%

Total sales volume to 280,337 units

+17%

Rise in Average
Unit Price

17.7%

Gross margin ratio
stabilized at

13.4%

Operating margin
ratio improved to

RMB 9 bn

Net cash up from
RMB7.3 bn to

* Gross profit margin ratio = gross profit / turnover

** Operating margin ratio = (pre-tax margin before net finance costs, share-based payments and share of results of associates and joint ventures) / turnover

Net cash = all cash /bank deposits – all bank borrowings – senior notes

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;• Focus on EV, PHEV & HEV to speed up new energy product offerings• Strategic alliance to upgrade technologies
Services	<ul style="list-style-type: none">• 691 dealers in China;• 23 sales agents, 355 sales and service outlets in 24 oversea countries;• Vehicle finance JV with BNP Paribas Personal Finance
Branding	<ul style="list-style-type: none">• 3-year transition period from three brands to single brand;• Single brand for export markets

New Energy Strategy



*Energy Efficiency < 5.0L/100Km
by 2020*



*Affordable PHEVs at Prices of Traditional
Cars*



*New Energy Vehicles = 90% of Total Sales
(PHEV/HEV:65% EV:35%)*



*Successful Development of Hydrogen/Metal
Fuel Battery Vehicles*

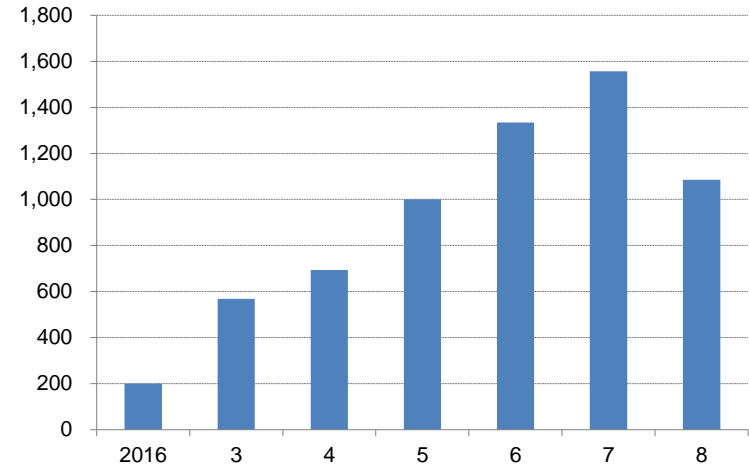


*Leading New Energy, Smart Car and Light
Weight Technologies*

New Product – Emgrand EV



Monthly Sales Volume of Emgrand EV



- **Power: 95kw**
- **Torque: 250 Nm**
- **Top Speed: 140km/h**
- **Acceleration: 4.3s (0-50km/h)**
- **Range: 330km @ 60km/h**
- **Range: 253km (combined)**
- **Battery Capacity: 45kWh (NCM)**
- **Two Charging Ports: Slow (14 hours) / Fast (48 minutes)**



Geely Automobile in Figures

Year started:	1998
Total workforce:	23,929 (on 30/6/2016)
Manufacturing facilities:	7 plants in China + 1 JV plant in Belarus
Products:	13 major models under 5 platforms
Distribution network:	691 dealers in China; 23 sales agents, 355 sales and service outlets in 24 oversea countries
2015 sales volume:	510,097 units (95% in China market)
2015 revenues:	US\$4.7 billion
Market Capitalization:	US\$7,6 billion (13 September 2016)

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