

吉利汽車控股有限公司
GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

April 2018

Sales Performance

Jan. - Mar. 2018

Overall: 386,296 units, +39% YoY
Domestic: 383,131 units +38% YoY
Exports: 3,165 units 194% YoY

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

195,688 units +10% YoY



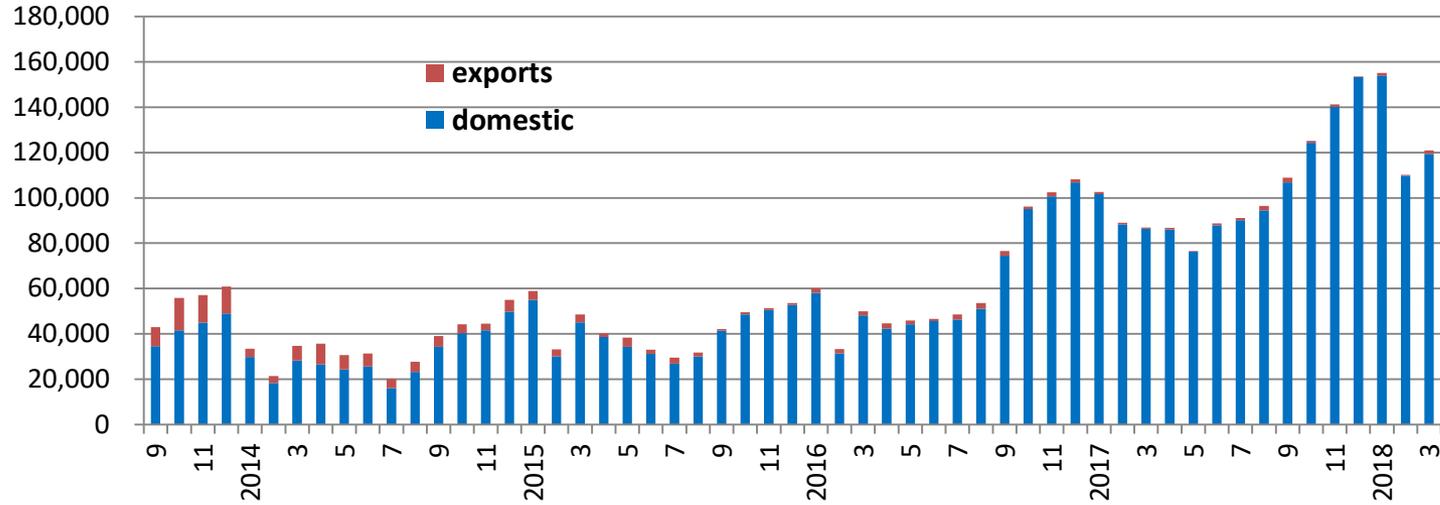
SUVs (Vision SUV+Boyue+X1+X3+S1)

163,103 units +80% YoY

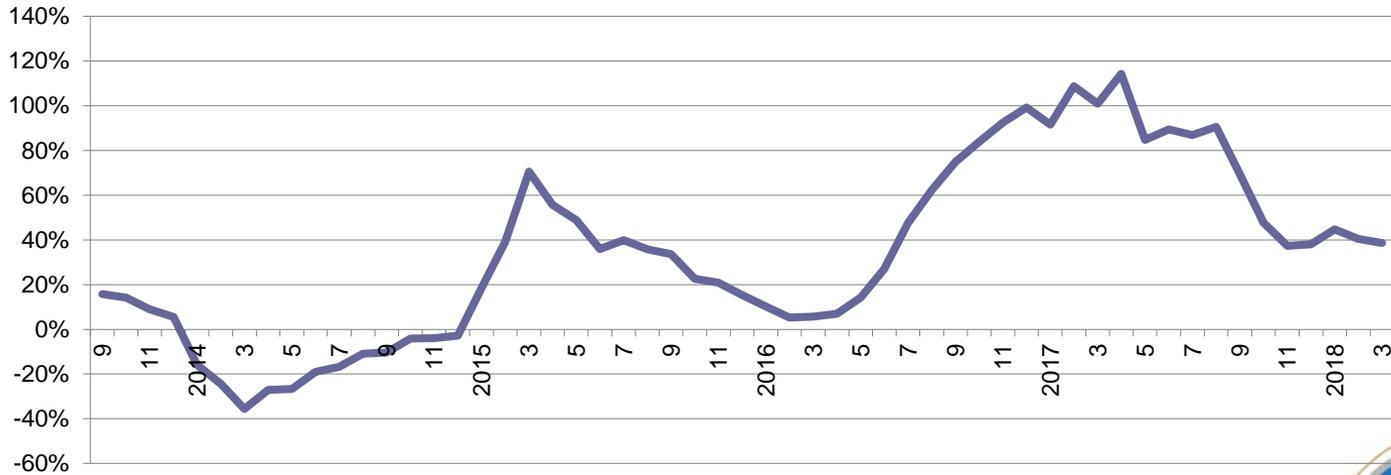


Sales Performance

Monthly Sales Volume



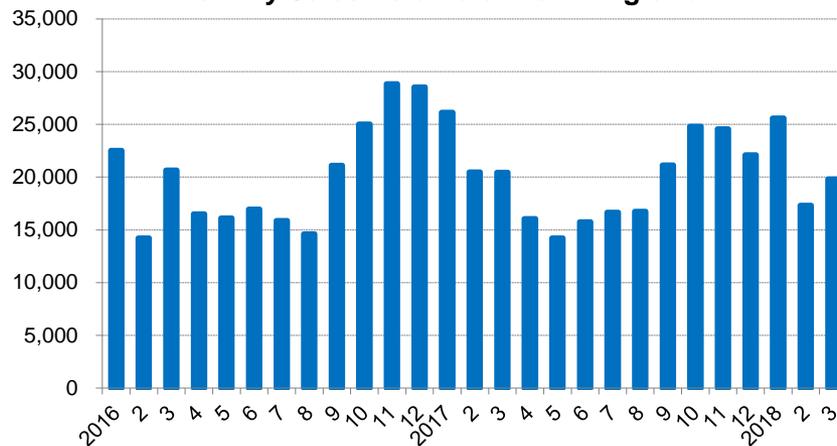
Domestic Sales Volume (3MMA+/-%)



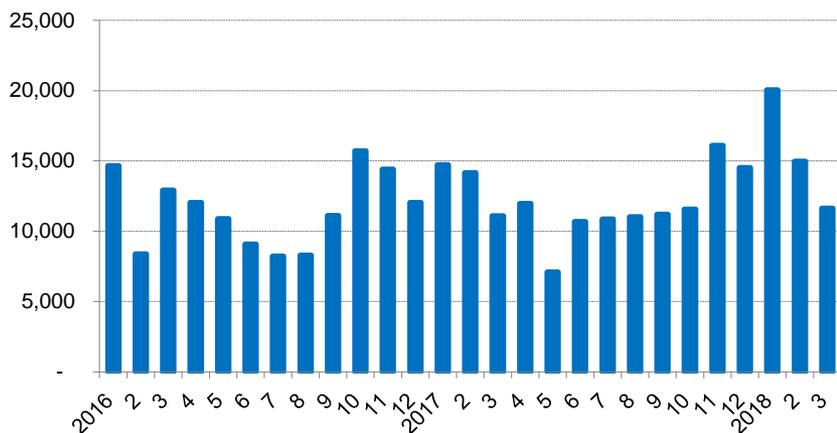
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



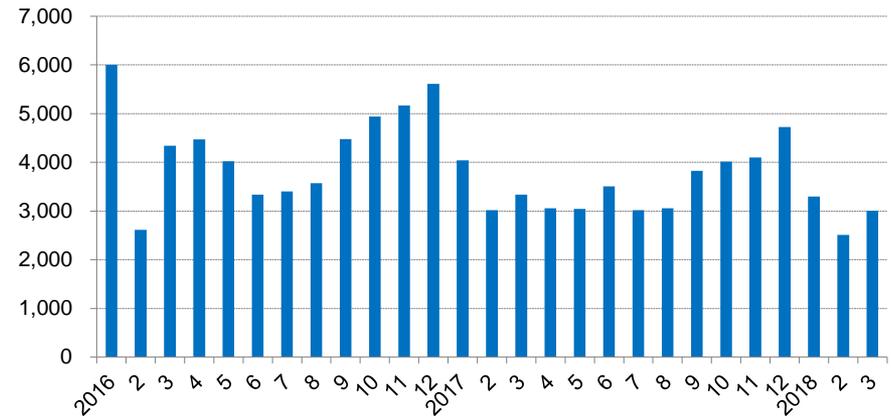
Monthly Sales Volume of Vision



Key Model – Borui



Monthly Sales Volume of Borui

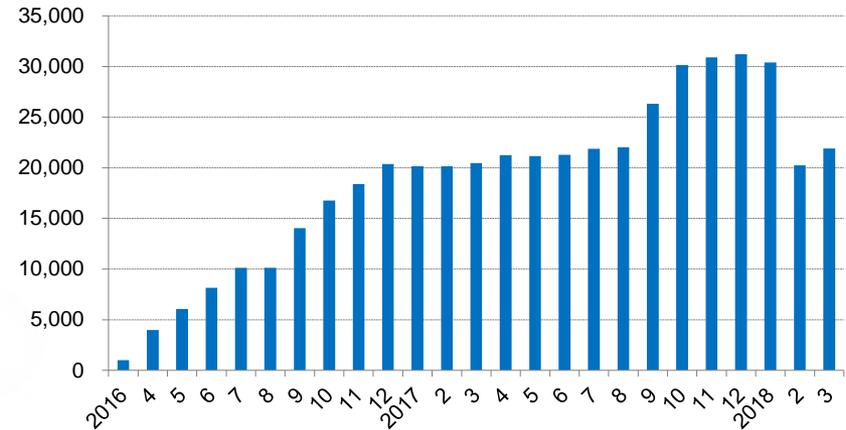


Engine:	1.8T, 2.4L
Transmissions:	6AT
Dimension:	4956/1861/1513
Wheelbase:	2850
Power:	135Kw (1.8T)
Max. Torque:	300/1750-4000 N.m/rpm(1.8T)
MSRP:	RMB119,800-179,800

Key Model – Boyue



Monthly Sales Volume of Boyue



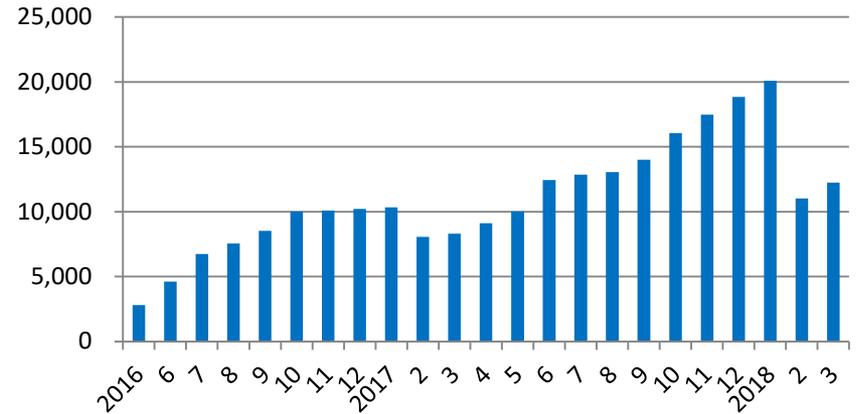
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



Key Model – Emgrand GS



Monthly Sales Volume of Emgrand GS



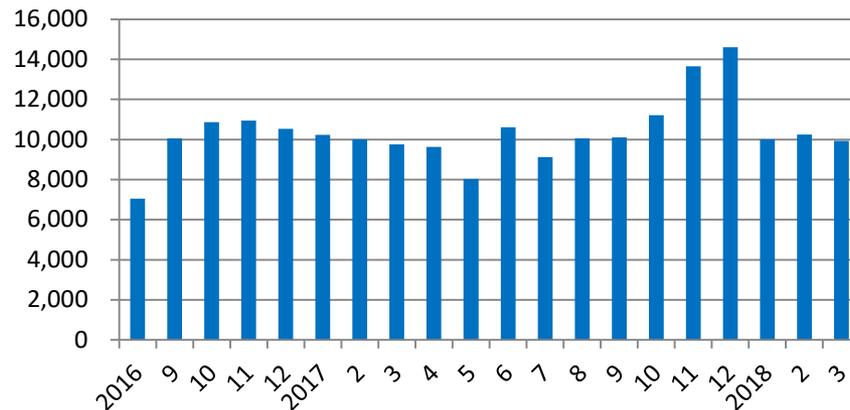
Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB77,800-108,800



Key Model – Vision SUV



Monthly Sales Volume of Vision SUV



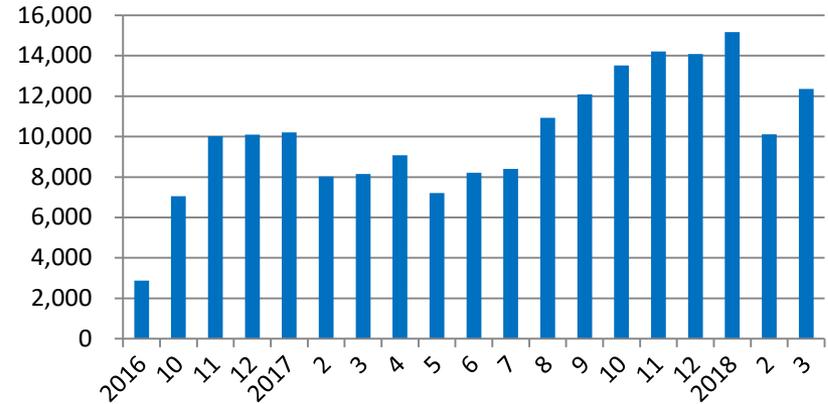
Engine:	1.3T, 1.8L
Transmissions:	8CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900



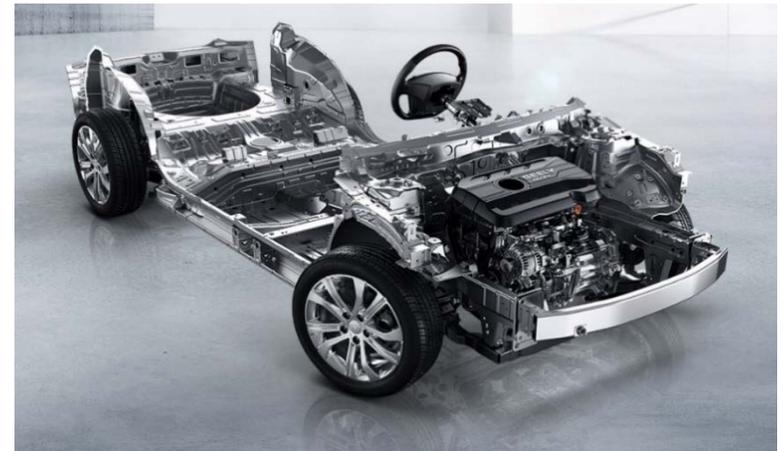
Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4825/1802/1478
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB78,800-115,800



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



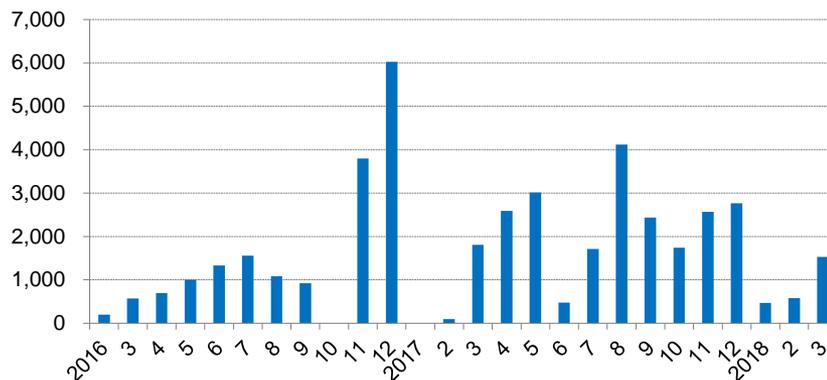
Leading New Energy, Smart Car and Light Weight Technologies



Emgrand EV450

- **Power/Torque:** 120kw/250Nm
- **Top Speed:** 140km/h
- **Acceleration:** 9.3s (0-100km/h)
- **Range:** 450km @ 60km/h
- **Range:** 400km (NEDC)
- **Battery Capacity:** 52kWh (NCM)
- **Two Charging Ports:** Slow (9 hrs) / Fast (30 mins)

Monthly Sales Volume of Emgrand EV



New Products

- 2018 sales volume target at 1,580,000 units (+27% over 2017)
- 2 SUVs, 2 Sedan, 2 EV, 1 MPV
- Lynk & Co 02 and 03
- Upgraded versions of existing major models
- New HEV, PHEV models



Lynk & Co

- **Global brand, Global manufacturing, European design & technologies, Innovative business model**
- **JV with 5:3:2 share holding structure of the listed group, Volvo Car and the parent 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**
- **2018 over 200 stores in China**
- **1Q 2019 in Europe, followed by USA; 10 new models by 2020**



Lynk & Co

- **Lynk & Co 01 launched in Nov 2017 and recorded 8500 sales volume in Mar 2018**
- **Lynk & Co 02 first show in Amsterdam in Mar 2018; and Geely European strategy was announced at the same time**
- **Lynk & Co 03 to be launched in 3Q 2018**



Auto Finance Joint Venture



- Located in Shanghai
- Registered capital increased to RMB 2B
- 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
- 2017 net profit RMB48m

Geely iNTEC Structure

iN - Intelligent+Integration+IN Trend
TEC - Technology

G-POWER

High Efficient Powertrain Technology

- Powertrain system with Intellectual central Control

G-SAFETY

Humanism Safety Design

- Safety recognition circle
- Four-dimensional passengers protection system

G-PILOT

Intellectual Driving Technolgy

- Intellectual driving central controlling system

G-NETLINK

Intellectual Mobility System

- Intelligence-entertainment integrated digital tube

G-BLUE

Healthy Ecological Techonlgy

- Ecological driving tube
- Interactive health sensation system
- Blue "heart" energy strategy

Geely GKUI

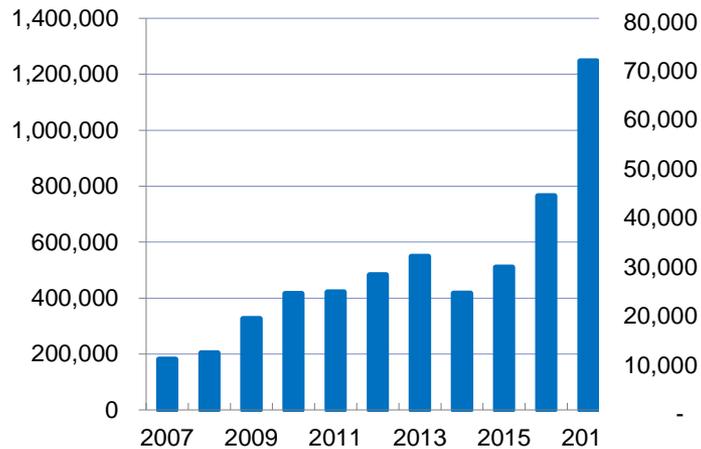
- GKUI smart ecosystem comprises:
 - ✓ The cloud storage
 - ✓ A desktop similar to your phone
 - ✓ A driver unique ID, safe and reliable
 - ✓ The App ecosystem

- Powerful Speech recognition
- Fast interactive, timely system update
- First installed in 2018 Boyue, and later in all the models

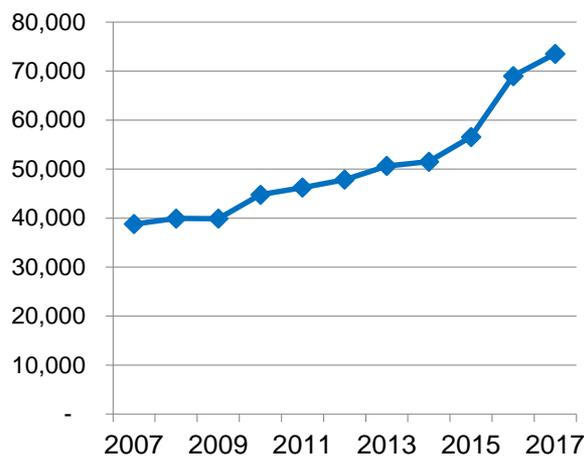


Financial Performance

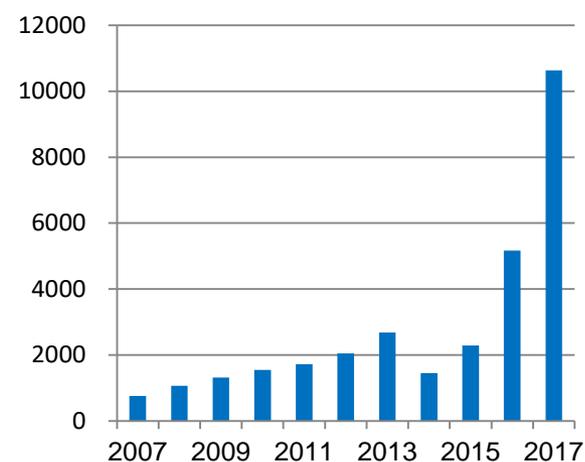
Sales Volume



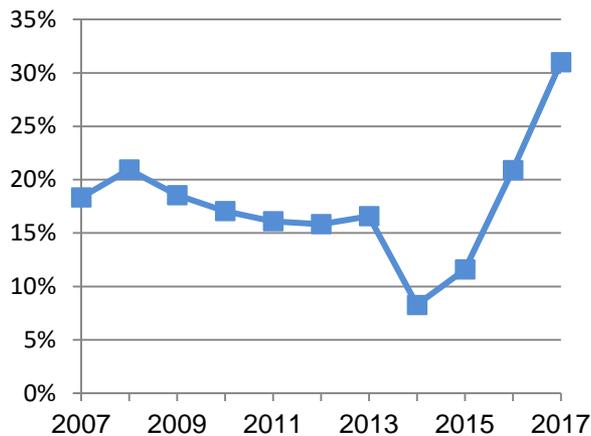
Average Ex-factory Price



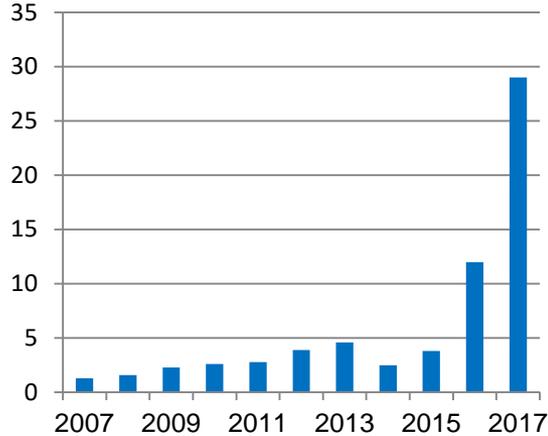
Net Profit



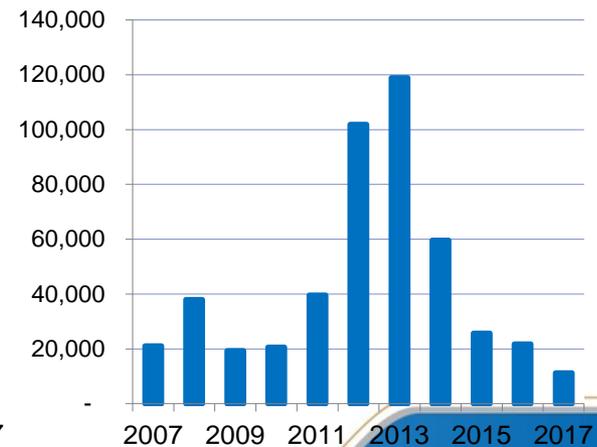
Return on Equity



Cash Dividend per Share (HK Cents)



Export Sales Volume



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">• More than 880 dealers in China;• 723 4S dealers and 157 franchisee stores.• Vehicle finance JV with BNP Paribas Personal Finance
Branding:	<ul style="list-style-type: none">• “Geely” brand for mass market;• “Lynk&Co” brand for upper market

Geely Automobile in Figures

Year started:	1998
Total workforce:	41,600 (on Dec. 31 st , 2017)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	14 major models under 5 platforms
Distribution network:	More than 880 dealers in China; 723 4S dealers and 157 franchisee stores.
2017 sales volume:	1,247,116 units (99% in China market)
2017 revenues:	US\$14.8 billion
Market Capitalization:	US\$26.2 billion (on Apr 16 th , 2018)

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