

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Nov 2018



Sales Performance

Jan. - Nov. 2018

Overall: 1,265,844 units +33% YoY
Domestic: 1,248,448 units +32% YoY
Exports: 17,396 units +79% YoY

LYNK & CO(Incl. 01 PHEV)

102,308 units

NEEVs(Excl. 01 PHEV)

49,457 units +158%

Sedans(New Emgrand+Vision+Emgrand GL+Kingkong+Borui+Binrui)

486,032 units +2% YoY

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

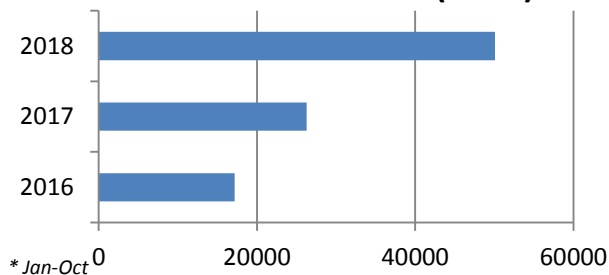
628,047 units +38% YoY



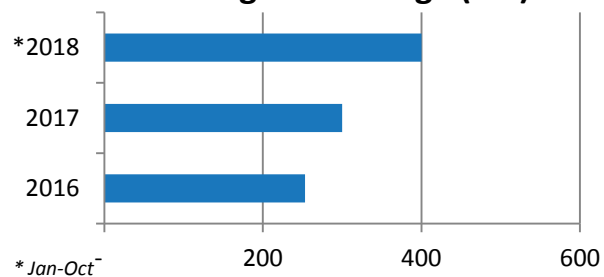
New Energy and Electrified Vehicles

New NEEV models

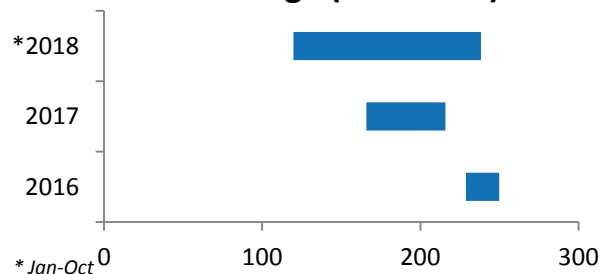
NEEVs - Sales Volume (units)












EV - Range Per Charge (km)



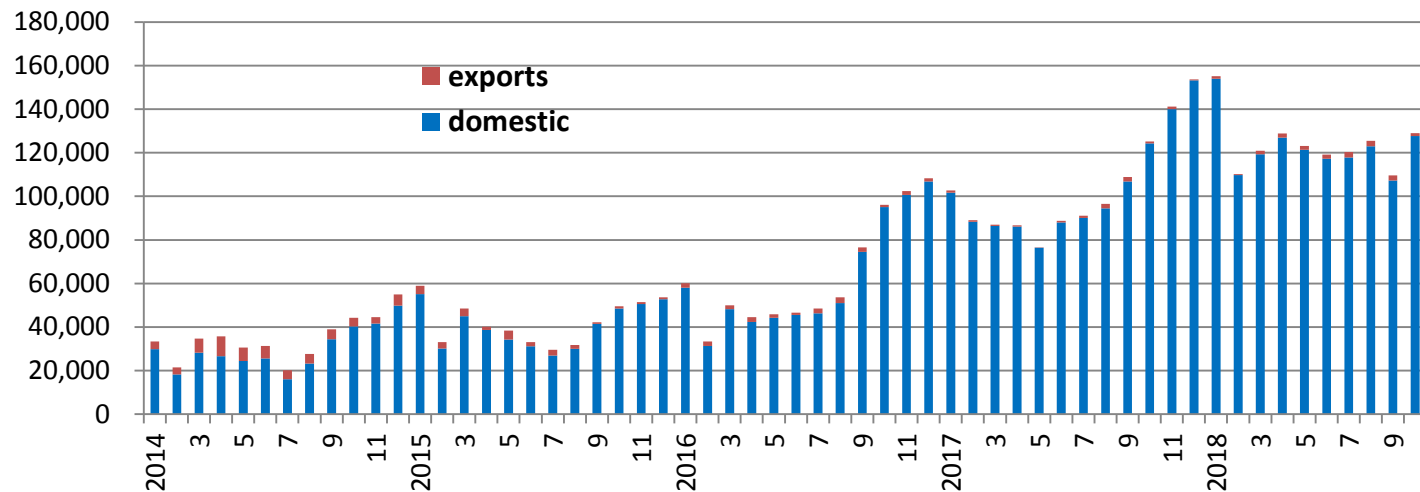
Price Range (RMB '000)



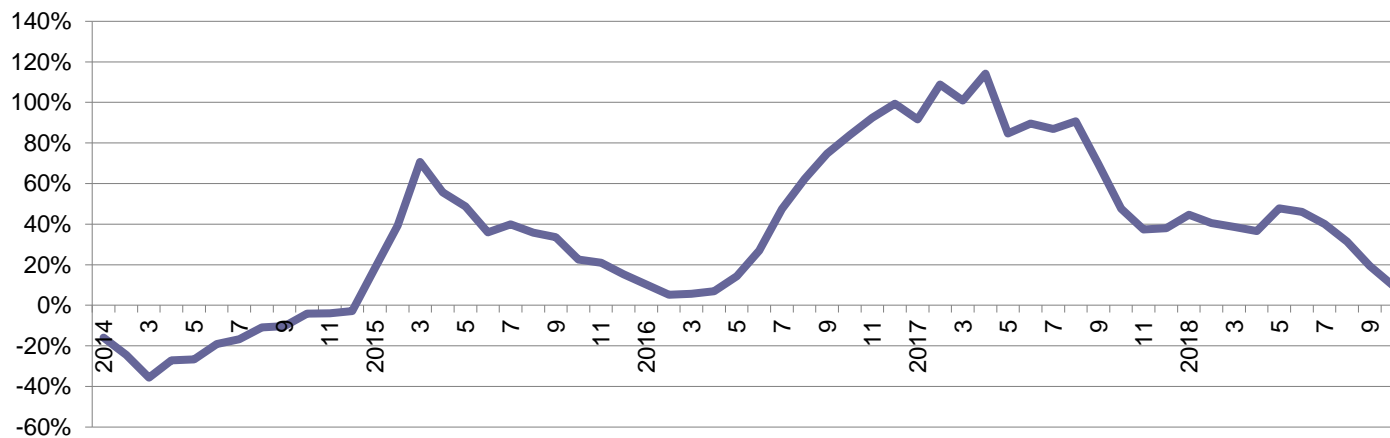
2018	 Borui GE MHEV	 Borui GE PHEV	 01 PHEV	
	 Emgrand EV350	 Emgrand EV450	 GSe	
2017	 Emgrand EV300			 Emgrand PHEV
2016	 Emgrand EV			

Sales Performance

Monthly Sales Volume



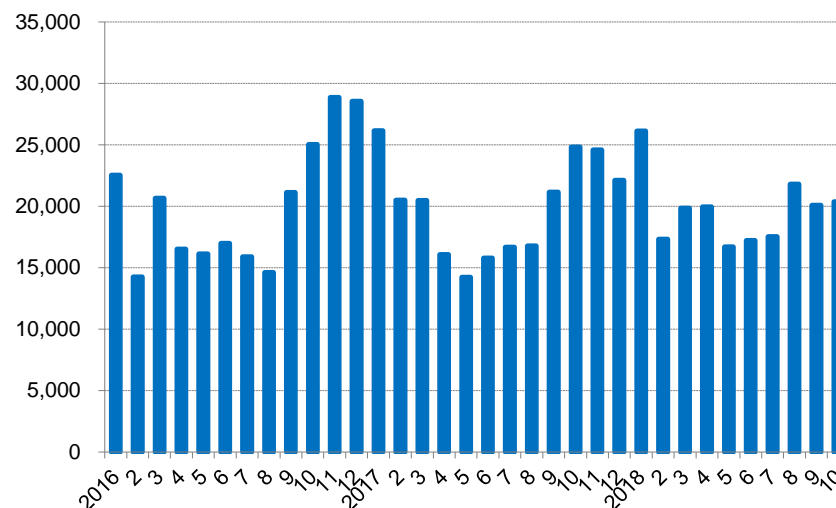
Domestic Sales Volume (3MMA+/-%)



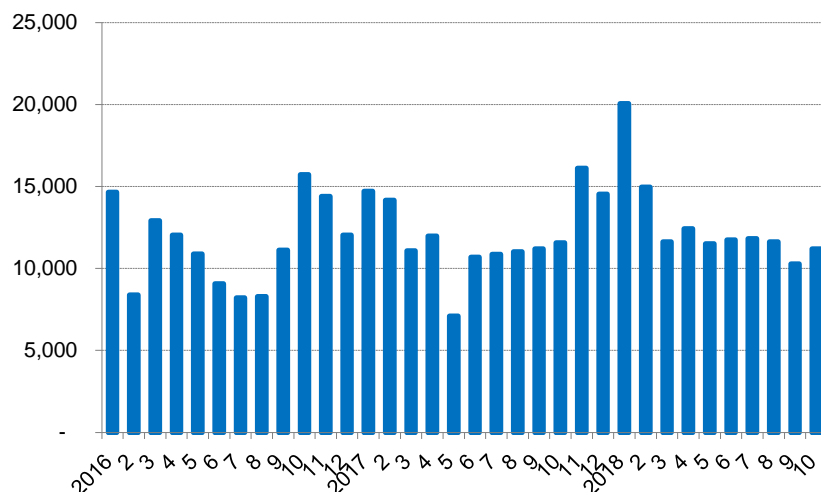
Key Model – New Emgrand & Vision



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



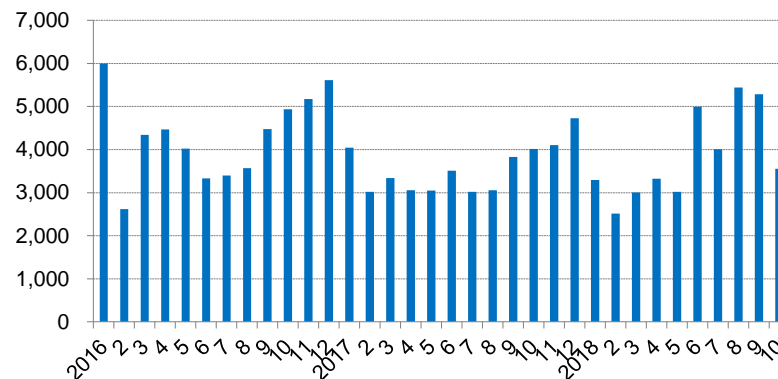
Monthly Sales Volume of Vision



Key Model – Borui GE



Monthly Sales Volume of Borui
(incl. 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



MHEV
轻度混合动力

- 5.8L/100KM Fuel Consumption
- 10% Power increase
- 15% Energy economy
- 0.3S Dynamic response

PHEV
插电混合动力

- 60KM EV mode range
- 7.4S 0-100KM/H
- 1.6L/100km Fuel Consumption
- P2.5 Architecture the most advanced tech
- 97% Transmission efficiency

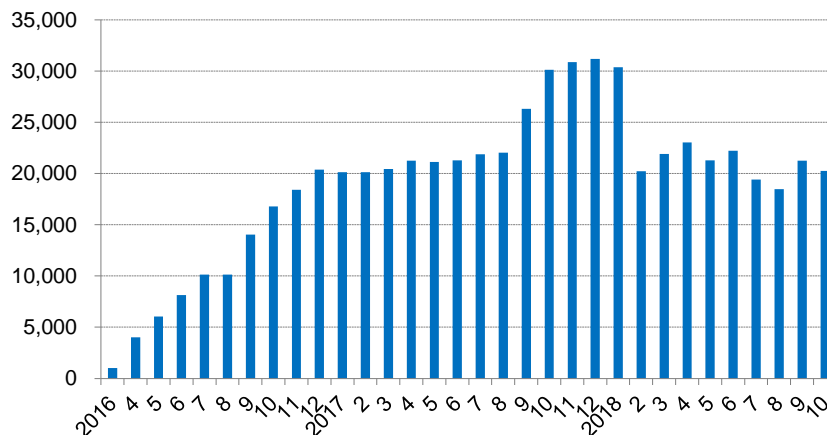


P2.5

Key Model – Boyue



Monthly Sales Volume of Boyue



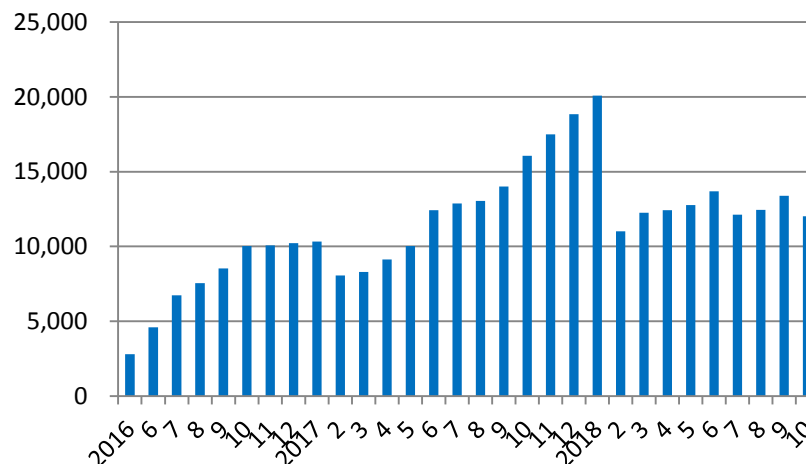
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



Key Model – Emgrand GS



Monthly Sales Volume of Emgrand GS
(incl.GSe)



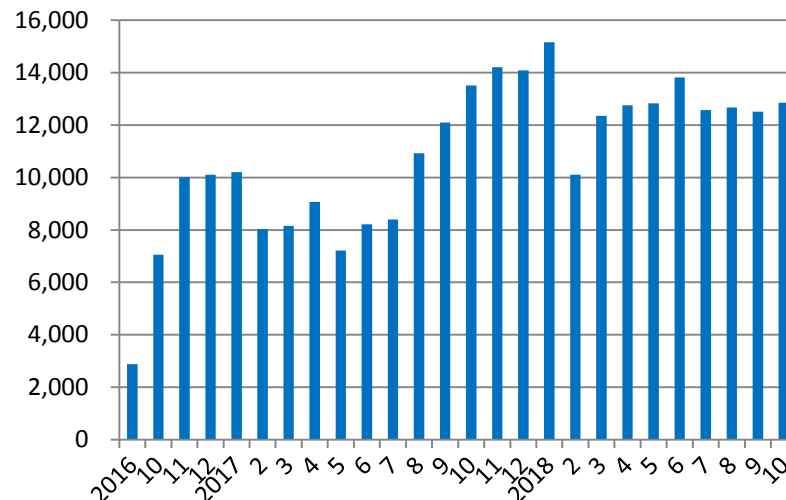
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB77,800-116,800



Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



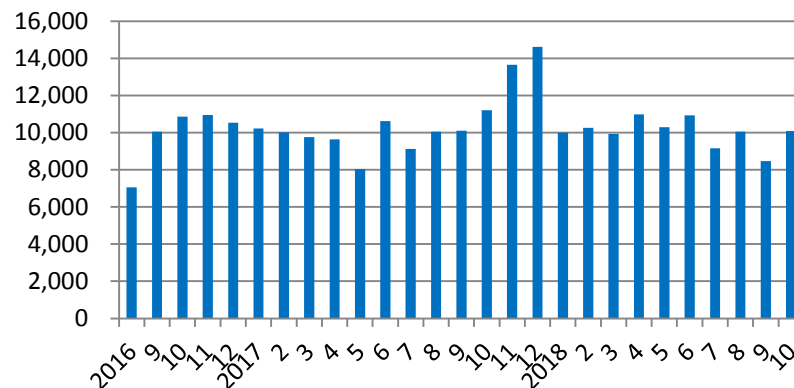
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4725/1802/1478
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB78,800-115,800



Key Model – Vision SUV



Monthly Sales Volume of 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



Key Model – Binrui & Binyue



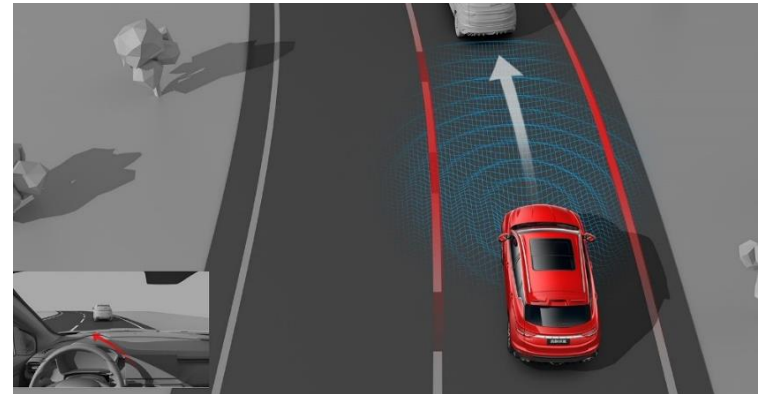
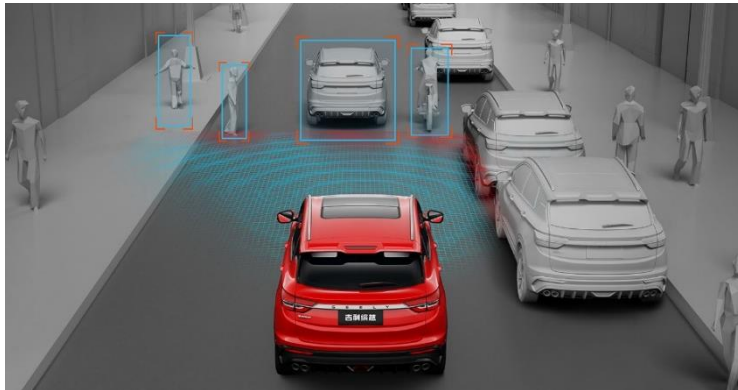
Engine:	1.4T, 1.0T
Transmissions:	6DCT,CVT,6AT,6MT
Dimension:	4680/1785/1460
Wheelbase:	2670
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB79,800-110,800

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



New Products

- 2018 sales volume target at 1,580,000 units (+27% over 2017)
- 2 SUVs, 2 Sedans, 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
- 260 stores in China by end 2018
- 2020 in Europe, followed by USA; 10 new models by 2020
- Lynk & Co recorded 15,207 unit sales in Oct 2018.



New-Vehicle Quality



J.D.Power

2018 China Initial Quality StudySM (IQS)#

Brand	PP100	Overall Rank	Sector Rank*
Lynk&Co	92	3	1
Mass Market Average	107		
Luxury Average	89		

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 StudySM (IQS)

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

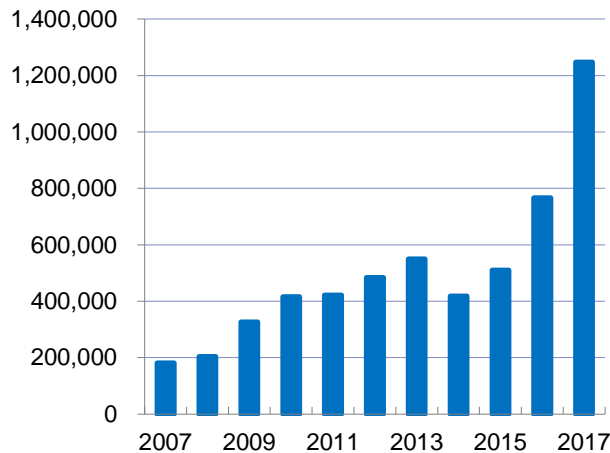
Geely GKUI

- 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

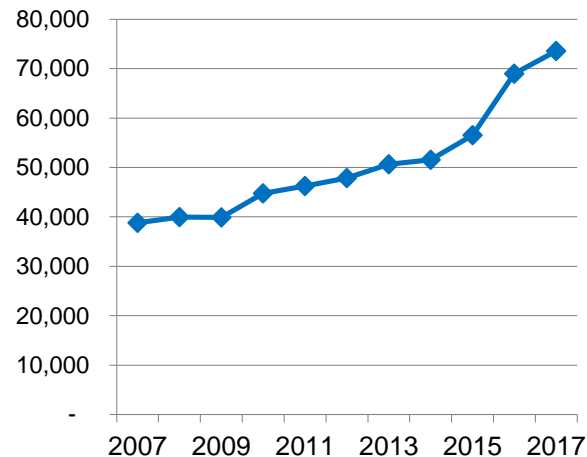


Financial Performance

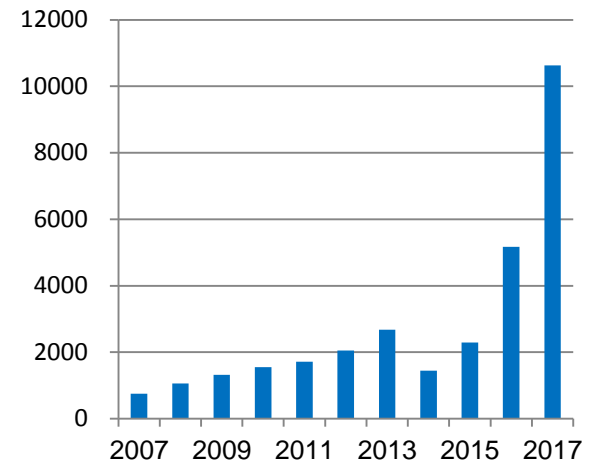
Sales Volume



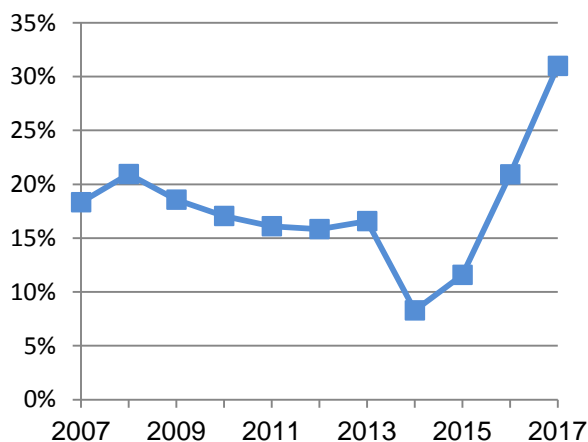
Average Ex-factory Price



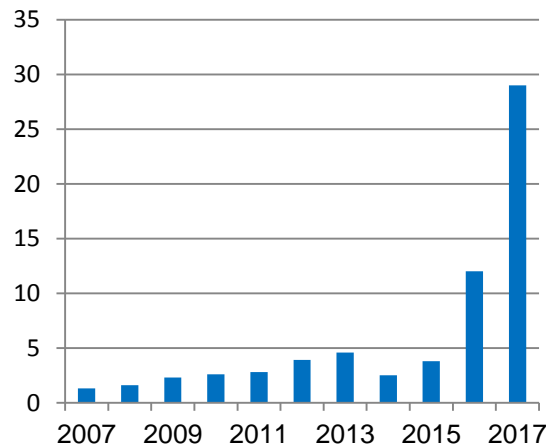
Net Profit



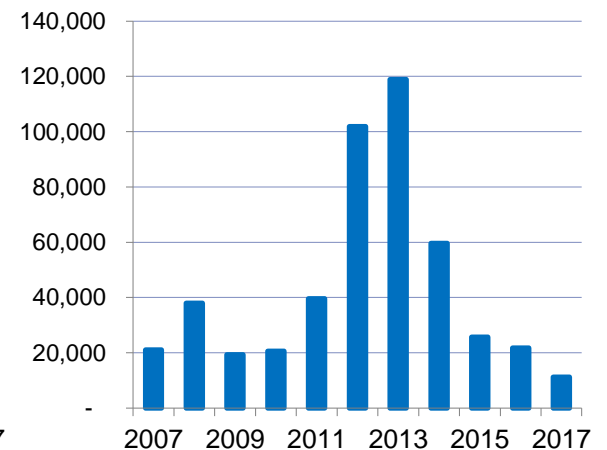
Return on Equity



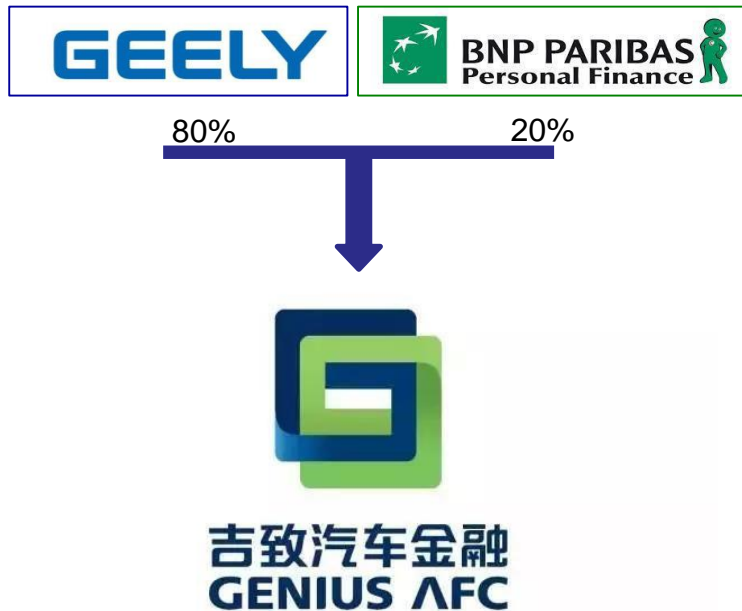
**Cash Dividend per Share
(HK Cents)**



Export Sales Volume



Auto Finance Joint Venture



- Located in Shanghai
- Registered capital RMB 2B
- Commenced operation in Sep 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting Geely, Lynk & Co and Volvo Car brands
- Progressively covering the whole China market
- 1H2018 net profit RMB91m

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 & MHEV to speed up new energy product offerings;• Strategic alliance to upgrade technologies
Services:	<ul style="list-style-type: none">• More than 940 dealers and 130 LYNK & CO dealers in China;• 24 sales agents, 297 sales and service outlets in 24 oversea countries;• 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:	47,500 (on Jun. 30 th , 2018)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 940 Geely dealers , And 130 LYNK & CO dealers in China
2018 1H sales volume:	766,630 units
2018 1H revenues:	US\$7.9 billion
Market Capitalization:	US\$16.7 billion (on Nov 9 th , 2018)

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