

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

December 2015



Sales Performance

First Eleven Months in 2015

Overall: 456,230 units, +26% YoY

Domestic: 431,308 units +40% YoY

Exports: 24,922 units -54% YoY

A-segment Sedans
(EC7+New Emgrand+GC7+SC7+Vision)

295,594 units +53% YoY



SUVs (GX7+SX7+GX9)

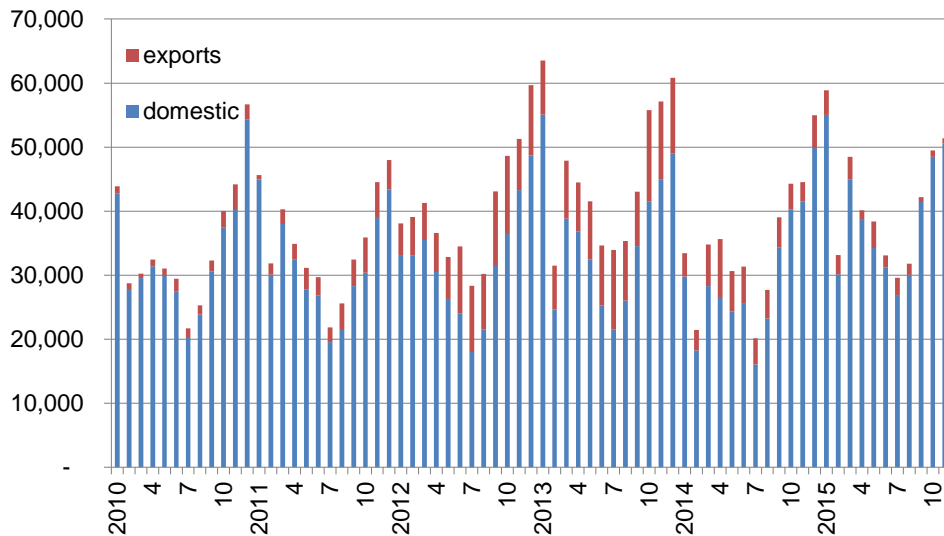
54,811 units -6% YoY



Sales Performance

First Eleven Months in 2015

Monthly Sales Volume



KingKong

(50,697 units -18%YoY)



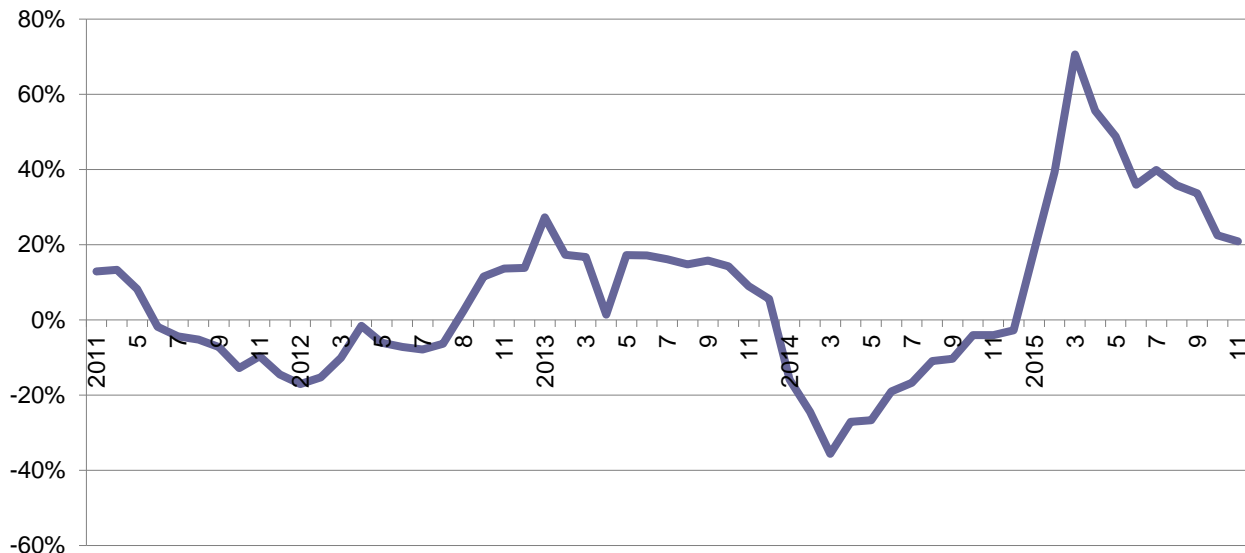
Vision

(105,807 units +535%YoY)

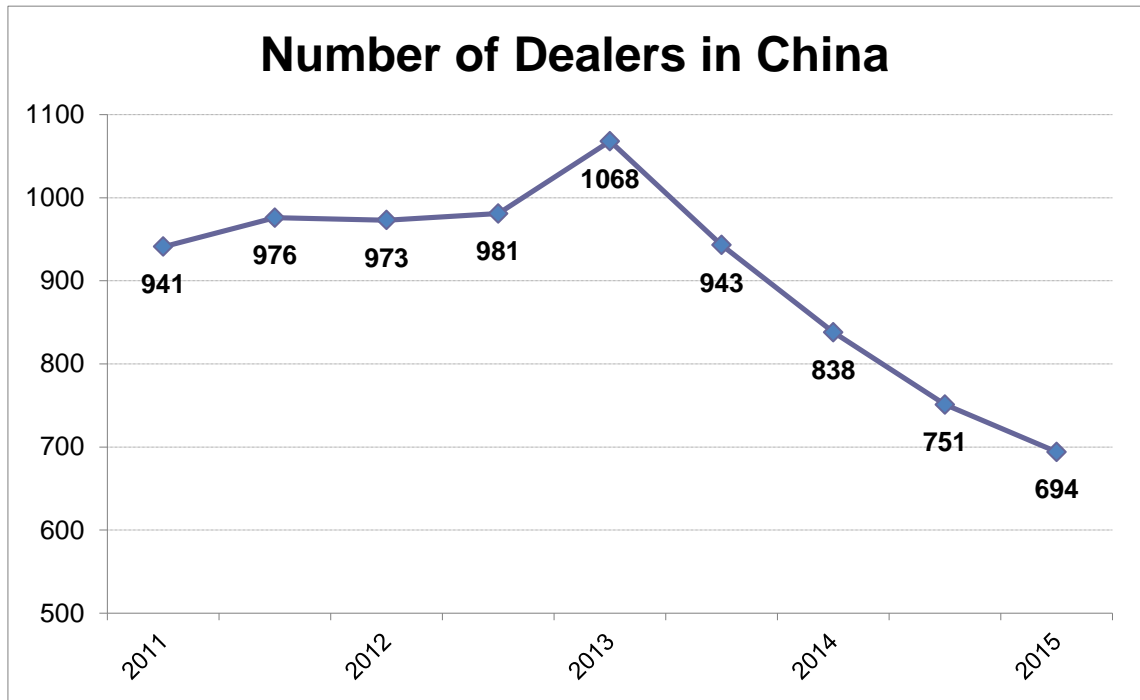
Domestic Market

- Sales volume in China fell 17% in 2014 due to the reshuffle of the sales and marketing system and the major model upgrading cycle, but started to recover since mid-2014
- Sales volume so far in 2015 was boosted by the good response to new models like New Emgrand, New Vision and GC9.

Domestic Sales Volume (3MMA+/-%)



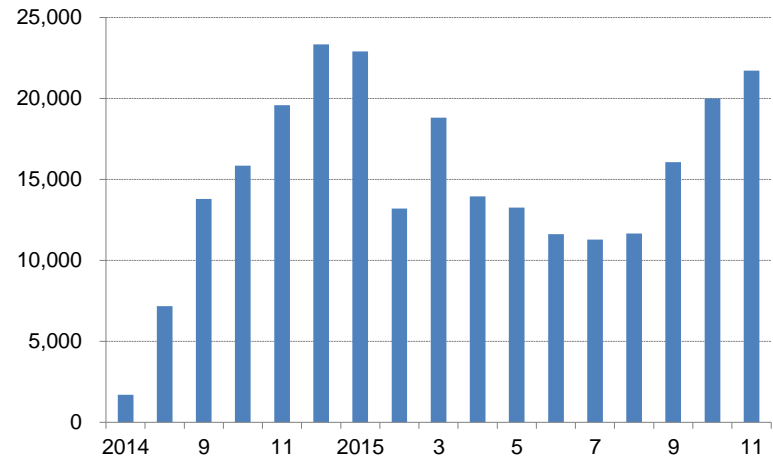
Dealer/Brand Restructuring



Key Model – New Emgrand



Monthly Sales Volume of New Emgrand



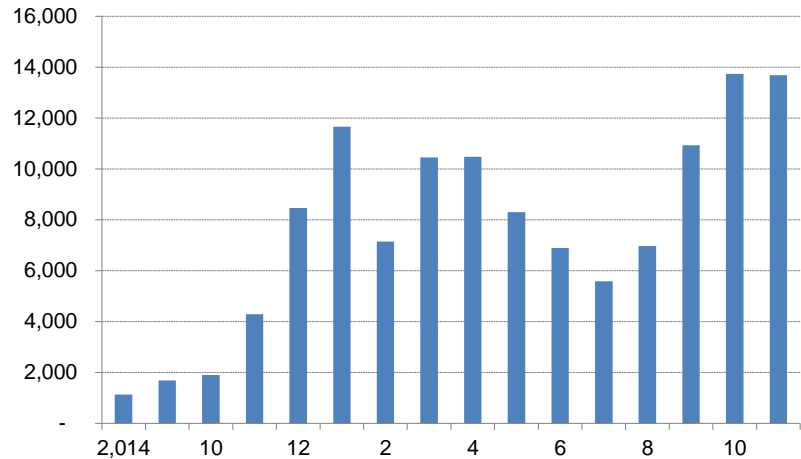
- Enhanced safety & comfort
- New turbo engines with larger power & better fuel efficiency
- New 6-speed manual gearbox
- NVH noise cancellation technology
- Enhanced storage space
- Bosch's V9.0 ABS+EBD
- HHC (Hill Hold Control)
- ESC (Electronic Stability Control)
- G-Netlink infotainment system with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

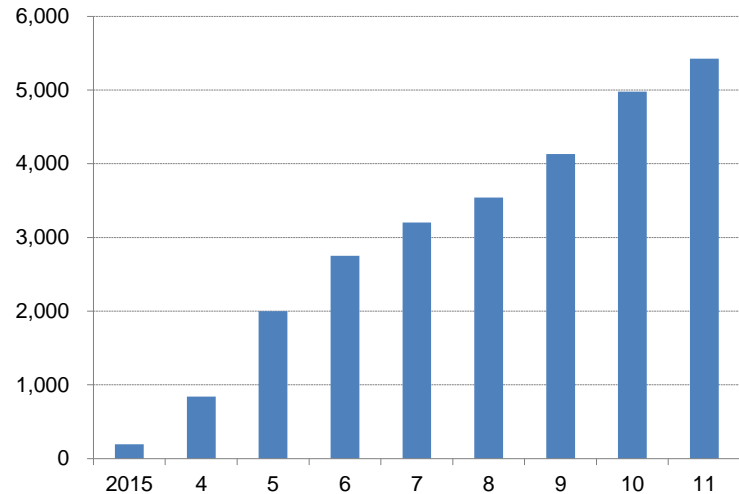


New Product – GC9



- 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



JLE-4G18TD



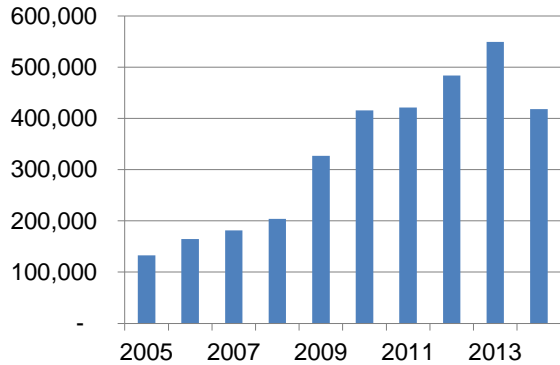
Other New Products

- “Emgrand EV” (launched Nov. 2015)
 - Mid-size SUVs (1H2016)
 - Cross Vehicles (1H2016)
 - 4-door Sedans (1H2016)
 - Compact SUVs (2H2016)
- + upgraded versions of SC7, GC7, Kingkong, Geely Panda

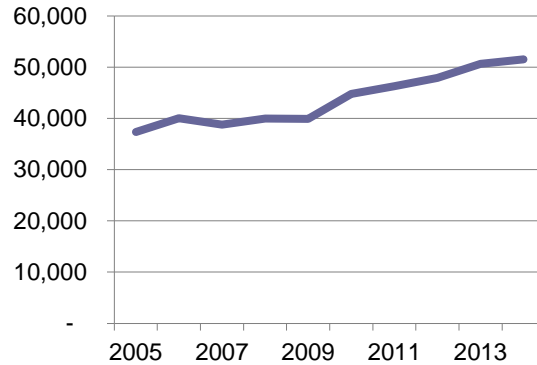


Financial Performance

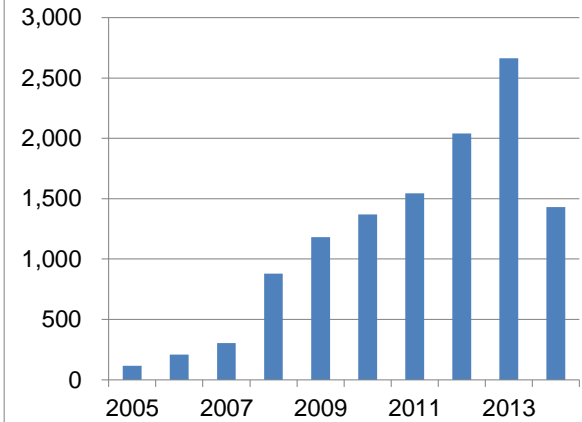
Annual Sales Volume



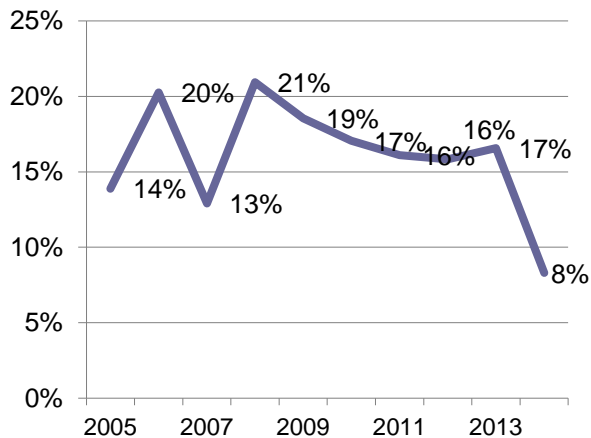
Average Ex-factory Price



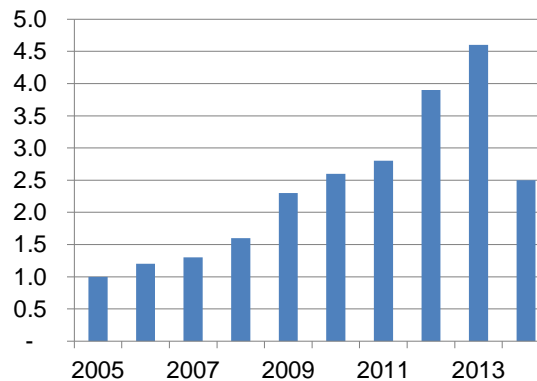
Net Profit



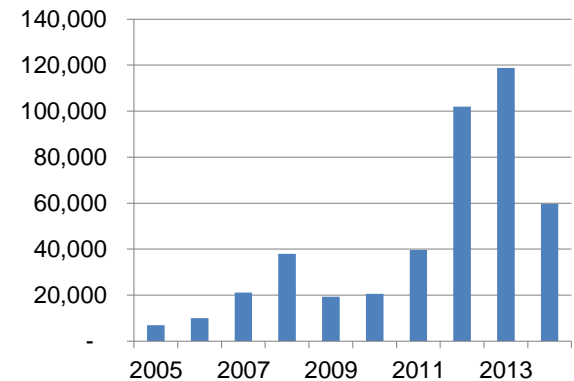
Return on Equity



Cash Dividend Per Share (HK Cents)



Export Sales Volume



2015 Interim Results

| 6M to June (RMB m) | 2015 | 2014 | YoY change |
|----------------------------|---------|---------|------------|
| Sales volume (units) | 252,107 | 187,296 | +35% |
| Turnover/Revenue | 13,121 | 10,158 | +29% |
| Gross profit margin ratio* | 18.6% | 20.3% | -9% |
| Operating margin ratio** | 13.3% | 14.4% | -8% |
| Profit after tax | 1,420 | 1,126 | +26% |
| Attributable profit | 1,405 | 1,113 | +26% |
| Diluted EPS (RMB cents)# | 15.90 | 12.65 | +26% |

| | <u>June-2015</u> | <u>Dec-2014</u> | |
|----------------------|------------------|-----------------|------|
| Shareholders' equity | 18,544 | 17,288 | +7% |
| Net cash## | 5,781 | 4,739 | +22% |

* 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 venture) / turnover

Diluted EPS = profit attributable to equity holders of the Company (diluted) / weighted average number of ordinary shares (diluted)

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;• 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">• 694 dealers in China;• 31 sales agents, 464 sales and service outlets in 31 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 |

Customer Service Satisfaction



J.D.Power Asia Pacific 2015 China Customer Service Index (CSI) StudySM

| Brand | Points# | Overall Rank | Sector Rank* |
|---------------------|---------|--------------|--------------|
| Geely | 715 | 13 | 5 |
| Mass Market Average | 664 | | |

based on a 1,000-point scale and study of 68 passenger vehicle brands in China

* ranking amongst Chinese domestic brands

Source: J.D.Power Asia Pacific 2015 China Customer Service Index (CSI) StudySM

Vehicle Quality & Dependability



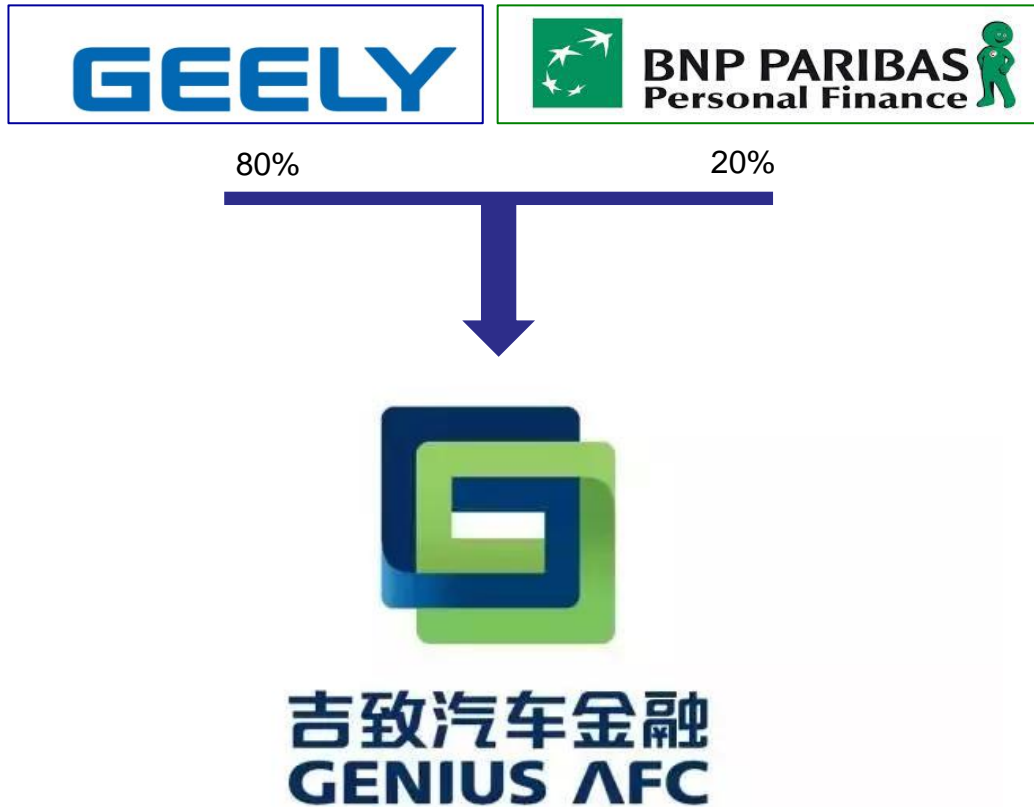
**J.D.Power Asia Pacific 2015 China
Initial Quality StudySM (IQS)
Vehicle Dependability StudySM (VDS)**

| 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

Auto Finance Joint Venture



- Located in Shanghai
- RMB900m registered capital
- 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

New Energy Vehicles



JL7001BEV



KD-5011



Zhidou



Partnership
to Speed up
Electrication
Offerings

Kandi JV
Xindayang
JV

Pure Electric
+
Plug-in Hybrids



EC7 - EV



EC7 - Petro
Hybrid



Emgrand Cross
Plug-in Hybrid

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



- **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: | 19,217 (on 30/6/2015) |
| Manufacturing facilities: | 7 plants in China + 1 JV plant in Belarus + 1 JV plant in Uruguay |
| Products: | 13 major models under 5 platforms |
| Distribution network: | 694 dealers in China; 31 sales agents, 464 sales and service outlets in 31 oversea countries |
| 2014 sales volume: | 417,851 units (86% in China market) |
| 2014 revenues: | US\$3.5 billion |
| Market Capitalization: | US\$4.7 billion (8 December 2015) |

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