

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

May 2016



Sales Performance

January - April 2016

Overall: 187,913 units, +4% YoY
Domestic: 179,830 units +7% YoY
Exports: 8,083 units -32% YoY

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

121,860 units +1% YoY



SUVs (GX7+SX7+GX9+NL3)

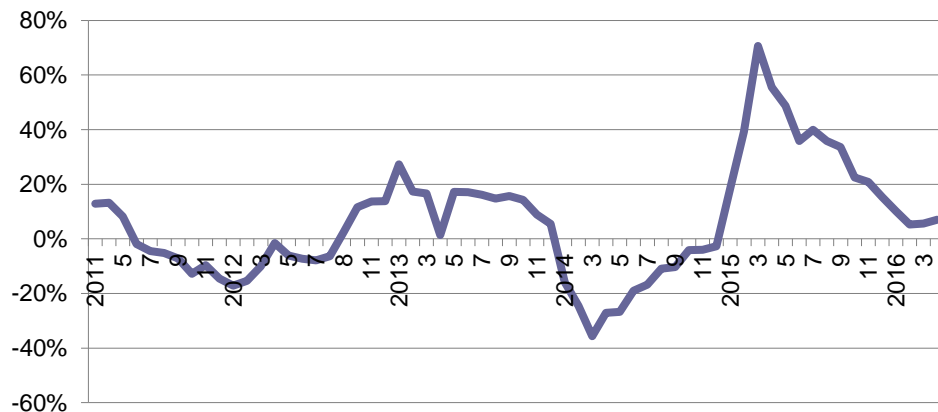
17,950 units -25% YoY



Sales Performance

January - April 2016

Domestic Sales Volume (3MMA+/-%)



KingKong

(27,844 units +22%YoY)

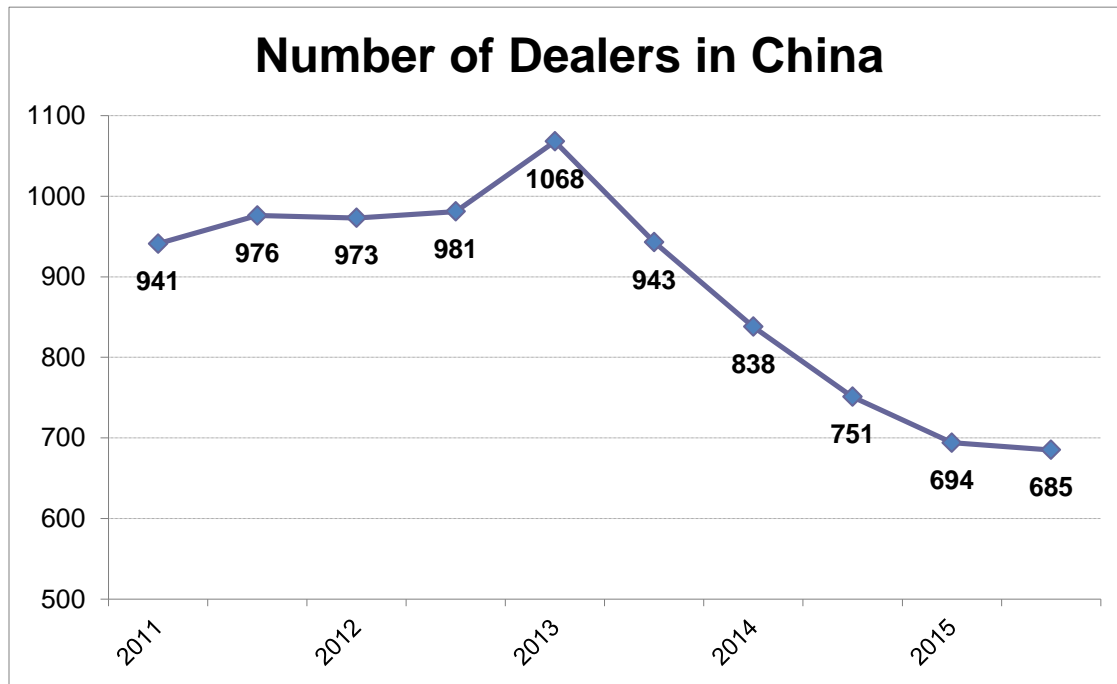
Monthly Sales Volume



Vision

(47,971 units +21%YoY)

Dealer/Brand Restructuring

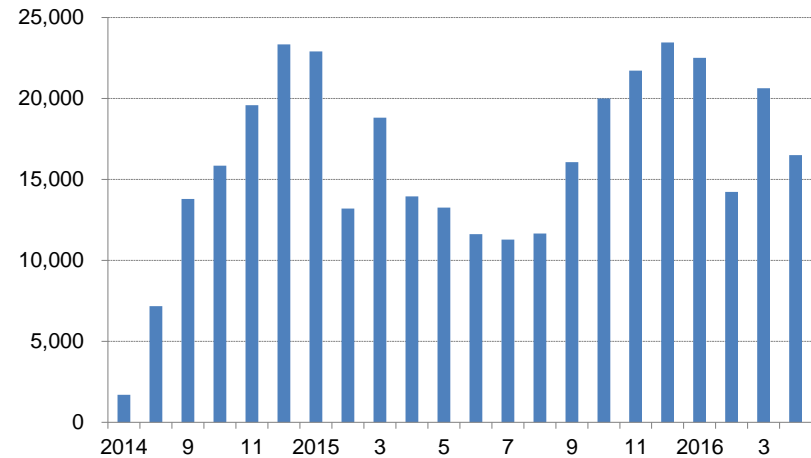


Key Model – New Emgrand



- 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

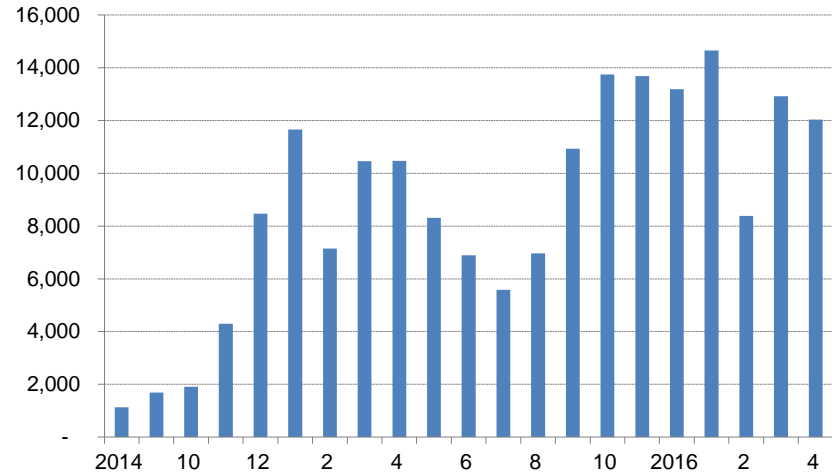
Monthly Sales Volume of New Emgrand



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**

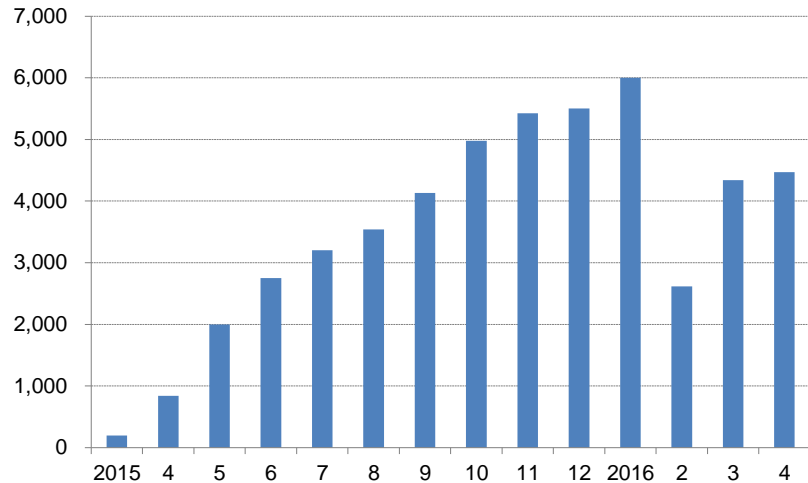


Key Product – GC9



- 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



JLE-4G18TD



New Product – 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
- Mid-size SUVs (March 2016)
- Cross Vehicles: Emgrand GS (May 2016)
- New generation of A segment Sedans (2H2016)
- Compact SUVs (2H2016)

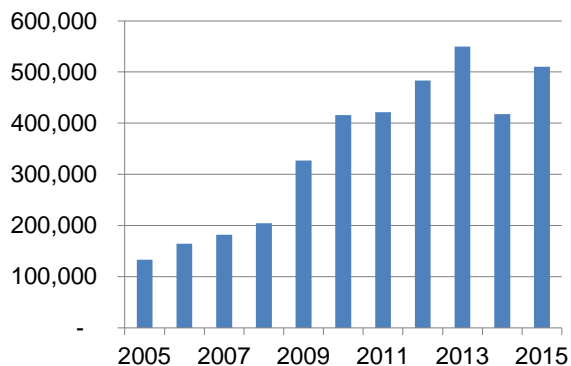
2016 sales volume target at 600,000 units (+18% over 2015)

- 2017
- First batch of new models from CMA (Compact Modular Architecture) platform to be launched in 2017

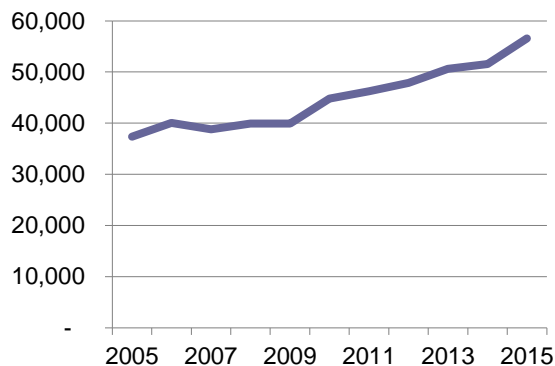


Financial Performance

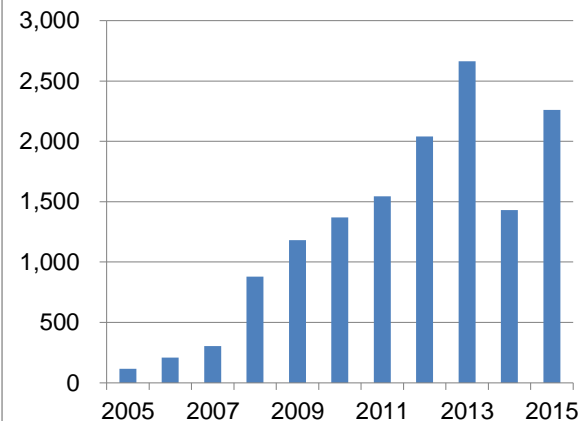
Annual Sales Volume



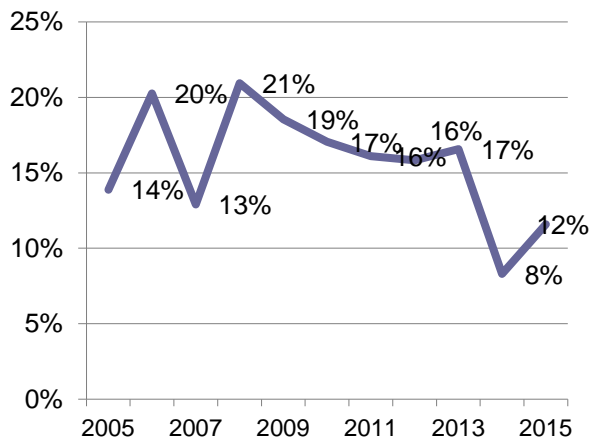
Average Ex-factory Price



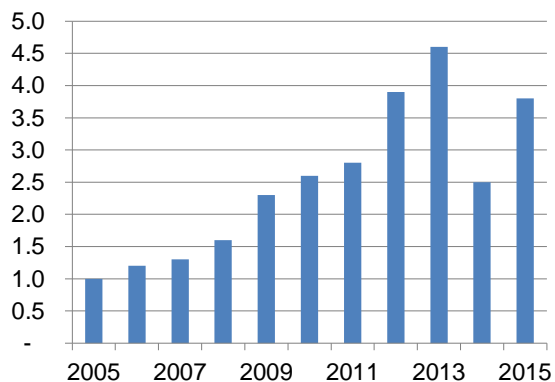
Net Profit



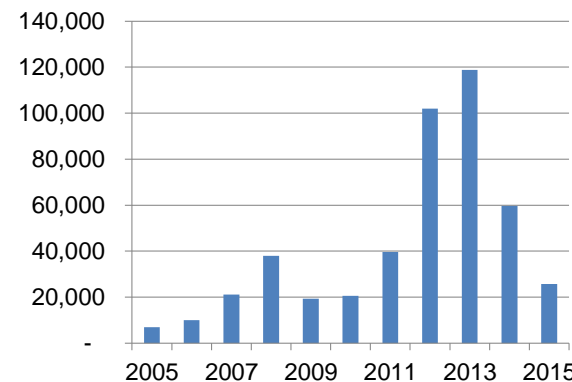
Return on Equity



Cash Dividend Per Share (HK Cents)



Export Sales Volume



2015 Results In Brief

+58%

Attributable profit increased to RMB2.3 billion

+22%

In total sales volume to 510,097 units

+10%

Rise in Average
Unit Price

18.2%

Gross margin
stabilized at

9.3%

Operating margin
improved to

RMB7.3 bn

Net cash up 54% 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">• 683 dealers in China;• 24 sales agents, 446 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

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



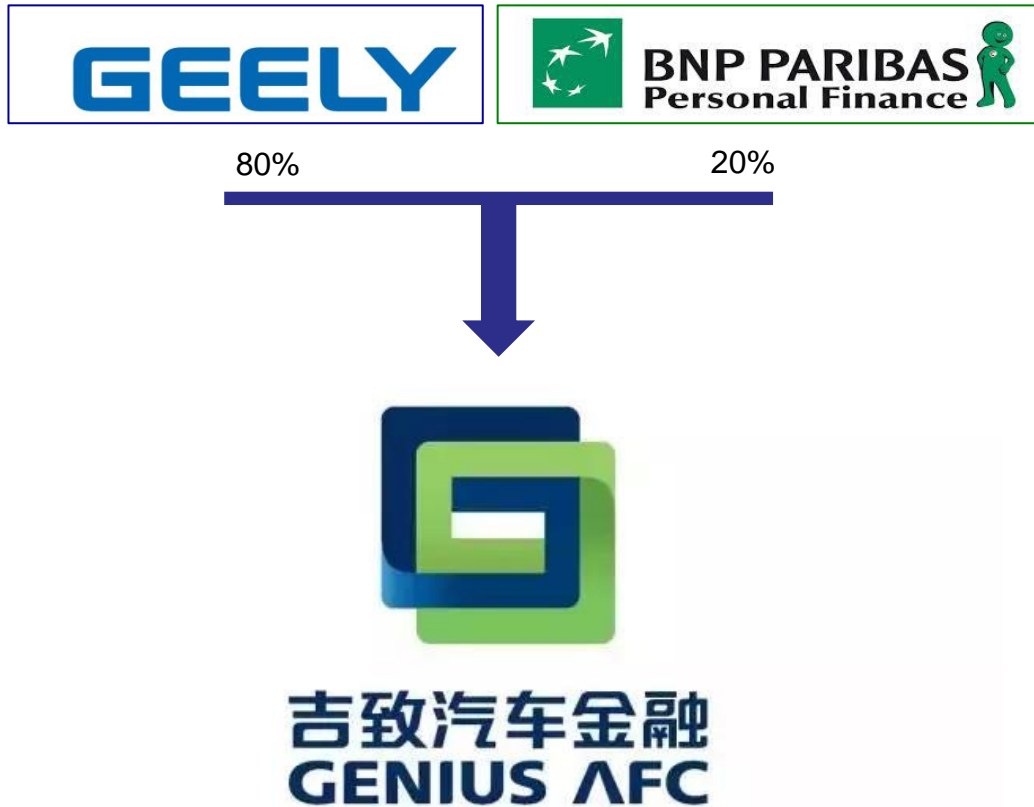
**J.D.Power Asia Pacific 2015 China
Initial Quality StudySM (IQS)
Vehicle Dependability StudySM (VDS)**

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
- 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

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:	18,700 (on 31/12/2015)
Manufacturing facilities:	7 plants in China + 1 JV plant in Belarus + 1 JV plant in Uruguay
Products:	11 major models under 5 platforms
Distribution network:	683 dealers in China; 24 sales agents, 446 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\$4.2 billion (11 May 2016)

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