

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

November 2016

www.geelyauto.com.hk

Sales Performance

Jan.-Oct. 2016

Overall: 551,199 units, +37% YoY
Domestic: 536,523 units +41% YoY
Exports: 18,676 units -22% YoY

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

344,981 units +33% YoY



SUVs (GX7+Vision SUV+Boyue)

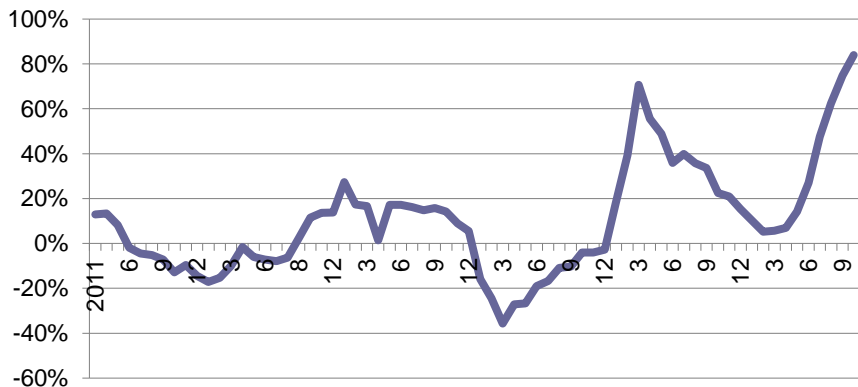
113,577 units +125% YoY



Sales Performance

Jan.-Oct. 2016

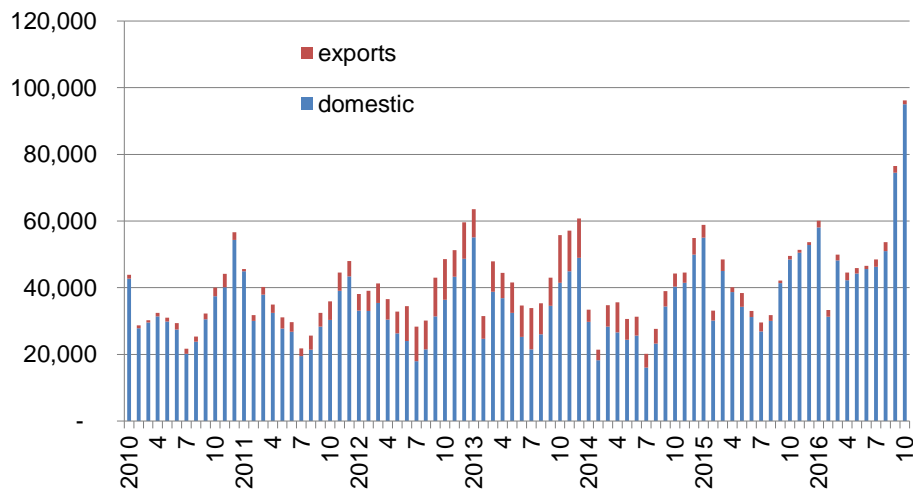
Domestic Sales Volume (3MMA+/-%)



KingKong

(49,812 units +8%YoY)

Monthly Sales Volume



Vision

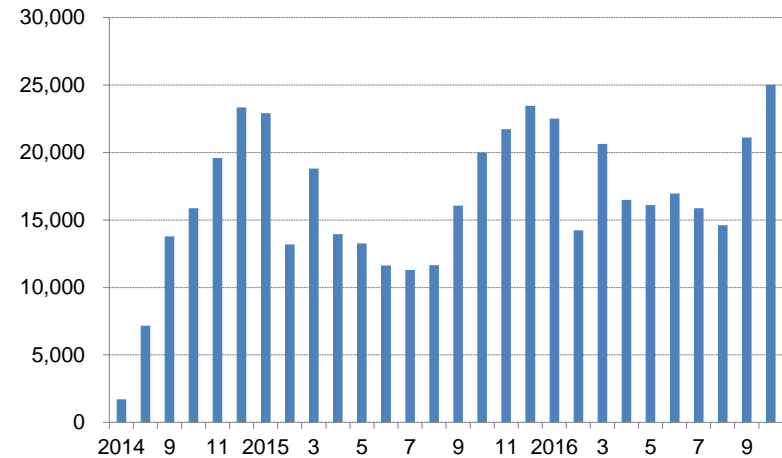
(111,255 units +21%YoY)

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**

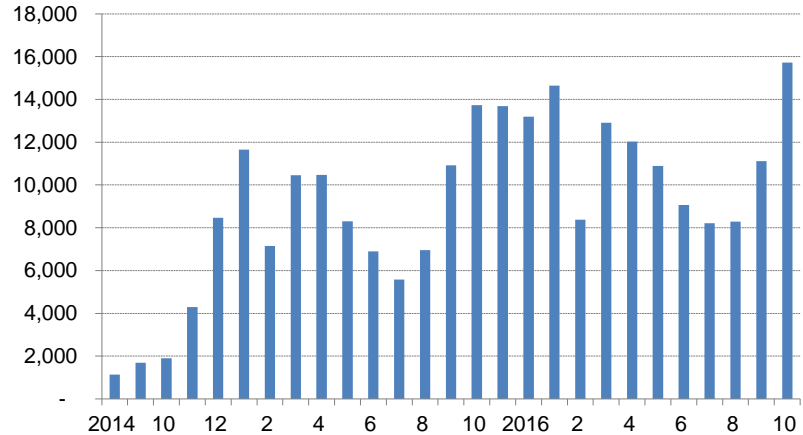
Monthly Sales Volume of New Emgrand



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**

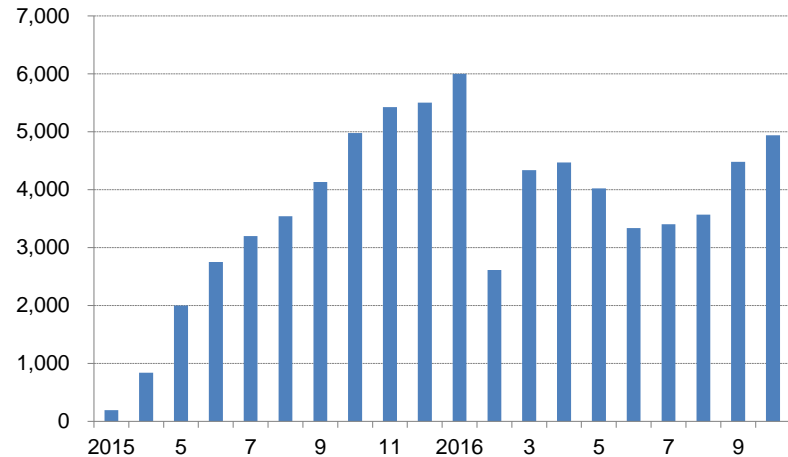


Key Product – GC9



- 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



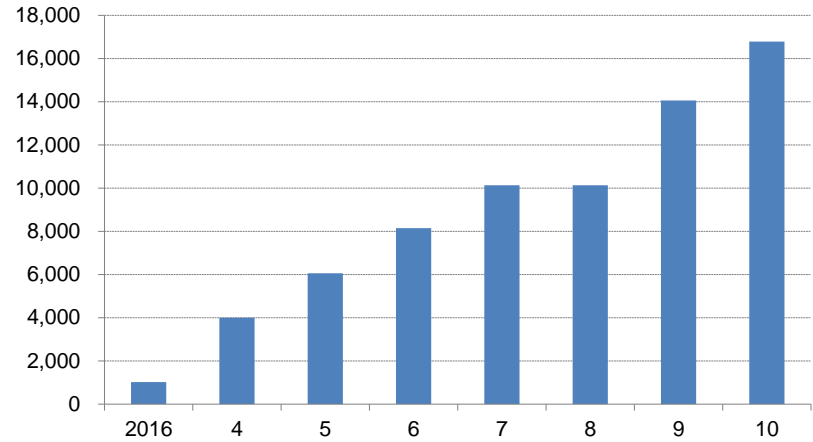
JLE-4G18TD



New Product – Boyue



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 700,000 units (+37% over 2015)

- 2017
- First batch of new models from CMA (Compact Modular Architecture) platform, developed jointly by Volvo Car and Geely Auto.



LYNK & CO

- **New global brand and innovative business model**
- **Personal, Connected and Open**
- **Supported by new vehicle models developed from CMA**
- **Ultra efficient powertrains, characterized by traditional and electrified powertrains, 7-speed DCT and manual gearbox**
- **Fixed and transparent prices**
- **Sold online or in owned stores**
- **First vehicle model: Lynk&Co01**
- **Start in 4Q 2017 in China, followed by Europe and USA**



Dealer/Brand Restructuring



Customer Service Satisfaction



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

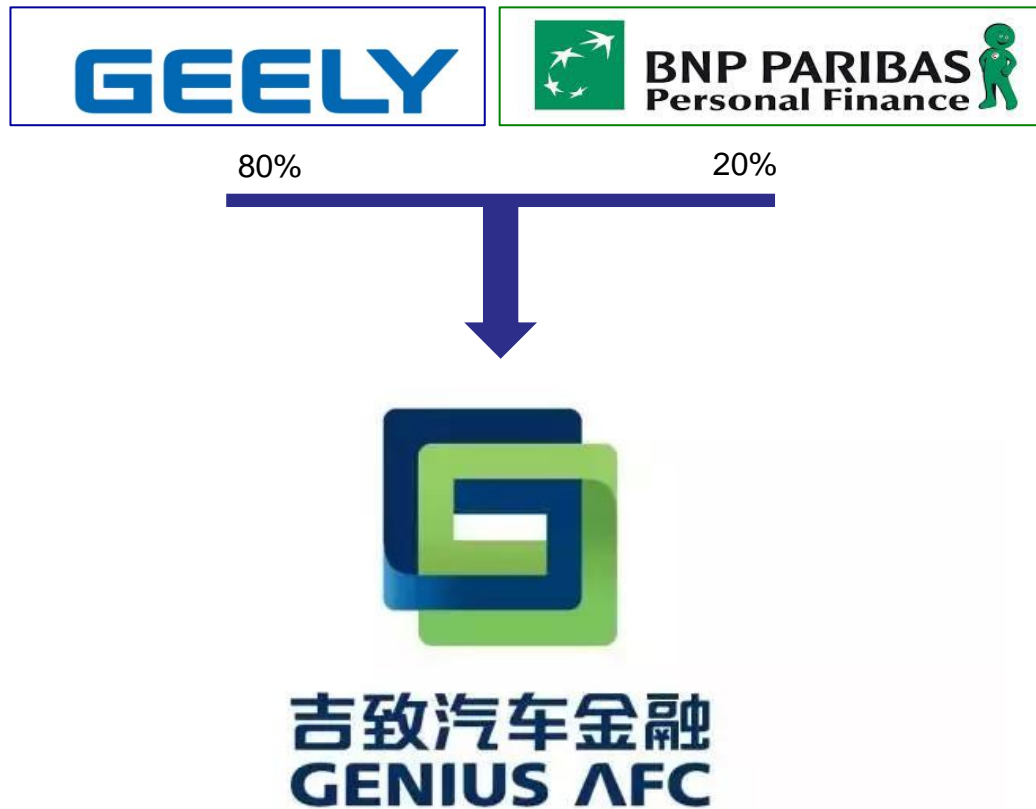
Brand	Points#	Overall Rank	Sector Rank*
Geely	741	8	3
Mass Market Average	674		

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

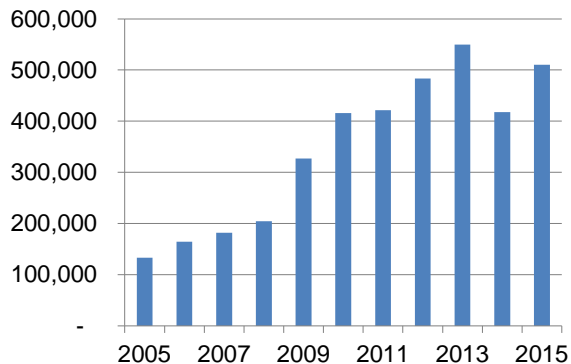
Auto Finance Joint Venture



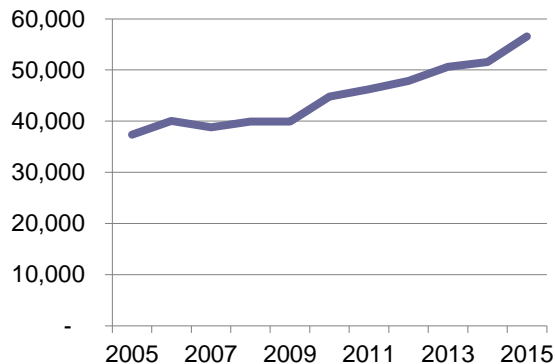
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole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

Financial Performance

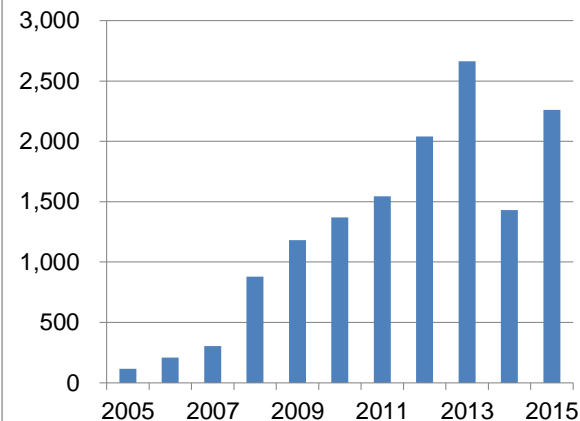
Annual Sales Volume



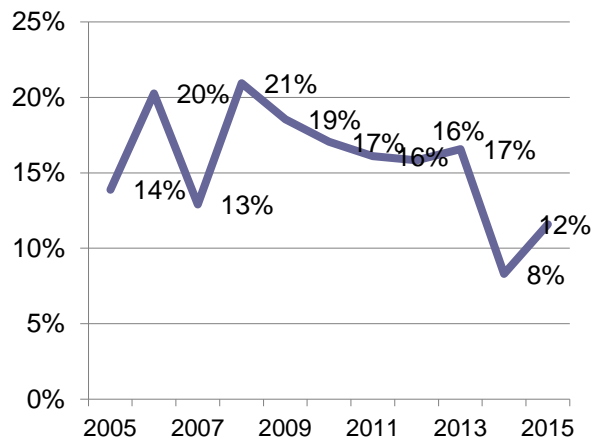
Average Ex-factory Price



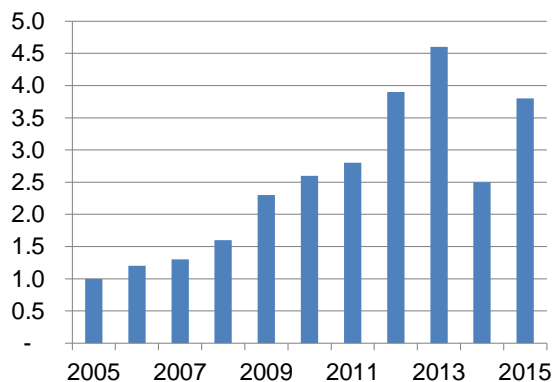
Net Profit



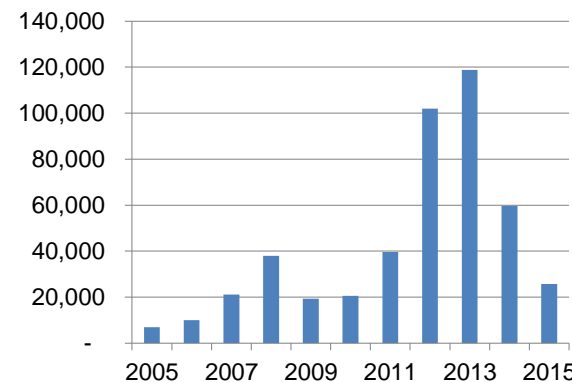
Return on Equity



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*

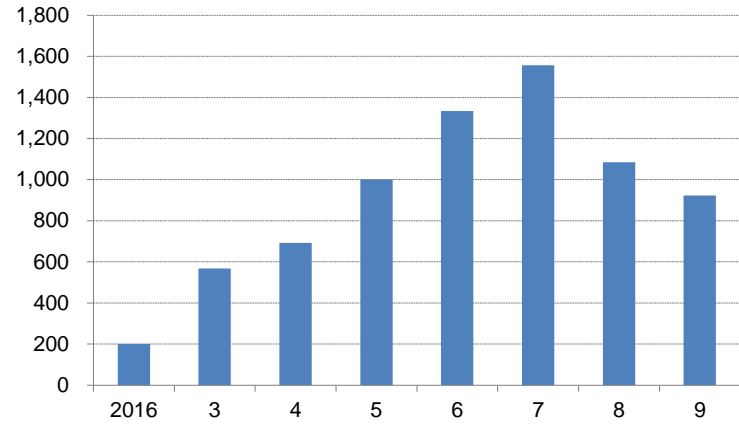


*Leading New Energy, Smart Car and Light
Weight Technologies*

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\$10.4 billion (25 October 2016)

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