

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Sep 2019



Sales Performance

Jan-Aug 2019

Overall:	844,278 units -17% YoY
Domestic:	798,462 units -20% YoY
Exports:	45,816 units +233% YoY
NEEV:	69,973 units +115% YoY

Sedans (New Emgrand+Vision+Emgrand GL+Kingkong+Borui+Binrui+03)

331,546 units -21% YoY

SUVs (Vision SUV+Boyue+X1+X3+S1+Emgrand GS+Binyue+01+02)

490,495 units -17% YoY

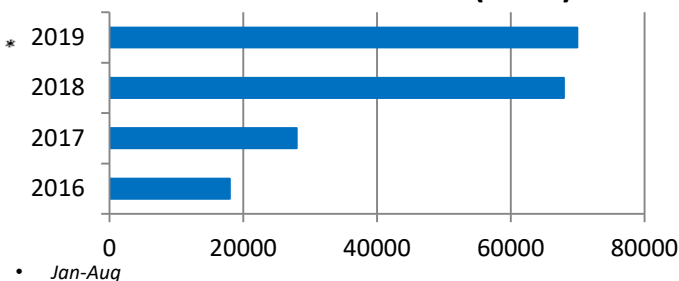
MPV (Jiaji)

22,237 units

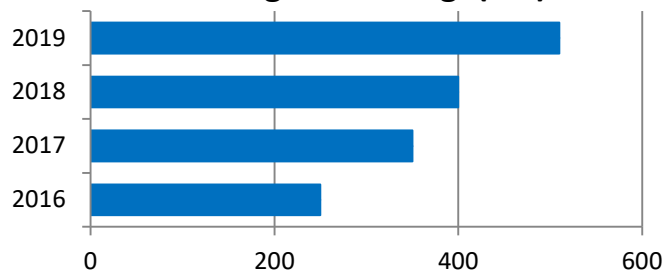


New Energy and Electrified Vehicles

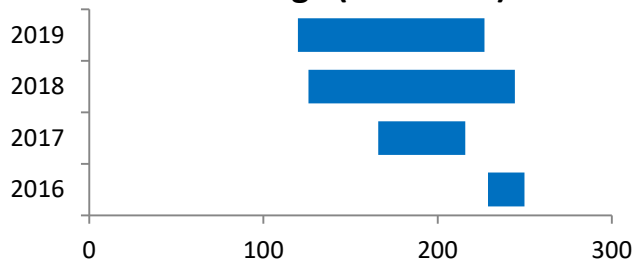
NEEVs - Sales Volume (units)






EV - Range Per Charge(km)



Price Range (RMB '000)

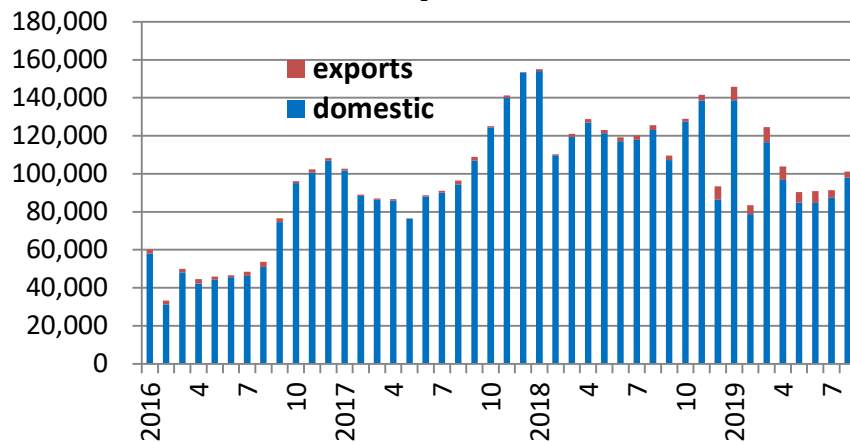


New NEEV models

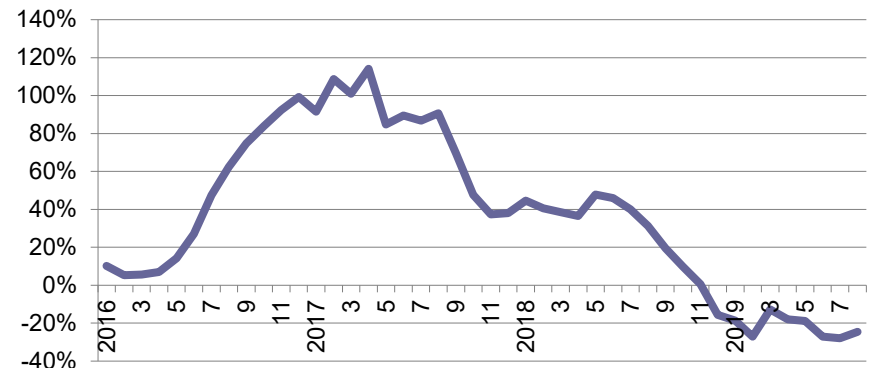
2019	 Xingyue MHEV	 Xingyue PHEV	 Geometry A
	 Binyue MHEV	 Binyue PHEV	 Jiaji MHEV/PHEV
2018	 Borui GE MHEV	 Borui GE PHEV	 01 PHEV
	 Emgrand EV350	 Emgrand EV450	 GSe
2017 2016	 Emgrand EV300 (2017)	 Emgrand PHEV (2017)	 Emgrand EV (2016)

Sales Performance

Monthly Sales Volume



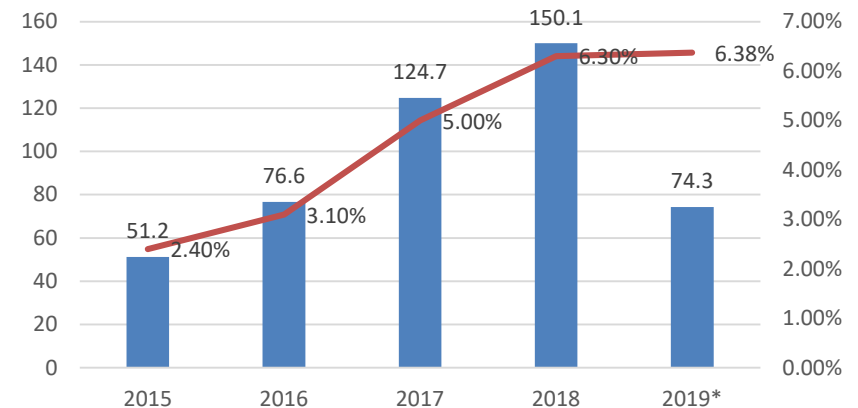
Domestic Sales Volume (3MMA+/--%)



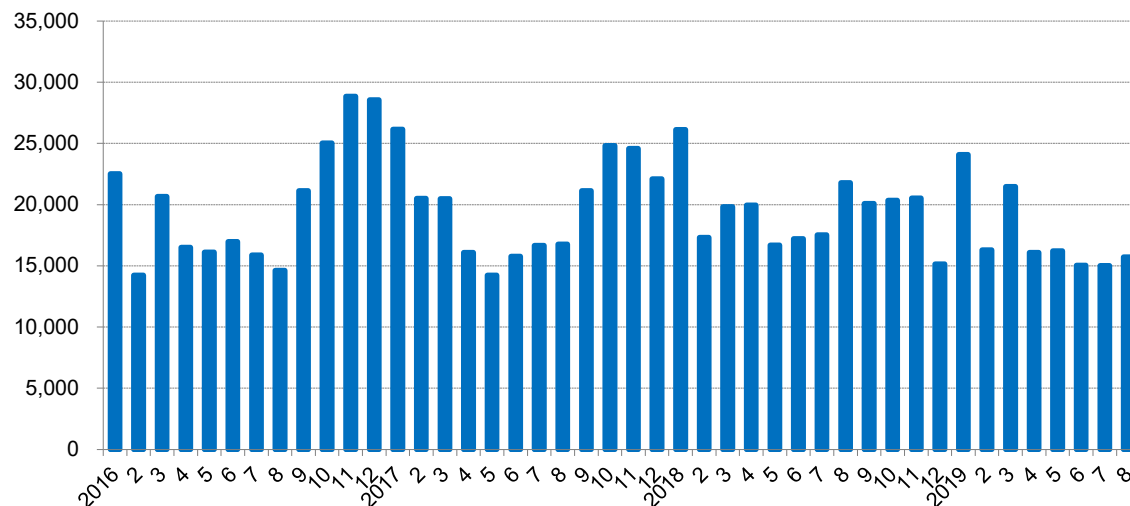
Market Share



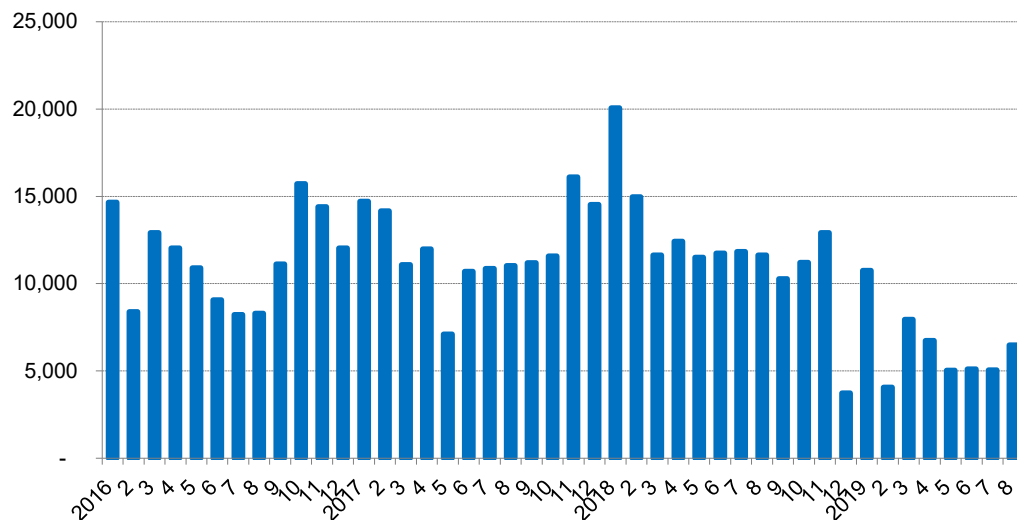
Yearly Sales Vol & Market Share



*End to Jul



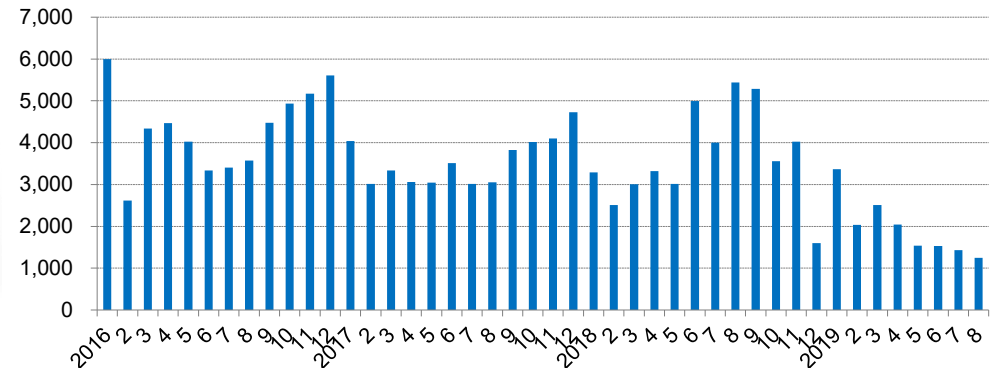
Monthly Sales Volume of Vision



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

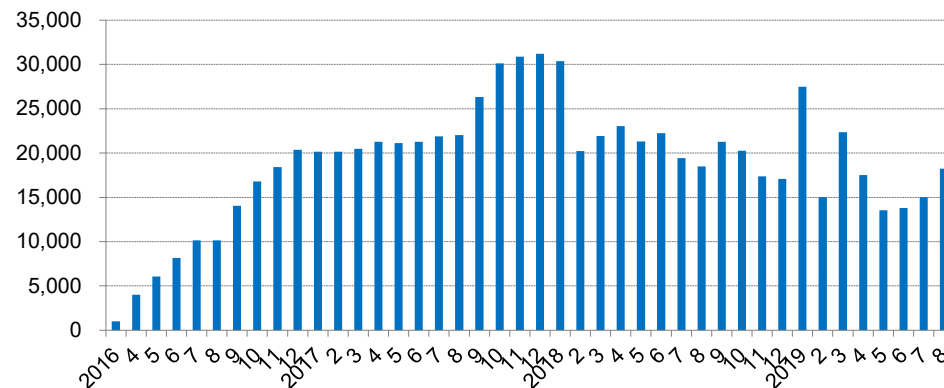


P2.5

Boyue



Monthly Sales Volume of Boyue



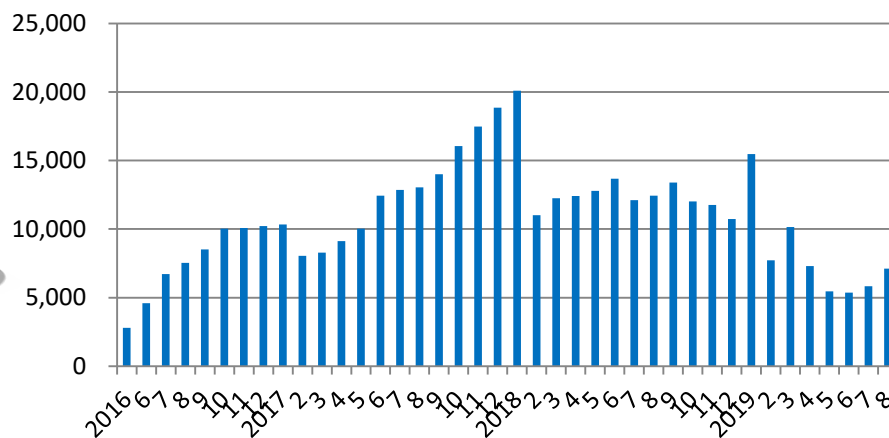
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



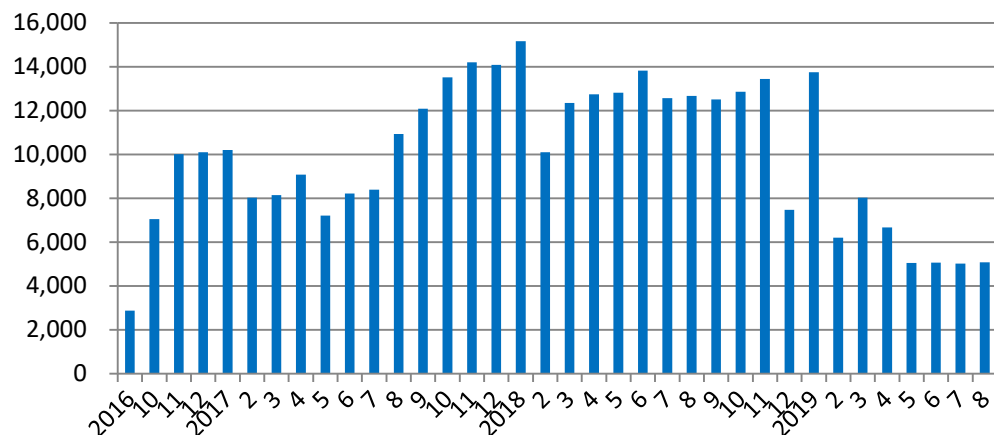
Emgrand GS & GL



Monthly Sales Volume of Emgrand GS(incl. GSe)



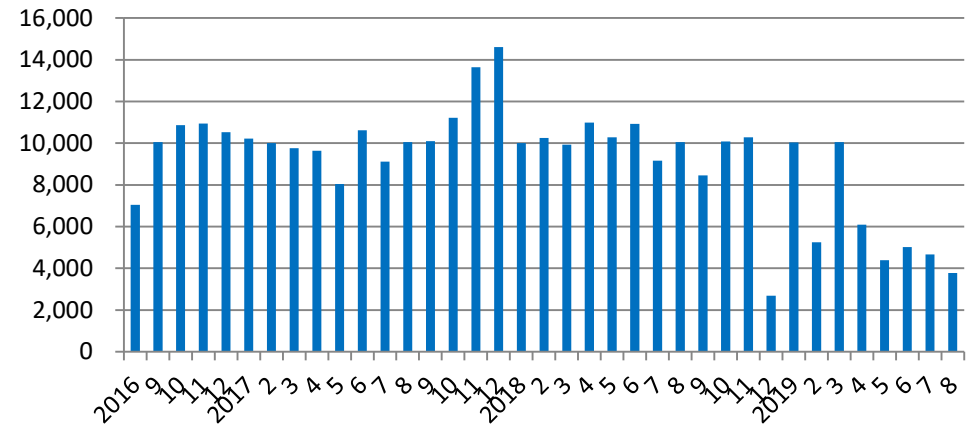
Monthly Sales Volume of Emgrand GL(incl.GL PHEV)



Vision SUV



Monthly Sales Volume of Vision SUV



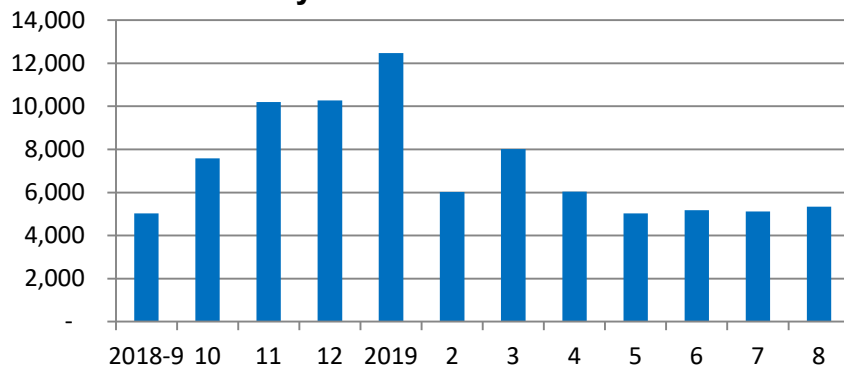
Engine:	1.3T, 1.8L
Transmissions:	CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900



New Model – Binrui & Binyue



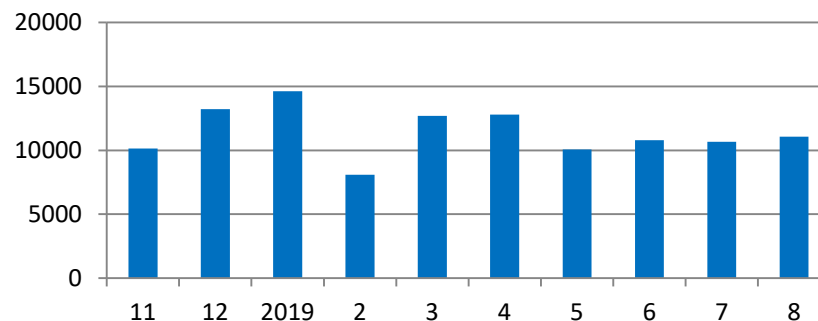
Monthly Sales Volume of Binrui



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



Monthly Sales Volume of Binyue(incl. Binyue PHEV)



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

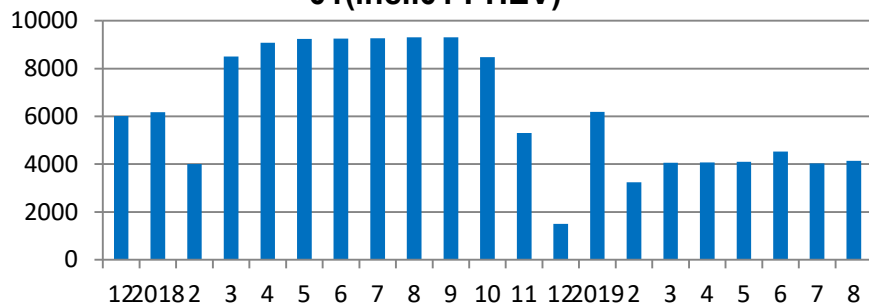
LYNK & CO

- JV with 5:3:2 shareholding structure between the company, Volvo Car and the Zhejiang Geely holding group
- Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment
- 263 dealers in China until 2019H1
- 2020 in Europe, followed by USA; 10 new models by 2020
- Lynk & Co recorded 75,477 unit sales volume in Jan to Aug(+5% YoY).



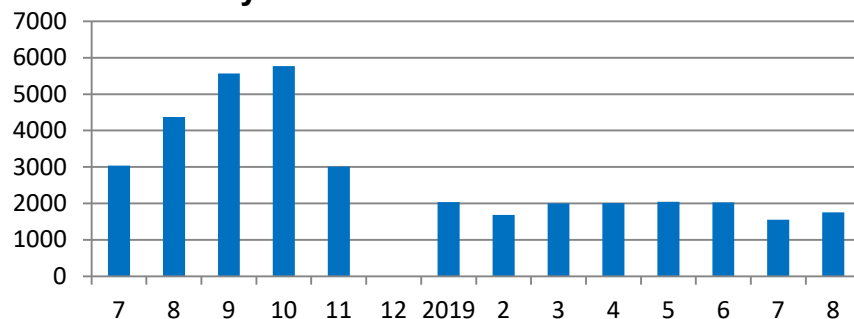
LYNK & CO

Monthly Sales Volume of LYNK & CO
01(incl.01 PHEV)



01

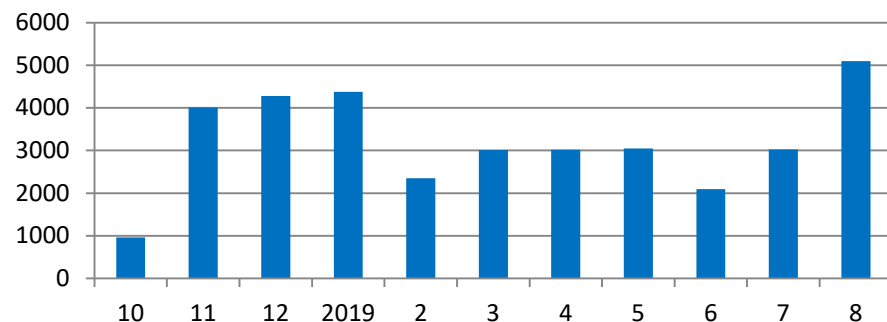
Monthly Sales Volume of LYNK & CO 02



02



Monthly Sales Volume of LYNK & CO 03



03

New Products in 2019

2 MPVs

A Sport SUV

An A0 SUV

A Pure EV Sedan

A New Model under LYNK & CO



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)

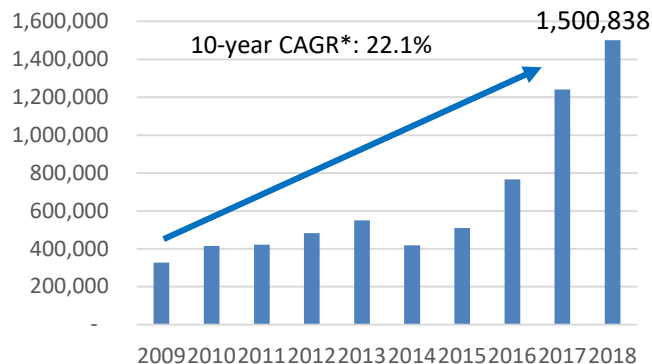
Geely GKUI

- GKUI smart ecosystem comprises:
 - ✓ The cloud storage
 - ✓ A desktop similar to your phone
 - ✓ A driver unique ID, safe and reliable
 - ✓ App-based ecosystem
- Powerful Speech recognition
- Fast interactive, timely system update
- First installed in 2018 Boyue, and later in all other models



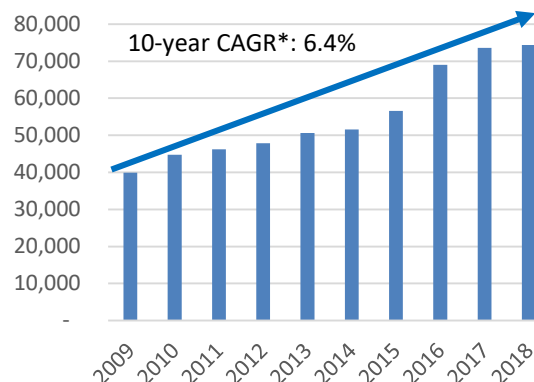
Financial Performance

Sales Volume (Units)

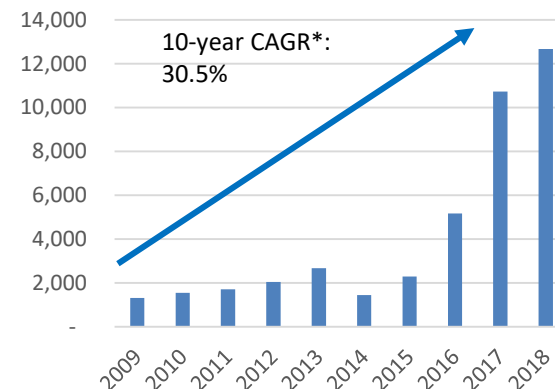


*CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

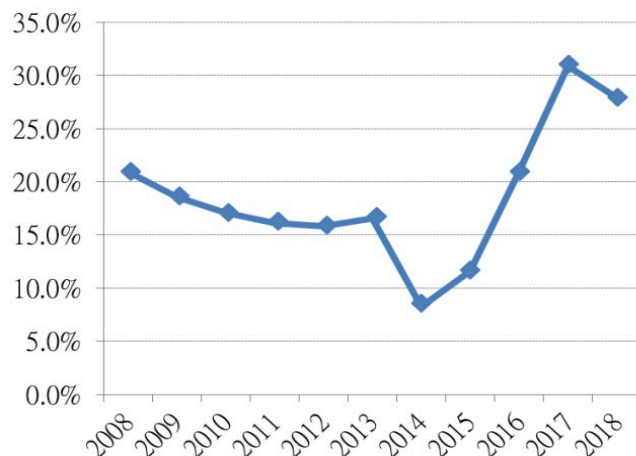


Net Profit (RMB Million)

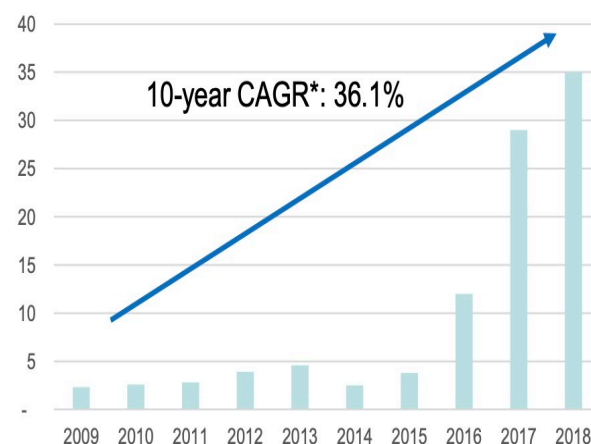


*CAGR: Compound Annual Growth Rate

Return of Equity

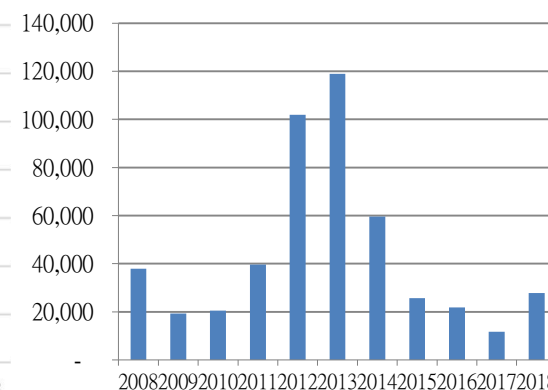


Cash DPS** (HK cents)

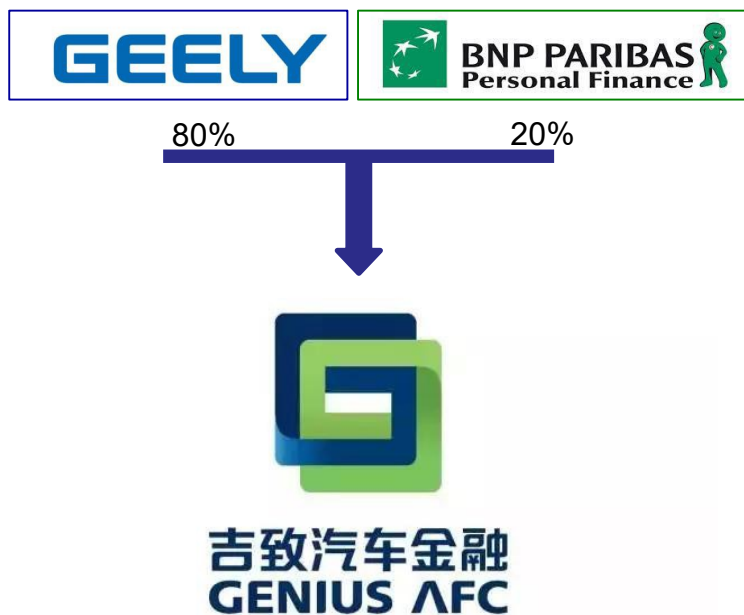


**DPS: Dividend Per Share

Export Sales Volume



Auto Finance Joint Venture



- Registered capital RMB 4 Billion
- 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
- 2019H1 net profit RMB 232.7M

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 980 Geely dealers ,118 Geometry dealers and 263 LYNK & CO dealers in China;• 16 sales agents, 249 sales and service outlets in 16 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;• “Geometry ” brand for BEV market

Geely Automobile in Figures

Year started:	1998
Total workforce:	45,500 (on Jun. 30 th , 2019)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Distribution network:	More than 980 Geely dealers ,118 Geometry dealers and 263 LYNK & CO dealers in China
2019 1H Sales Volume:	651,680 units
2019 1H Revenues:	US\$6.78 billion
Market Capitalization:	US\$15.7 billion (on Sep 9 th , 2019)

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