

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Nov 2020



Sales Performance

	Oct 2020	Jan-Oct 2020
Overall:	140,260 units +8% YoY	1,015,498 units -7% YoY
Domestic:	129,495 units +2% YoY	966,481 units -7% YoY
Exports:	10,531 units +253% YoY	49,017 units -5% YoY
NEEV*:	5,826 units -43% YoY	54,142 units -39% YoY



Sedans

360,309 units -15% YoY

SUVs

632,076 units -1% YoY

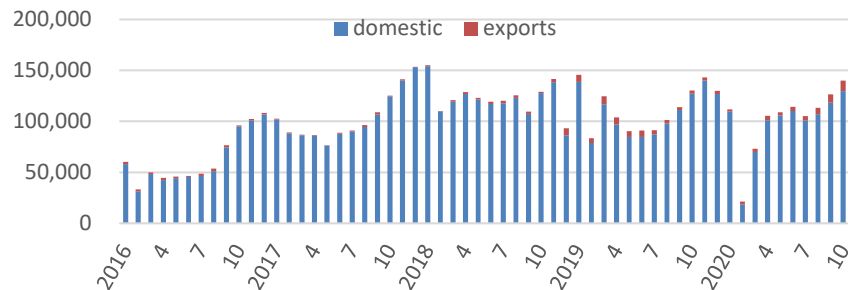


MPV

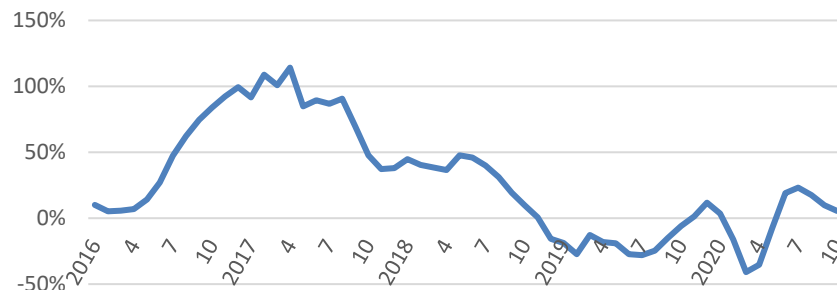
23,113 units -17% YoY

Sales Performance

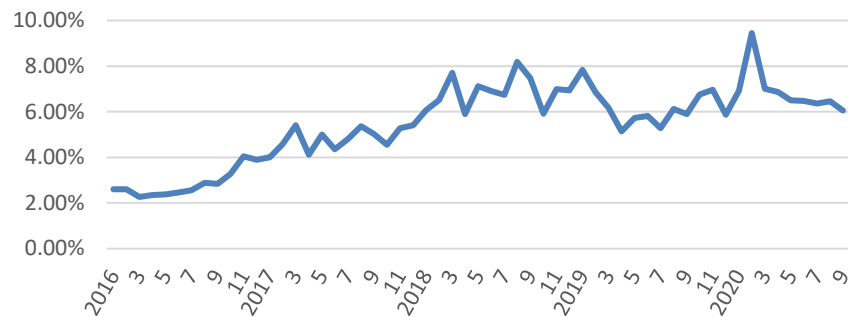
Monthly Sales Volume (Units)



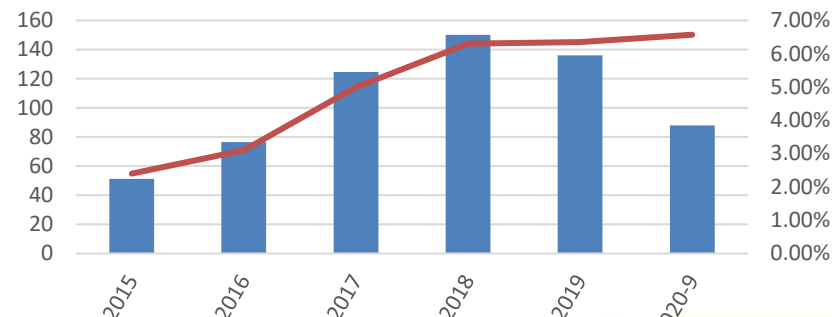
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Volume & Market Share



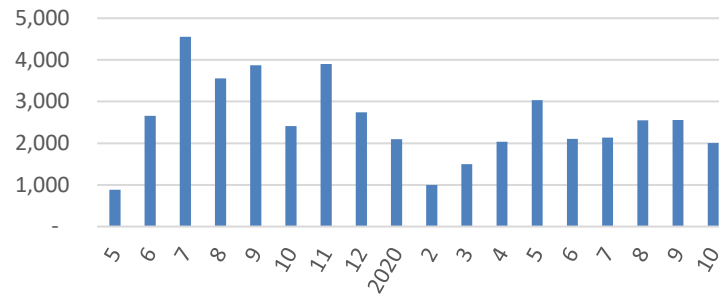
Preface & Xingyue



PREFACE

- First Geely Brand Sedan on CMA platform
- Largest A segment Geely sedan
- Strong and efficient powertrain (2.0T+7DCT)
- L2 Autonomous Driving

Monthly Sales Volume of Xingyue (Units)

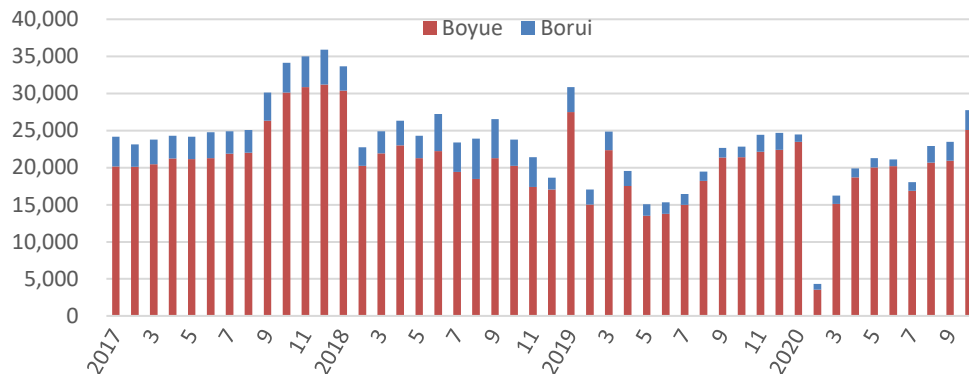


Boyue & Borui



- Borui GE: the B segment sedan was awarded the “Grand Car in China”
- Boyue is one of the best-selling SUV models in China & Malaysia.

Monthly Sales Volume of Boyue & Borui (Units)



Geely's SUV Sales Volume Ranking

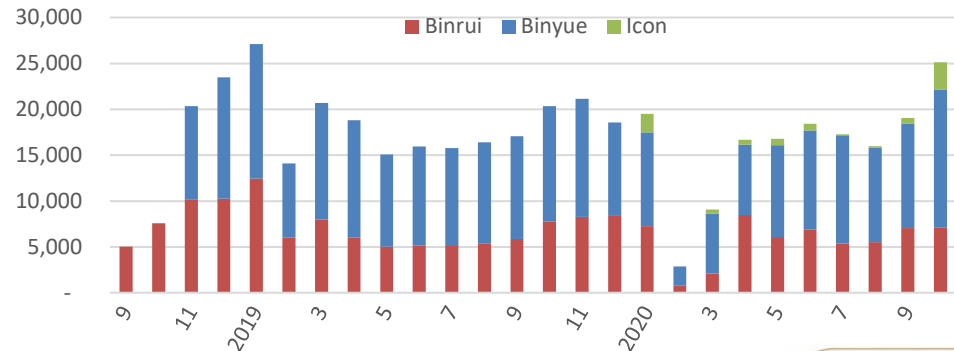
Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

Binrui & Binyue & Icon



- All 3 models are based on BMA platform
- Binyue Launched in Malaysian Market in Aug 2020.

Monthly Sales Volume of Binrui, Binyue & Icon (Units)

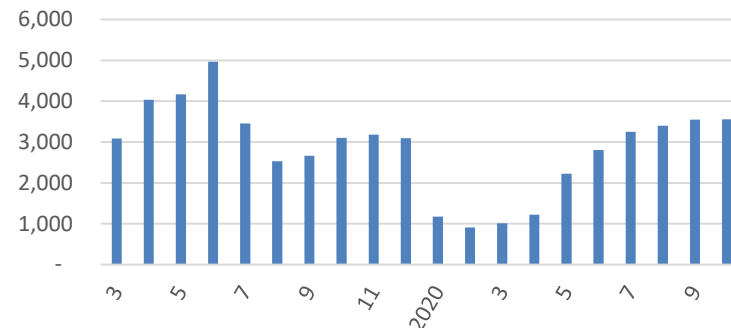


Jiaji & Haoyue



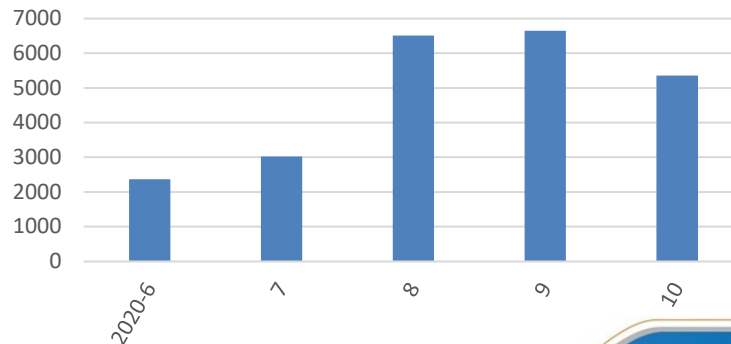
First Geely Brand MPV

Monthly Sales Volume of Jiaji (Units)



7-seater SUV

Sales Volume of Haoyue (Units)

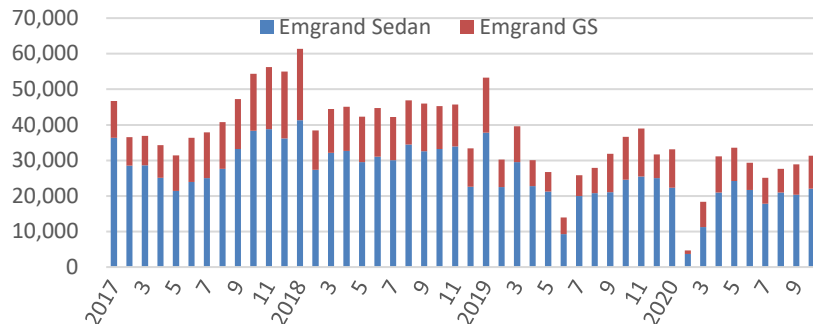


New Emgrand & Vision Family

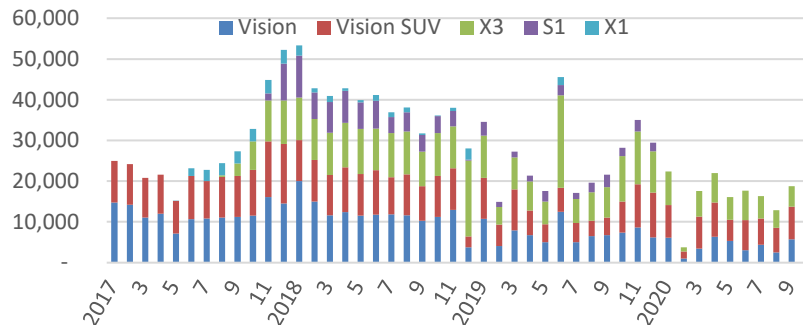
New Emgrand remains the best-selling sedan model among local brands.



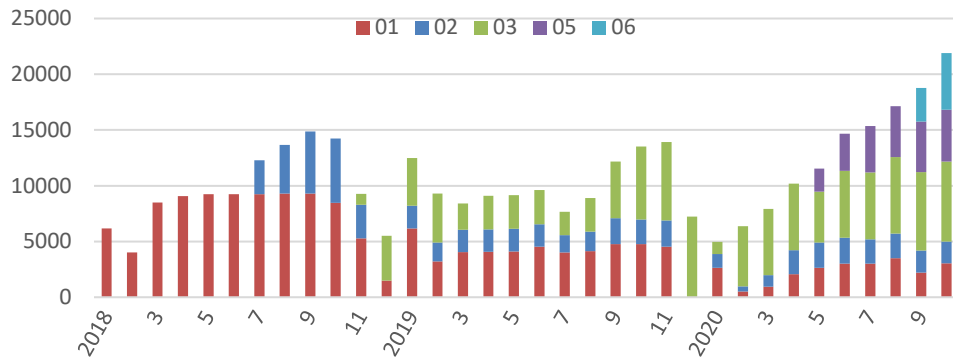
Sales Volume of Emgrand Family (Units)



Sales Volume of Vision Family (Units)



Monthly Sales Volume of Lynk & Co (Units)



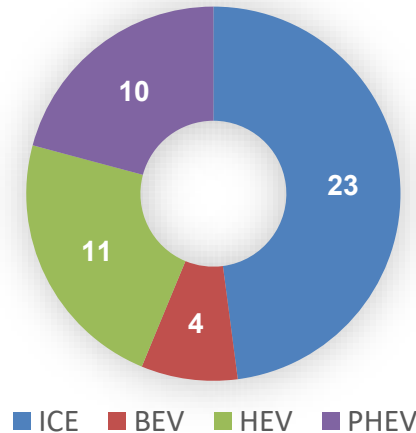
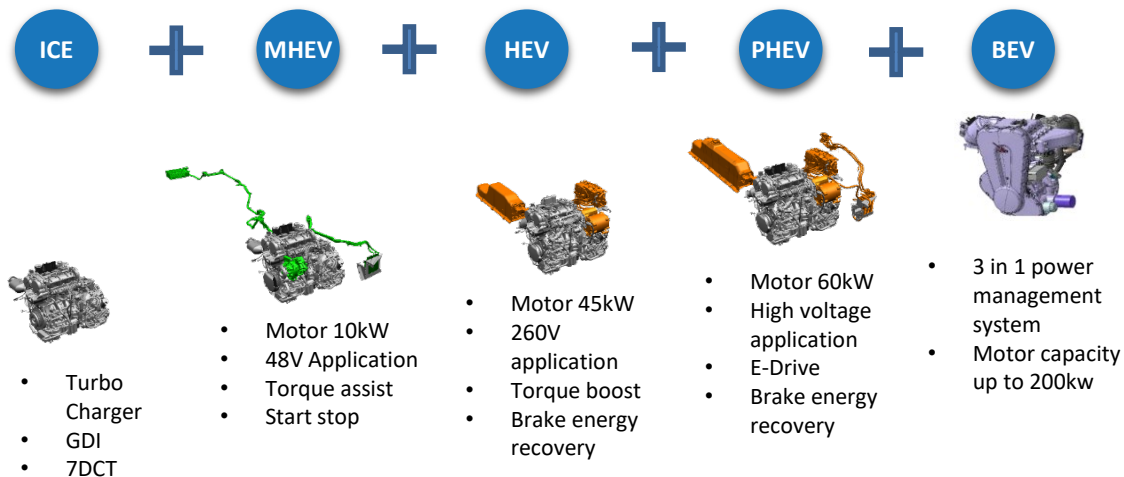
- Sales volume hits record high at 21.8K in Oct 2020.
- Opened its first outlet in Europe: “Lynk & Co Club” in Amsterdam.



Powertrain Electrification Strategy

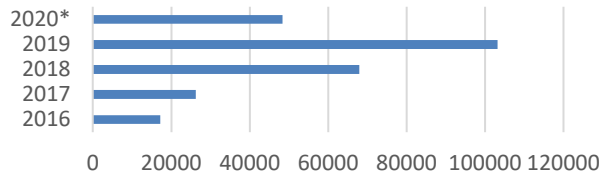
Full range of electrified powertrains from MHEV to pure electric.

NEEV vs ICE models under the current portfolio (Models)

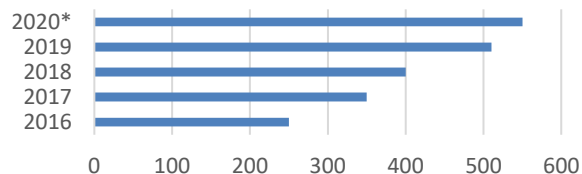


New Energy and Electrified Vehicles

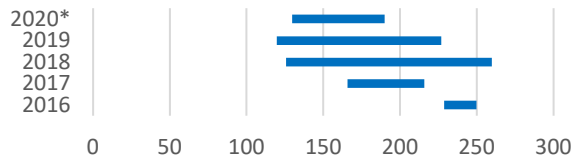
NEEV Sales Volume (units)



Range per Charge (km, NEDC)



Price Range (RMB'000)



ICON MHEV



Boyue pro MHEV



Jiaji ePro



Borui ePro



Emgrand GL PHEV



Emgrand GSe



Binyue ePro



Emgrand EV500



Geometry A



Geometry C



Xingyue MHEV/PHEV



01 MHEV/HEV



03 PHEV



02 PHEV



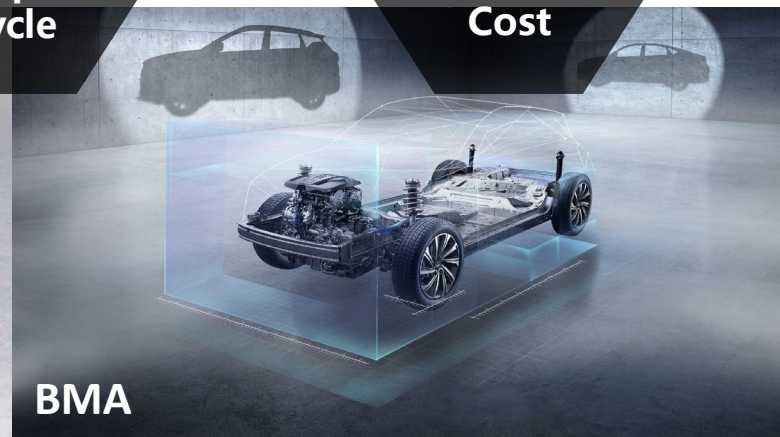
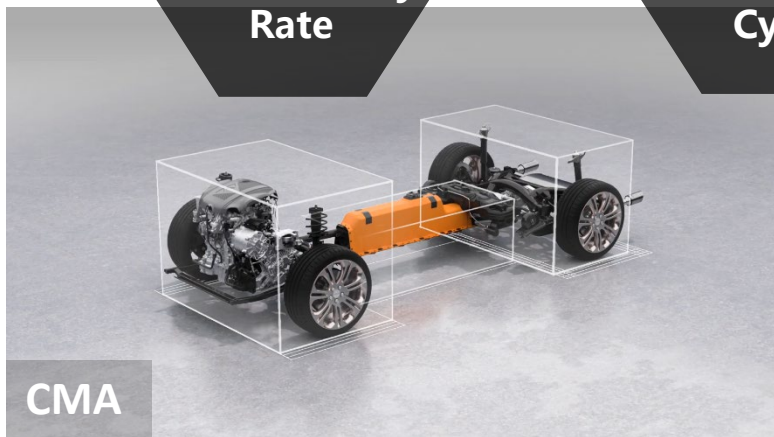
01 PHEV

Modular Architecture Development

Higher
Commonality
Rate

Shorter
Development
Cycle

Lower
Manufacturing
Cost



- Modular Architectures (BMA,CMA,SPA,SEA) to cover the entire product line
- A0/A/B/C/D/E segments with versatile powertrain options
- Advanced flexible E/E structure

Sustainable Experience Architecture

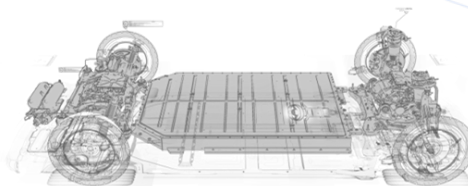
浩瀚 SEA



Ecosystem level



Software level



Hardware level

- Pure Electrical Modular Architecture;
- Wide Band width covering A-E segment;
- Cloud based electric component management;
- Centralized Domain control E/E structure;
- Fully Autonomous Driving from 2025;
- SEA OS to facilitate the future EV ecosystem;
- Open-Source Electric Vehicle Architecture

Autonomous Driving Road Map

The modular Architectures are designed for Full Autonomous Driving of future.

2021

Basic Driver Assistant

- Fast roll-out & mass deployment
- As basis of data driven
- Shadow Mode
- OTA Mode

2022

Advanced AD
On structural Road

- L4 Light
- Maximize the duration of continuous auto pilot
- Rich Scenes; Cross-layer Packing, Random Parking, hands-off/eyes off in particular scene

2023

Advanced AD
On open Road

- Apply L4 (unsupervised) to the scenes like parking, highway, urban, etc. in specified regions

2025

Fully AD

- Based on technology as full stack SW, HD maps, super brain, etc.
- Achieve fully auto pilot

New Products

Lynk & Co Zero Concept The First Model on SEA Platform Scheduled for launch by end 2021

The Preliminary NEW products for 2021:

- Lynk & co Zero concept
- Lynk & co B segment SUV
- CMA platform based Boyue
- Brand new Emgrand sedan
- Facelift and new energy versions of existing models



Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

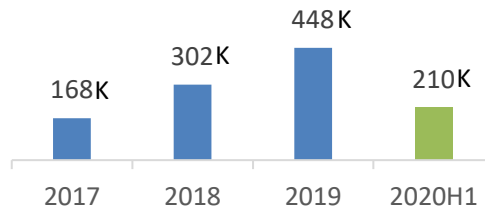
Auto Finance Joint Venture



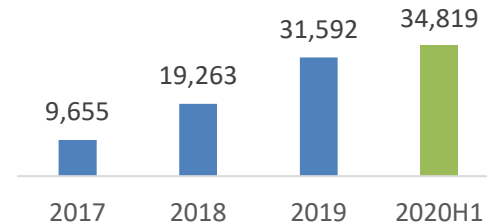
吉致汽车金融
GENIUS AFC

- Retail NPL (non-performing loan: +60days) at 0.18% in 2020H1
- Ranked **No.1** in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study

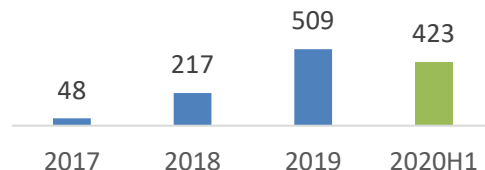
Retail Contracts
(unit)



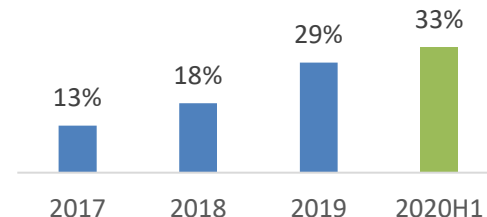
Total Outstanding
(RMB Mn)



Net Profit
(RMB Mn)



Geely Brand Retail
Penetration



Environmental, Social & Governance (“ESG”)

- Received an MSCI ESG Rating of AA
- Ranked top 20 among HSI constituents in the “Hong Kong Business Sustainability Index”
- NEEVs contributed to 5.3% of total sales volume in Jan – Oct 2020
- 70% existing products offer NEEV versions
- For Jiaji, Xingyue & Icon, NEEVs accounted for almost half of their total sales volume in Jan – Oct 2020
- Geometry C and Lynk & Co 06, new models launched in Q2 and Q3 2020 respectively, both offer NEEV versions

MSCI
ESG RATINGS



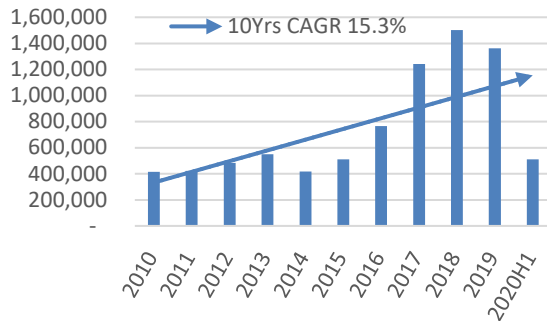
CCC	B	BB	BBB	A	AA	AAA
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Sustainable Experience Architecture

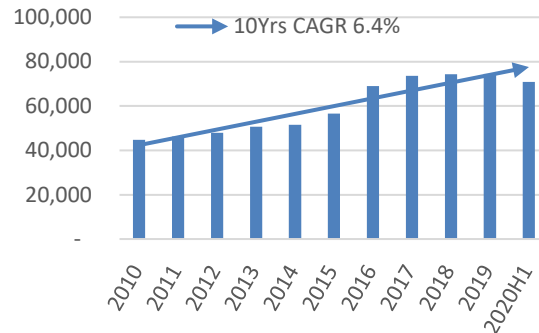


Financial Performance

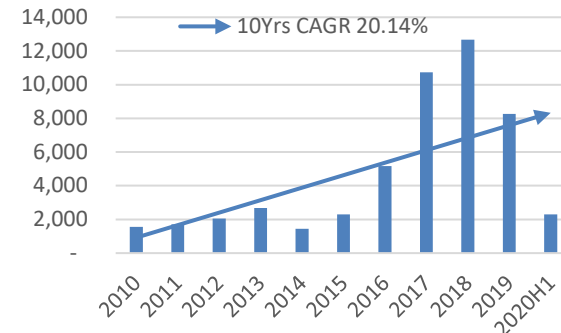
Sales Volume (Units)



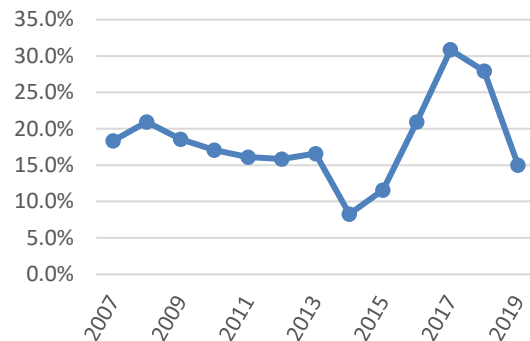
Average Ex-factory Prices (RMB)



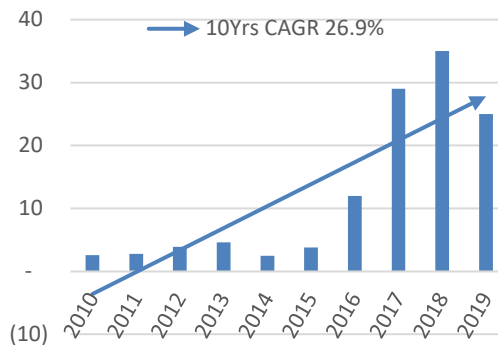
Net Profit (RMB Mn)



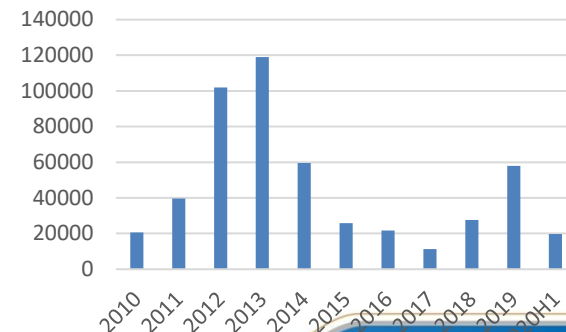
Return of Equity



Cash DPS (HK cents)



Export Sales Volume (Units)



Geely Automobile in Figures

Year started:	1998
Total workforce:	43,000 (on Dec. 31 th , 2019)
Manufacturing facilities:	11 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Branding:	<ul style="list-style-type: none"> • “Geely” brand for mass market; • “Lynk&Co” brand for high end market; • “Geometry ” brand for BEV market
Services:	<ul style="list-style-type: none"> • More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China. 17 sales agents, 327 sales and service outlets in 17 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance
2019 Sales Volume:	1,361,560 units
2019 Revenues:	US\$12.40 billion
Credit Rating:	S&P:BBB-/Negative; Moody’s Baa3/Stable
Market Capitalization:	US\$26.64 billion (on Nov 9 th , 2020)

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