

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

2013 Final Results

19 March 2014



Important Notice

The information contained herein is meant for presentation purposes only and may not be used and relied upon by any other party. It is not to be taken in substitution for the exercise of judgement. You shall be solely responsible for making your own independent investigation of the merits of the discussions mentioned in this presentation. Geely Automobile Holdings Limited does not make any representations, warranty or guarantee as to the accuracy, completeness or correctness of the contents contained herein. The reproduction and/or dissemination of the contents herein is prohibited without our prior approval. Geely Automobile Holdings Limited and its officers, directors and employees accept no liability whatsoever for any direct or consequential loss howsoever arising from any use of this presentation or further communication given in relation to this presentation or its contents or otherwise arising in connection therewith.

Note: Sources of all data contained in this presentation are from Geely Automobile Holdings Ltd., except specified otherwise.

Financial Summary

Y/E December (RMB m)	2013	2012	YoY change
Sales volume (units)	549,468	483,483	+14%
Turnover/Revenue	28,708	24,628	+17%
Gross profit margin ratio	20.1%	18.5%	+8%
Operating margin ratio*	12.0%	11.4%	+5%
Profit after tax	2,680	2,050	+31%
Attributable profit	2,663	2,040	+31%
Diluted EPS (RMB cents)	30.42	26.34	+16%
Cash dividend/share (HK cents)	4.60	3.90	+18%
Shareholders' equity	16,068	12,887	+25%
Net cash**	4,618	1,750	+164%

* Operating margin ratio = (Pre-tax margin before finance costs , share-based payments and share of results of associates and joint venture)/turnover

** Net cash = all cash /bank deposits – all bank borrowings – convertible bonds

Results Highlights

- 2013 results beat expectations helped by stronger vehicle sales in China and better product mix
- Net profit up 31% to RMB2,663 million in 2013 (Diluted EPS up 16% to RMB 30.42 cents)
- Key earnings growth drivers included 35% growth in the sales volume of “EC7” and 109% growth in the sales volume of SUV models: “GX7” and “SX7”
- Cash dividend per share up 18% to 4.6 HK cents

Achievements

- Stable product prices and improving product mix (ASP +6%), reflecting Geely's enhanced brand image
- Continued recovery of domestic sales volume
- Maintaining exports sales volume growth despite higher base of comparison and unfavorable environment at major export markets
- Stronger financial position with net cash growing 164% to RMB4.6 billion at the end of 2013
- Achieving good customer satisfaction as indicated by much improved results in J.D.Power Asia Pacific 2013 China SSI and CSI Studies

Overall Sales Volume Breakdown

Model (Y/E Dec)	2013	2012	YoY change
EC7	192,226	142,503	+35%
GC7/SC7/Vision	117,485	93,823	+25%
GX7/SX7	64,298	30,793	+109%
Kingkong	51,247	78,444	-35%
Free Cruiser	37,857	66,481	-43%
Panda	35,085	31,471	+11%
SC6	27,607	11,377	+143%
SC3	12,241	12,952	-5%
EC8	10,284	12,771	-19%
Others	1,138	2,868	-60%
Total	549,468	483,483	+14%

Overall Sales Volume Up 14%

Overall: 549,468 units, +14% YoY
Domestic: 430,597 units +13% YoY
Exports: 118,871 units +17% YoY

EC7+GC7+SC7+Vision

309,711 units +31% YoY



GX7+SX7

64,298 units +109% YoY



Domestic Sales Volume Breakdown

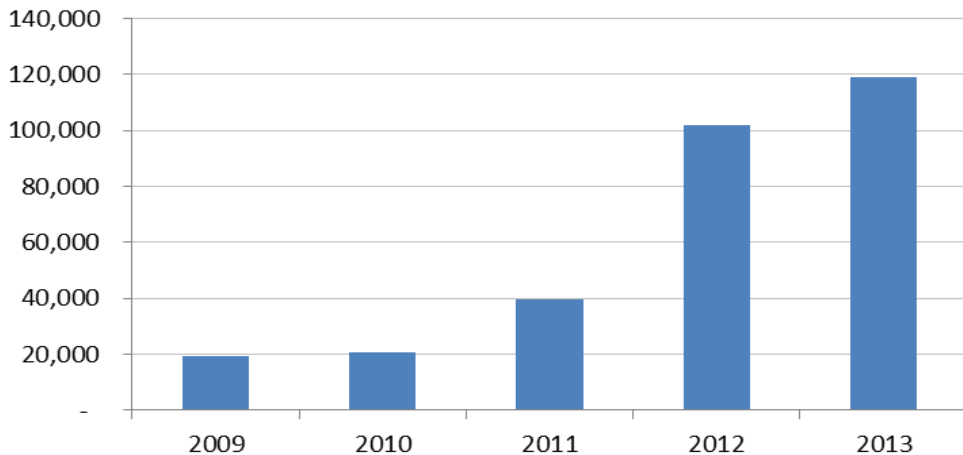
Model (Y/E Dec)	2013	2012	YoY change
EC7	130,108	108,394	+20%
GC7/SC7/Vision	113,059	87,861	+29%
GX7/SX7	54,948	30,778	+79%
Kingkong	32,961	54,378	-39%
Free Cruiser	29,357	46,702	-37%
SC6	27,597	11,377	+143%
Panda	24,464	20,266	+21%
SC3	12,241	12,952	-5%
EC8	4,732	6,572	-28%
Others	1,130	2,292	-51%
Total	430,597	381,572	+13%

Exports Sales Volume Breakdown

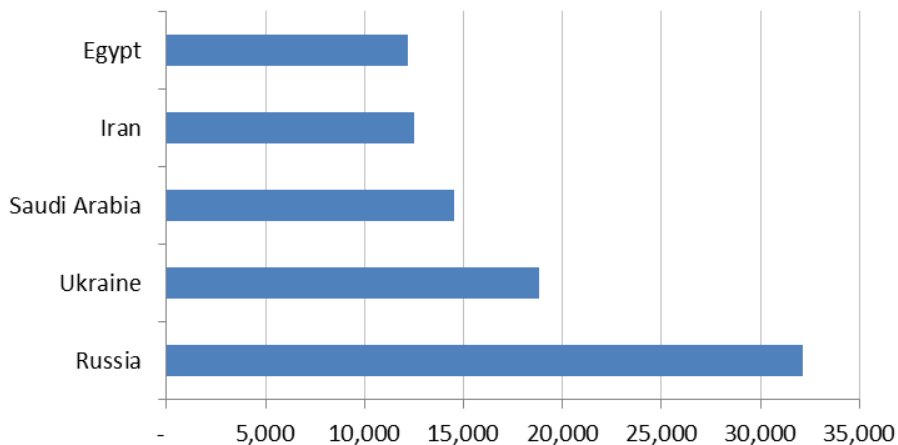
Model (Y/E Dec)	2013	2012	YoY change
EC7	62,118	34,109	+82%
Kingkong	18,286	24,066	-24%
Panda	10,621	11,205	-5%
GX7	9,350	15	+62233%
Free Cruiser	8,500	19,779	-57%
EC8	5,552	6,199	-10%
GC7/SC7/Vision	4,426	5,962	-10%
Others	18	576	-97%
Total	118,871	101,911	+17%

Exports Sales Volume up 17%

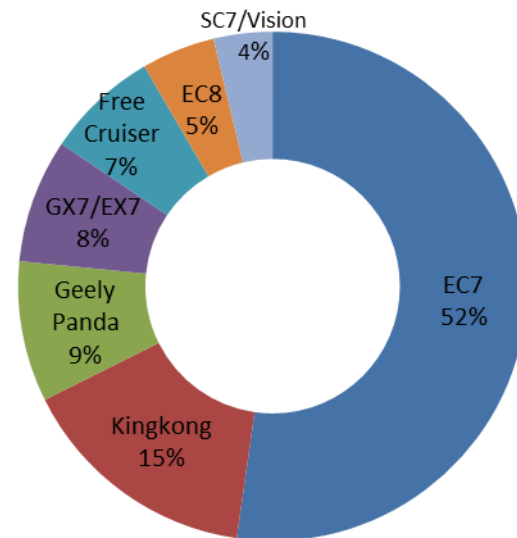
Export Sales Volume



Top Export Destinations



Top Export Models



Consolidated Income Statement

Y/E Dec (RMB m)	2013	2012	YoY change
Turnover/(Revenue)	28,708	24,628	+17%
Gross profit	5,766	4,559	+26%
Other Income	1,062	1,048	+1%
Selling Expenses	-1,705	-1,483	+15%
Admin. Expenses	-1,682	-1,319	+28%
Share-based payments	-87	-79	+11%
Finance costs, net	-40	-195	-79%
Taxation	-624	-479	+30%
Net profit	2,663	2,040	+31%

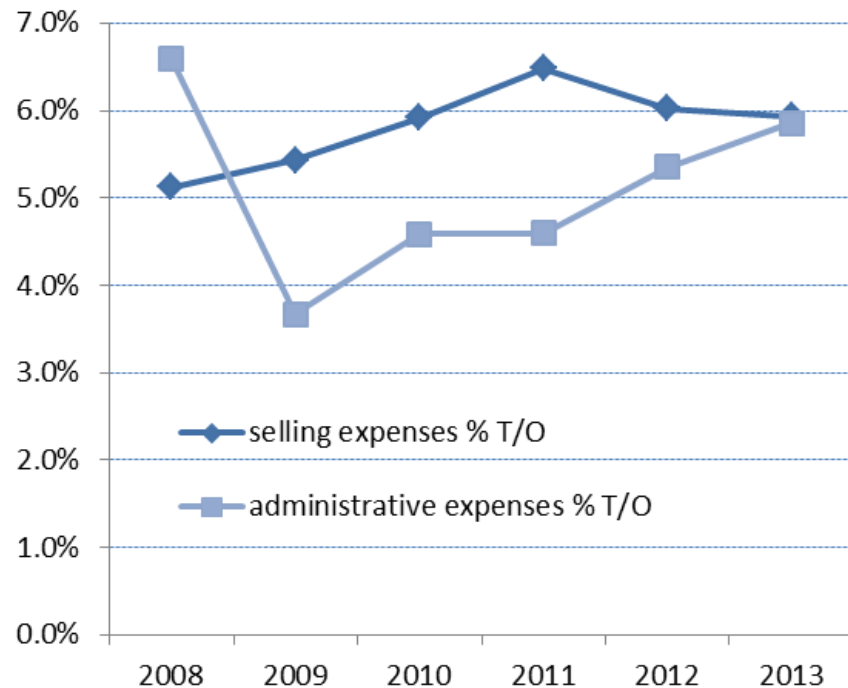
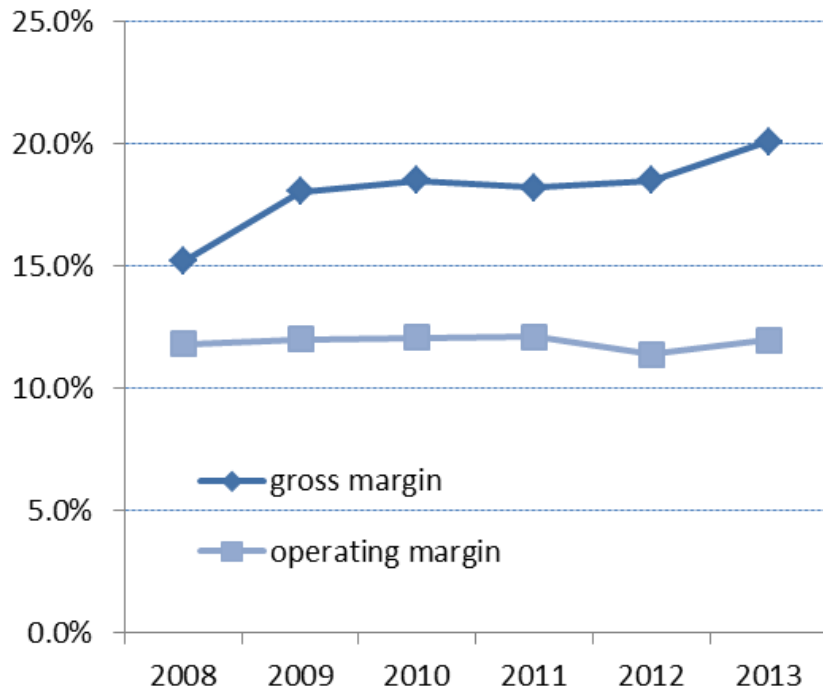
Net Profit up 31%

- The earnings performance in 2013 was a result of:
 - 14% growth in overall sales volume
 - 6% increase in average ex-factory price
 - 20% increase in vehicle sales revenue
 - continued improvement in product mix
 - 79% decrease in net finance costs
 - Well-controlled selling and distribution expenses (+15% YoY)

and despite:

- 8% decline in subsidy income
- fast increase in administrative expenses, mainly driven by higher R&D and provision expenses
- higher exchange losses

Improved Profitability



Consolidated Statement of Financial Position

(RMB m)	31 Dec 2013	31 Dec 2012	YoY change
Non-current assets	11,348	11,525	-2%
Inventories	1,784	1,822	-2%
Trade/other receivables	14,785	13,476	+10%
Total cash/bank balance	5,583	4,502	+24%
Trade/other payables	16,075	15,183	+6%
Short-term borrowings	966	1,379	-30%
Long-term borrowings	0	525	-
Convertible bonds	0	849	-
Shareholders' equity	16,068	12,887	+25%

Financial Analysis

Y/E December	2013	2012	YoY change
Sales of vehicles (RMB m)	27,828	23,145	+20%
Average unit price (RMB)	50,646	47,872	+6%
Return on equity	16.6%	15.8%	+5%
Gross margin ratio	20.1%	18.5%	+8%
Operating margin ratio	12.0%	11.4%	+5%
Selling expenses (% of T/O)	5.9%	6.0%	-1%
Admin. expenses (% of T/O)	5.9%	5.4%	+9%

Vehicle Safety

Year	Test	Models	Ratings
2009	C-NCAP	Geely Panda	5 star (45.3 pts)
2010	C-NCAP	Emgrand EC7	5 star (46.8 pts)
2011	Euro-NCAP	Emgrand EC7	4 star
2011	C-NCAP	Emgrand EC8	5 star (49.6 pts)
2012	C-NCAP	GLEagle GX7	5+star (50.3 pts)
2013	C-NCAP	Englon SC515	5 star (55.4 pts)



New Products

- “GX7” facelift
- “GX2” facelift
- “SC5-RV” facelift
- “SC6” facelift
- “Geely Kingkong” upgraded version
- “EC7” upgraded version
- “EC7-RV” upgraded version
- “GX9” full size SUV
- “EC9” large size sedan (“KC”)



2014 New GX7



大有可为

BRIGHT PROSPECTS
GEELY GX7'S COASTLINE TOUR

吉利GX7 海岸之旅

- New styling
- New interior
- Enhanced seating, storage space
- More powerful powertrain with sport mode
- NVH noise cancellation technology
- Bosch's 9th generation ABS+EBD
- Four new colours
- Volvo Car technologies



Outlook

- Key challenges: rapid changes in regulatory environment in China, fierce competition and increasingly demanding customer expectations
- Positives: enhanced brand image, product quality and service quality, strong financial position, new cycle of product renewal, and new export markets.
- Considerable progress in cooperation with Volvo Car – through CEVT and synergy in technologies, R&D and procurement
- Successful execution of restructuring of sales/distribution and product development functions should further enhance our competitiveness
- Target to sell 580,000 units of vehicles in 2014, up 6% from 2013

GEELY

GEELY

www.geelyauto.com.hk