

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

2018 Interim Results

22 August 2018



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.

This presentation may contain certain statements that are forward-looking, including those relating to the general business plans and strategy of Geely Automobile Holdings Limited (the "Company"), as well as its subsidiaries and associates (collectively with the Company, the "Group"). These statements typically contain words such as "will," "expects" and "anticipates" and other words of similar import. By their nature, forward-looking statements involve risks and uncertainty because they relate to events and depend on circumstances that will occur in the future. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in the markets where the Group operates. The Company assumes no responsibility to update forward-looking statements or to adapt them to future events or developments.

This document is not an offer of securities for sale in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from registration. Any public offering of securities to be made in the United States will be made by means of a prospectus that may be obtained from the issuer and will contain detailed information about the issuer and management, as well as financial statements. The Company does not intend to make a public offering of securities in the United States.

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

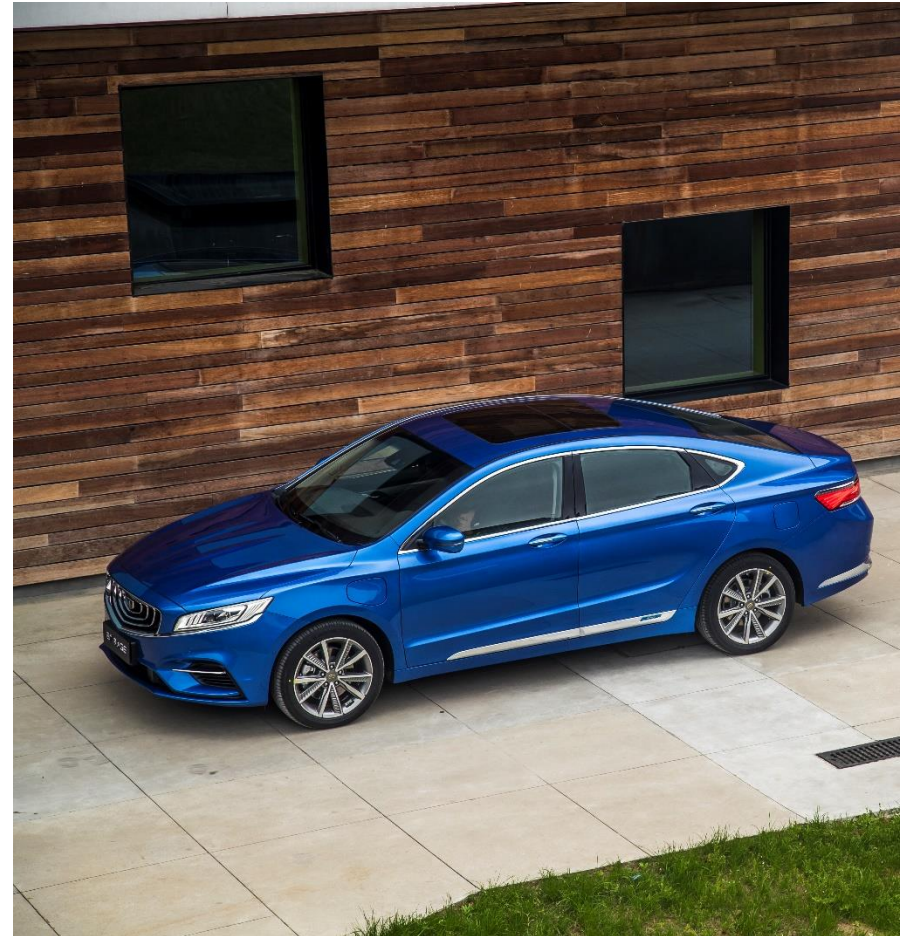
2018 First Half Results

- Attributable profit up 54% to RMB 6.67 billion
- Sales volume up 44%
- Improved profitability
- Better operating efficiency
- New contribution from Lynk&Co JV

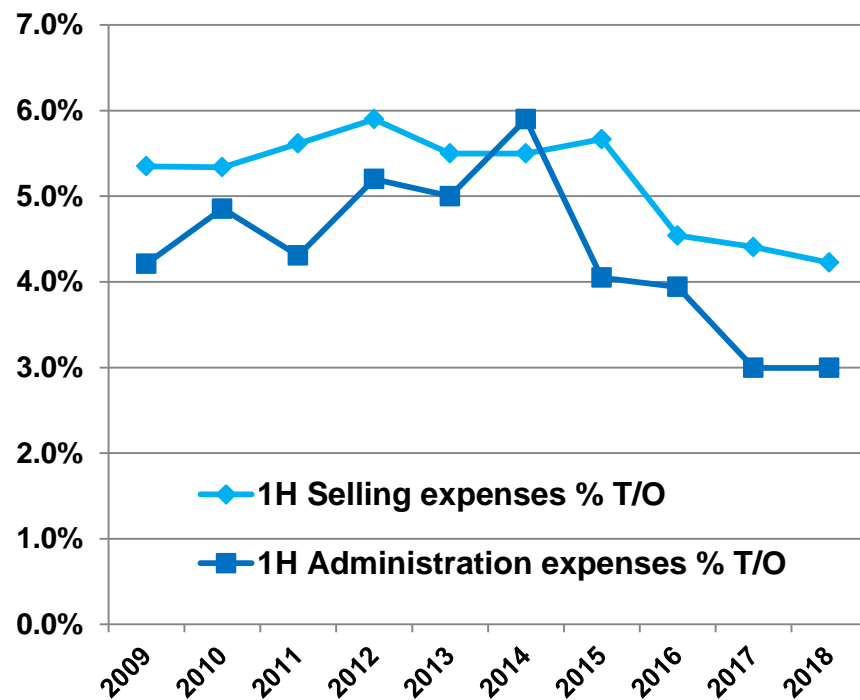
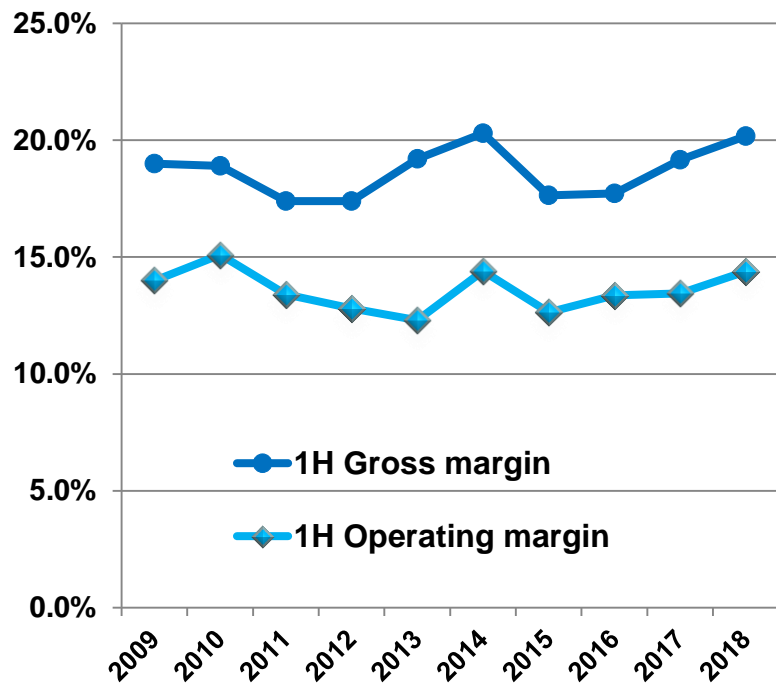


2018 Interim Highlights

- 7 models exceeding 10,000 monthly average volume
- Market shares from 5.1% in 2017 to 6.4% in 2018_1H
- ASP up 0.3% (up 7% if including Lynk&Co sales)
- Higher margins
- Strong operating cash flow



Profitability



Sales Volume Breakdown

(6M to June)	2018	2017	YoY Change
Total	766,630	530,627	+44%
-Domestic	757,931	526,779	+44%
-Exports	8,699	3,848	+126%
Key Models:			
Boyue	127,088	116,932	+9%
New Emgrand	115,408	117,718	-2%
New Vision	93,291	81,227	+15%
Emgrand GS	84,117	58,260	+44%
Emgrand GL	75,110	45,486	+65%
Vision SUV/GX7	69,495	58,290	+19%
Vision X3	67,660	-	-
Vision S1	47,112	-	-
LYNK&CO 01	46,252	-	-
Borui/GC9	16,997	16,404	+4%

2018 Interim Results

6M to June (RMB m)	2018	2017	YoY change
Sales volume (units)	766,630	530,627	+44%
Turnover/Revenue	53,709	39,424	+36%
Gross profit margin ratio*	20.2%	19.2%	+5%
Operating margin ratio**	14.4%	13.5%	+7%
Profit after tax	6,736	4,386	+54%
Attributable profit	6,670	4,344	+54%
Diluted EPS (RMB cents)#	72.65	47.68	+52%
	<u>Jun-2018</u>	<u>Dec-2017</u>	
Shareholders' equity	39,018	34,467	+13%
Net cash##	12,880	12,154	+6%

* 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

Diluted EPS = profit attributable to equity holders of the Company (diluted) / weighted average number of ordinary shares (diluted)

Net cash = all cash / bank deposits – all bank borrowings – senior notes/bonds payables

Financial Analysis

6M to June	2018	2017	YoY Change
Sales of vehicles (RMB m)#	52,810	38,776	+36.2%
Average unit price (RMB)#	73,308	73,077	+0.3%
Return on equity*	34.2%	31.0%	+10.3%
EBITDA**	8,928	6,173	+44.6%
EBITDA margin**	16.6%	15.7%	+5.7%
Selling expenses (% of T/O)	4.2%	4.4%	-4.5%
Admin. expenses (% of T/O)	3.0%	3.0%	0%

Excluding sales volume of Lynk&Co

* Annualized

** EBITDA = Profit for the year plus taxes, depreciation and amortization, and finance costs

EBITDA margin ratio = (Profit for the year plus taxes, depreciation and amortization, and finance costs) / turnover

Financial Summary

- Subsidy income growth in line with R&D expense, Capex and Tax increase
- Positive contribution from Lynk&Co and Genius AFC JVs
- S&P credit rating upgraded to investment grade
- Issuance of 300 million USD 5-year corporate bond at 3.625% coupon
- Net cash up 6% to RMB 12.9 billion



Operational Summary

- Brand new product cycle characterized by new energy technologies
- Tremendous success at Lynk&Co JV
- NEV sales volume up 71% to 14,362 units
- Good customer service satisfaction



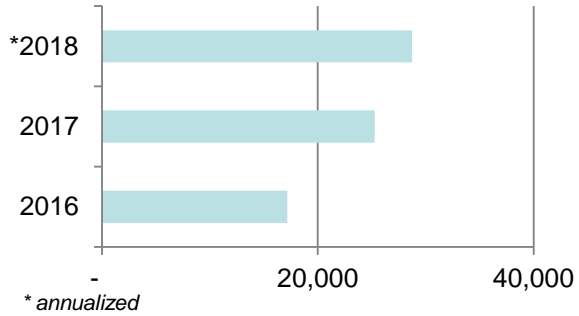
Lynk & Co

- “01” well received with 46,252 units sales volume in 2018_1H
- Net profit of RMB 342 million in 2018_1H
- “02” production started in Zhangjiakou plant
- Launch of “01 PHEV”

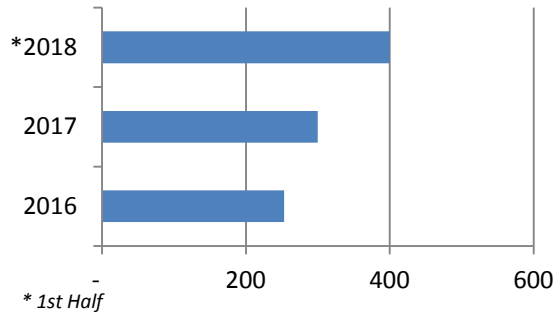


New Energy Vehicles

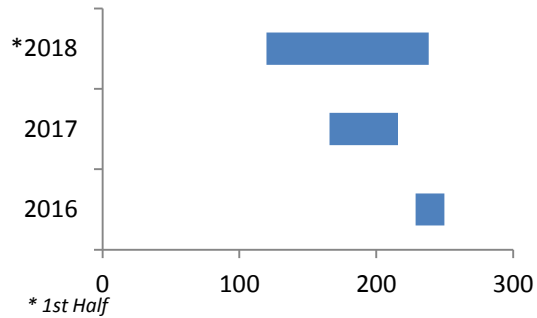
Sales Volume (units)








EV - Range Per Charge (km)



Price Range (RMB '000)



New NEV models

<p>2018_1H</p>	 <p>Borui GE MHEV</p>	 <p>Borui GE PHEV</p>	 <p>01 PHEV</p>
<p>2017</p>	 <p>Emgrand EV350</p>	 <p>Emgrand EV450</p>	 <p>GSe</p>
<p>2016</p>	 <p>Emgrand EV</p>		

New Products

2H 2018

- A0 segment SUV
- A segment sedan
- Boyue series sporty SUV
- “03” sedan
- “02 PHEV”, “03 PHEV”
- MPV
- Two pure electric vehicles
- New NEV version for existing models



2018 Outlooks

- Another new model cycle
- Confident to accomplish and even exceed the annual sales target of 1,580,000 units
- “New energy era”
- YTD (first 7 months) total sales volume 43+% YoY to 886,907 units



GEELY

GEELY

www.geelyauto.com.hk