

# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

December 2017



# Sales Performance

Jan.- Nov. 2017

**Overall: 1,093,491 units, +66% YoY**  
**Domestic: 942,494 units +70% YoY**  
**Exports: 10,914 units -46% YoY**

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

**611,597 units +50% YoY**



SUVs (Vision SUV+Boyue)

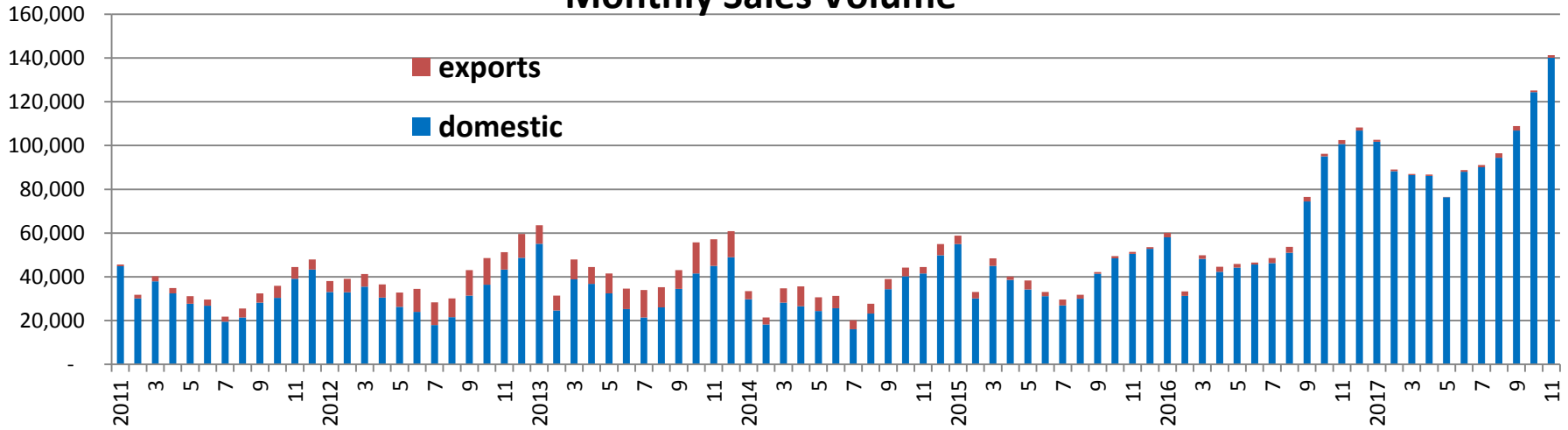
**368,112 units +158% YoY**



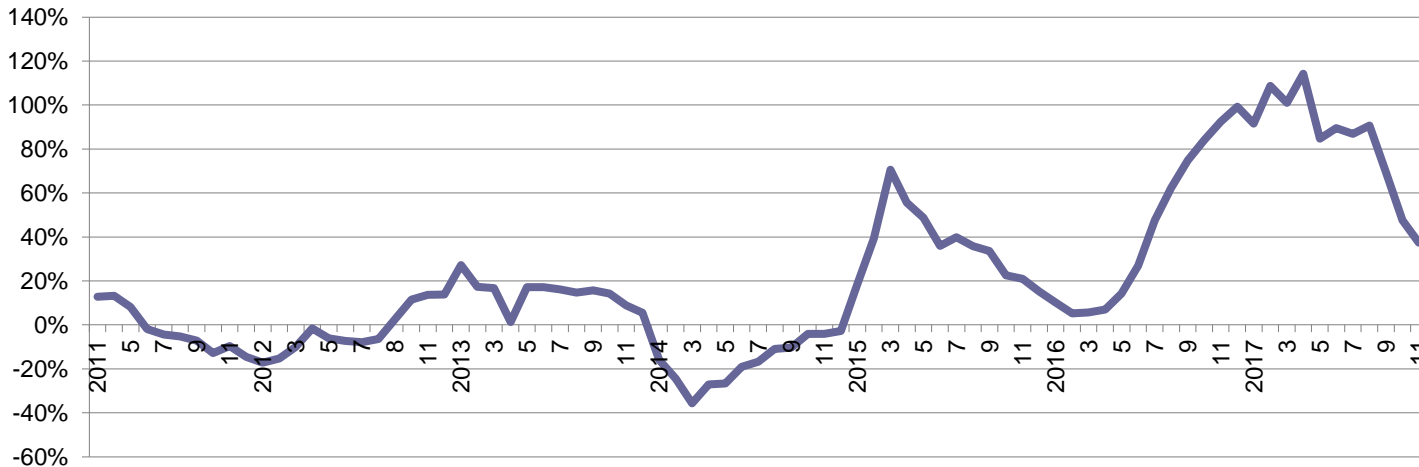
# Sales Performance

Jan. 2011 - Nov. 2017

## Monthly Sales Volume



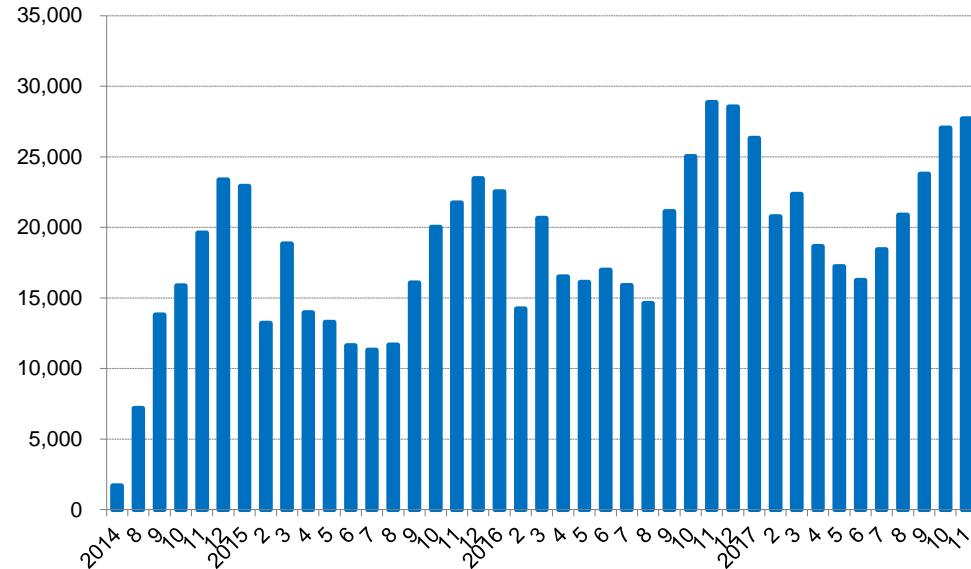
## Domestic Sales Volume (3MMA+/-%)



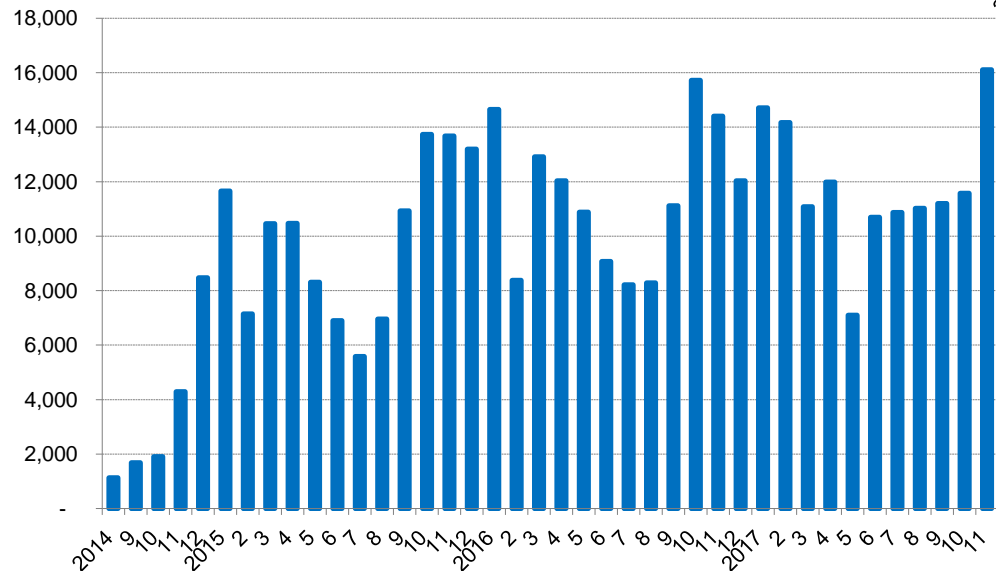
# Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



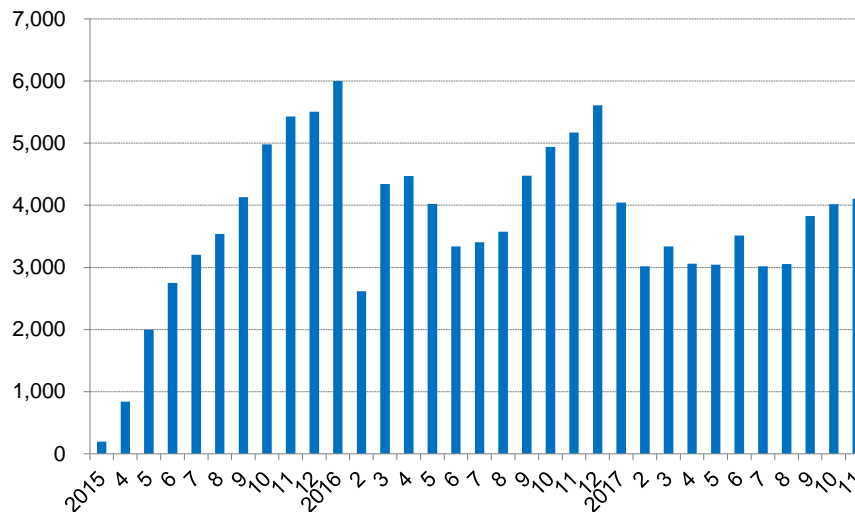
Monthly Sales Volume of Vision



# Key Model – GC9



Monthly Sales Volume of GC9

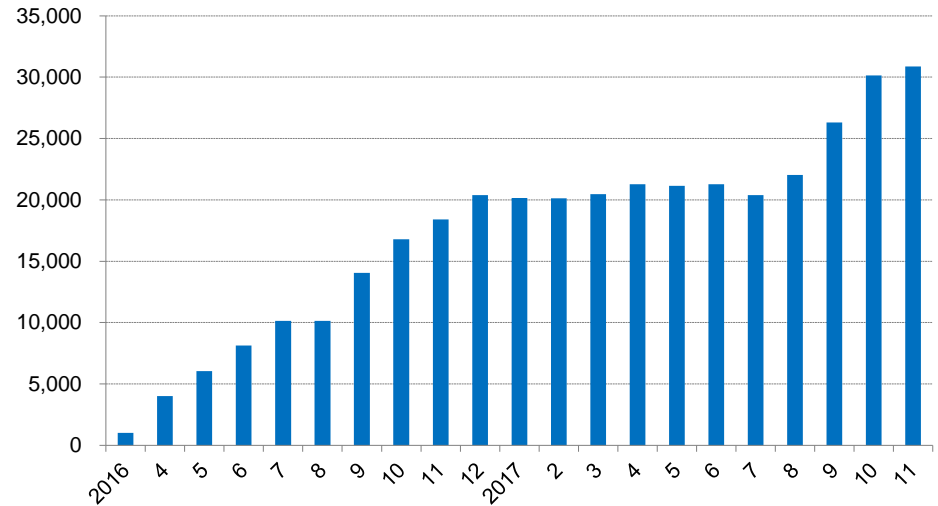


<b>Engine:</b>	1.8T, 2.0L
<b>Transmissions:</b>	6AT
<b>Dimension:</b>	4956/1861/1513
<b>Wheelbase:</b>	2850
<b>Power:</b>	163Kw (1.8T)
<b>Max. Torque:</b>	250/1500-4500 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB129,800-176,800



# Key Model – Boyue

Monthly Sales Volume of Boyue

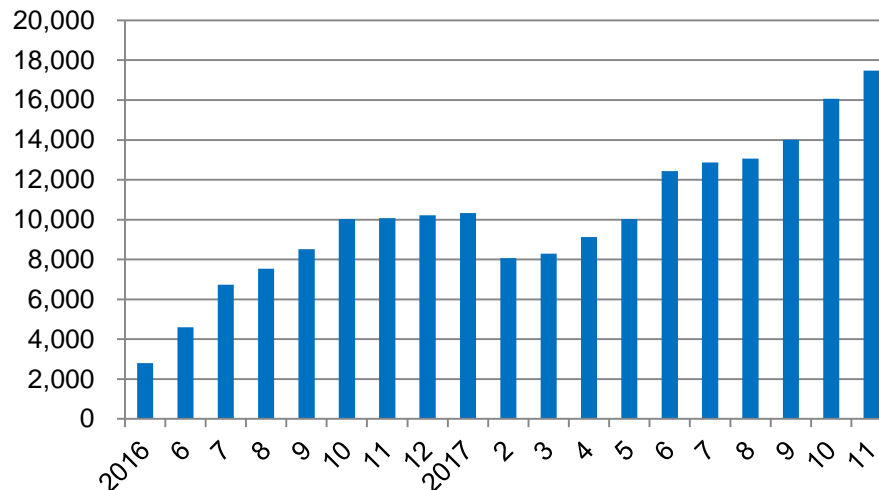


<b>Engine:</b>	1.8T, 2.0L
<b>Transmissions:</b>	6MT, 6AT
<b>Dimension:</b>	4519/1831/1694
<b>Wheelbase:</b>	2670
<b>Power:</b>	135Kw (1.8T)
<b>Max. Torque:</b>	285/1500-4000 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB98,800-157,800



# Key Model – Emgrand GS

Monthly Sales Volume of Emgrand GS



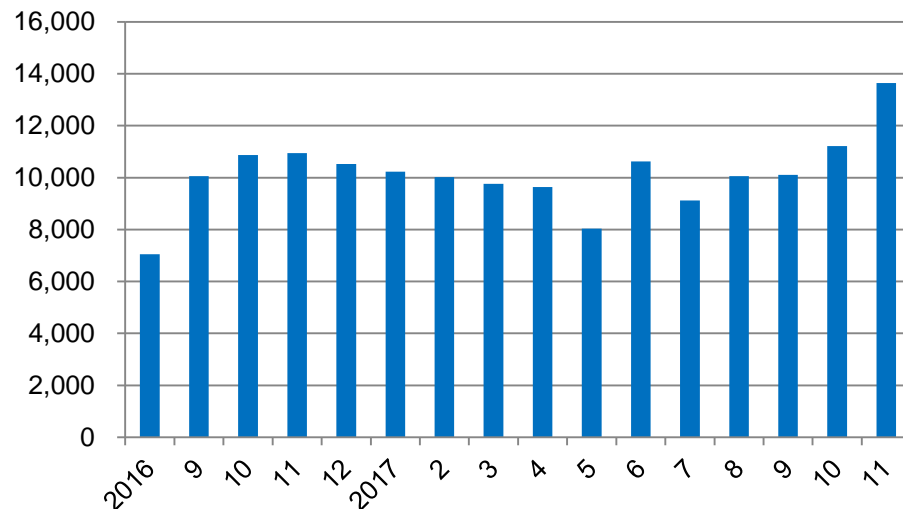
<b>Engine:</b>	1.3T, 1.8L
<b>Transmissions:</b>	6DCT, 6MT
<b>Dimension:</b>	4440/1833/1560
<b>Wheelbase:</b>	2700
<b>Power:</b>	95kw/5500rpm (1.3T)
<b>Max. Torque:</b>	185/1750-4500N.m/rpm
<b>MSRP:</b>	RMB77,800-108,800



# Key Model – Vision SUV



Monthly Sales Volume of Vision SUV



<b>Engine:</b>	1.3T, 1.8L
<b>Transmissions:</b>	8CVT, 5MT
<b>Dimension:</b>	4500/1834/1707
<b>Wheelbase:</b>	2661
<b>Power:</b>	98kw/5500rpm (1.3T)
<b>Max. Torque:</b>	185/2000-4500N.m/rpm
<b>MSRP:</b>	RMB81,900-101,900

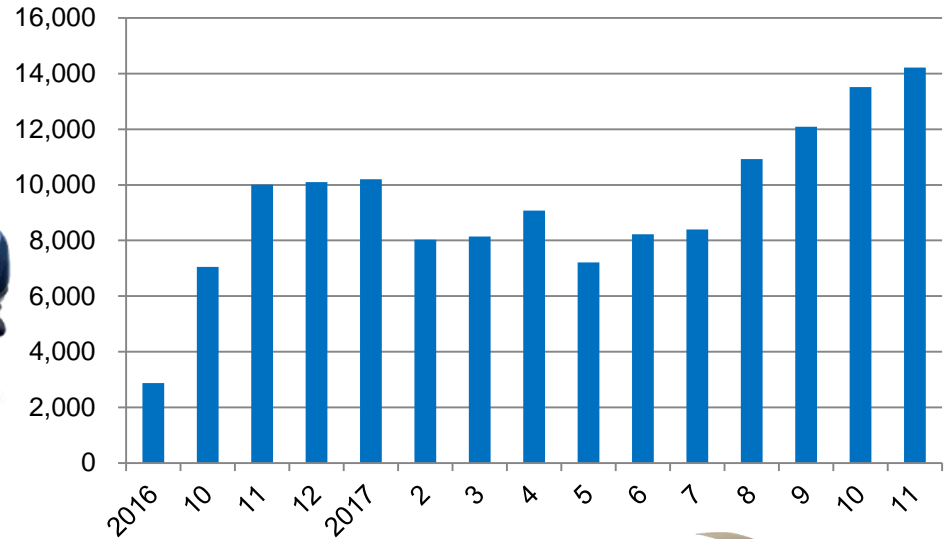




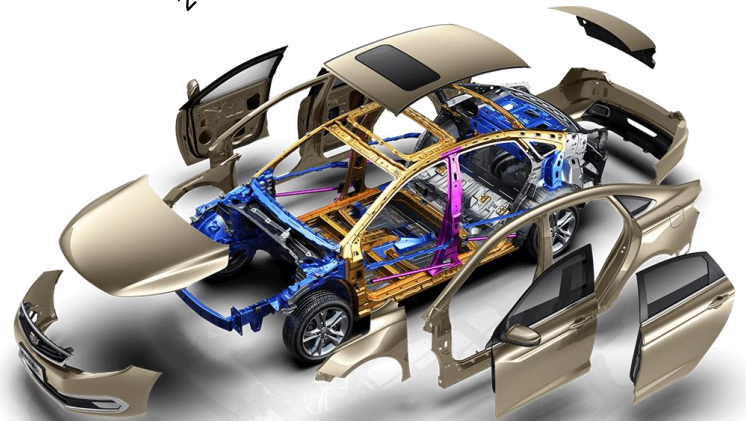
# Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



<b>Engine:</b>	1.3T, 1.8L
<b>Transmissions:</b>	6DCT, 6MT
<b>Dimension:</b>	4825/1802/1478
<b>Wheelbase:</b>	2700
<b>Power:</b>	95kw/5500rpm (1.3T)
<b>Max. Torque:</b>	185/1750-4500N.m/rpm
<b>MSRP:</b>	RMB78,800-113,800



# 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*



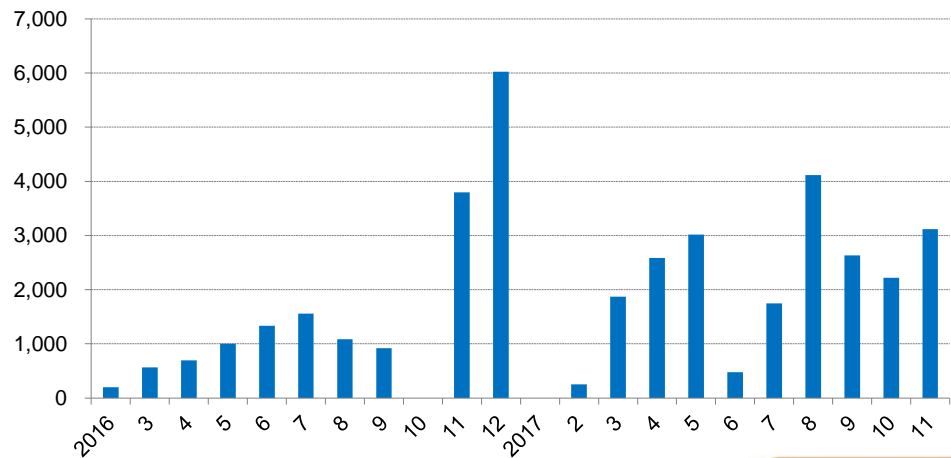
*Leading New Energy, Smart Car and  
Light Weight Technologies*



## Emgrand EV300

- **Power/Torque:** 95kw/240Nm
- **Top Speed:** 140km/h
- **Acceleration:** 4.3s (0-50km/h)
- **Range:** 360km @ 60km/h
- **Range:** 300km (combined)
- **Battery Capacity:** 41kWh (NCM)
- **Two Charging Ports:** Slow (7 hrs) / Fast (45 mins)

Monthly Sales Volume of Emgrand EV



# New Products

2017 sales volume target revised at 1,100,000 units (+44% over 2016)

- Two new Compact SUVs, including Vision X1, Vision X3 launched
- New Crossover model Vision S1
- Upgraded versions of existing major models
- New HEV, PHEV models
- First batch of new models from CMA (Compact Modular Architecture) platform, developed jointly by Volvo Car and Geely Auto.



# Lynk & Co

- **Global brand, Global manufacturing, European design & technologies, Innovative business model**
- **JV with 5:3:2 shareholding structure of the listed group, Volvo Car and the parent group**
- **Flexible subscription and outright purchase packages**
- **Equipped with efficient car sharing technologies**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **Fixed and transparent prices; Sold online or in dealership stores**



# Lynk & Co

- Supported by new vehicle models developed from CMA
- Personal, Open and Connected
- Ultra efficient powertrains, characterized by traditional and electrified powertrains, 7-speed DCT and manual gearbox
- First vehicle model: Lynk&Co01 to be manufactured by the plant operated by Volvo Car
- 4Q 2017 in China via 200 stores in 120 cities
- Lifetime warranty, roadside assist & free data
- 1Q 2019 in Europe, followed by USA; 10 new models by 2020



# Customer Service Satisfaction



## J.D.Power Asia Pacific 2017 China Customer Service Index (CSI) Study<sup>SM</sup>

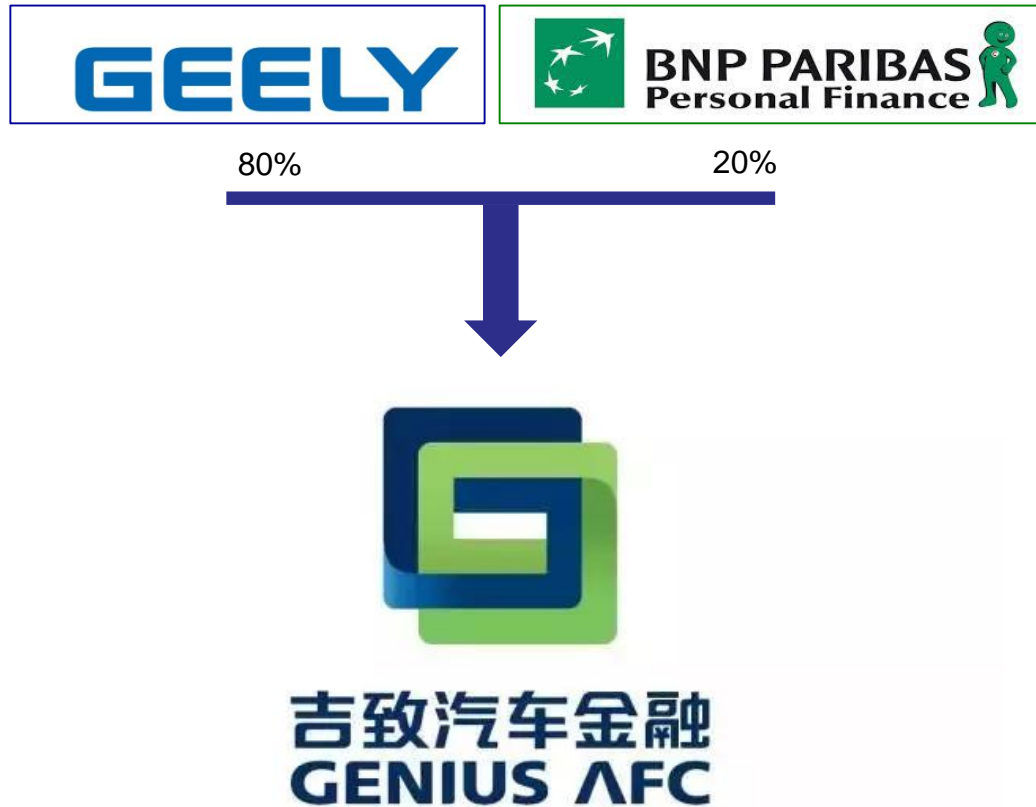
Brand	Points#	Overall Rank	Sector Rank*
Geely	735	4	1
Mass Market Average	703		

# 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 2017 China Customer Service Index (CSI) Study<sup>SM</sup>

# Auto Finance Joint Venture



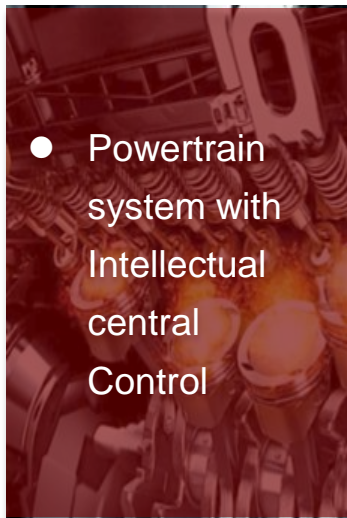
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole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

# Geely iNTEC Structure

**iN - Intelligent+Integration+IN Trend**  
**TEC - Technology**

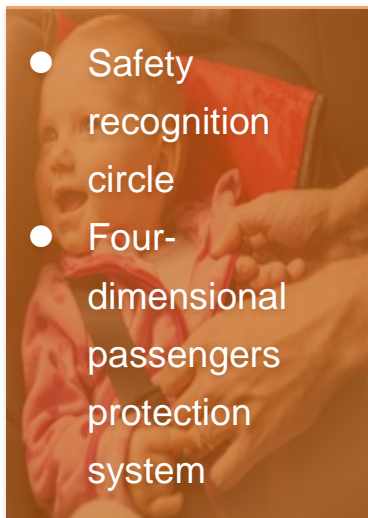
## G-POWER

High Efficient  
Powertrain  
Technology



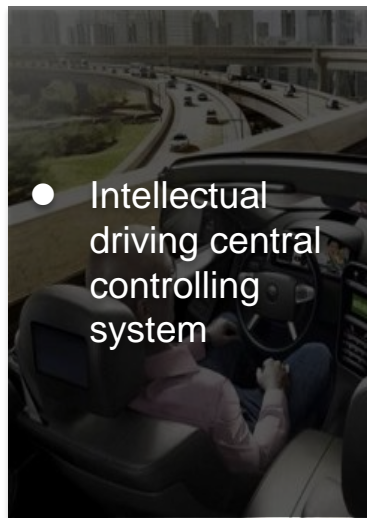
## G-SAFETY

Humanism  
Safety Design



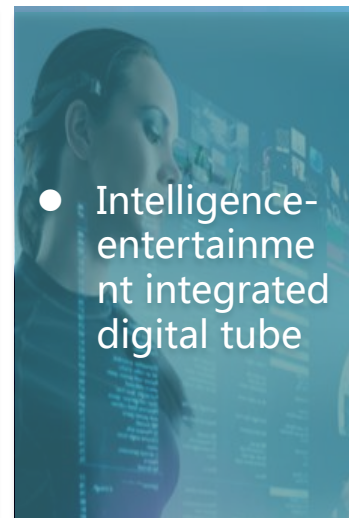
## G-PILOT

Intellectual  
Driving  
Technolgy



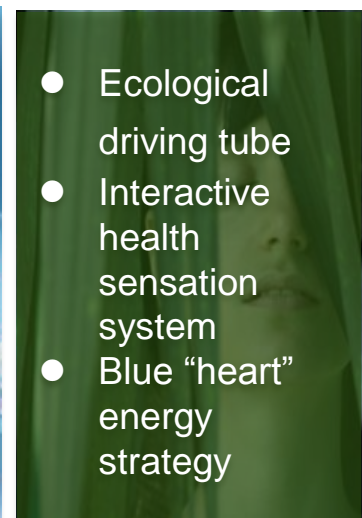
## G-NETLINK

Intellectual  
Mobility  
System



## G-BLUE

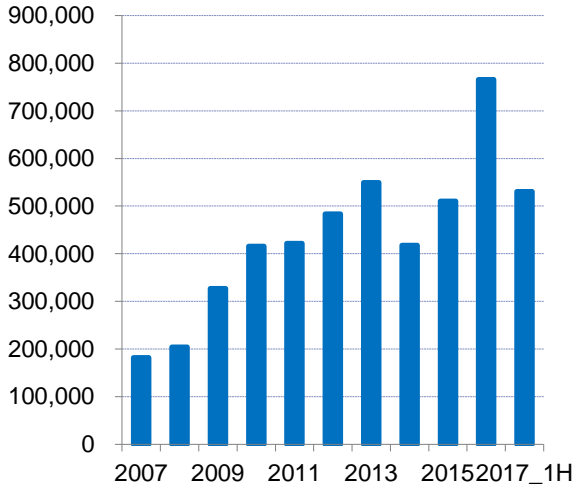
Healthy  
Ecological  
Techonlgy



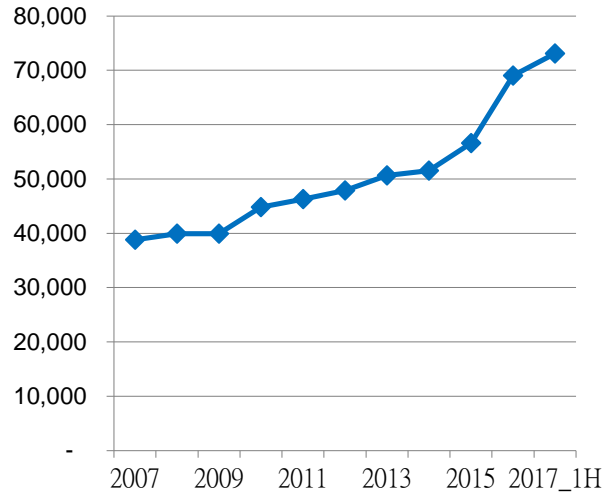


# Financial Performance

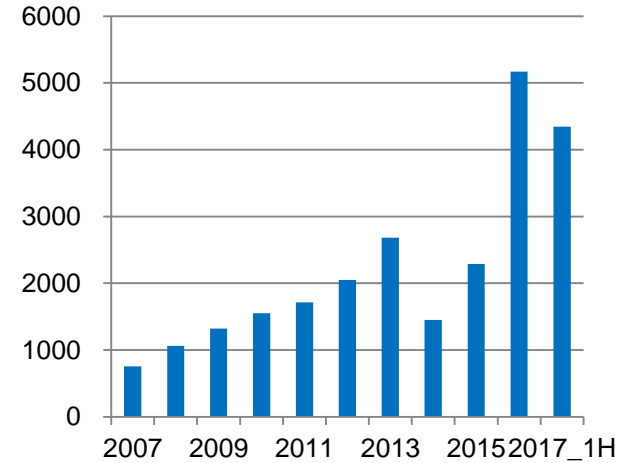
### Sales Volume



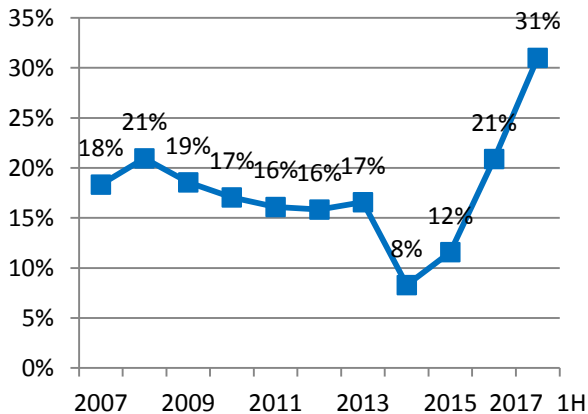
### Average Ex-factory Price



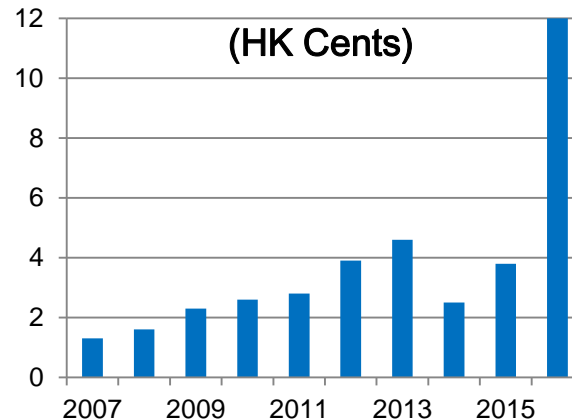
### Net Profit



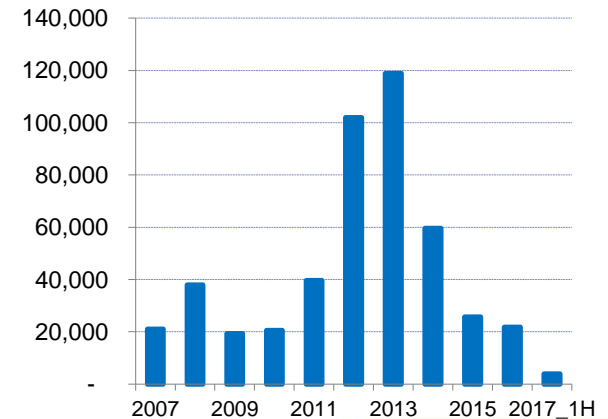
### Return on Equity



### Cash Dividend per Share



### Export Sales Volume



# Strategy

Products	<ul style="list-style-type: none"><li>• Platform and modular architecture;</li><li>• Focus on powertrain technology;</li><li>• In-house international design capabilities;</li><li>• Joint product architecture with Volvo Car;</li><li>• Focus on EV, PHEV &amp; HEV to speed up new energy product offerings;</li><li>• Strategic alliance to upgrade technologies</li></ul>
Services	<ul style="list-style-type: none"><li>• More than 920 dealers in China;</li><li>• 24 sales agents, 489 sales and service outlets in 23 oversea countries;</li><li>• Vehicle finance JV with BNP Paribas Personal Finance</li></ul>
Branding	<ul style="list-style-type: none"><li>• “Geely” brand for mass market;</li><li>• “Lynk&amp;Co” brand for upper market</li></ul>

# Geely Automobile in Figures

<b>Year started:</b>	1998
<b>Total workforce:</b>	35,100 (on Dec. 31 <sup>st</sup> , 2016)
<b>Manufacturing facilities:</b>	9 plants in China + 1 JV plant in Belarus
<b>Products:</b>	10 major models under 5 platforms
<b>Distribution network:</b>	More than 920 dealers in China; 24 sales agents, 489 sales and service outlets in 23 oversea countries
<b>2016 sales volume:</b>	765,970 units (97% in China market)
<b>2016 revenues:</b>	US\$7.9 billion
<b>Market Capitalization:</b>	US\$29.7 billion (on Dec 8 <sup>th</sup> , 2017)

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