

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

November 2017



Sales Performance

Jan.- Oct. 2017

Overall: 952,226 units, +72% YoY
Domestic: 942,494 units +76% YoY
Exports: 9,732 units -48% YoY

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

536,099 units +55% YoY



SUVs (Vision SUV+Boyue)

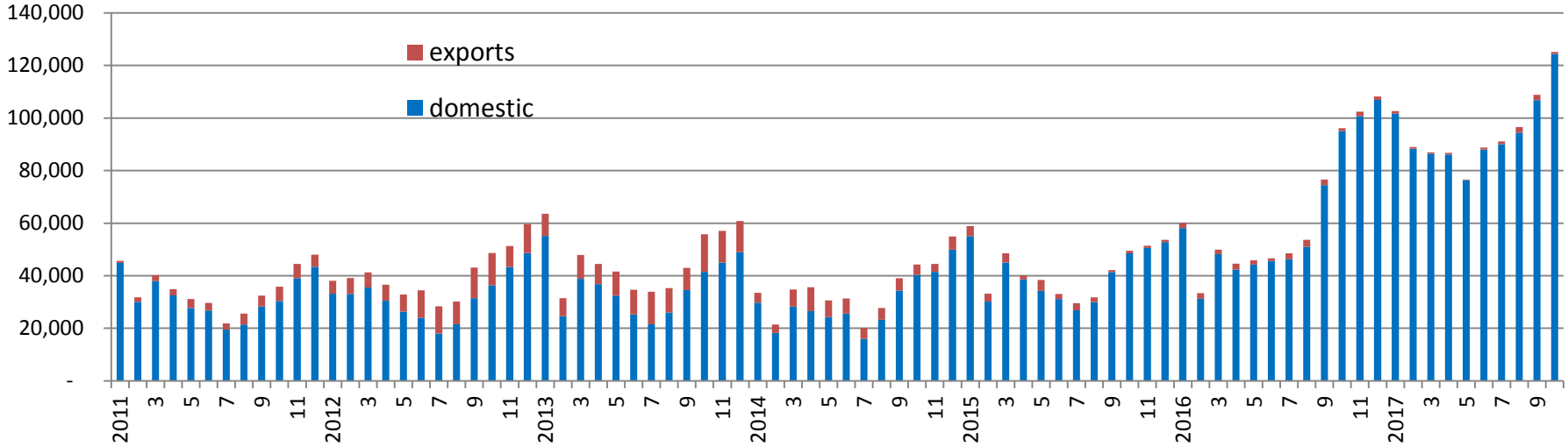
323,581 units +185% YoY



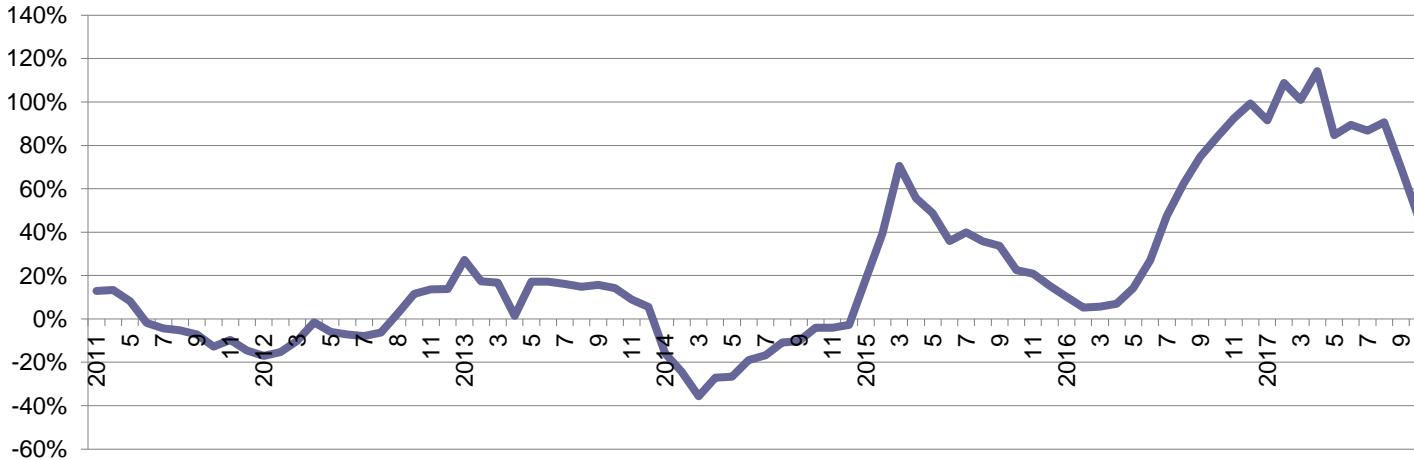
Sales Performance

Jan. 2011 - Oct. 2017

Monthly Sales Volume



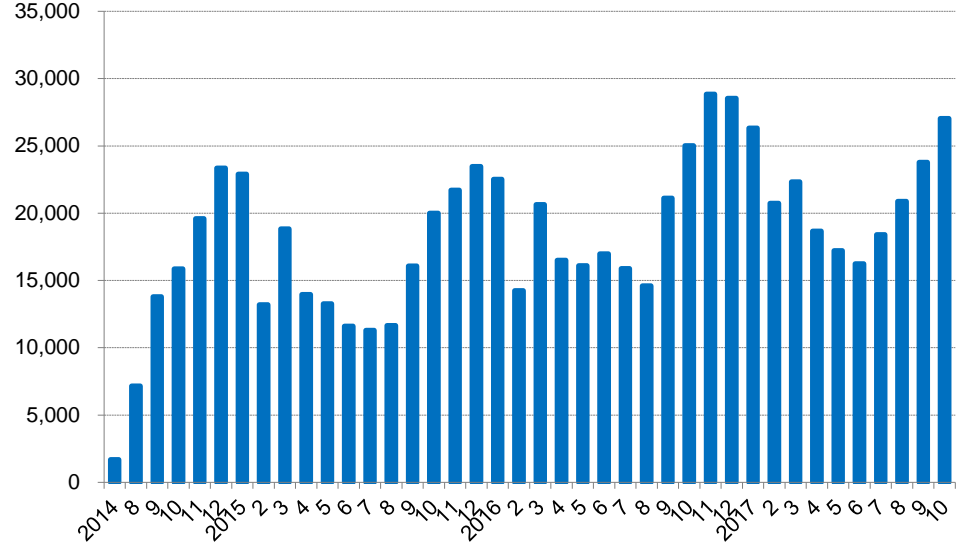
Domestic Sales Volume (3MMA+/-%)



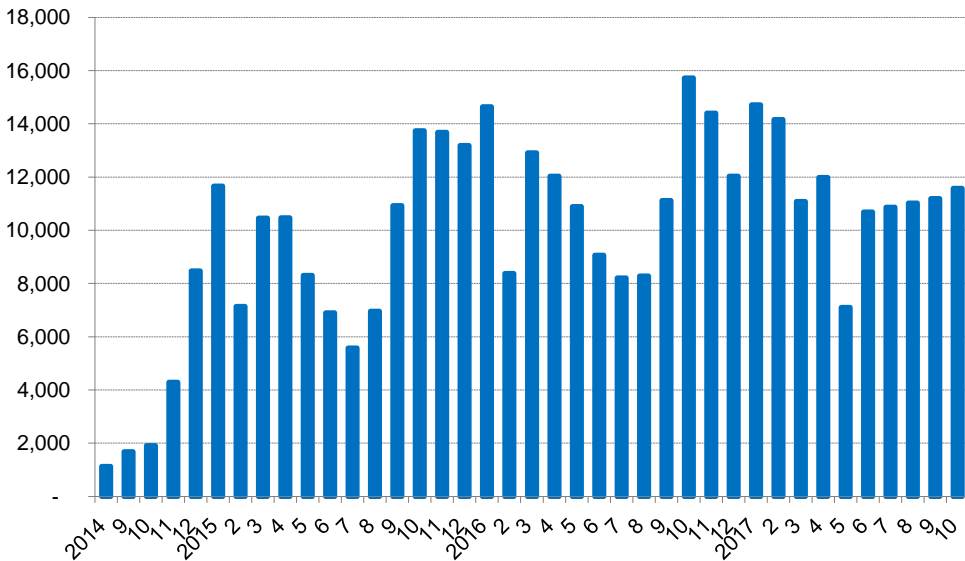
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



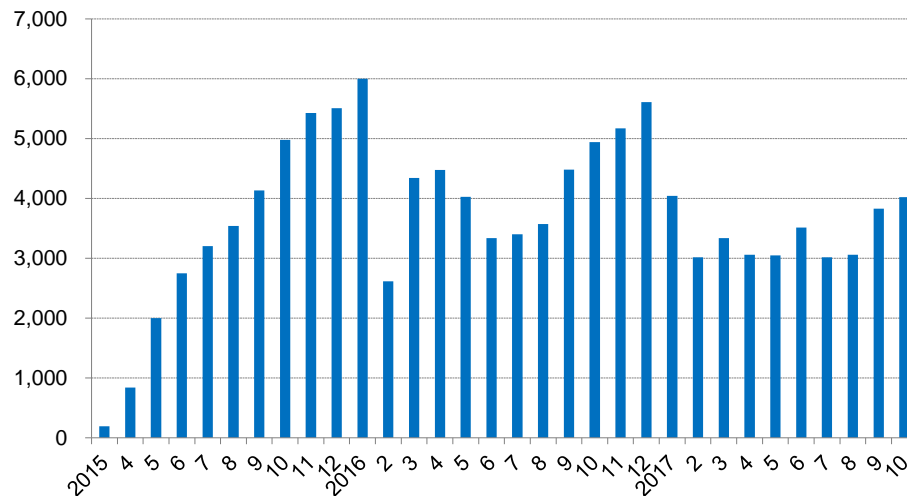
Monthly Sales Volume of Vision



Key Model – GC9



Monthly Sales Volume of GC9



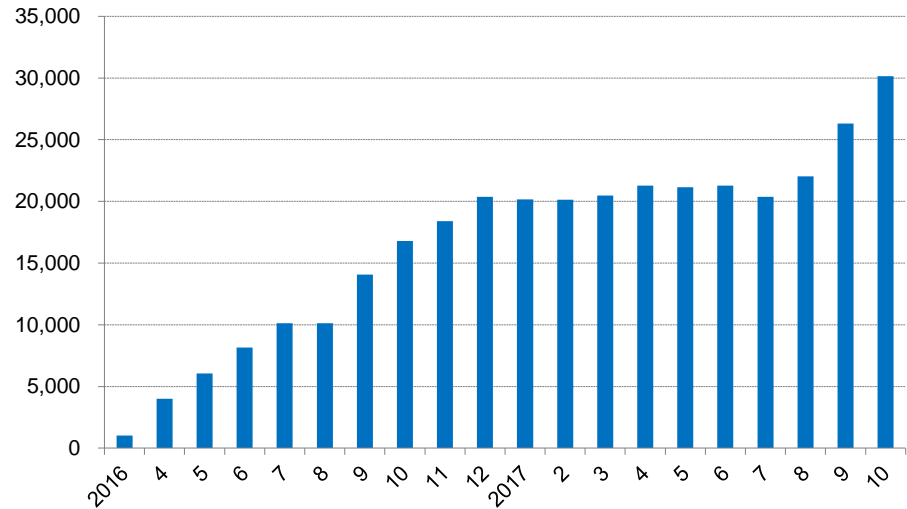
Engine:	1.8T, 2.0L
Transmissions:	6AT
Dimension:	4956/1861/1513
Wheelbase:	2850
Power:	163Kw (1.8T)
Max. Torque:	250/1500-4500 N.m/rpm(1.8T)
MSRP:	RMB129,800-176,800



Key Model – Boyue



Monthly Sales Volume of Boyue

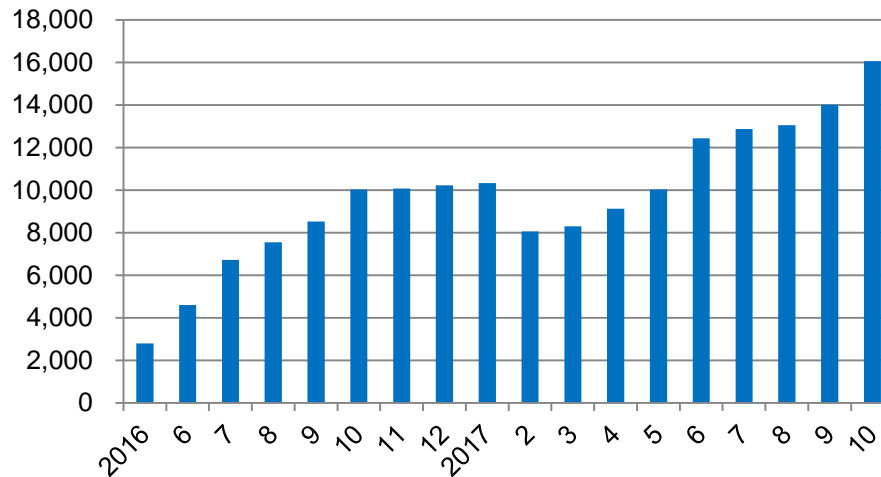


Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-157,800



Key Model – Emgrand GS

Monthly Sales Volume of Emgrand GS



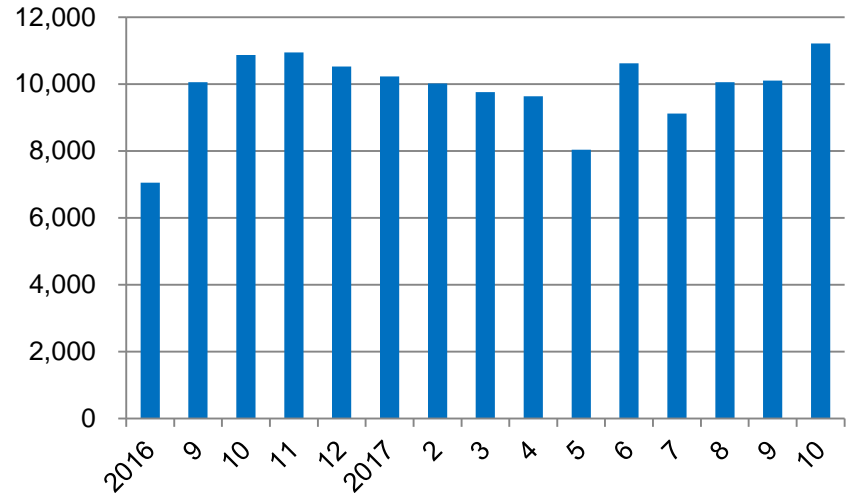
Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB77,800-108,800



Key Model – Vision SUV



Monthly Sales Volume of Vision SUV



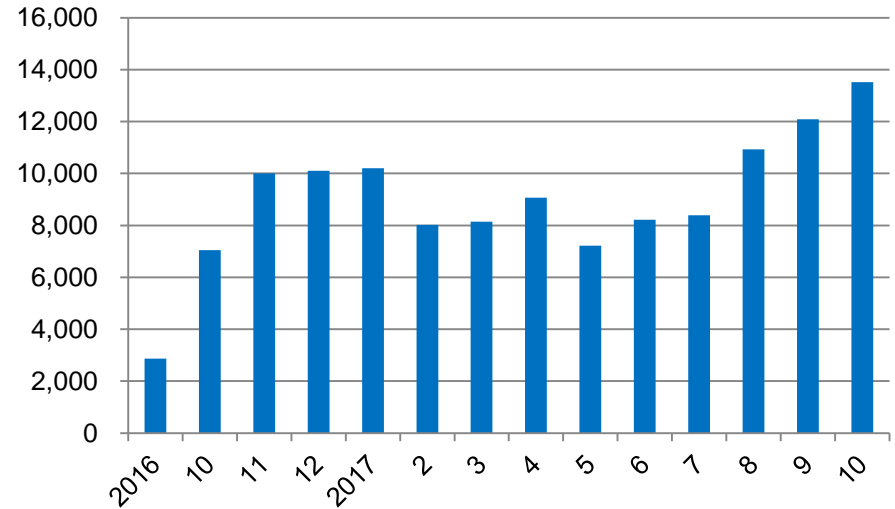
Engine:	1.3T, 1.8L
Transmissions:	8CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB81,900-101,900



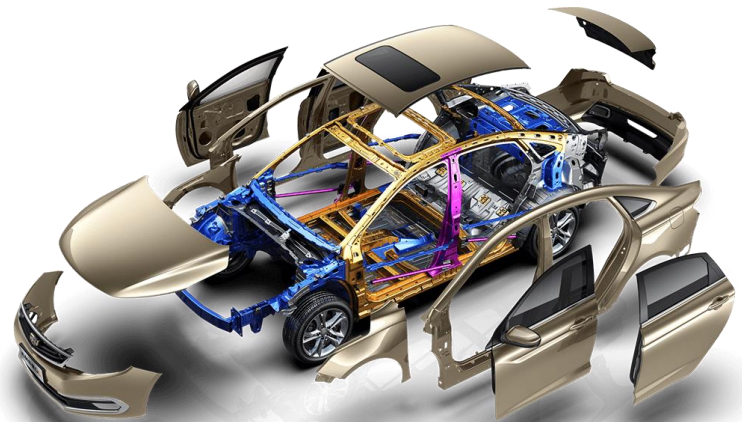
Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



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

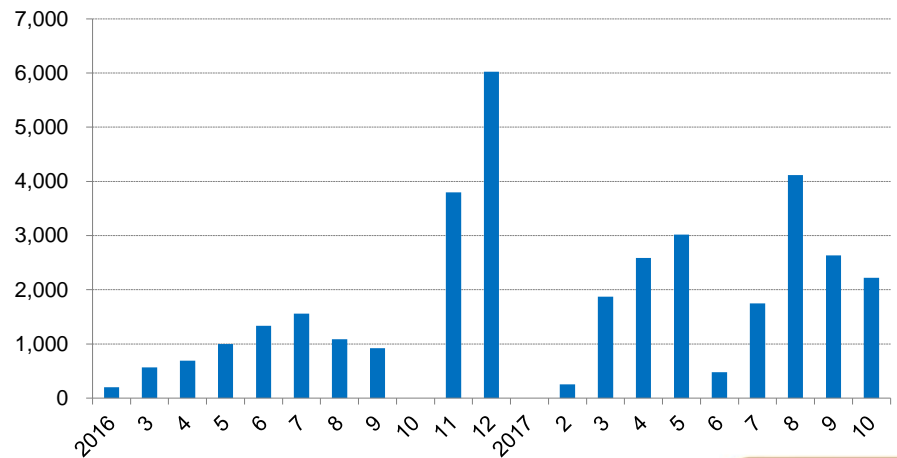


*Leading New Energy, Smart Car and
Light Weight Technologies*

- **Power/Torque: 95kw/250Nm**
- **Top Speed: 140km/h**
- **Acceleration: 4.3s (0-50km/h)**
- **Range: 330km @ 60km/h**
- **Range: 253km (combined)**
- **Battery Capacity: 45kWh (NCM)**
- **Two Charging Ports: Slow (14 hours) / Fast (48 minutes)**



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 Geely 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 code, 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) StudySM

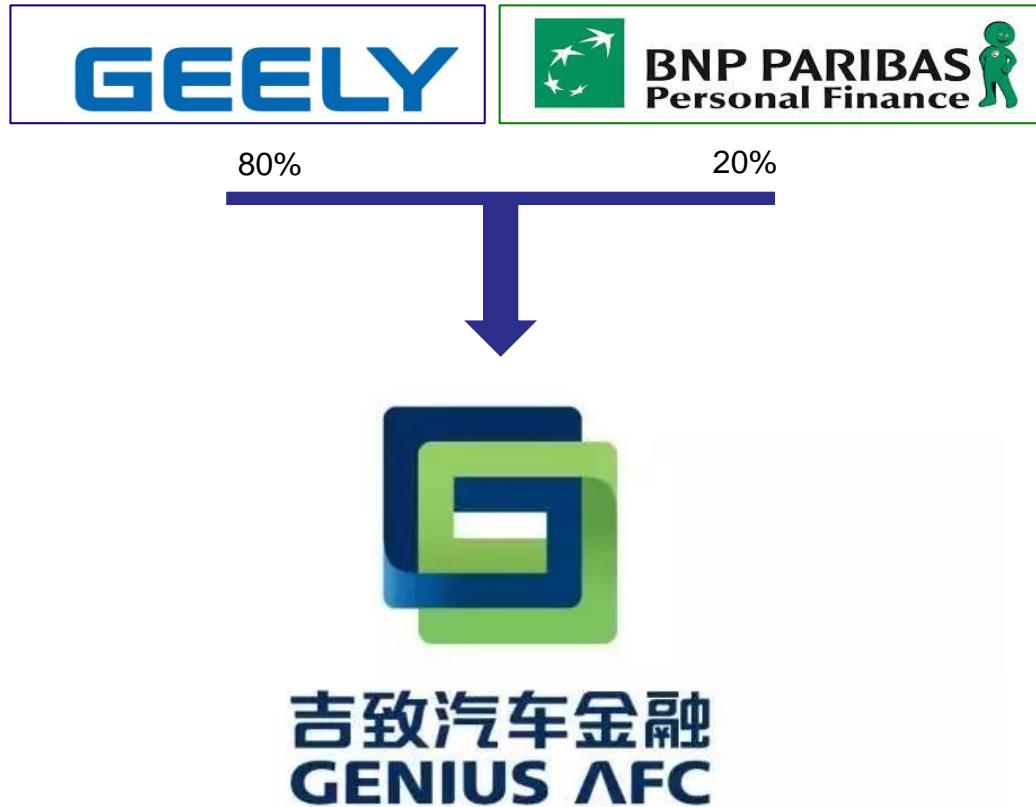
Brand	Points#	Overall Rank	Sector Rank*
Geely	735	4	1
Mass Market Average	703		

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) StudySM

Auto Finance Joint Venture



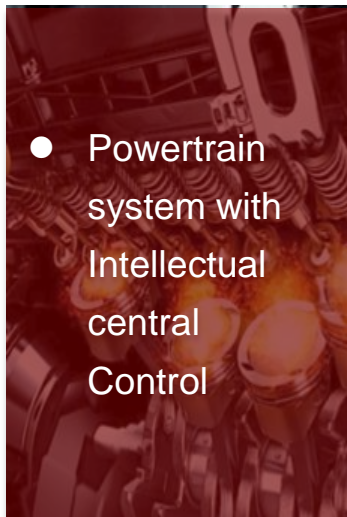
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole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

Geely iNTEC Structure

iN - Intelligent+Integration+IN Trend
TEC - Technology

G-POWER

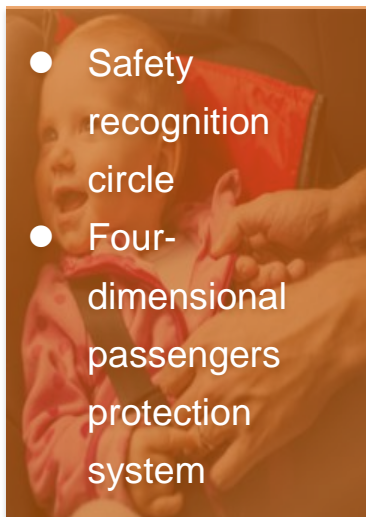
High Efficient
Powertrain
Technology



- Powertrain system with Intellectual central Control

G-SAFETY

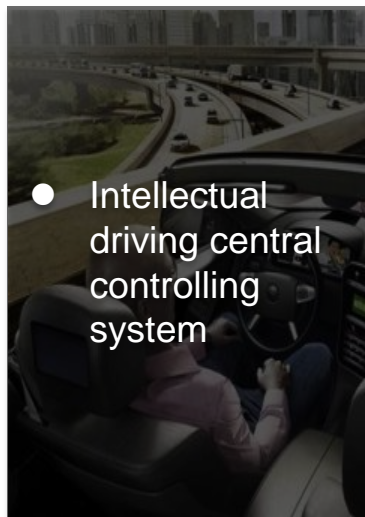
Humanism
Safety Design



- Safety recognition circle
- Four-dimensional passengers protection system

G-PILOT

Intellectual
Driving
Technolgy



- Intellectual driving central controlling system

G-NETLINK

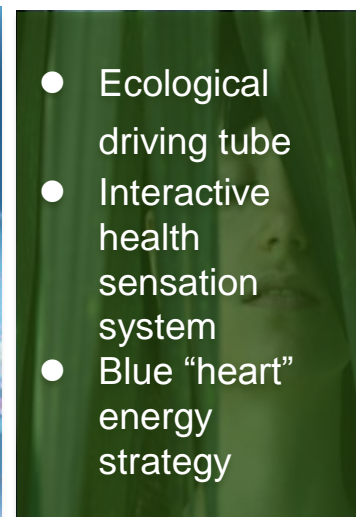
Intellectual
Mobility
System



- Intelligence-entertainment integrated digital tube

G-BLUE

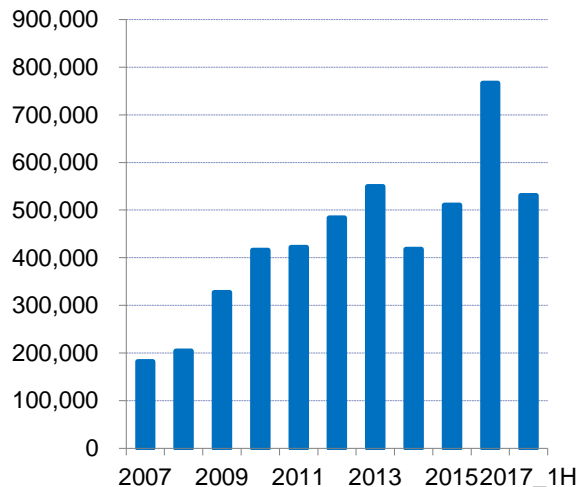
Healthy
Ecological
Techonlgy



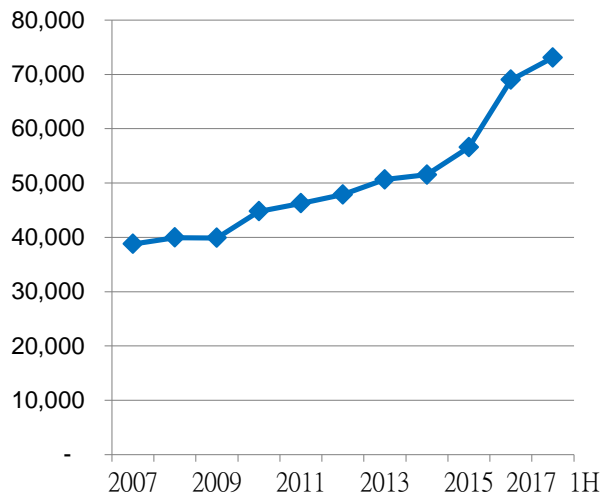
- Ecological driving tube
- Interactive health sensation system
- Blue "heart" energy strategy

Financial Performance

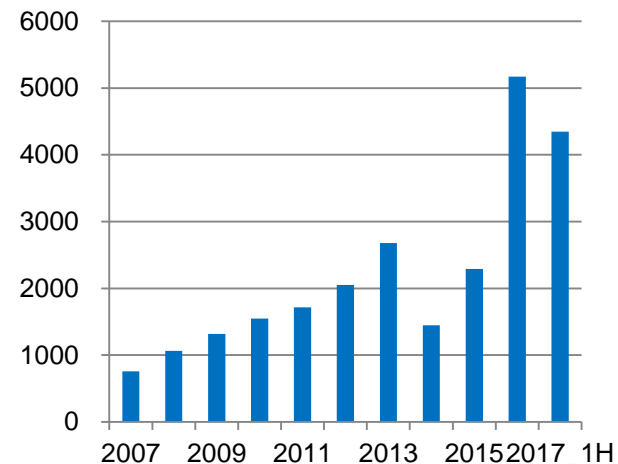
Sales Volume



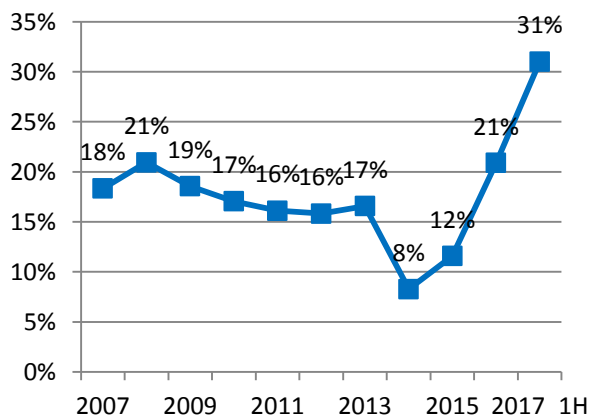
Average Ex-factory Price



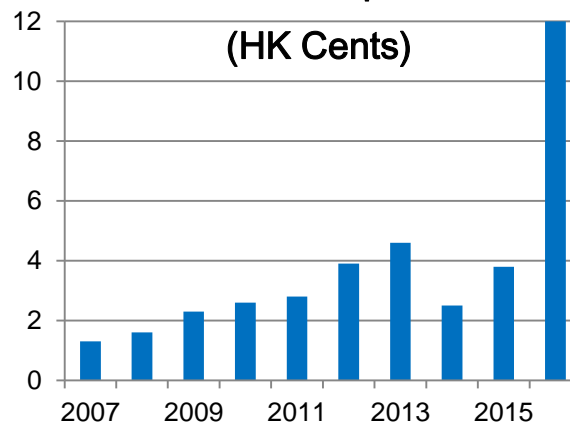
Net Profit



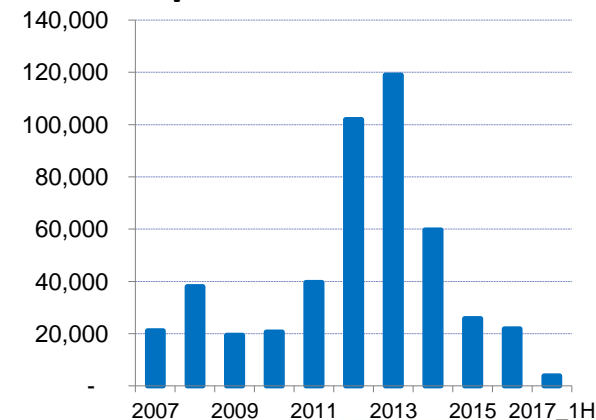
Return on Equity



Cash Dividend per Share



Export Sales Volume



Strategy

Products	<ul style="list-style-type: none">• Platform and modular architecture;• Focus on powertrain technology;• In-house international design capabilities;• Joint product architecture with Volvo Car;• Focus on EV, PHEV & HEV to speed up new energy product offerings;• Strategic alliance to upgrade technologies
Services	<ul style="list-style-type: none">• More than 920 dealers in China;• 24 sales agents, 489 sales and service outlets in 23 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

Geely Automobile in Figures

Year started:	1998
Total workforce:	35,100 (on Dec. 31 st , 2016)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 920 dealers in China; 24 sales agents, 489 sales and service outlets in 23 oversea countries
2016 sales volume:	765,970 units (97% in China market)
2016 revenues:	US\$7.9 billion
Market Capitalization:	US\$30.3 billion (on Nov 9 th , 2017)

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