

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Jul 2018



Sales Performance

Jan. - Jun. 2018

Overall: 766,630 units, +44% YoY
Domestic: 757,931 units +44% YoY
Exports: 8,699 units +126% YoY

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

382,792 units +15% YoY

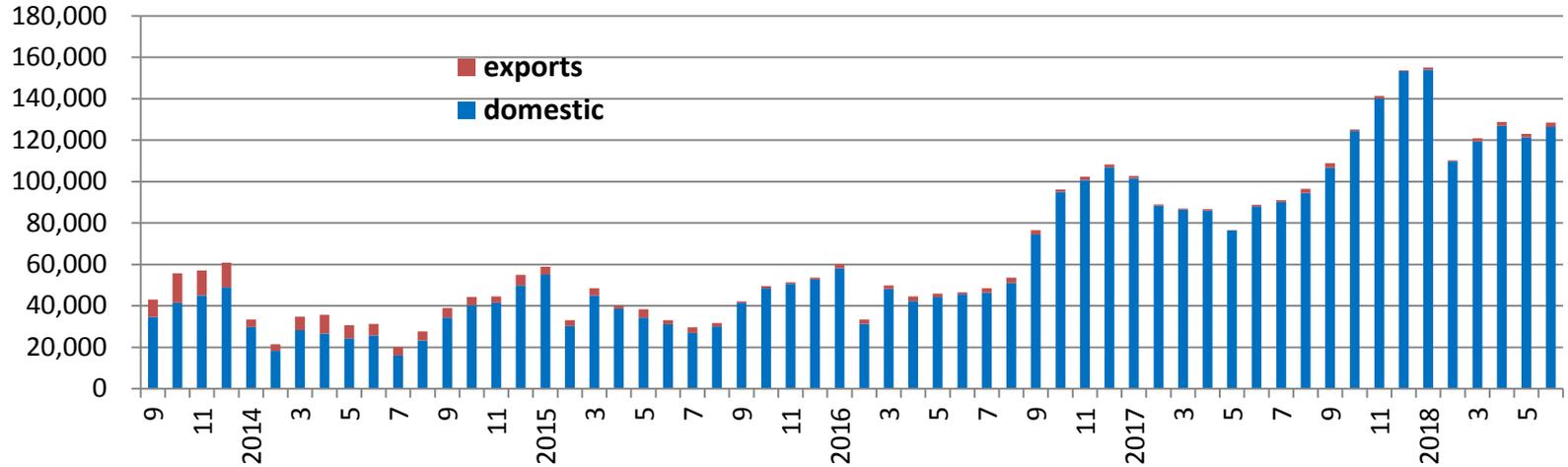
SUVs (Vision SUV+Boyue+X1+X3+S1)

317,348 units +78% YoY

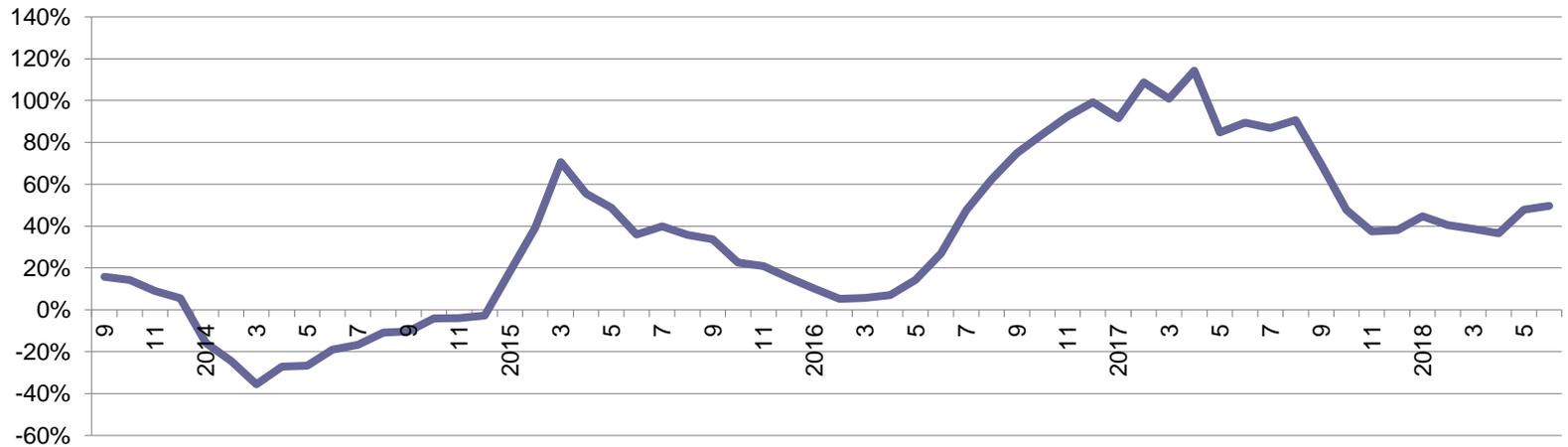


Sales Performance

Monthly Sales Volume



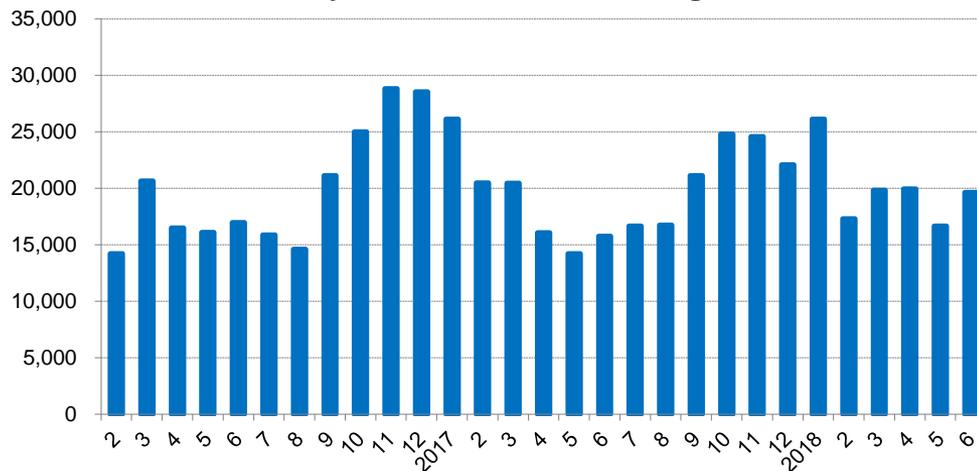
Domestic Sales Volume (3MMA+/-%)



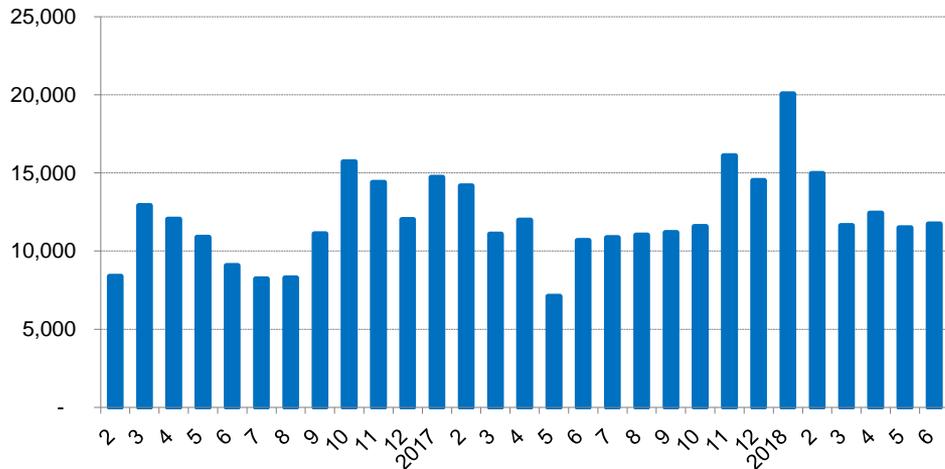
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



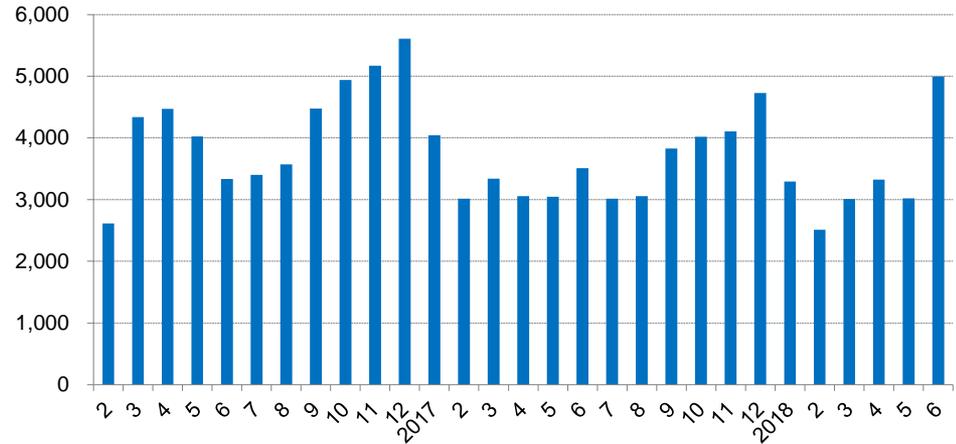
Monthly Sales Volume of Vision



Key Model – Borui



Monthly Sales Volume of Borui



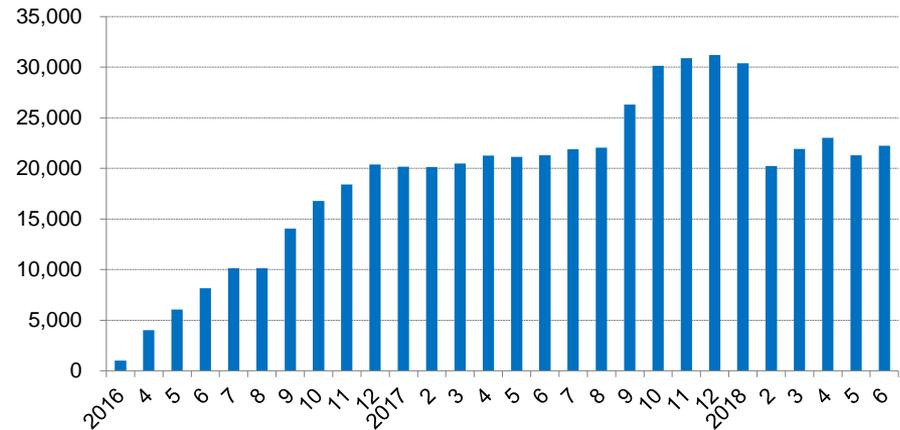
Engine:	1.8T, 2.4L
Transmissions:	6AT
Dimension:	4956/1861/1513
Wheelbase:	2850
Power:	135Kw (1.8T)
Max. Torque:	300/1750-4000 N.m/rpm(1.8T)
MSRP:	RMB119,800-179,800



Key Model – Boyue



Monthly Sales Volume of Boyue



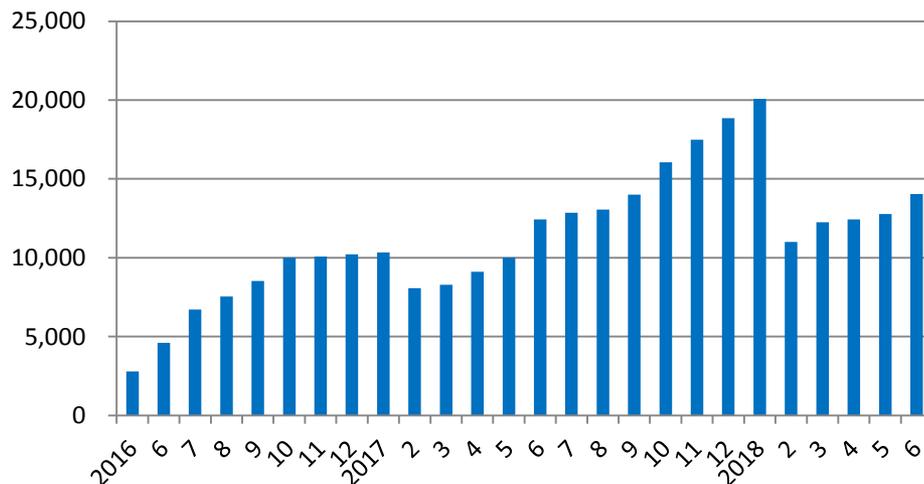
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



Key Model – Emgrand GS



Monthly Sales Volume of Emgrand GS



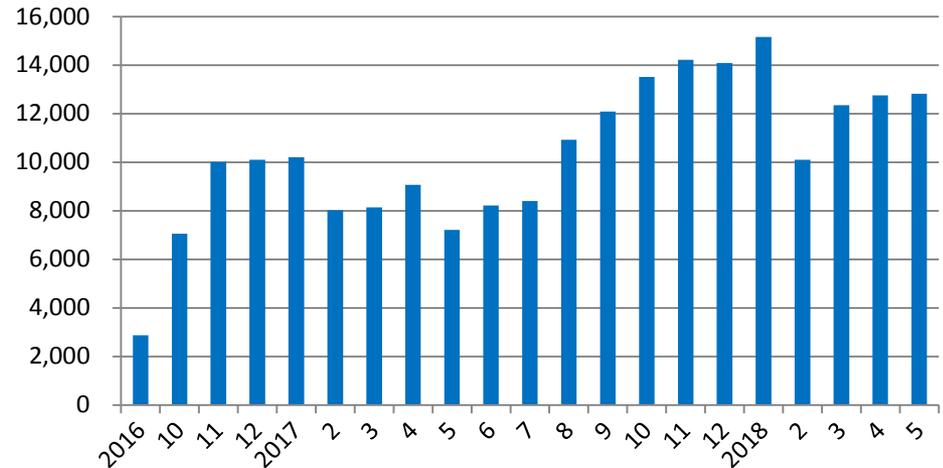
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB77,800-116,800



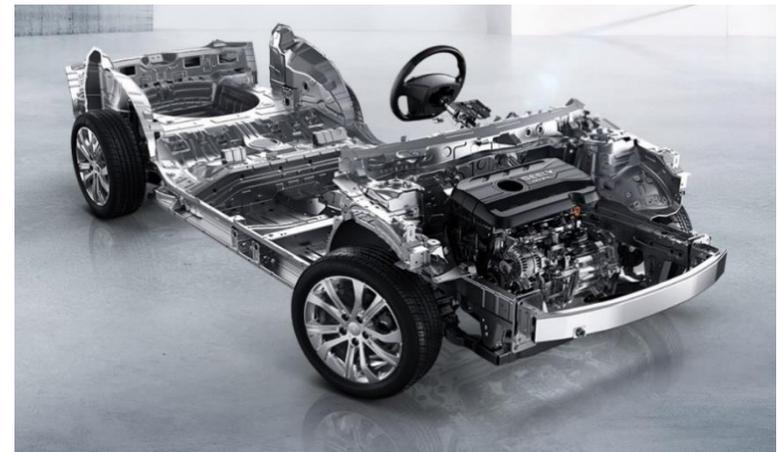
Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



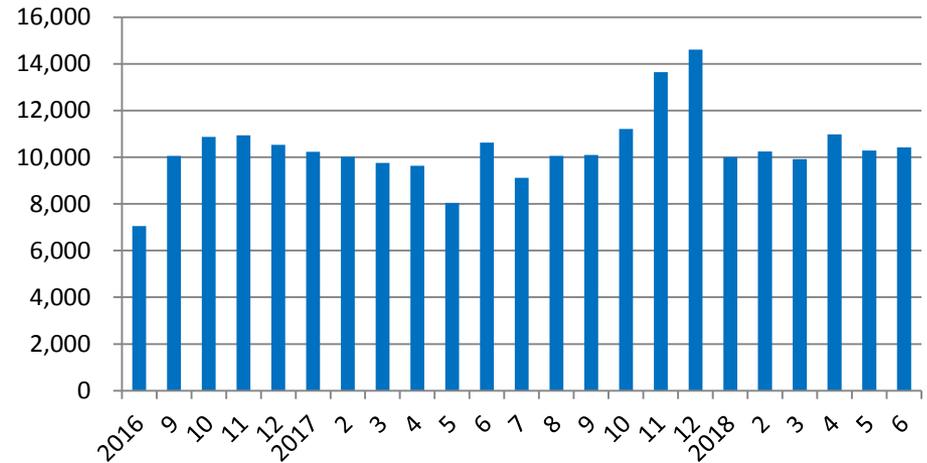
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4725/1802/1478
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB78,800-115,800



Key Model – Vision SUV



Monthly Sales Volume of Vision SUV



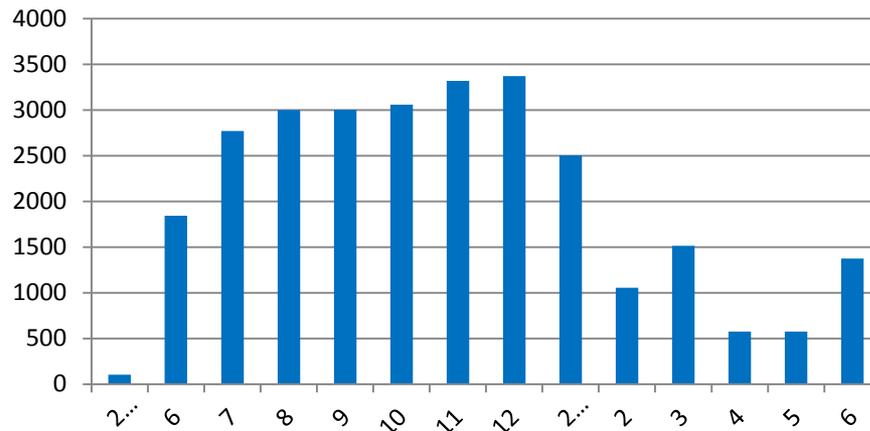
Engine:	1.3T, 1.8L
Transmissions:	CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900



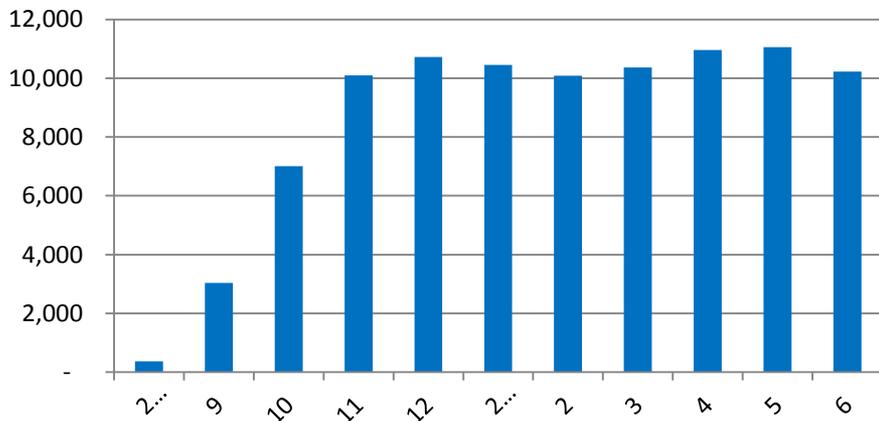
Key Model – Vision X1 & Vision X3



Monthly Sales Volume of Vision X1



Monthly Sales Volume of Vision X3



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



Borui GE MHEV/PHEV

Powertrain:	1.5TD+48V BSG +7DCT 1.5TD+EV Motor +7DCT
Dimension:	4986/1861/1513
Wheelbase:	2870
Power:	142kw/192kw
Max. Torque:	300/425 N.m/rpm
MSRP:	RMB 136,800-199,800
Fuel consumption :	5.8L/100km 1.6L/100km

	<h2>MHEV</h2> <p>轻度混合动力</p> <p>5.8L/100KM Fuel Consumption</p> <p>10% Power increase</p> <p>15% Energy economy</p> <p>0.3S Dynamic response</p>	
	<h2>PHEV</h2> <p>插电混合动力</p> <p>60KM EV mode range</p> <p>7.4S 0-100KM/H</p> <p>1.6L/100km Fuel Consumption</p> <p>P2.5 Architecture the most advanced tech</p> <p>97% Transmission efficiency</p>	<p>P2.5</p>

New Products



- 2018 sales volume target at 1,580,000 units (+27% over 2017)
- 2 SUVs, 2 Sedan, 2 EV, 1 MPV
- Lynk & Co 02 and 03
- Upgraded versions of existing major models
- New HEV, PHEV models



Lynk & Co

- Global brand, Global manufacturing, European design & technologies, Innovative business model
- JV with 5:3:2 share holding structure of the listed group, Volvo Car and the parent group
- Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment
- Supported by new vehicle models developed from CMA
- 2018 over 200 stores in China
- 1Q 2019 in Europe, followed by USA; 10 new models by 2020
- Lynk & Co 01 recorded 9,247 unit sales in Jun 2018.

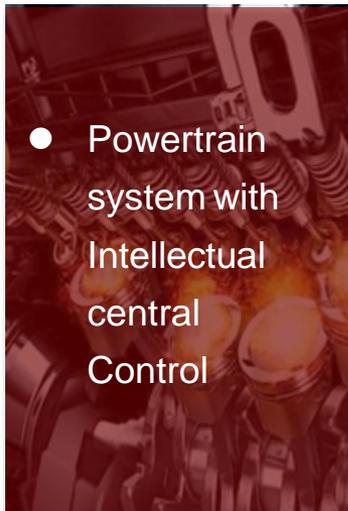


Geely iNTEC Structure

iN - Intelligent+Integration+IN Trend
 TEC - Technology

G-POWER

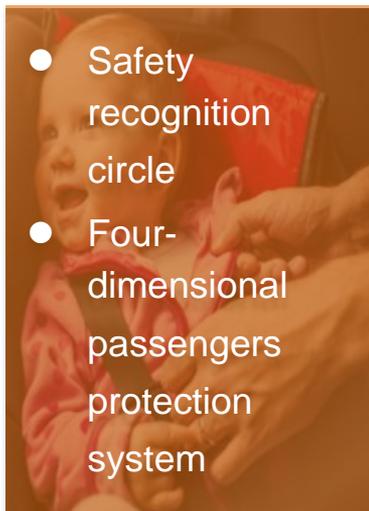
High Efficient
 Powertrain
 Technology



- Powertrain system with Intellectual central Control

G-SAFETY

Humanism
 Safety Design



- Safety recognition circle
- Four-dimensional passengers protection system

G-PILOT

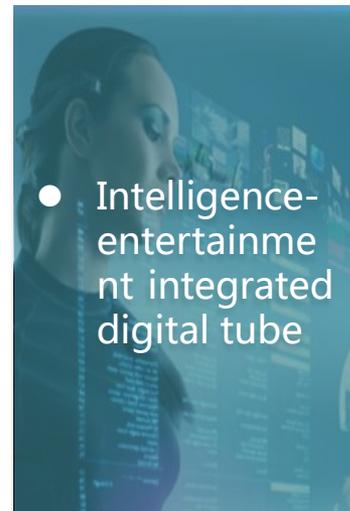
Intellectual
 Driving
 Technolgy



- Intellectual driving central controlling system

G-NETLINK

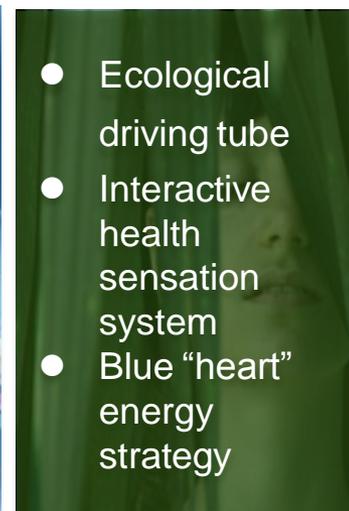
Intellectual
 Mobility
 System



- Intelligence-entertainment integrated digital tube

G-BLUE

Healthy
 Ecological
 Techonlgy



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

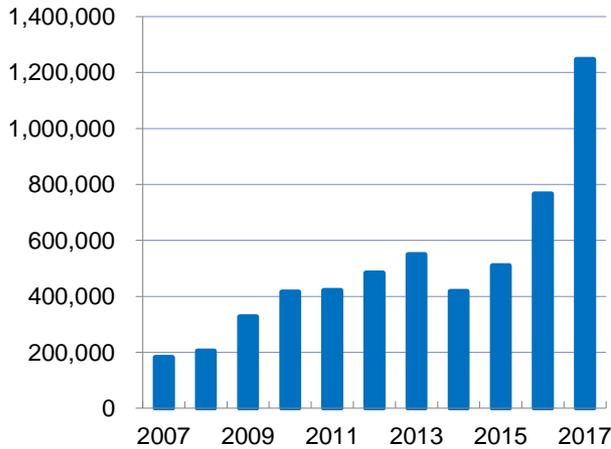
Geely GKUI

- GKUI smart ecosystem comprises:
 - ✓ The cloud storage
 - ✓ A desktop similar to your phone
 - ✓ A driver unique ID, safe and reliable
 - ✓ The App ecosystem
- Powerful Speech recognition
- Fast interactive, timely system update
- First installed in 2018 Boyue, and later in all the models

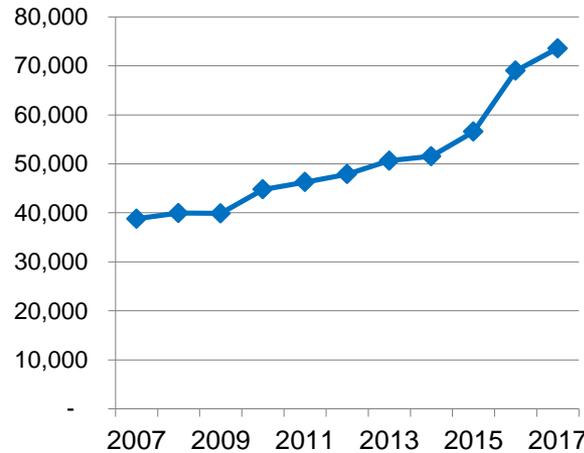


Financial Performance

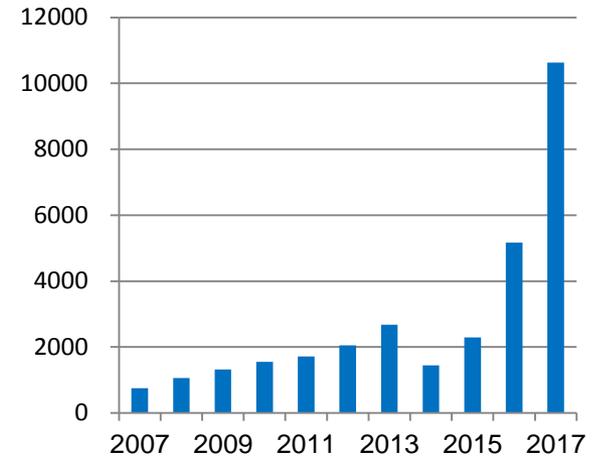
Sales Volume



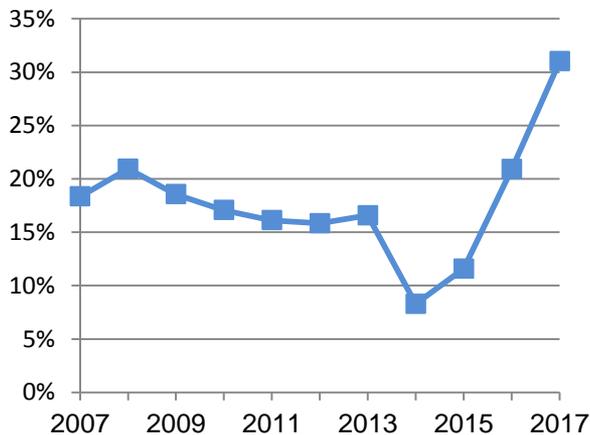
Average Ex-factory Price



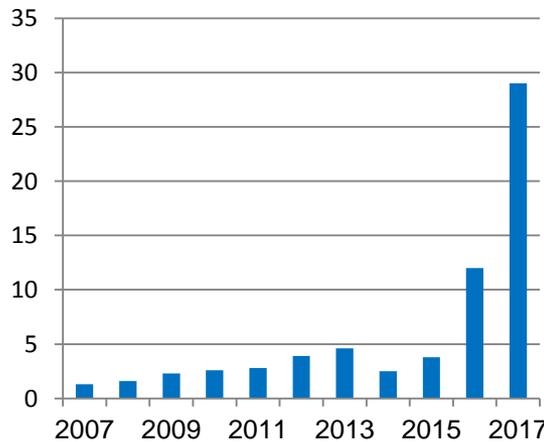
Net Profit



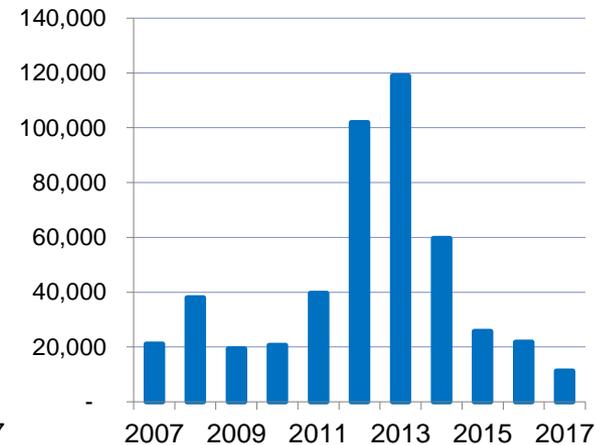
Return on Equity



Cash Dividend per Share (HK Cents)



Export Sales Volume



Auto Finance Joint Venture



- Located in Shanghai
- Registered capital increased to RMB 2B
- 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
- 2017 net profit RMB48m

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 880 dealers in China;• 20 sales agents, 231 sales and service outlets in 20 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:	41,600 (on Dec. 31 st , 2017)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 880 dealers in China; 723 4S dealers and 157 franchisee stores in 23 provinces.
2017 sales volume:	1,247,116 units (99% in China market)
2017 revenues:	US\$14.8 billion
Market Capitalization:	US\$22.2 billion (on Jul 10 th , 2018)

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