

# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

Jun 2018

# Sales Performance

Jan. - May. 2018

**Overall: 638,181 units, +44% YoY**  
**Domestic: 631,493 units +44% YoY**  
**Exports: 6,688 units +120% YoY**

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

**319,744 units +17% YoY**

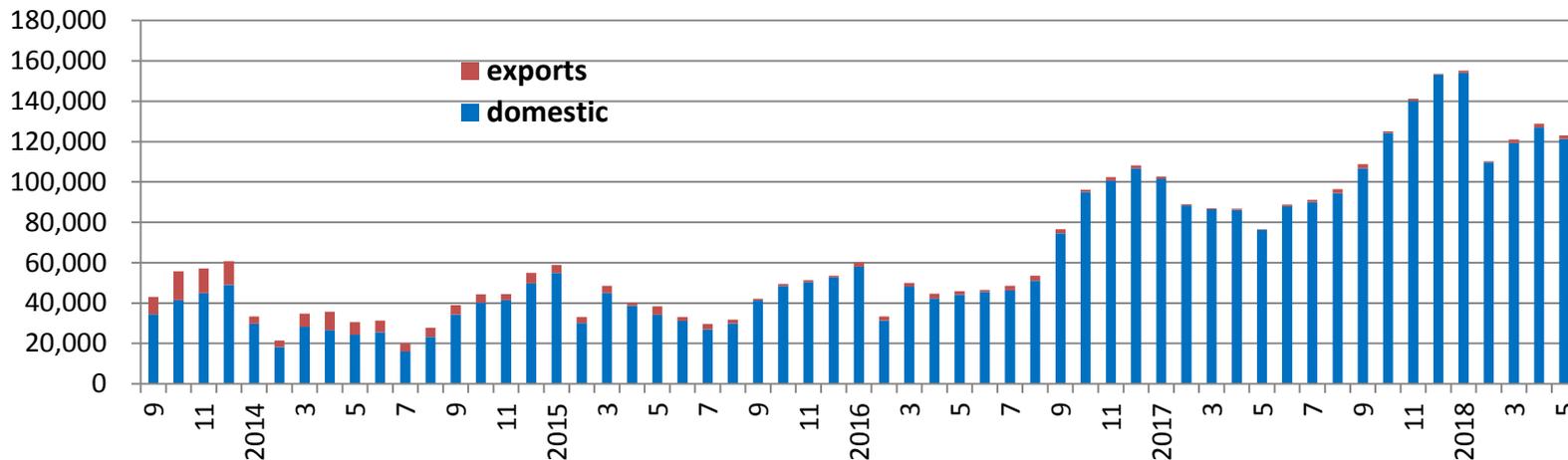
SUVs (Vision SUV+Boyue+X1+X3+S1)

**266,187 units +76% YoY**

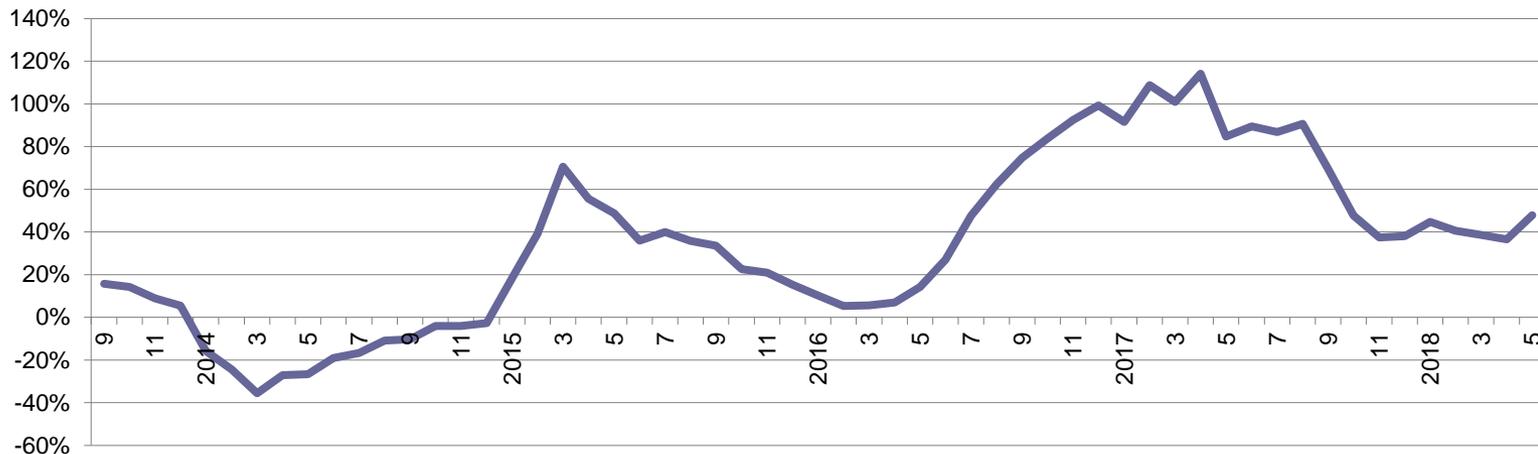


# Sales Performance

## Monthly Sales Volume



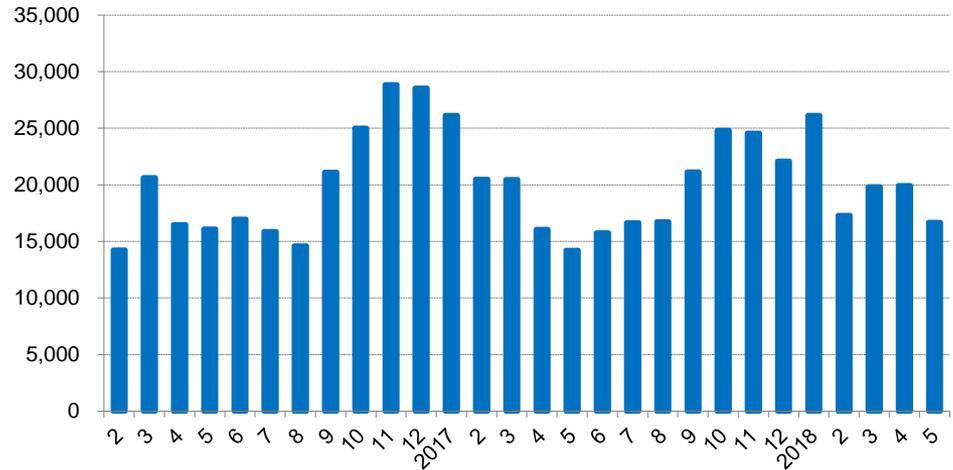
## Domestic Sales Volume (3MMA+/-%)



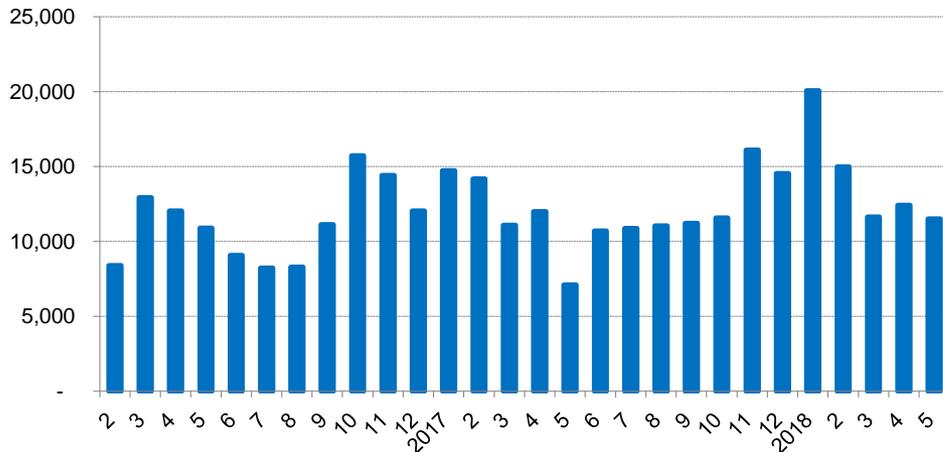
# Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



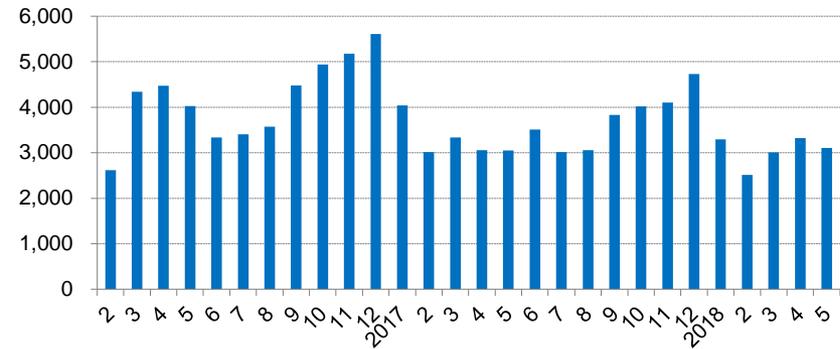
Monthly Sales Volume of Vision



# Key Model – Borui



Monthly Sales Volume of Borui



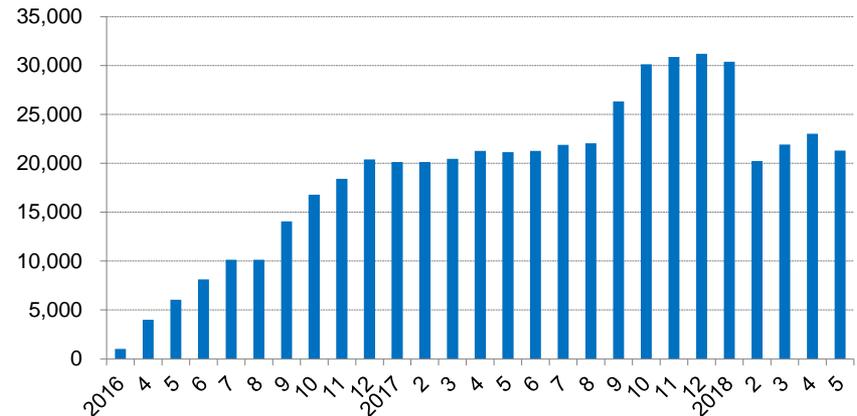
<b>Engine:</b>	1.8T, 2.4L
<b>Transmissions:</b>	6AT
<b>Dimension:</b>	4956/1861/1513
<b>Wheelbase:</b>	2850
<b>Power:</b>	135Kw (1.8T)
<b>Max. Torque:</b>	300/1750-4000 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB119,800-179,800



# Key Model – Boyue



Monthly Sales Volume of Boyue



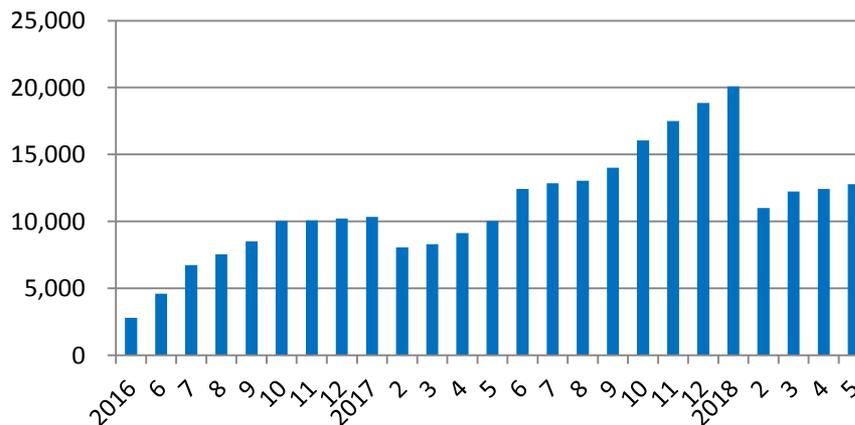
<b>Engine:</b>	1.8T, 2.0L
<b>Transmissions:</b>	6MT, 6AT
<b>Dimension:</b>	4519/1831/1694
<b>Wheelbase:</b>	2670
<b>Power:</b>	135Kw (1.8T)
<b>Max. Torque:</b>	285/1500-4000 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB98,800-159,800



# Key Model – Emgrand GS



Monthly Sales Volume of Emgrand GS



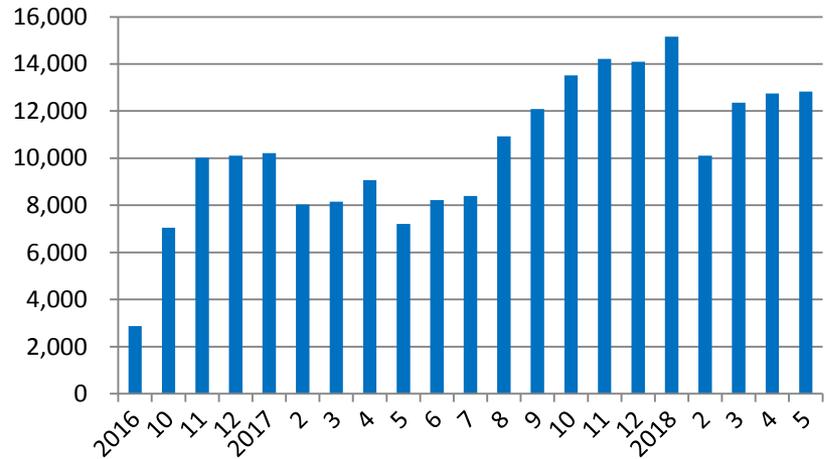
<b>Engine:</b>	1.4T, 1.8L
<b>Transmissions:</b>	6DCT, 6MT
<b>Dimension:</b>	4440/1833/1560
<b>Wheelbase:</b>	2700
<b>Power:</b>	98kw/5200rpm (1.4T)
<b>Max. Torque:</b>	215/2000-4000 N.m/rpm (1.4T)
<b>MSRP:</b>	RMB77,800-116,800



# Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



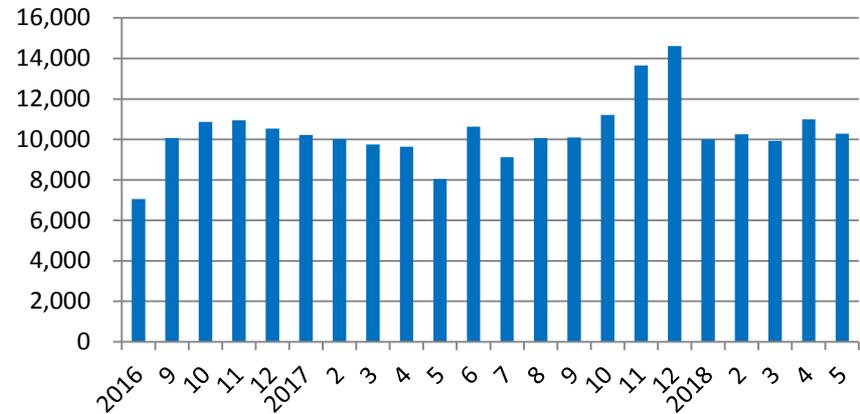
<b>Engine:</b>	1.4T, 1.8L
<b>Transmissions:</b>	6DCT, 6MT
<b>Dimension:</b>	4725/1802/1478
<b>Wheelbase:</b>	2700
<b>Power:</b>	98kw/5200rpm (1.4T)
<b>Max. Torque:</b>	215/2000-4000 N.m/rpm (1.4T)
<b>MSRP:</b>	RMB78,800-115,800



# Key Model – Vision SUV



Monthly Sales Volume of Vision SUV



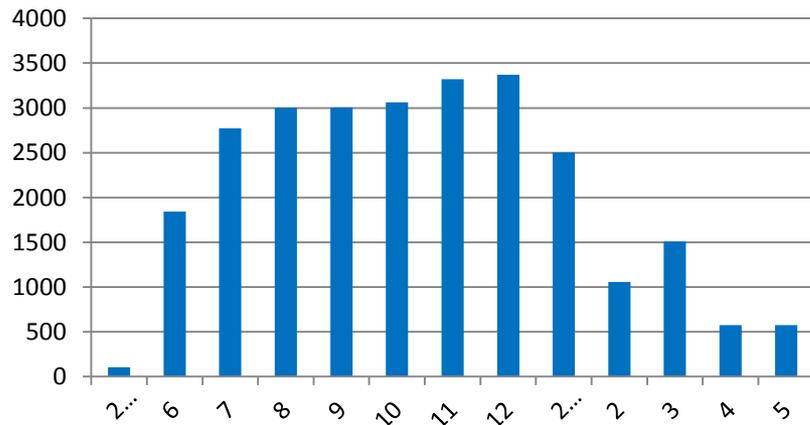
<b>Engine:</b>	1.3T, 1.8L
<b>Transmissions:</b>	CVT, 5MT
<b>Dimension:</b>	4500/1834/1707
<b>Wheelbase:</b>	2661
<b>Power:</b>	98kw/5500rpm (1.3T)
<b>Max. Torque:</b>	185/2000-4500N.m/rpm
<b>MSRP:</b>	RMB74,900-101,900



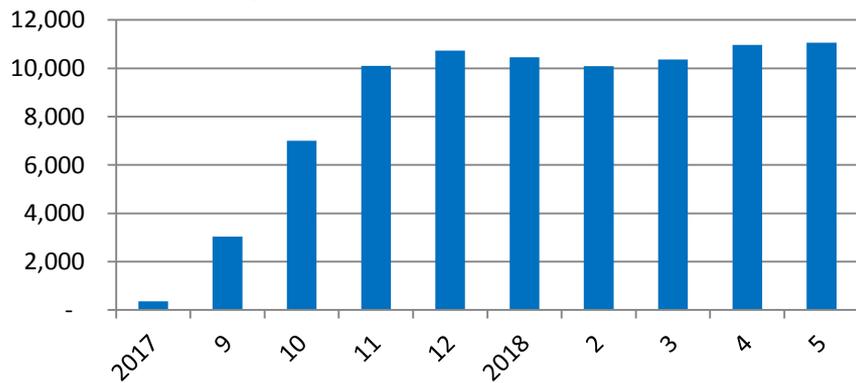
# Key Model – Vision X1 & Vision X3



Monthly Sales Volume of Vision X1



Monthly Sales Volume of Vision X3





# New Products

- 2018 sales volume target at 1,580,000 units (+27% over 2017)
- 2 SUVs, 2 Sedans, 2 EVs, 1 MPV
- Lynk & Co 02 and 03
- Upgraded versions of existing major models
- New HEV, PHEV models
- Borui GE MHEV & PHEV launched on May 28<sup>th</sup>, GSe crossover EV launched on Jun. 9<sup>th</sup>



	<p><b>MHEV</b> 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>	<p><b>PHEV</b> 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>
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# 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 9,234 unit sales in May 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

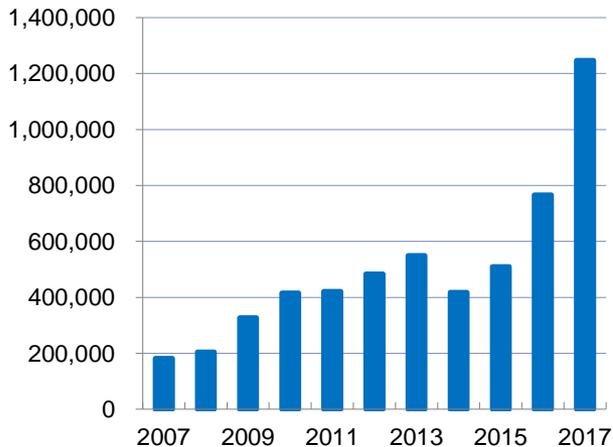
# Geely GKUI

- 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

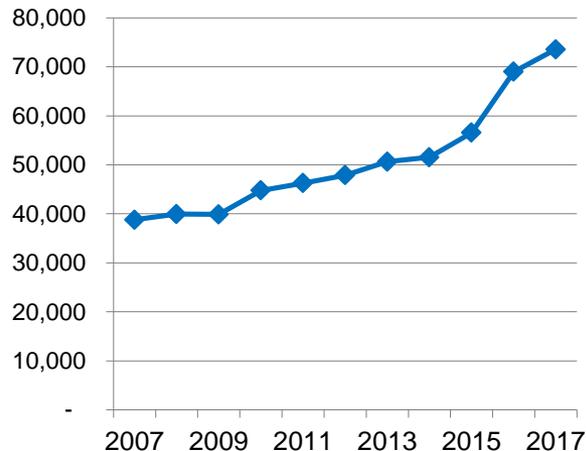


# Financial Performance

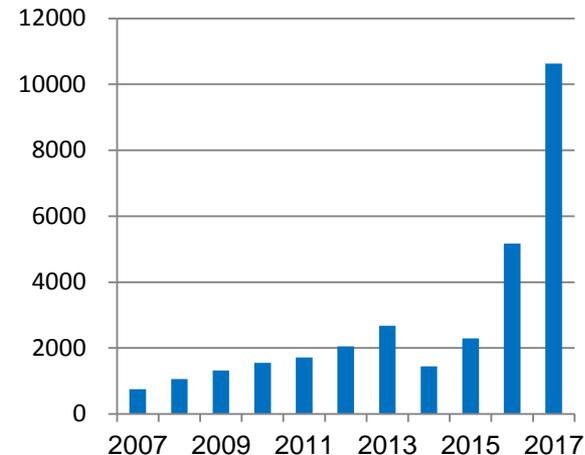
**Sales Volume**



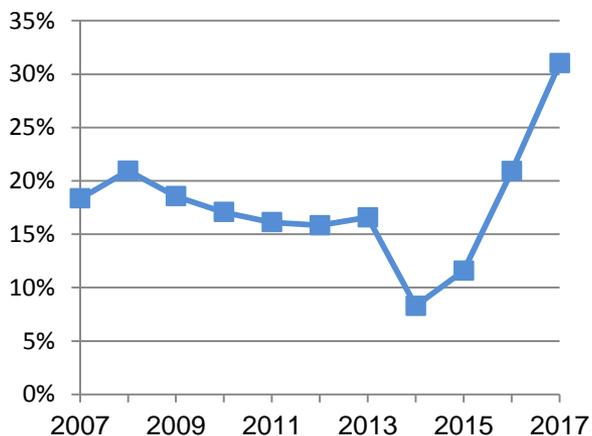
**Average Ex-factory Price**



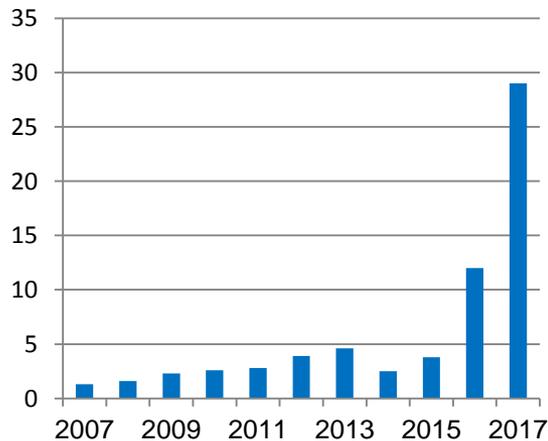
**Net Profit**



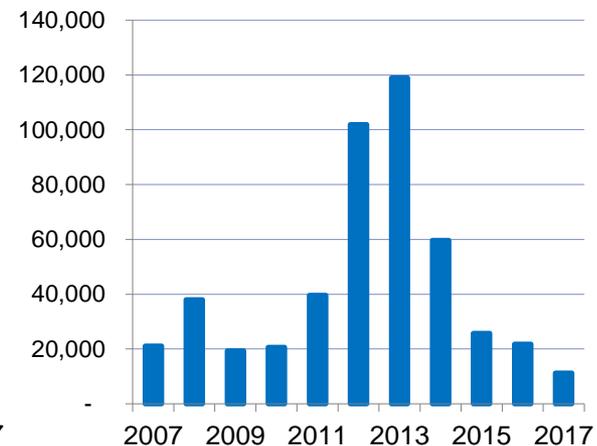
**Return on Equity**



**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

<b>Products:</b>	<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>
<b>Services:</b>	<ul style="list-style-type: none"><li>• More than 880 dealers in China;</li><li>• 20 sales agents, 231 sales and service outlets in 20 oversea countries;</li><li>• Vehicle finance JV with BNP Paribas Personal Finance</li></ul>
<b>Branding:</b>	<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>	41,600 (on Dec. 31 <sup>st</sup> , 2017)
<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 880 dealers in China; 723 4S dealers and 157 franchisee stores in 23 provinces.
<b>2017 sales volume:</b>	1,247,116 units (99% in China market)
<b>2017 revenues:</b>	US\$14.8 billion
<b>Market Capitalization:</b>	US\$26.2 billion (on Jun 8 <sup>th</sup> , 2018)

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