

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Dec 2018



Sales Performance

Jan. - Nov. 2018

Overall: 1,407,505 units +29% YoY
Domestic: 1,387,007 units +28% YoY
Exports: 20,498 units +88% YoY

LYNK & CO

114,629 units

NEEVs

61,648 units +177%

Sedans (New Emgrand+Vision+Emgrand GL+Kingkong+Borui+Binrui)

540,022 units +1% YoY








SUVs (Vision SUV+Boyue+X1+X3+S1+Emgrand GS+Binyue)

694,233 units +30% YoY

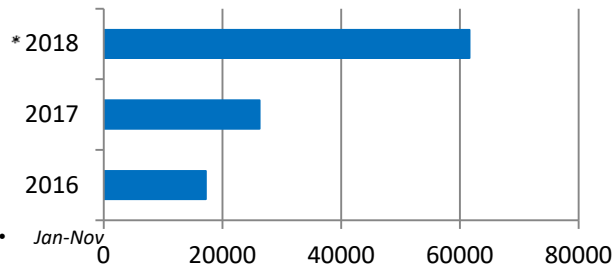


New Energy and Electrified Vehicles

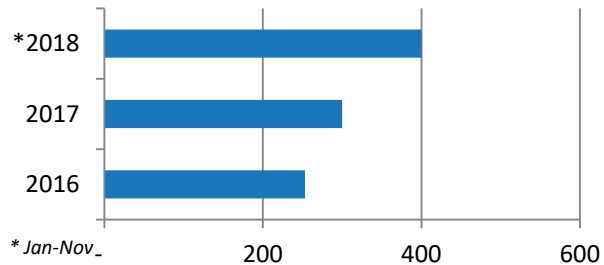
New NEEV models

<p>2018</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>		

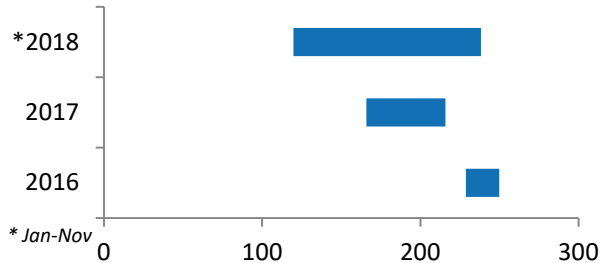
NEEVs - Sales Volume (units)



EV - Range Per Charge (km)

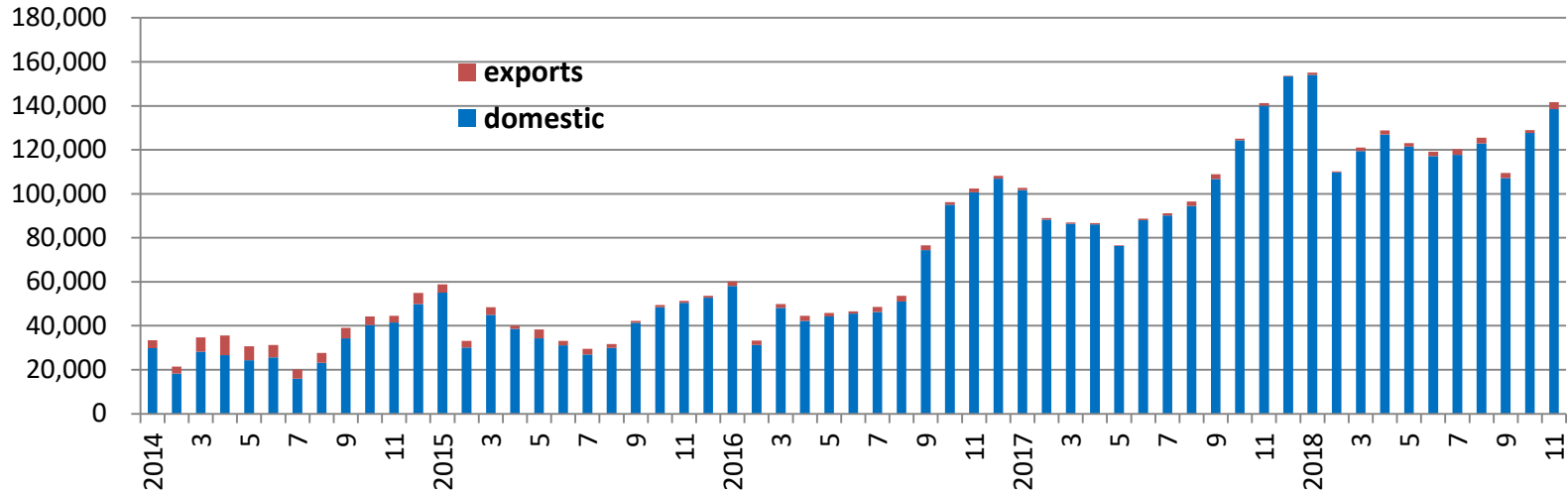


Price Range (RMB '000)

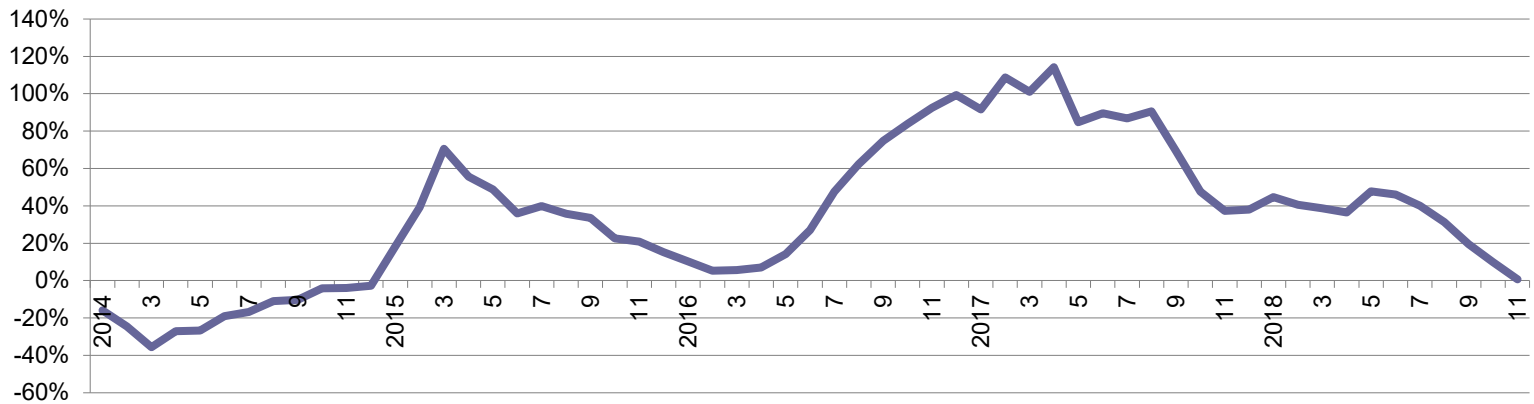


Sales Performance

Monthly Sales Volume



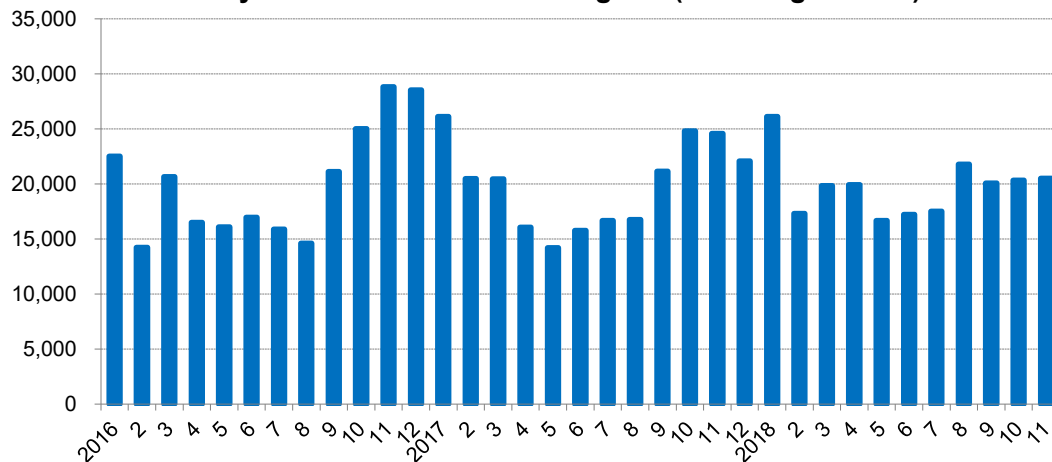
Domestic Sales Volume (3MMA+/-%)



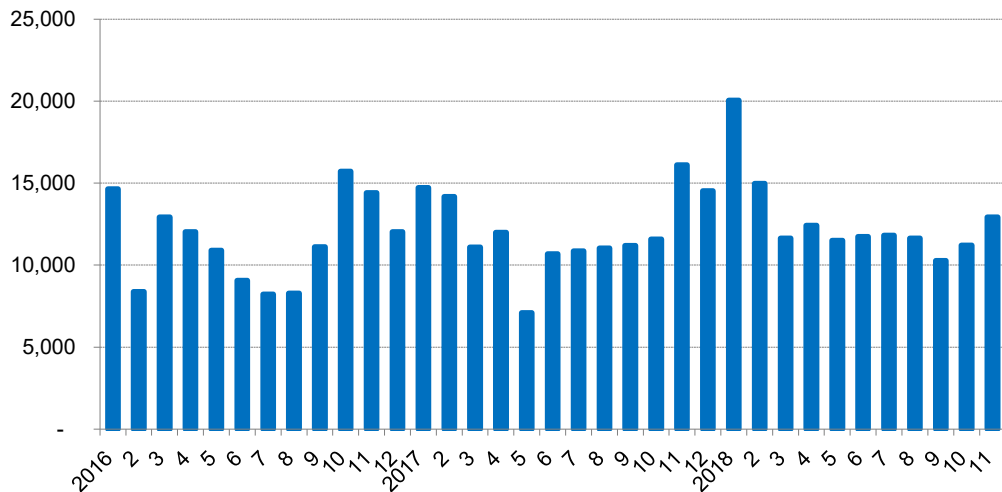
New Emgrand & Vision



Monthly Sales Volume of New Emgrand(incl. Emgrand EV)



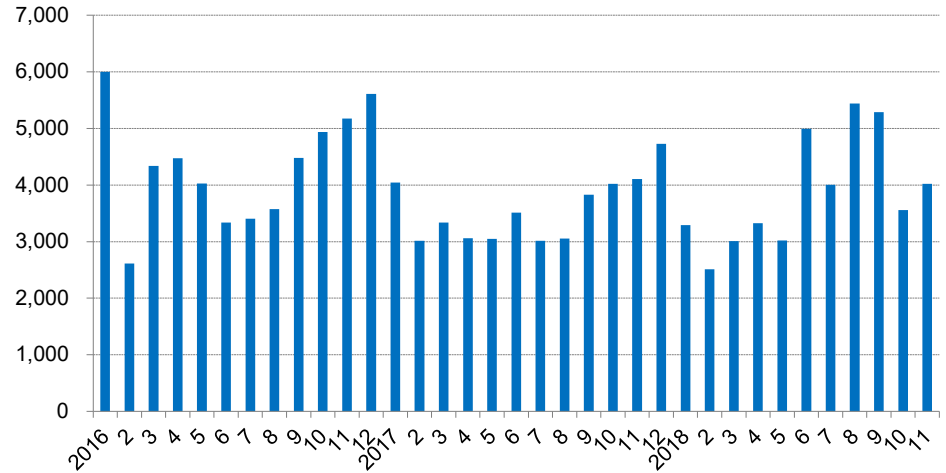
Monthly Sales Volume of Vision



Borui GE



Monthly Sales Volume of Borui(Incl. Borui GE)



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

MHEV
轻度混合动力

5.8L/100KM Fuel Consumption
10% Power increase
15% Energy economy
0.3S Dynamic response



PHEV
插电混合动力

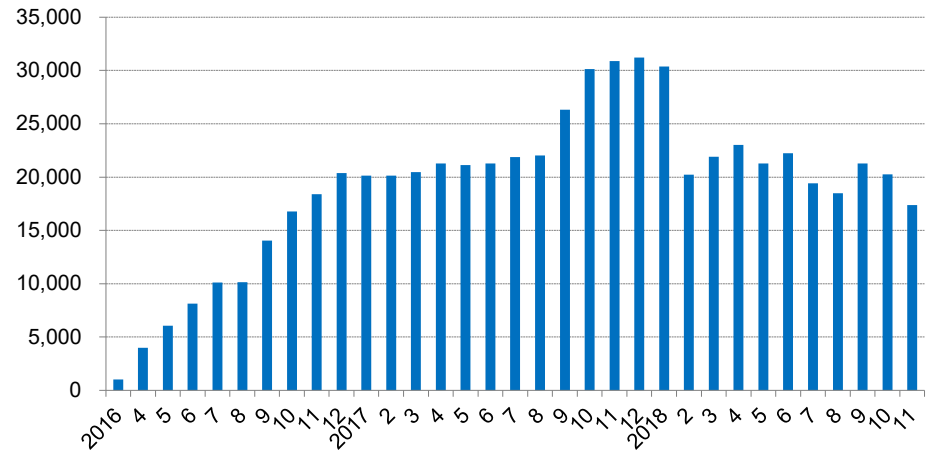
60KM EV mode range
7.4S 0-100KM/H
1.6L/100km Fuel Consumption
P2.5 Architecture the most advanced tech
97% Transmission efficiency



Boyue



Monthly Sales Volume of Boyue



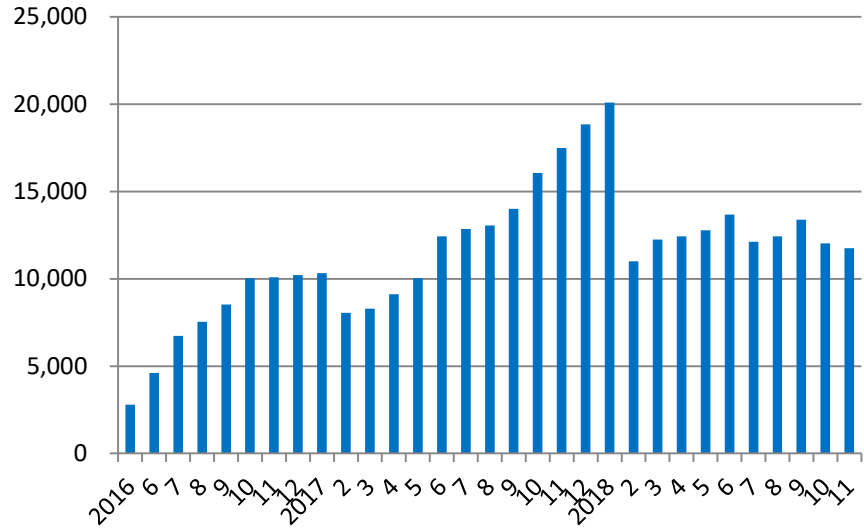
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



Emgrand GS



Monthly Sales Volume of Emgrand GS
(incl. Gse)



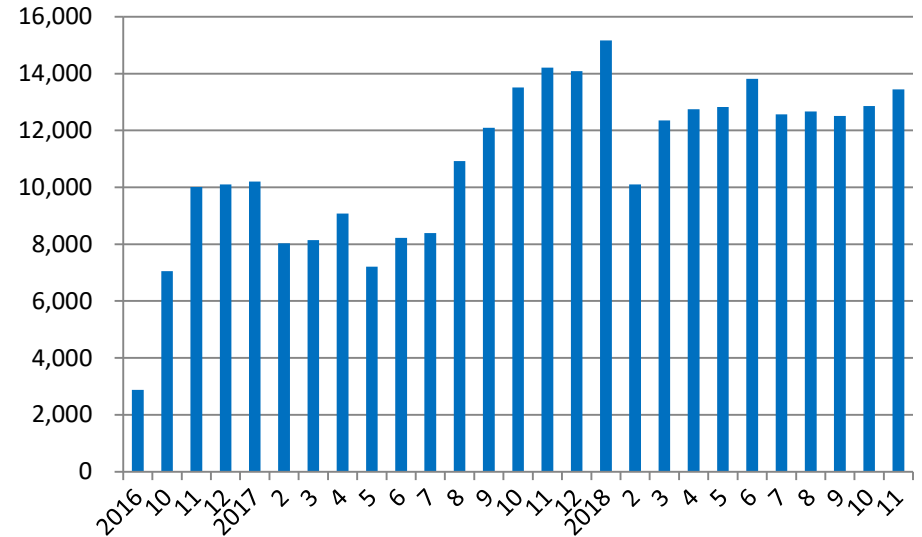
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB77,800-116,800



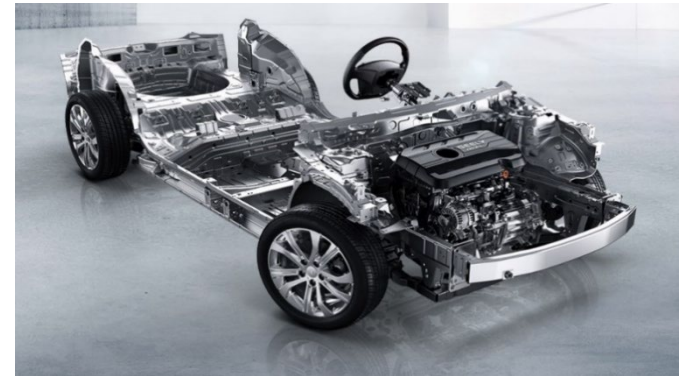
Emgrand GL



Monthly Sales Volume of Emgrand GL



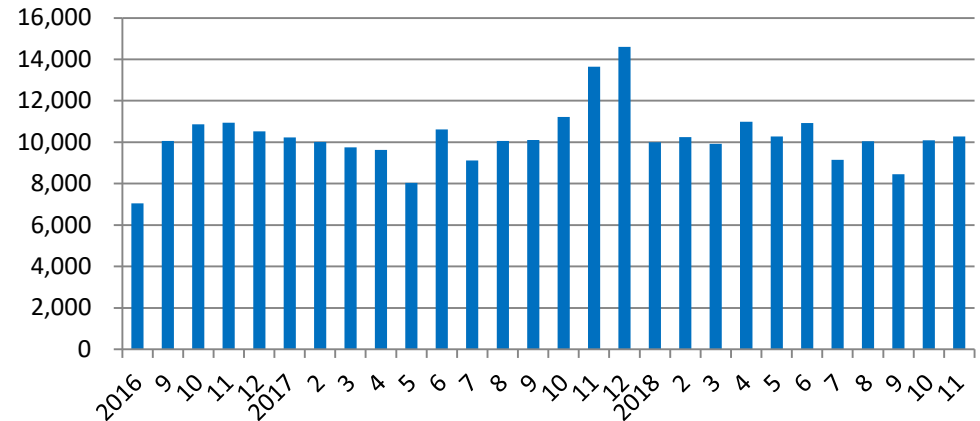
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4725/1802/1478
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB78,800-115,800



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



New Model – Binrui & Binyue



Engine:	1.4T, 1.0T
Transmissions:	6DCT,CVT,6AT,6MT
Dimension:	4680/1785/1460
Wheelbase:	2670
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB79,800-110,800

Engine:	1.5T, 1.0T
Transmissions:	7DCT, 6MT
Dimension:	4330/1800/1609
Wheelbase:	2600
Power:	130kw/5500rpm (1.5T)
Max. Torque:	255/1500-4000 N.m/rpm (1.5T)
MSRP:	RMB78,800-118,800



New Products

- **2018 New Model Summary**

Borui GE

Binrui

Binyue

Emgrand GSe

LYNK & CO 02

LYNK & CO 03

- **2019 New Model Outlook**

2 MPVs

A sport SUV

An A0 SUV

A Pure EV sedan

2 New models of LYNK & CO



Lynk & Co

- **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**
- **260 stores in China by end 2018**
- **2020 in Europe, followed by USA; 10 new models by 2020**
- **Lynk & Co recorded 12,321 unit sales in Nov 2018.**



New-Vehicle Quality



**J.D.Power
2018 China Initial Quality StudySM (IQS)#**

Brand	PP100	Overall Rank	Sector Rank*
Lynk&Co	92	3	1
Mass Market Average	107		
Luxury Average	89		

based on responses from 33,404 vehicle owners who purchased their cars between June 2017 and May 2018. The study includes 285 passenger vehicle models and 77 different brands in 71 major cities across China.

* ranking amongst Chinese brands

Source: J.D.Power 2018 China Initial Quality StudySM (IQS)

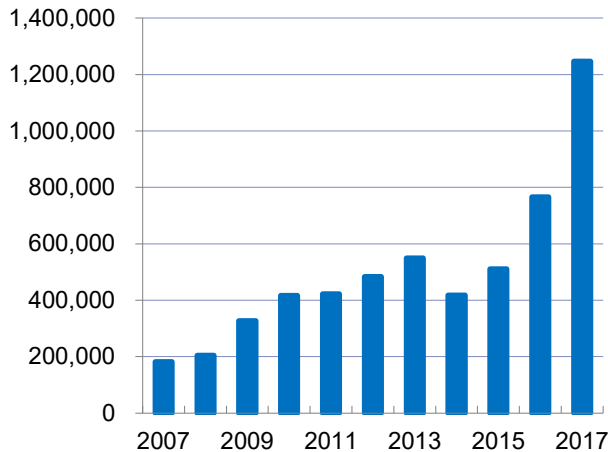
Geely GKUI

- 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

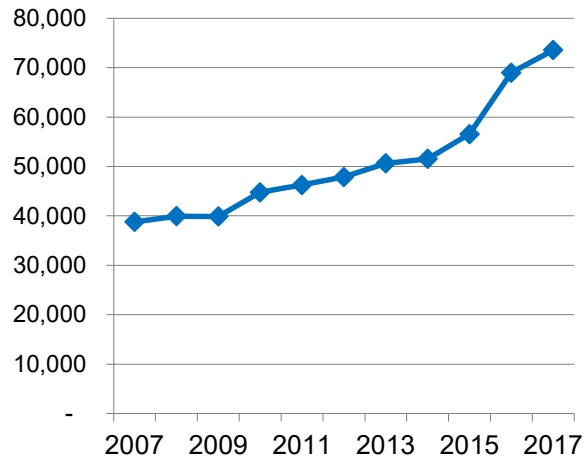


Financial Performance

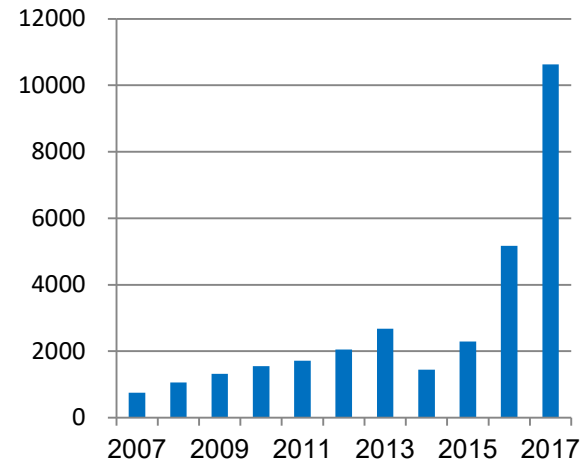
Sales Volume



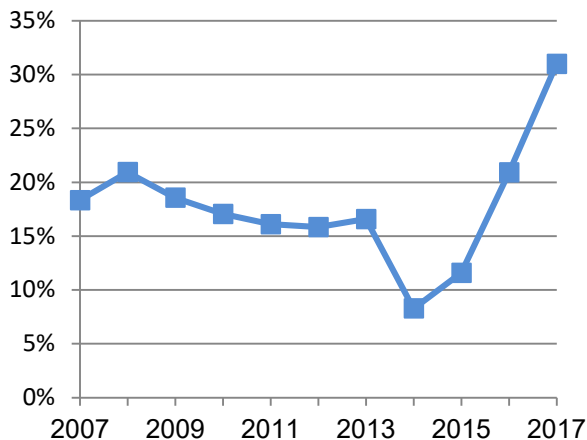
Average Ex-factory Price



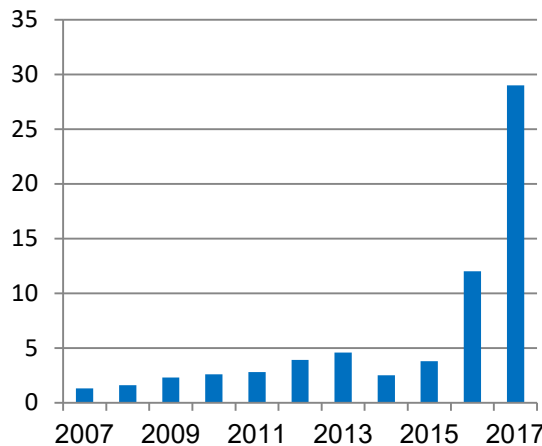
Net Profit



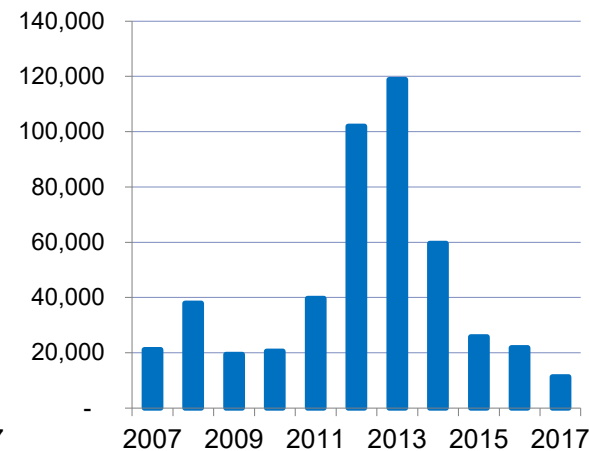
Return on Equity



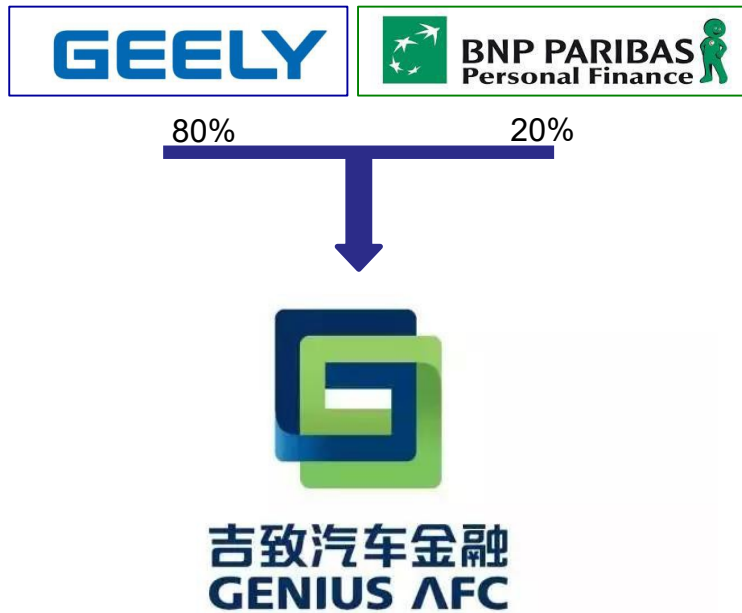
Cash Dividend per Share (HK Cents)



Export Sales Volume



Auto Finance Joint Venture



- Located in Shanghai
- Registered capital RMB 2B
- Commenced operation in Sep 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting Geely, Lynk & Co and Volvo Car brands
- Progressively covering the whole China market
- 1H2018 net profit RMB91m

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 & MHEV to speed up new energy product offerings;• Strategic alliance to upgrade technologies
Services:	<ul style="list-style-type: none">• More than 940 dealers and 130 LYNK & CO dealers in China;• 24 sales agents, 297 sales and service outlets in 24 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:	47,500 (on Jun. 30 th , 2018)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 940 Geely dealers , And 130 LYNK & CO dealers in China
2018 1H sales volume:	766,630 units
2018 1H revenues:	US\$7.9 billion
Market Capitalization:	US\$16.0 billion (on Dec 10 th , 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.

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