

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

May 2020



Sales Performance

Jan-Apr 2020

Overall:	311,495 units -34% YoY
Domestic:	299,130 units -33% YoY
Exports:	12,365 units -54% YoY
NEEV:	14,363 units -53% YoY

Sedans

116,882 units -41% YoY

SUVs*

190,292 units -28% YoY

MPV

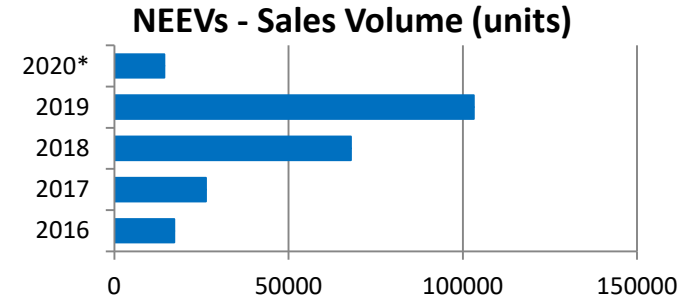
4,321 units



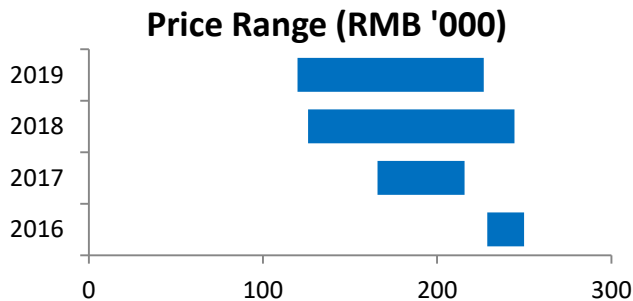
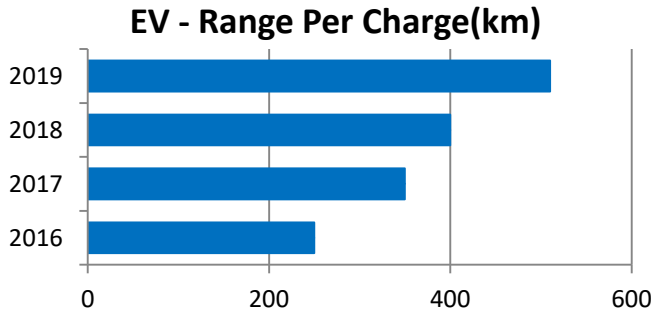
*Jan- Apr, Geely sold the most SUVs in Chinese market. Data from CPCA.















New Energy and Electrified Vehicles

New NEEV models



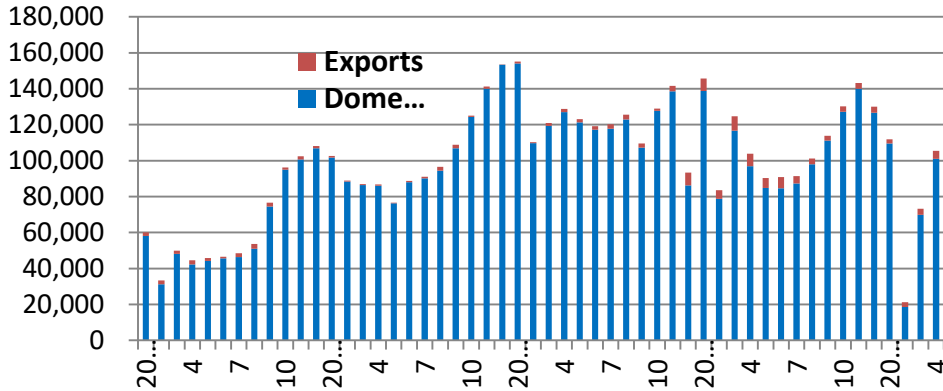
*End to first 4 months 2020



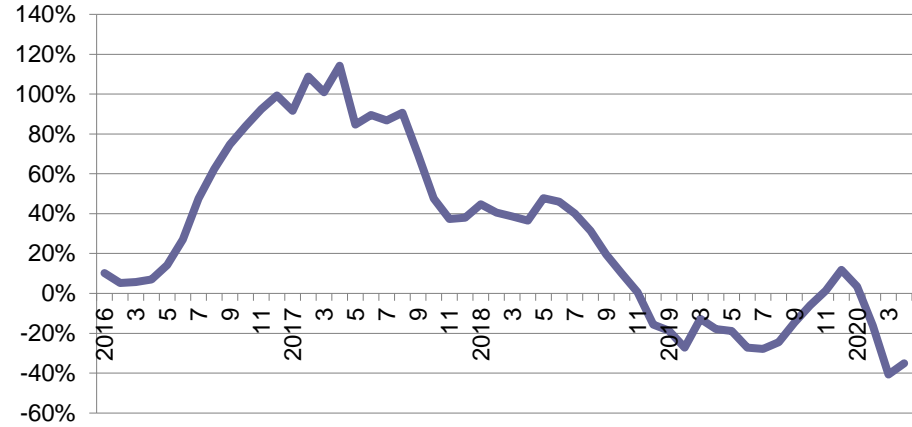
2019	 Xingyue MHEV	 Xingyue PHEV	 Geometry A
	 Binyue MHEV	 Binyue PHEV	 Jiaji MHEV/PHEV
2018	 Borui GE MHEV	 Borui GE PHEV	 01 PHEV
	 Emgrand EV350	 Emgrand EV450	 GSe
2017 2016	 Emgrand EV300 (2017)	 Emgrand PHEV (2017)	 Emgrand EV (2016)

Sales Performance

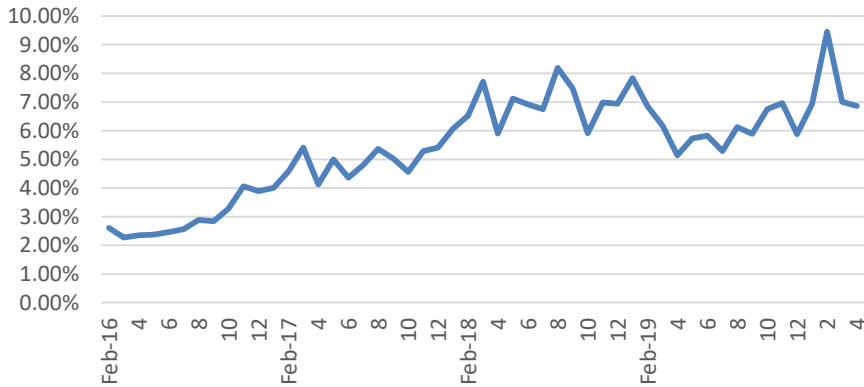
Monthly Sales Volume



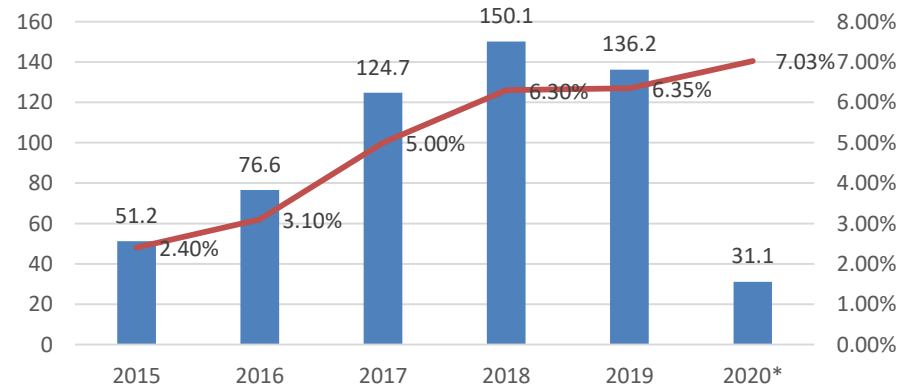
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Vol & Market Share

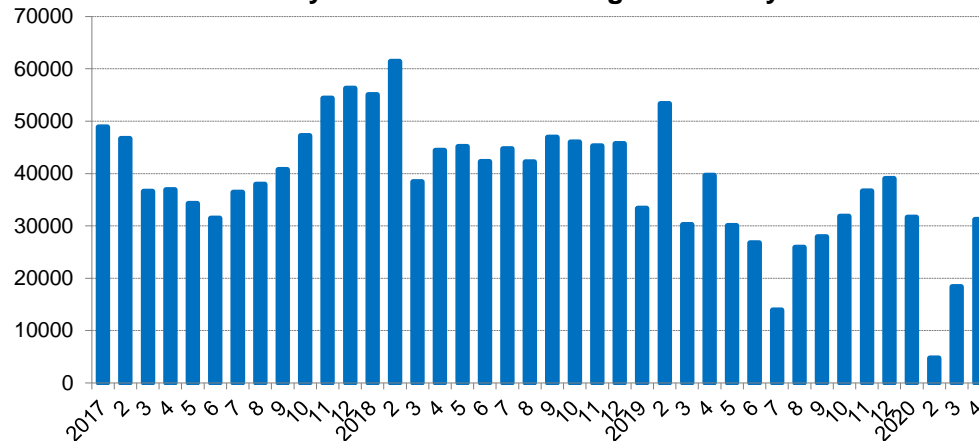


*End to first 4 months 2020

New Emgrand Family

- Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- Together total 87,380(-44% YOY) unit sales volume in first 4 months 2020
- Emgrand remains one of the best selling sedan models in China(Rank #7 in 1Q20)

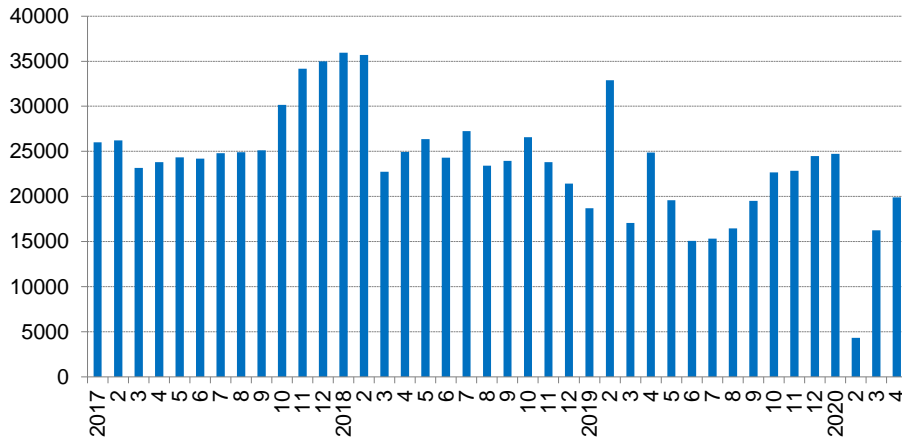
Monthly Sales Volume of Emgrand Family



Boyue & Borui



Monthly Sales Volume of Bo Series



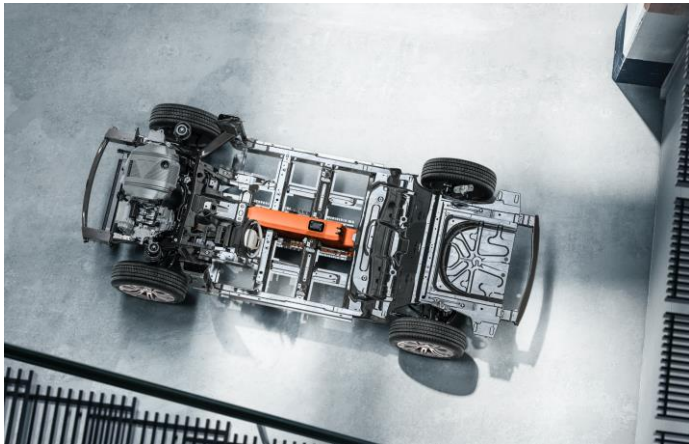
Boyue

- Over 20,000 unit monthly average sales 2017-2019
- The award best selling SUV models in China in 2019

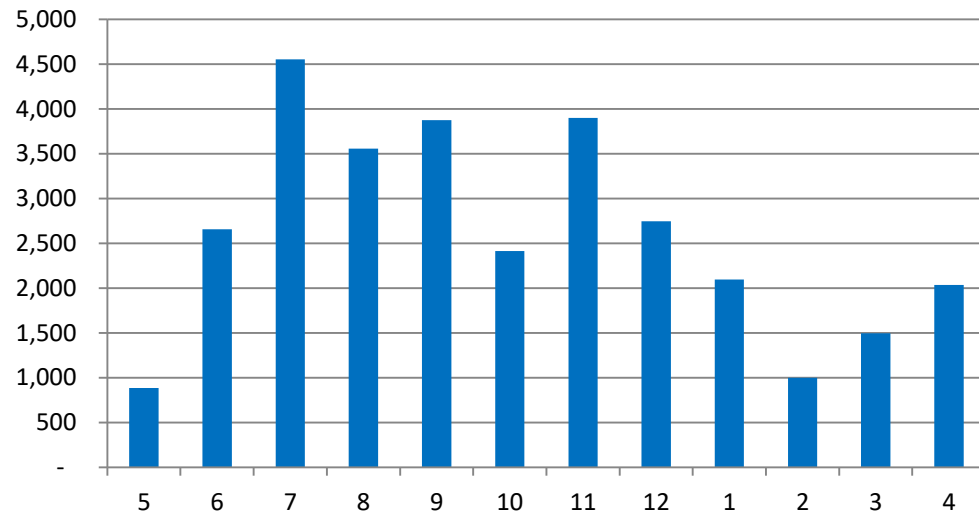
Xingyue



Powertrain:	1.5TD+7DCT 1.5TD+EV Motor+7DCT 2.0T+8AT
Dimension:	4605/1878/1643
Wheelbase:	2700
Power:	130kw/175kw/192kw
Max. Torque:	255//350/400 N.m/rpm
MSRP:	RMB 135,800-216,800



Monthly Sales Volume of Xingyue



*The first CMA-based Vehicle of Geely Brand

Jiaji

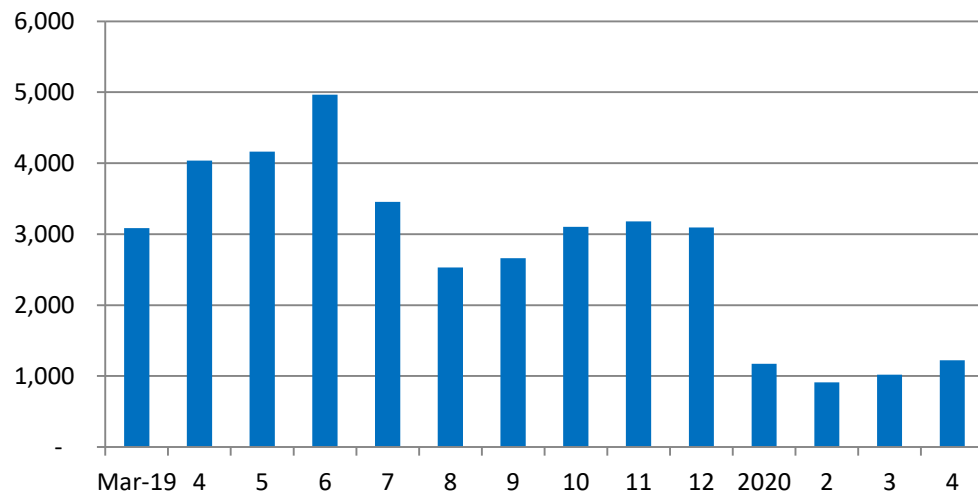


Powertrain:	1.5TD+48VBSG+7DCT 1.5TD+EV Motor+7DCT 1.8TD+6AT
Dimension:	4706/1909/1690
Wheelbase:	2805
Power:	130kw/135kw
Max. Torque:	255/300 N.m/rpm
MSRP:	RMB 99,800-192,800



*2+3+2, 2+2+3, 2+2+2 three seating options

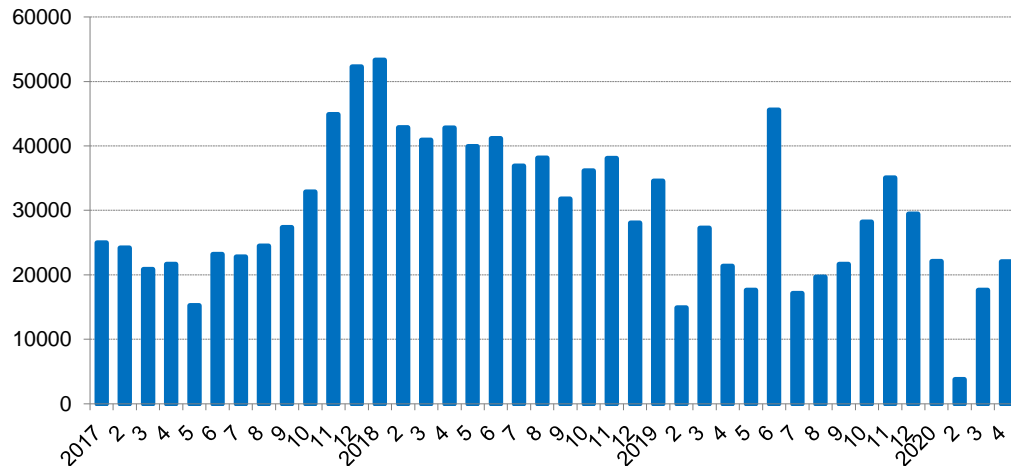
Monthly Sales Volume of Jiaji



Vision Family

- Vision Family(Vision, Vision X6, Vision X3, Vision S1) recorded 65,731 (-33% YOY) unit sales volume in first 4 months 2020
- Accounted for 21% of total sales Volume in first 4 months 2020

Monthly Sales Volume of Vision Family



Binrui & Binyue

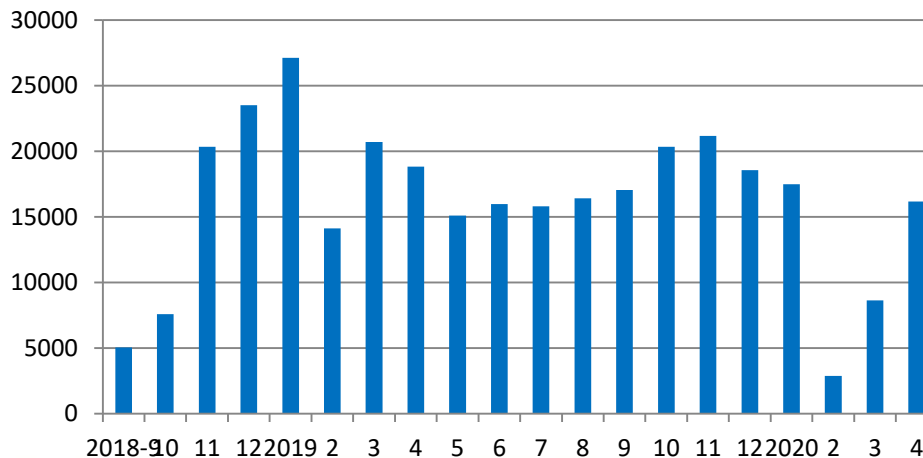


Engine:	1.4T, 1.0T
Transmissions:	6DCT,CVT,6AT,6MT
Dimension:	4680/1785/1460
Wheelbase:	2670
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB79,800-110,800



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

Monthly Sales Volume of "Bin" Series



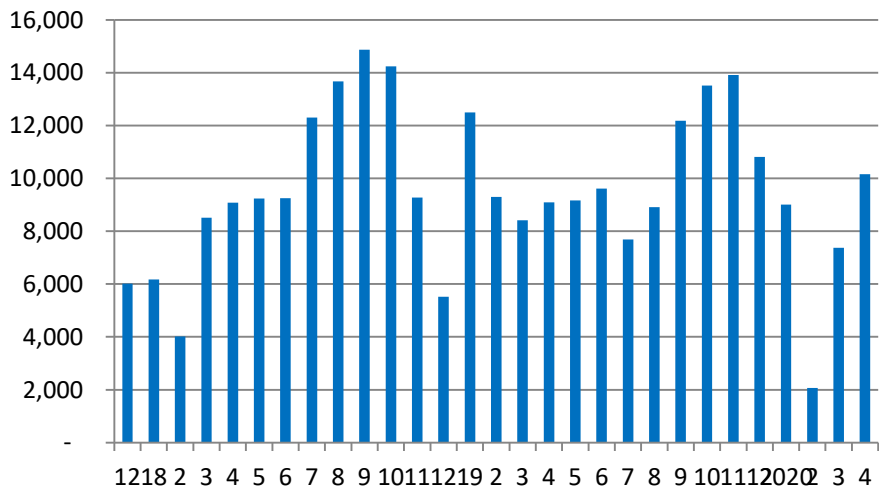
LYNK & CO

- **JV with 5:3:2 shareholding structure between the company, Volvo Car and the Zhejiang Geely Holding Group**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **284 dealers in China until 2019**
- **2020 in Europe**
- **Lynk & Co recorded 28,599 unit sales volume in first 4 months 2020(-25% YoY).**



LYNK & CO

Monthly Sales Volume of LYNK & CO



New Products

“Geely” brand:

- “Haoyue” Full size SUV model
- “Icon” compact SUV model
- A compact sedan model
- “NEEV” versions for major existing models

“Geometry” brand:

- “Geometry C” A brand new electrified SUV model

“Lynk&Co” brand:

- Two brand new compact and sporty SUV models



New-Vehicle Quality



**J.D.Power 2019
China Initial Quality StudySM (IQS)#**

	Brand	Point	Overall Rank
APEAL	LYNK & CO	712	12
SSI	LYNK & CO	675	9
CSI	Geely	750	7

Midsize Upper Economy: Geely Borui No.1
 Compact SUV: Geely Vision S1 No.2
 Midsize Basic: Geely Vision No.3

based on responses from 33,468 vehicle owners who purchased their cars between May 2018 and March 2019. The study includes 266 models from 67 different brands and was fielded from November 2018 through May 2019 in 75 major cities across China.

* ranking amongst Chinese brands

ENVIRONMENTAL, SOCIAL & GOVERNANCE (“ESG”)

- Continued to be a constituent of the "Hang Seng Corporate Sustainability Benchmark Index" in 2019 - 2020
- Received an MSCI ESG Rating of **AA**
- Actively participated in international ESG evaluations, e.g. DJSI, S&P Global Ratings
- ESG report will be available at Geely’s website in late April 2020



Hang Seng Corporate Sustainability Index Series Member 2019-2020

MSCI
ESG RATINGS



ENVIRONMENTAL

- Sales volume of NEEVs 8,924 units in Q1 2020
- NEEVs accounted for 4.3% of total sales volume in Q1 2020
- 57% existing products offer NEEV versions
- For newest models like Jiaji, Xingyue & Icon, NEEVs accounted for about 50% of their total sales- volume in 1Q 2020.



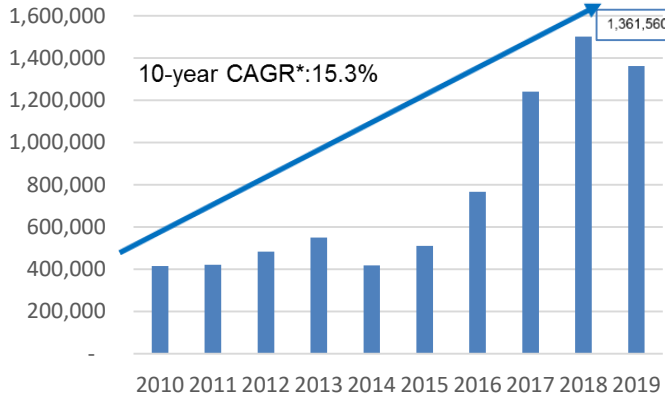
Geely GKUI

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



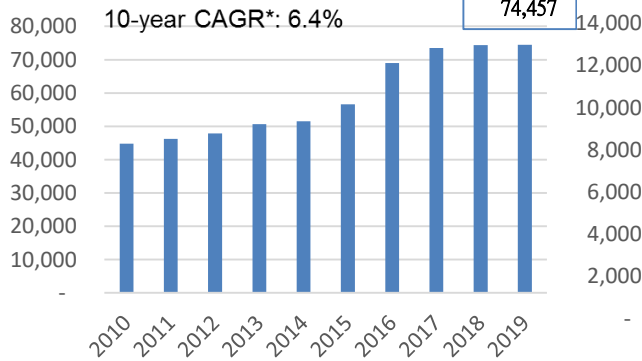
Financial Performance

Wholesale Volume (Units)



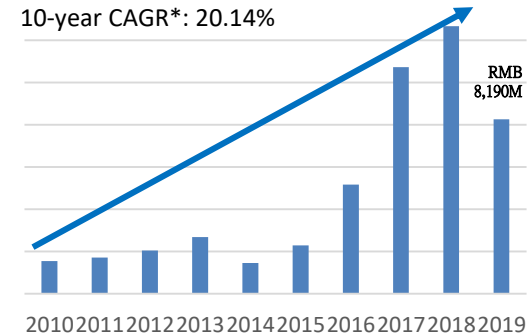
* CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)

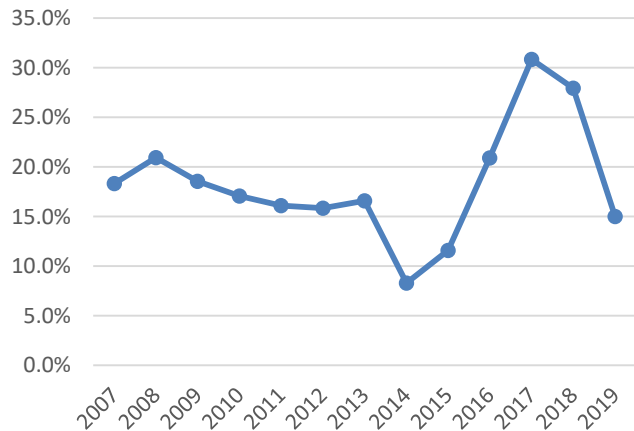


* Average Ex-factory Prices excluding Lynk&Co

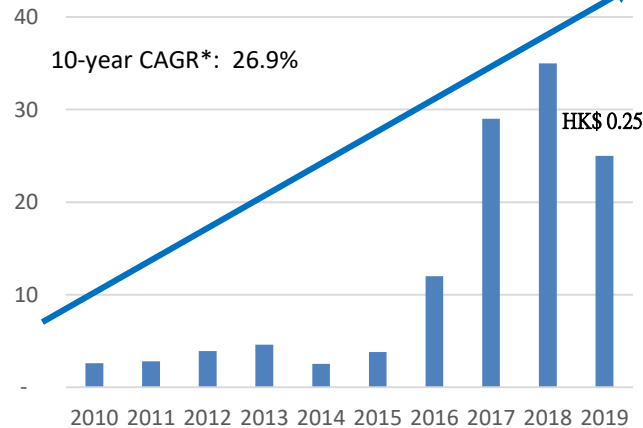
Net Profit (RMB Mn)



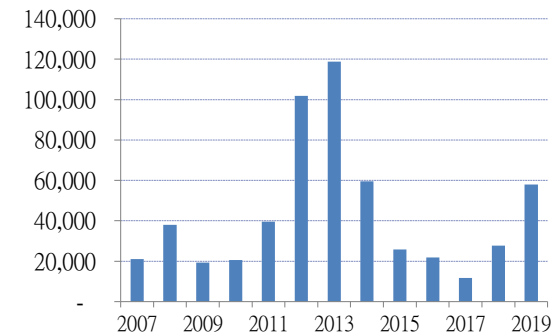
Return of Equity



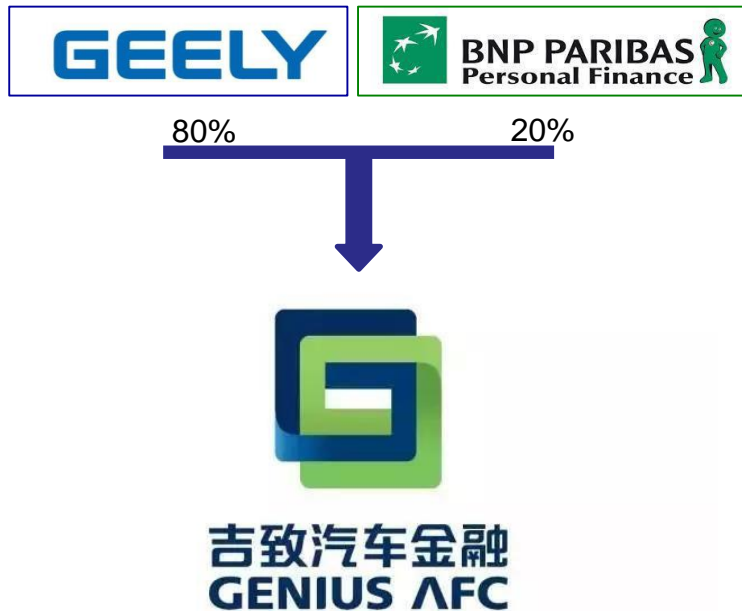
Cash DPS*(HK cents)



Export Sales Volume (units)



Auto Finance Joint Venture



- Registered capital RMB 4 Billion
- 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
- 2019 net profit RMB 509.1M

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 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China;• 17 sales agents, 327 sales and service outlets in 17 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;• “Geometry ” brand for BEV market

Geely Automobile in Figures

Year started:	1998
Total workforce:	43,000 (on Dec. 31 th , 2019)
Manufacturing facilities:	11 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Distribution network:	More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China
2019 Sales Volume:	1,361,560 units
2019 Revenues:	US\$12.40 billion
Market Capitalization:	US\$14.77 billion (on May 8 th , 2020)

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