

吉利汽車控股有限公司
GEELY AUTOMOBILE HOLDINGS LIMITED

Daiwa Tokyo Motor Show 2013
Investor Conference

19 November 2013

Sales Performance

First 10 Months of 2013

Overall: 431,595 units, +16% YoY
Domestic: 336,654 units +16% YoY
Exports: 94,941 units +14% YoY



帝豪
EMGRAND



EC7

149,847 units +38% YoY



英伦汽车
Englon Automobile



KingKong

39,345 units -41% YoY



全球鹰
GLEAGLE



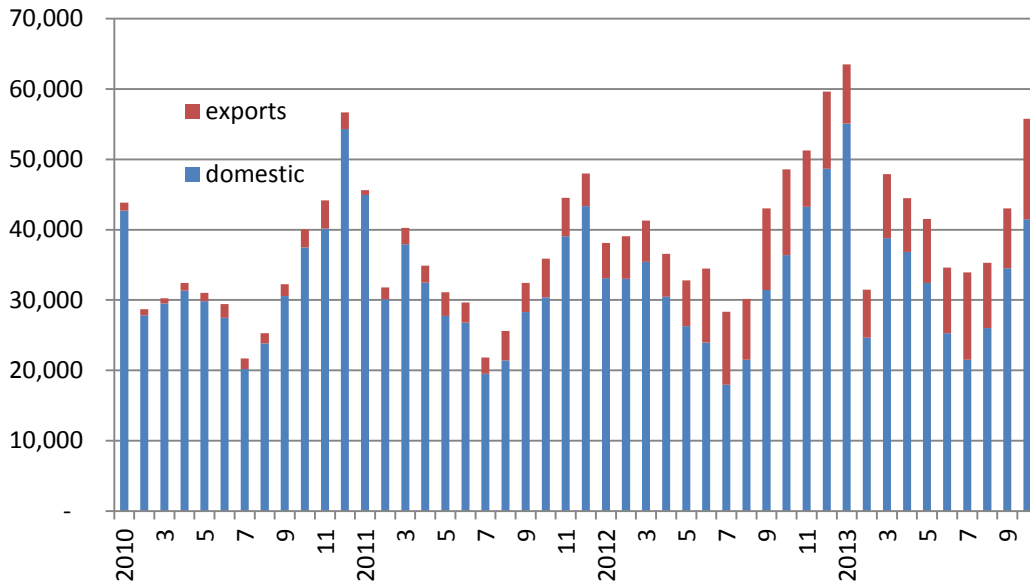
GX7

38,196 units +68% YoY

Sales Performance

First 10 Months of 2013

Monthly Sales Volume



GC7

(23,638 units +114%YoY)



Vision

(32,096 units +33%YoY)



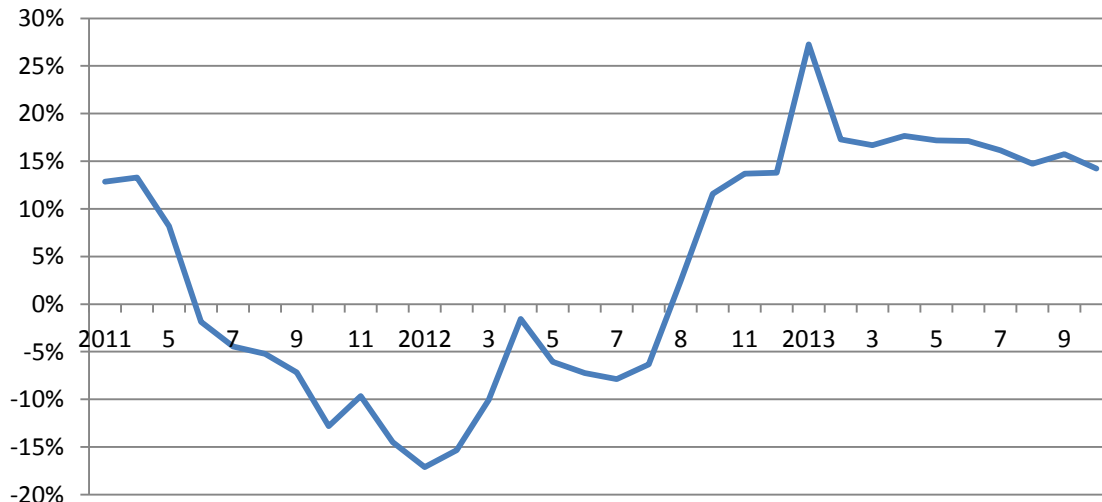
SC6

(19,388 units +198%YoY)

Domestic Market

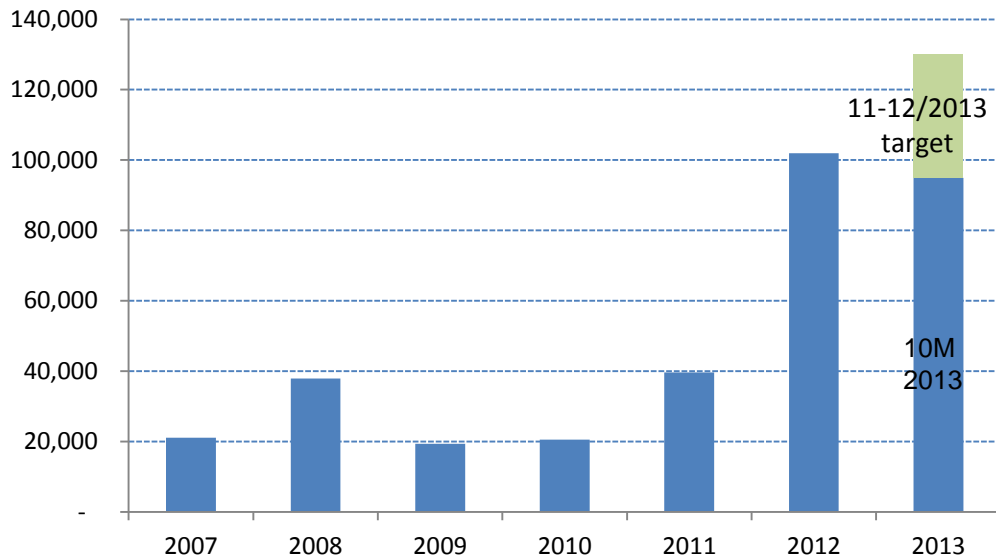
- Sales volume growth in China stabilized at 15% level over the past one year
- Current level of growth appears sustainable given the improved economic environment in China

Domestic Sales Volume (3MMA+/-%)

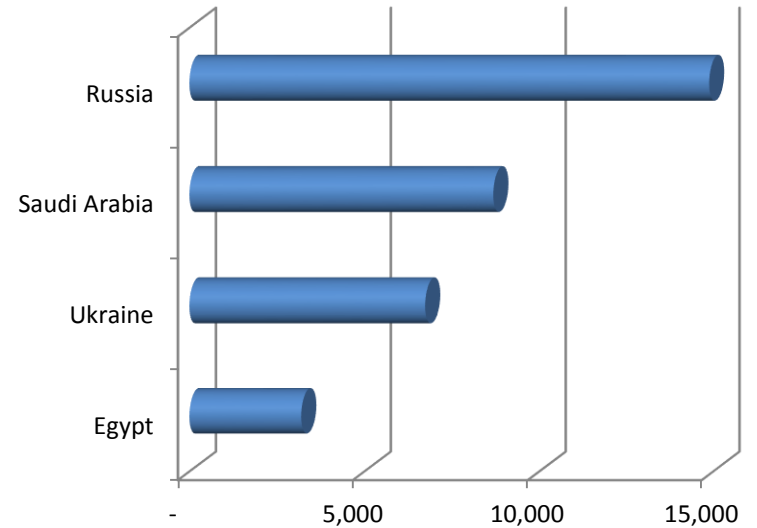


Exports

Export Sales Volume
(units)



Top Export Destination
(1H 2013, units)



Emgrand7 (EC7) is the most popular export model, accounting for half of the total exports volume

Major Export Markets



Country	Overall Rank (YTD Sep 2013)	Market Share (YTD Sep 2013)
Russia	Number 24	1.0%
Saudi Arabia	Number 9*	2.3%*
Ukraine	Number 4	6.9%
Egypt	Number 6	4.4%

Source: Focus2move
 * YTD July 2013

Geely is the best selling Chinese brands in all these 4 markets during the period

Overseas Manufacturing Facilities



Uruguay plant

- 50% stake;
- partner: Nordex;
- annual capacity: 20,000 units
- models: Geely LC, Emgrand7



Belarus plant: "BelGee"

- 32.5% stake;
- partners: BelAZ, SOYUZ;
- initial annual capacity: 10,000 units
- model: Geely SL

Geely exported a total of 94,941 units of vehicles in the first 10 months of 2013 and is now the largest light passenger vehicle exporter in China

+ contract manufacturing partners in Russia, Ukraine, Indonesia, Sri Lanka, Uruguay, Egypt and Ethiopia

Products – EC7

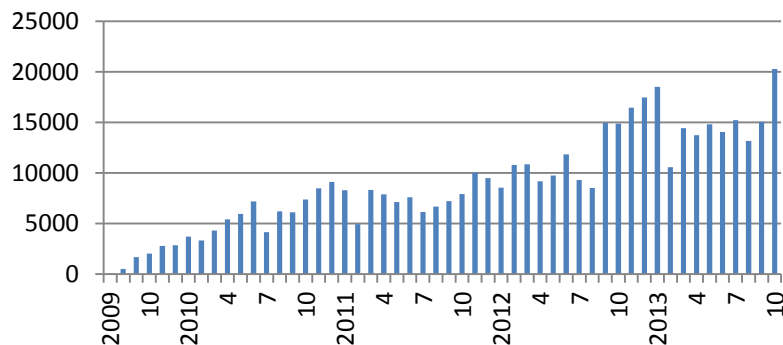
EC7 is the best-selling model, accounting for 35% of Geely's total sales volume in the first 10 months of 2013.

The model is one of the top selling car models in China (19th), Ukraine (2nd), Egypt (4th) and Saudi Arabia (20th).



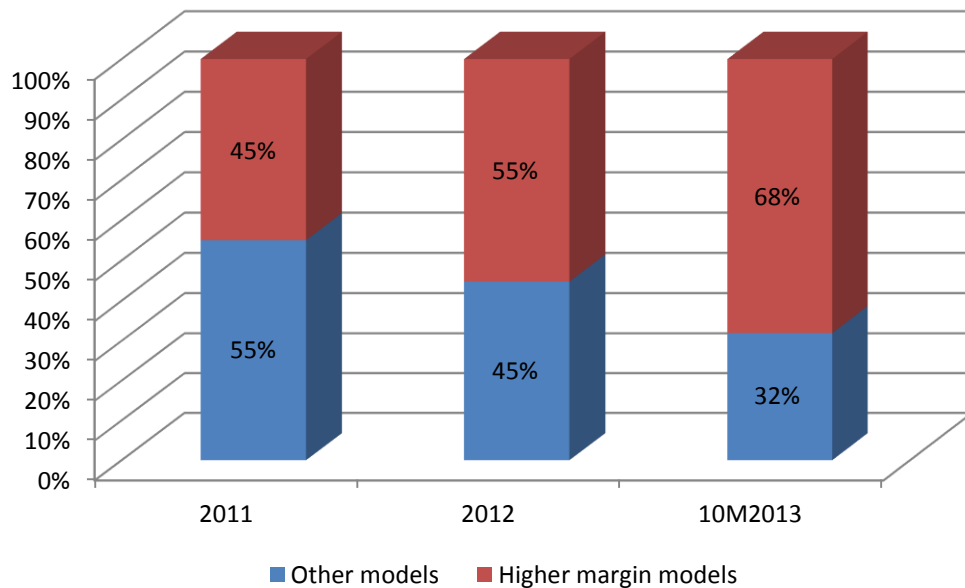
EC7
(Emgrand7)

Monthly Salse Volume of EC7



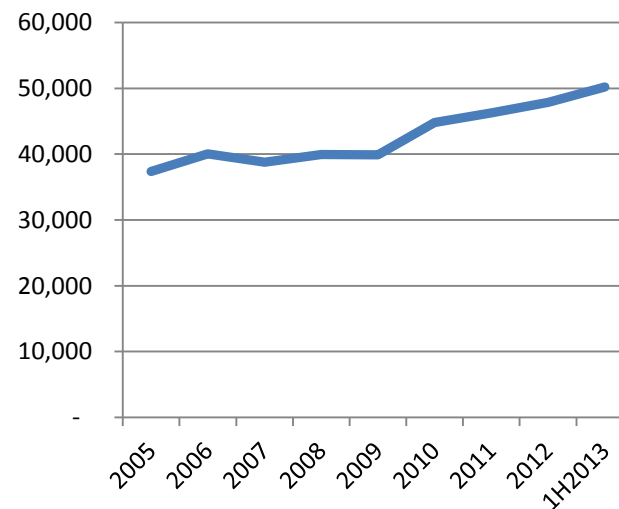
Engine:	1.5L, 1.8L petro engines
Transmissions:	5MT, CVT
Dimension:	4635/1789/1470
Wheelbase:	2650
Safety:	Euro-NCAP 4 star C-NCAP 5 star
Fuel efficiency:	6.0L/100km (1.5 MT) 7.2L/100km (1.8 MT)
MSRP:	RMB71,800-113,800

Product Mix Improvement



Higher margin models include EC7, SC7, GC7, Vision, GX7 and SX7

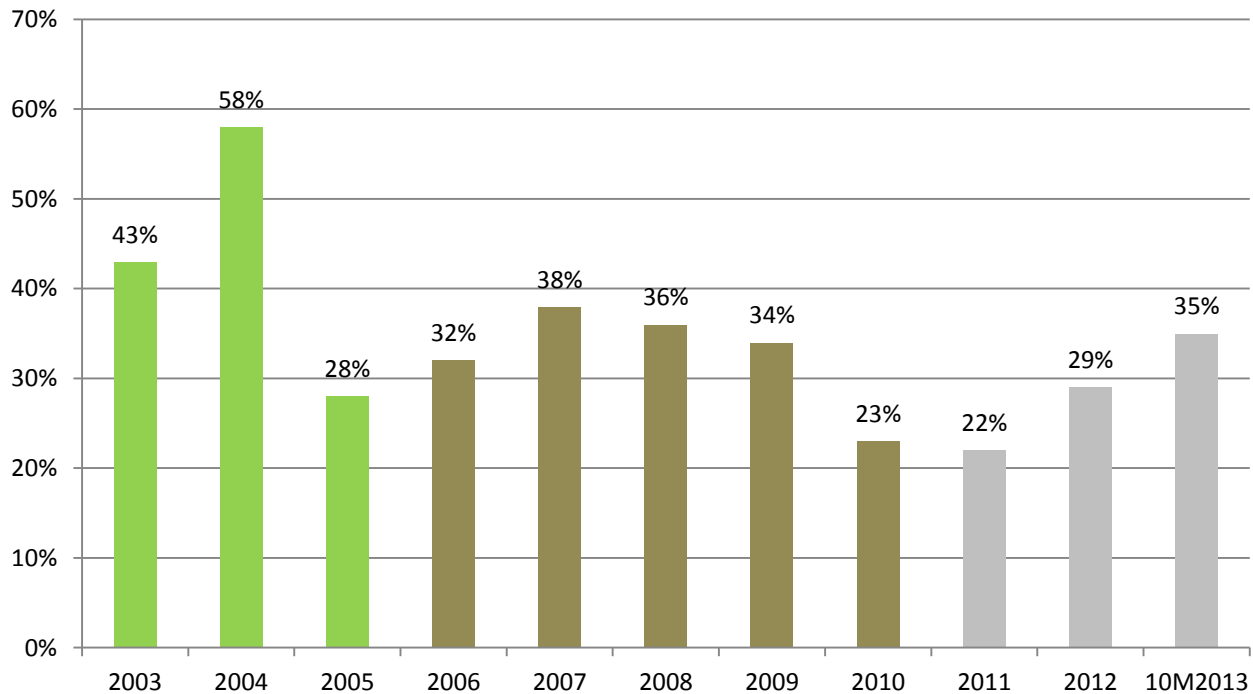
Average Ex-factory Price



As a result of the success of EC7, higher margin models currently account for 68% of Geely's total sales volume, and ASP was up 26% over the last four years

Most Popular Models

(% of total sales volume)



Haoqing
1.0L, 1.3L
RMB30-43K



Free Cruiser
1.0L, 1.3L
RMB35-45K



EC7
1.5L, 1.8L
RMB72-114K

New Products - SUVs



GX7



EX8

Engine:	1.8L, 2.0L, 2.4L petro engines
Transmissions:	5MT, 6AT
Dimension:	4541/1833/1700
Wheelbase:	2661
Safety:	C-NCAP 5 star+
Seat capacity:	5
MSRP:	RMB92,900-129,900

Engine:	2.4L petro, 2.0L diesel engines
Transmissions:	6MT, 6AT
Dimension:	4839/1884/1715
Wheelbase:	2800
Seat Capacity:	5 or 7

New Products – Sedans



EC8



KC

Engine:	2.0L, 2.4L petro engines
Transmissions:	5MT, 6AT
Dimension:	4905/1830/1495
Wheelbase:	2805
Safety:	C-NCAP 5 star
MSRP:	RMB92,900-129,900

Engine:	1.8T, 3.5L petro engines
Transmissions:	6AT, 7DCT
Dimension:	4956/1860/1516
Wheelbase:	2850

New Products – Engines



JLB-4G15



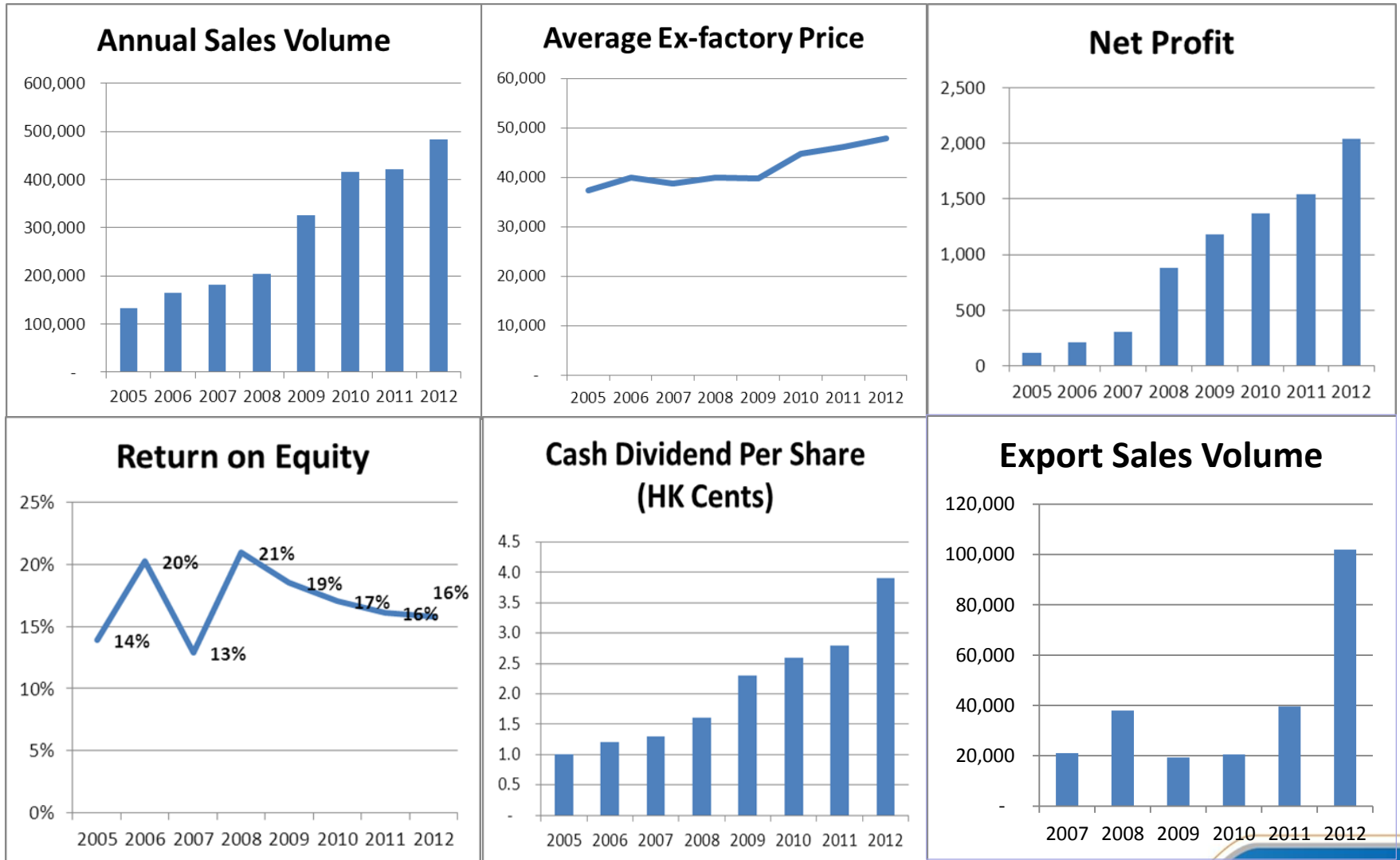
JLB-4G13T

No. of cyinders:	4
Displacement:	1.498 L
Power	75/6000 KW/rpm
Max. Torque:	141/3800~4200 N.m/rpm
Emission:	Euro V

No. of cyinders:	4
Displacement:	1.299 L
Power	98/5500 KW/rpm
Max. Torque:	185/2000~4500 N.m/rpm
Emission:	Euro V



Financial Performance



Strategy

<p>Products</p>	<ul style="list-style-type: none"> • Platform and modular architecture; • Focus on powertrain technology; • In-house international design capabilities and philosophy with Chinese inspiration; • Joint product architecture with Volvo Car; • Partnership to speed up electrification offerings; • Strategic alliances to upgrade technologies
<p>Services</p>	<ul style="list-style-type: none"> • 1,068 dealers in China; • 38 sales agents, 490 sales and service outlets in 38 overseas countries; • An independent servicing franchise chain in China; • Planned financing and used car trading operations
<p>Branding</p>	<ul style="list-style-type: none"> • Three product brands tailored to different customer segments in China; • Single brand for export markets

Vehicle Safety

Year	Test	Models	Ratings
2009	C-NCAP	Geely Panda	5 star (45.3 pts)
2010	C-NCAP	Emgrand EC7	5 star (46.8 pts)
2011	Euro-NCAP	Emgrand EC7	4 star
2011	C-NCAP	Emgrand EC8	5 star (49.6 pts)
2012	C-NCAP	GLEagle GX7	5+star (50.3 pts)
2013	C-NCAP	Englon SC515	5 star (55.4 pts)



Sales Satisfaction



J.D.Power Asia Pacific 2013 China Sales Satisfaction Index (SSI) StudySM

Brand	Points#	Overall Rank	Sector Rank*
GLEagle	651	12	2
Emgrand	647	15	4
Local Brand Average	599		
Mass Market Average	647		

based on a 1,000-point scale and study of 47 mass market brands in China

* ranking amongst Chinese domestic brands in China

Source: J.D.Power Asia Pacific 2013 China Sales Satisfaction Service Index (SSI) StudySM

Customer Satisfaction



J.D.Power Asia Pacific 2013 China Customer Service Index (CSI) StudySM

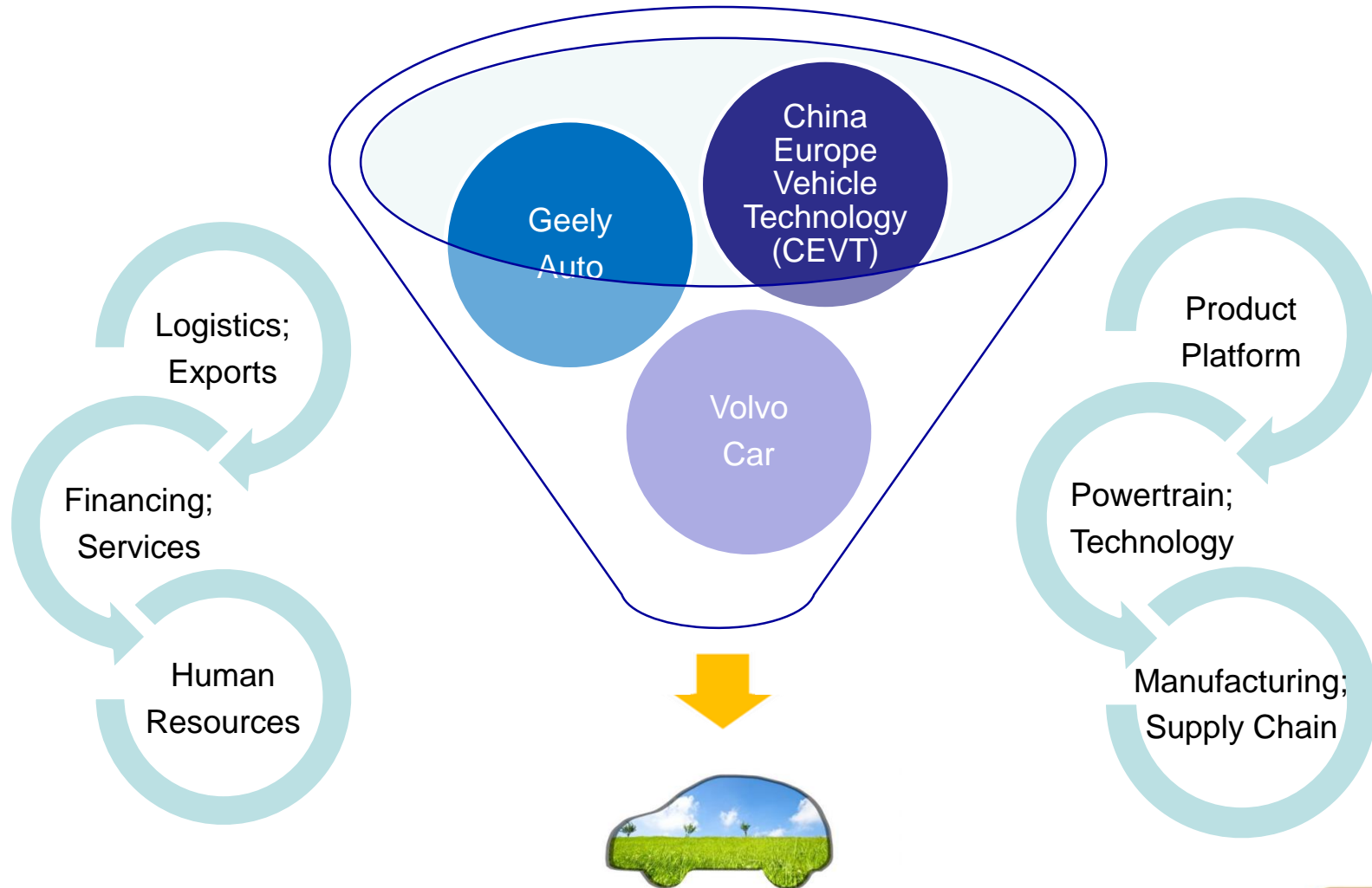
Brand	Points#	Overall Rank	Sector Rank*
Englon	848	9	1
GLEagle	843	11	3
Emgrand	826	20	6
Mass Market Average	811		

based on a 1,000-point scale and study of 71 passenger vehicle brands in China

* ranking amongst Chinese domestic brands in China

Source: J.D.Power Asia Pacific 2013 China Customer Service Index (CSI) StudySM

Geely + Volvo Car = ?



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