

# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

May 2019

# Sales Performance

April. 2019

**Overall:** 470,496 units -9% YoY  
**Domestic:** 443,609 units -13% YoY  
**Exports:** 26,887 units +435% YoY

## NEEVs

**31,460 units +483%**

## Sedans (New Emgrand+Vision+Emgrand GL+KINGKONG+BORUI+BINRUI+03)

**175,714 units -16% YoY**

## SUVs (Vision SUV+Boyue+X1+X3+S1+Emgrand GS+Binyue+01+02)

**257,390 units -14% YoY**

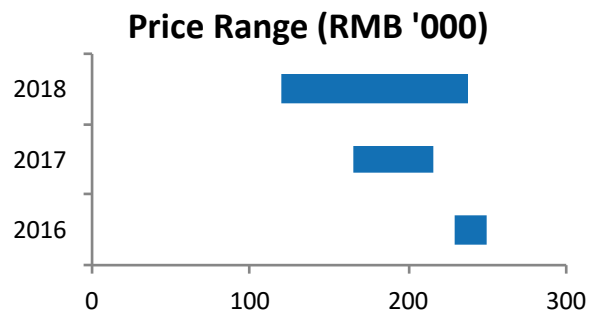
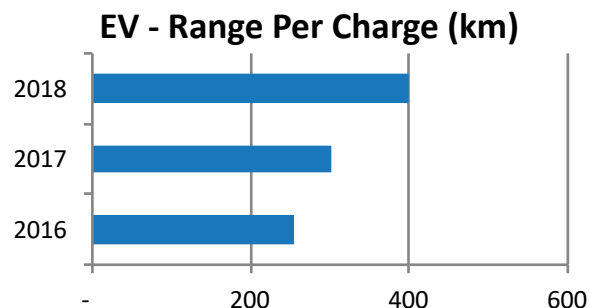
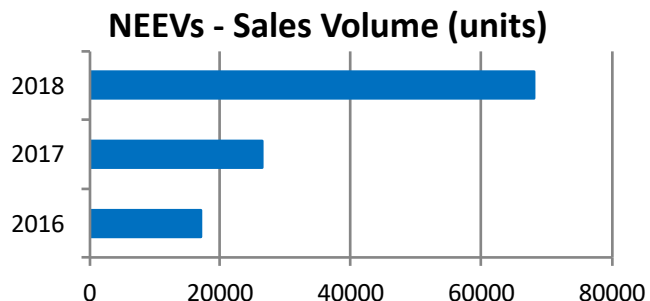
## MPV










**5,932 units**



# New Energy and Electrified Vehicles

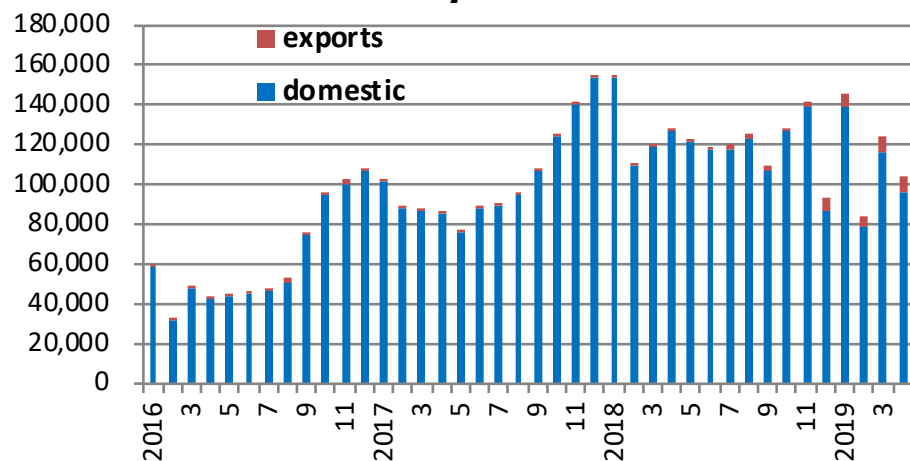
## New NEEV models



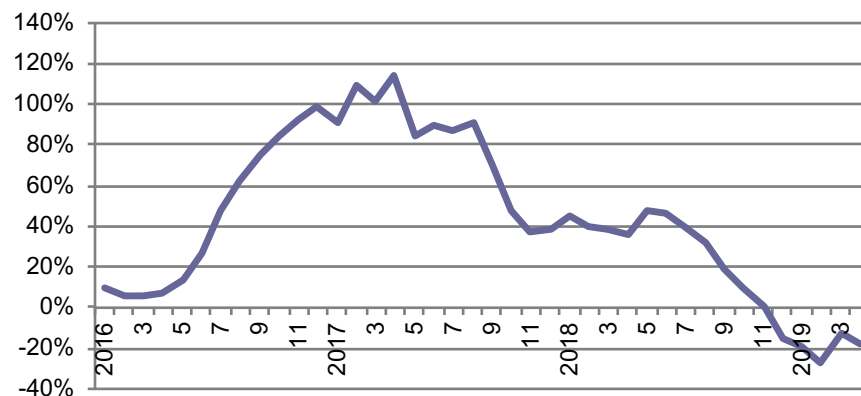
2018	 <b>Borui GE MHEV</b>	 <b>Borui GE PHEV</b>	 <b>01 PHEV</b>	
	 <b>Emgrand EV350</b>	 <b>Emgrand EV450</b>	 <b>GSe</b>	
2017	 <b>Emgrand EV300</b>			 <b>Emgrand PHEV</b>
2016	 <b>Emgrand EV</b>			

# Sales Performance

## Monthly Sales Volume



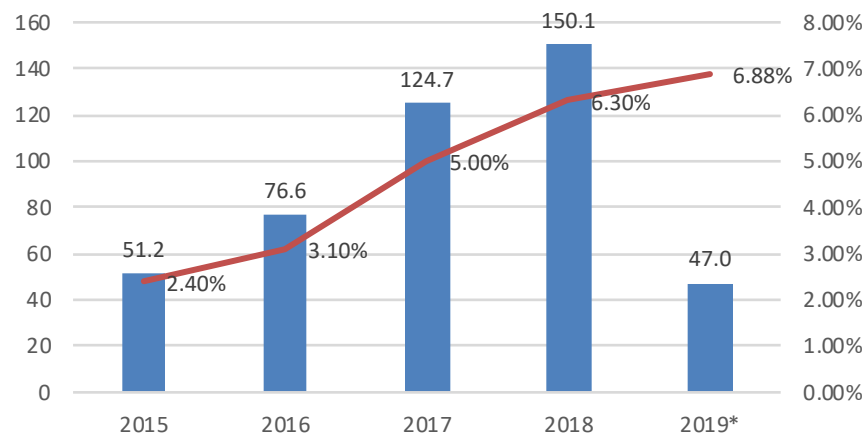
## Domestic Sales Volume (3MMA+/-%)



## Market Share



## Yearly Sales Vol & Market Share

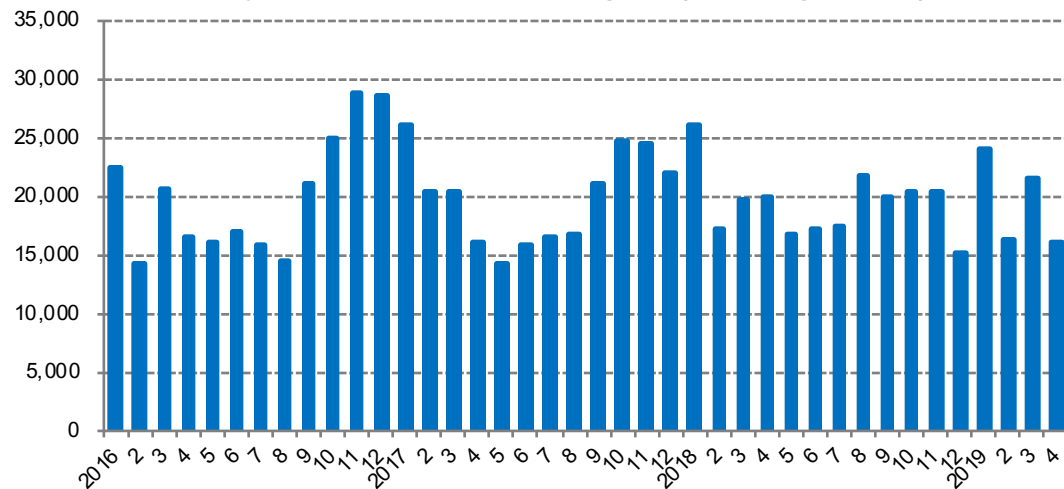


\*End to April

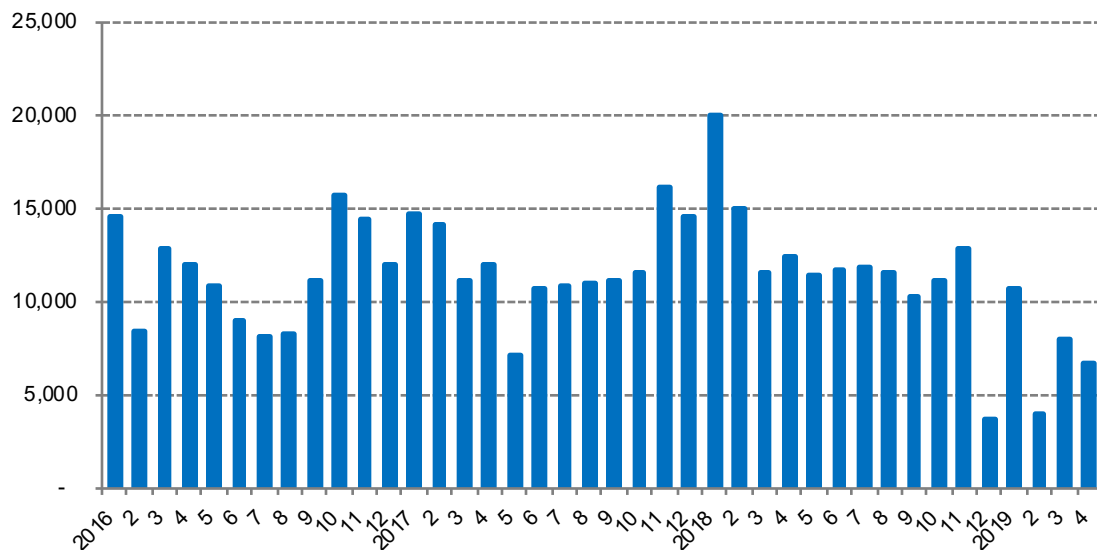
# New Emgrand & Vision



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



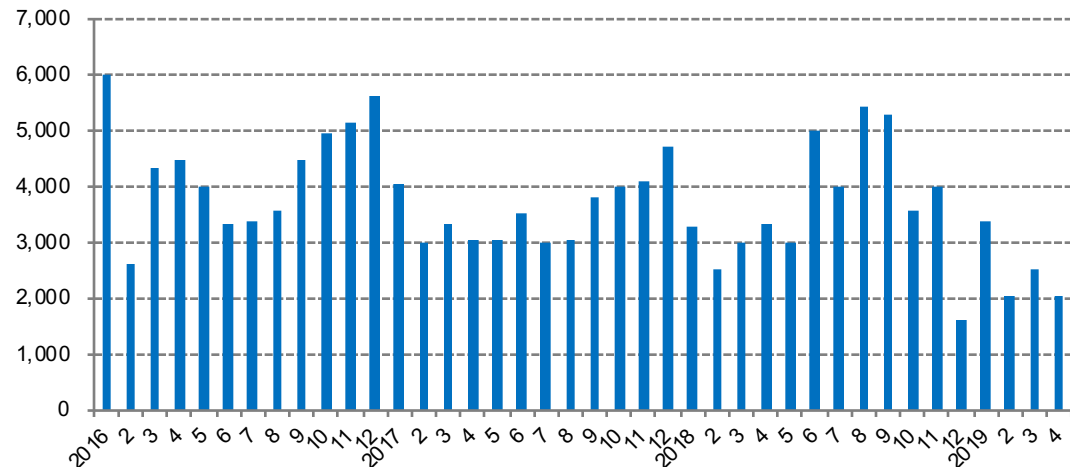
Monthly Sales Volume of Vision



# Borui GE



Monthly Sales Volume of Borui(incl. Borui GE)



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

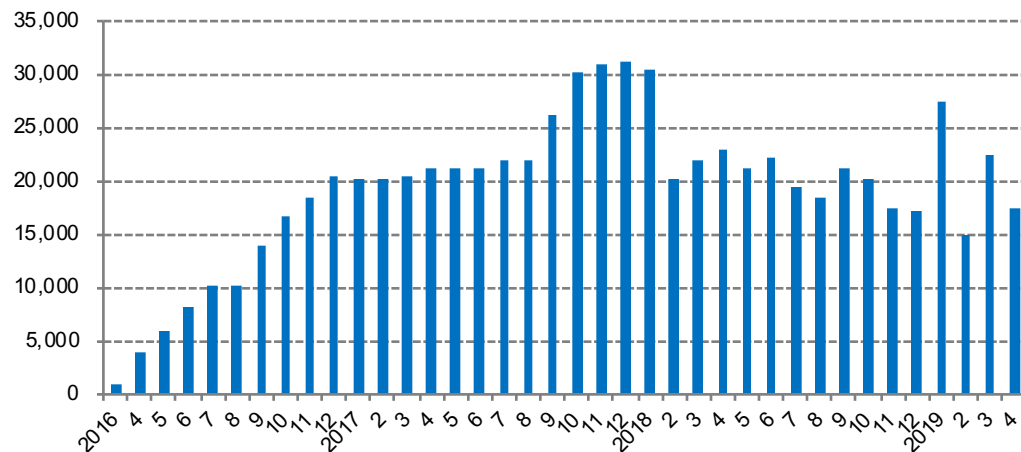
97% Transmission efficiency



# Boyue



Monthly Sales Volume of Boyue



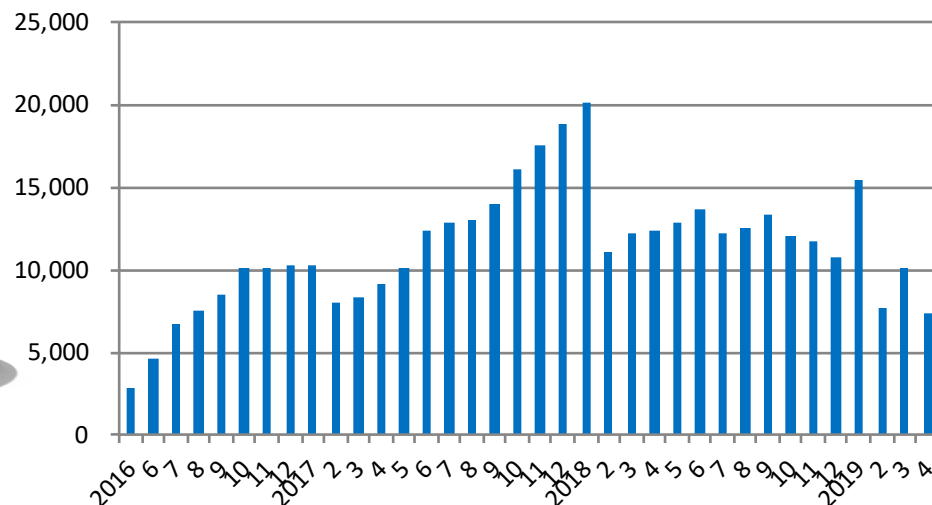
<b>Engine:</b>	1.8T, 2.0L
<b>Transmissions:</b>	6MT, 6AT
<b>Dimension:</b>	4519/1831/1694
<b>Wheelbase:</b>	2670
<b>Power:</b>	135Kw (1.8T)
<b>Max. Torque:</b>	285/1500-4000 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB98,800-159,800



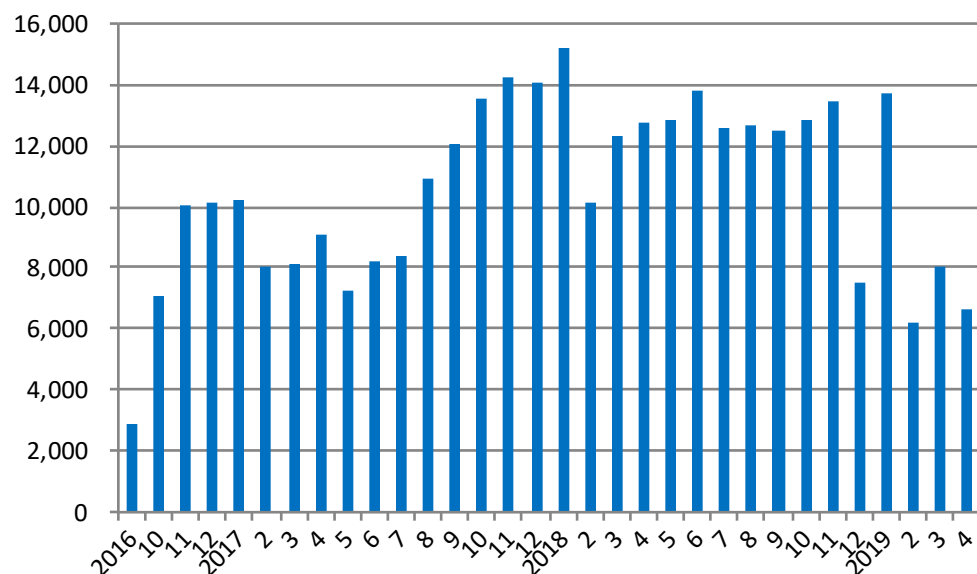
# Emgrand GS & GL



Monthly Sales Volume of Emgrand GS(incl. GSe)



Monthly Sales Volume of Emgrand GL

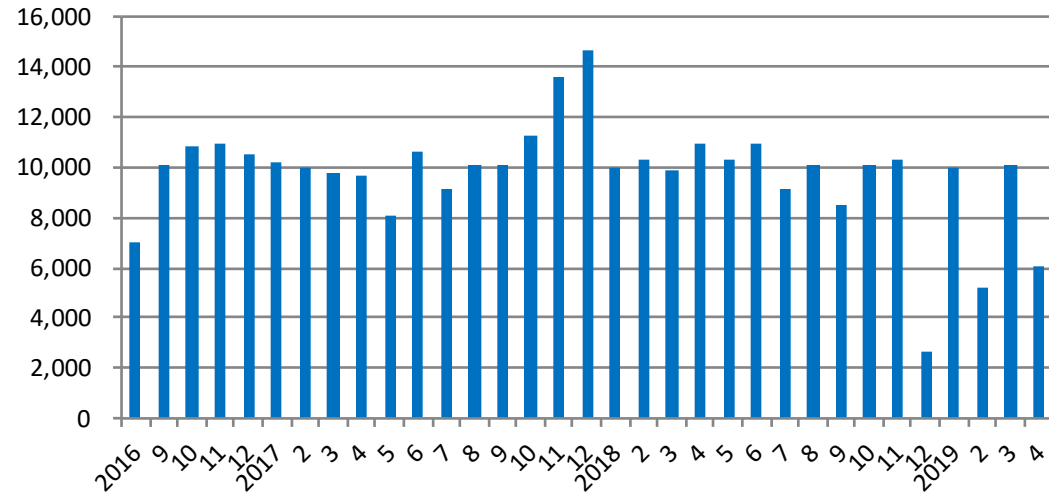




# Vision SUV



Monthly Sales Volume of Vision SUV



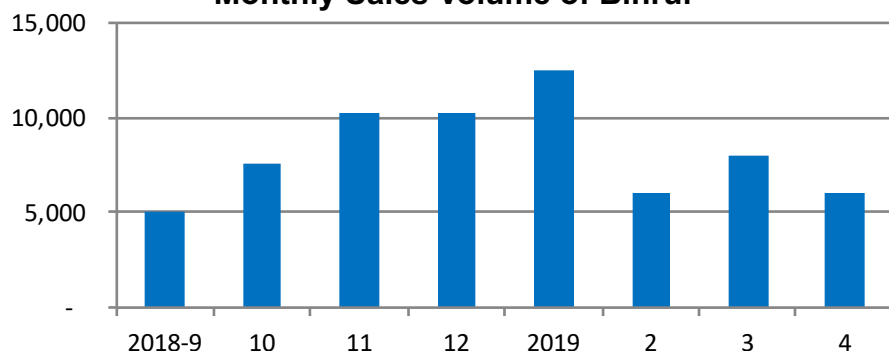
<b>Engine:</b>	1.3T, 1.8L
<b>Transmissions:</b>	CVT, 5MT
<b>Dimension:</b>	4500/1834/1707
<b>Wheelbase:</b>	2661
<b>Power:</b>	98kw/5500rpm (1.3T)
<b>Max. Torque:</b>	185/2000-4500N.m/rpm
<b>MSRP:</b>	RMB74,900-101,900



# New Model – Binrui & Binyue



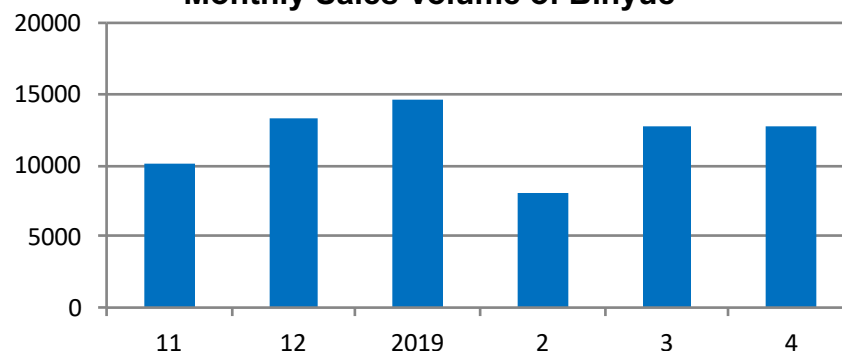
Monthly Sales Volume of Binrui



**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 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

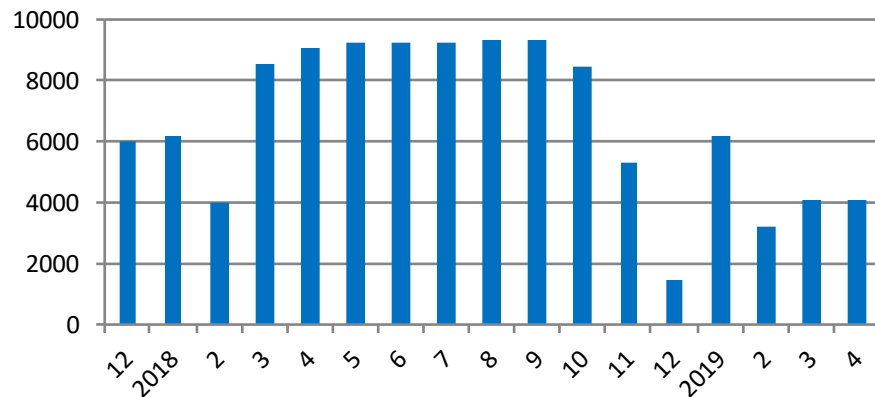
# LYNK & CO

- 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
- Supported by new vehicle models developed from CMA
- 239 stores in China by end 2018
- 2020 in Europe, followed by USA; 10 new models by 2020
- Lync & Co recorded 38,032 unit sales volume in the first four months of 2019.



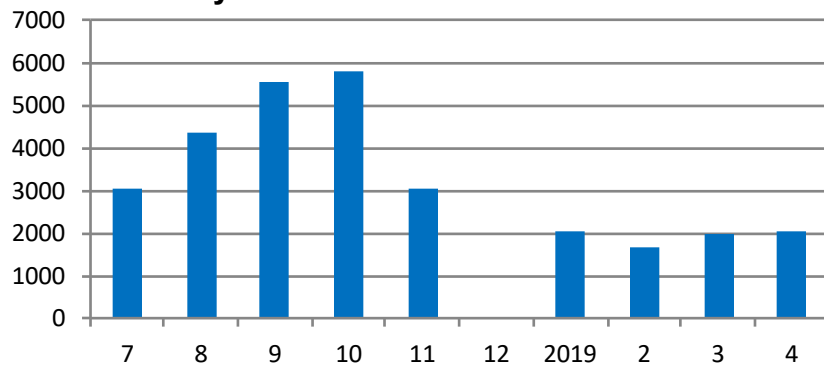
# LYNK & CO

Monthly Sales Volume of LYNK & CO 01



01

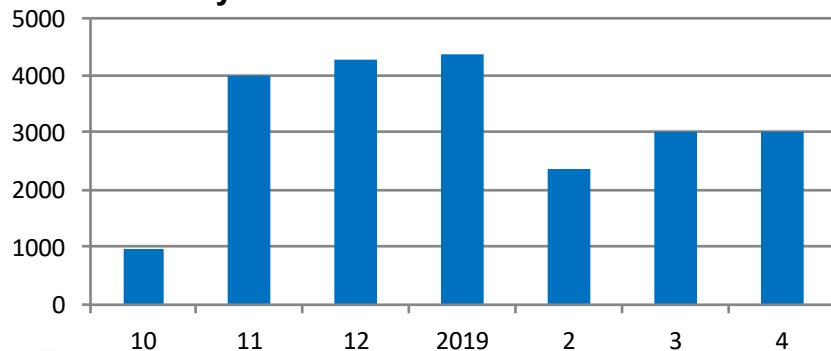
Monthly Sales Volume of LYNK & CO 02



02



Monthly Sales Volume of LYNK & CO 03



03



# New Products in 2019

**2 MPVs**

**A Sport SUV**

**An A0 SUV**

**A Pure EV Sedan**

**A New Model under LYNK & CO**



# New-Vehicle Quality



## J.D.Power 2018 China Initial Quality Study<sup>SM</sup> (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 Study<sup>SM</sup> (IQS)



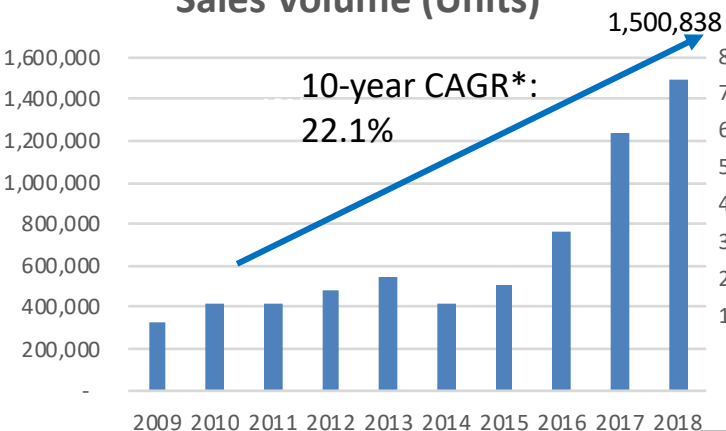
# Geely GKUI

- 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



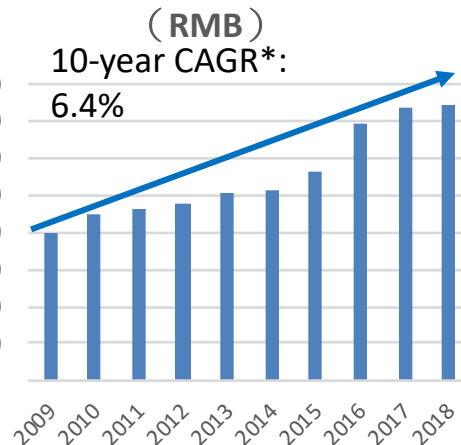
# Financial Performance

## Sales Volume (Units)

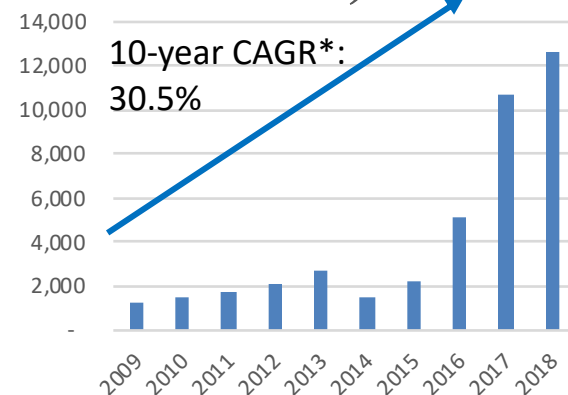


\* CAGR: Compound Annual Growth Rate

## Average Ex-factory Prices (RMB)

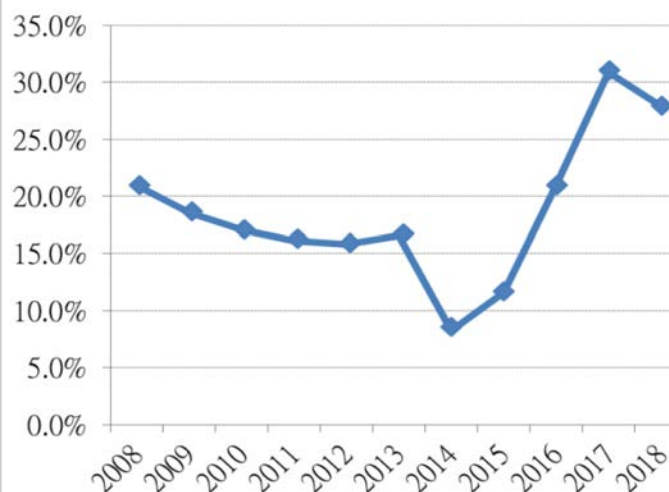


## Net Profit (RMB Million)

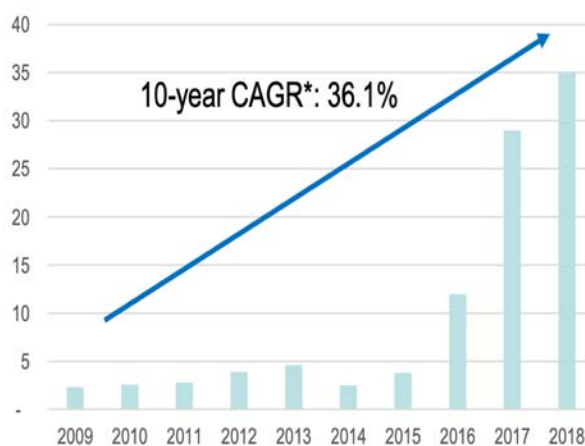


\* CAGR: Compound Annual Growth Rate

## Return of Equity

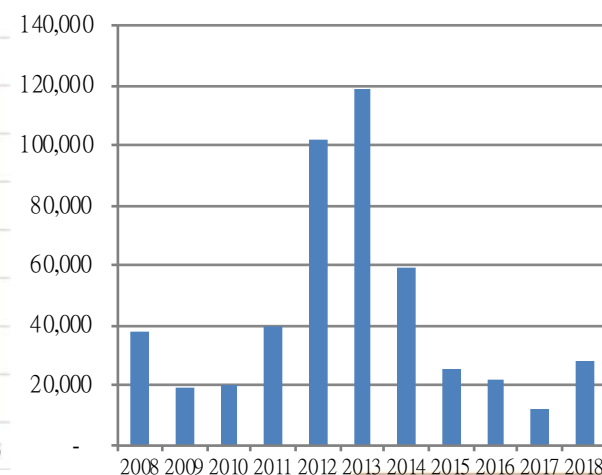


## Cash DPS\*\* (HK cents)

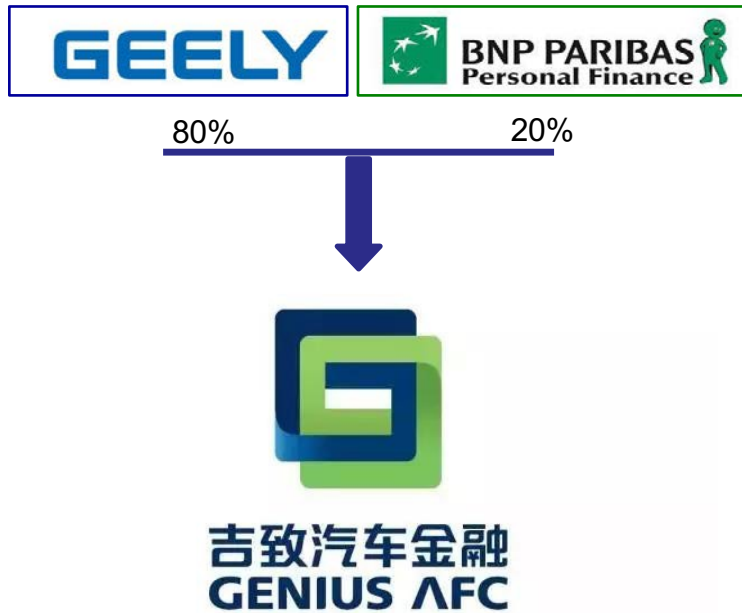


\*\* DPS: Dividend Per Share

## Export Sales Volume



# 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
- 2018 net profit RMB 217M

# 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; MHEV 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>• 978 dealers and 239 LYNK &amp; CO dealers in China;</li><li>• 24 sales agents, 336 sales and service outlets in 24 overseas 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>	52,400 (on Dec. 31 <sup>st</sup> , 2018)
<b>Manufacturing facilities:</b>	9 plants in China + 1 JV plant in Belarus
<b>Products:</b>	17 major models under 4 platforms & 2 modular architecture
<b>Distribution network:</b>	More than 978 Geely dealers , And 239 LYNK & CO dealers in China
<b>2018 Sales Volume:</b>	1,500,838 units
<b>2018 Revenues:</b>	US\$15.5 billion
<b>Market Capitalization:</b>	US\$15.9 billion (on May 10 <sup>th</sup> , 2019)

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