



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

# **2011 Final Results**

22 March 2012

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# Financial Summary

Y/E Dec (RMB m)	2011	2010	YoY %
Sales volume (units)	421,611	415,843	+1%
Turnover/Revenue	20,965	20,099	+4%
Operating margin ratio*	12.1%	12.1%	0%
Profit after tax	1,716	1,550	+11%
Attributable profit	1,543	1,368	+13%
Diluted EPS (RMB cents)	19.20	17.15	+12%
Cash dividend/share (HK cents)	2.80	2.60	+8%
Shareholders' equity	9,582	8,022	+19%
Net (debt)/cash**	-1,517	494	-

\* Operating margin ratio = (Pre-tax margin before finance costs, share-based payments and results of associates)/turnover

\*\* Net (debt)/cash = all cash /bank deposits – all bank borrowings – convertible bonds



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# Results Highlights

- 2011 results satisfactory despite challenging market conditions
- Net profit up 13% to RMB1,543 million in 2011 (Diluted EPS up 12% to RMB 19.2 cents)
- Cash dividend up 8% to HK\$0.028
- Excluding non-cash expenses related to granting of share options to employees, adjusted net profit was up 2% to RMB1,681 million, in line with sales volume growth of 1% and revenue growth of 4%



# Results Highlights

- The earnings performance in 2011 was a result of:
  - 1% growth in sales volume
  - better product mix and 3% increase in average ex-factory price
  - 37% increase in subsidy income
  - well controlled administrative expenses (+4% YoY)
  - lower non-cash expenses related to share options (-50% YoY)
  - lower finance charges (-14% YoY)

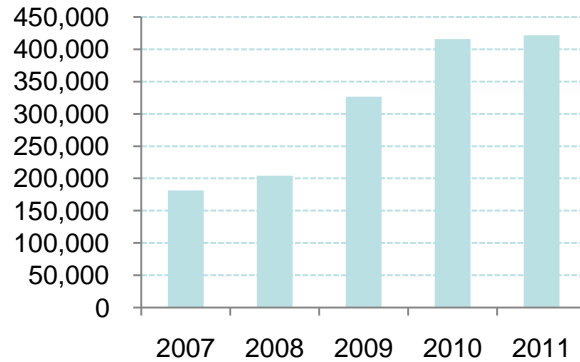
## and despite:

- startup costs at Xiangtan transmissions plant
- still small scale production at Jinan and Chengdu plants
- higher distribution and selling expenses for new brands and new distribution networks (+14% YoY)
- operating loss at Shanghai LTI

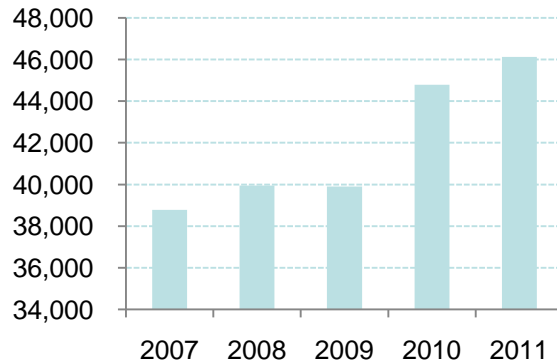


# Quality versus Quantity

## Sales Volume



## Average Selling Prices



Emgrand EC7



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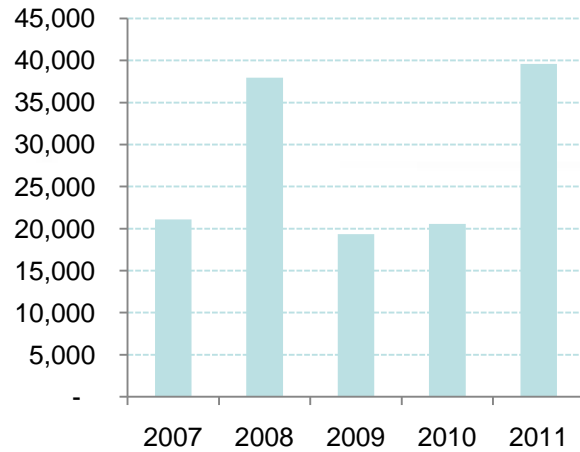
# Achievements in 2011

- Stable product prices and better product mix, maintaining margins at levels similar to previous year
- 93% growth in export sales volume
- Maintaining healthy financial position with net debt to equity at only 16% at the end of 2011 despite major investments in new technologies, additional production capacity, brand building and new products
- 3% increase in ASP due to improved product mix
- Achievements in product safety (Euro-NCAP and C-NCAP)

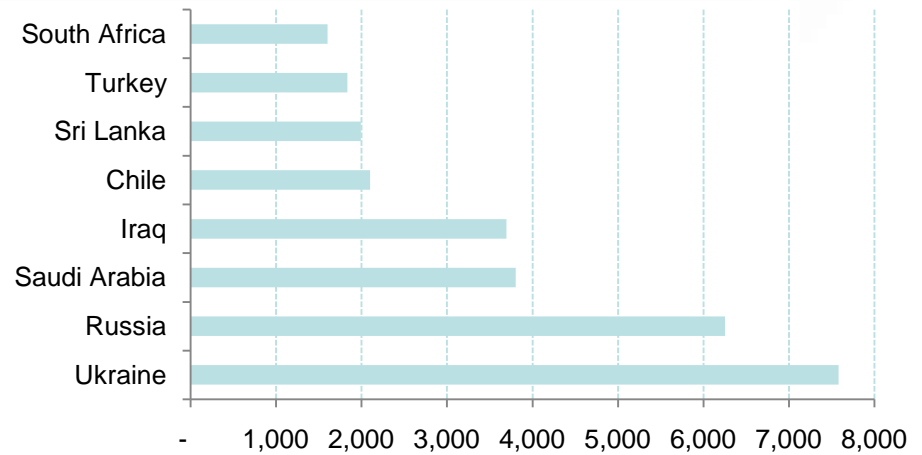


# Exports in 2011

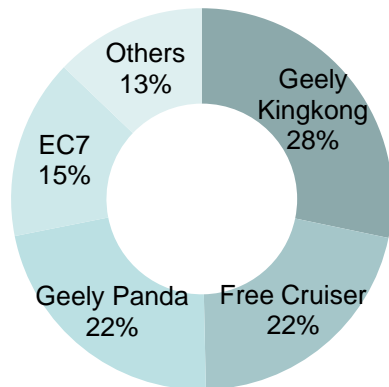
## Export Sales Volume



## Top Export Destinations

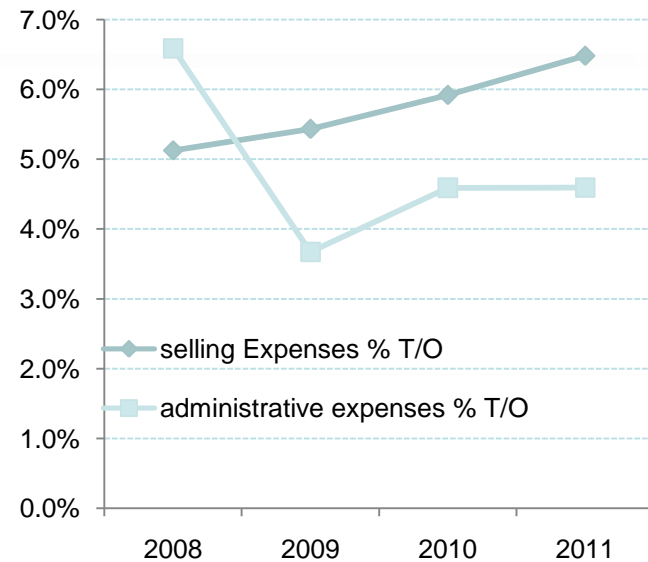
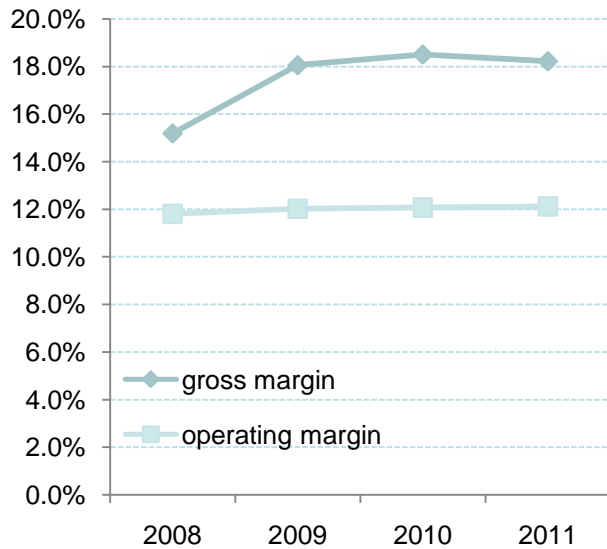


## Breakdown of Export Models



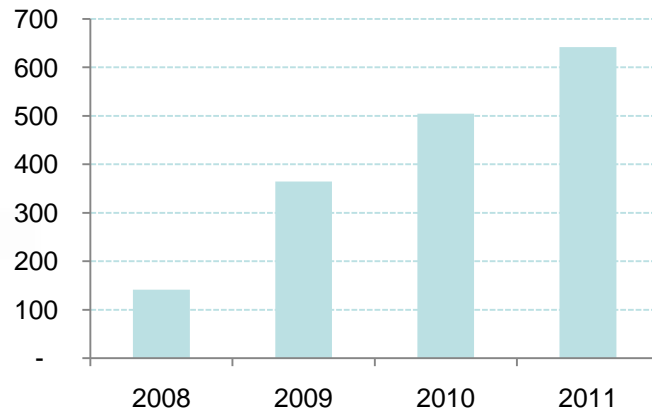


# Profitability in 2011

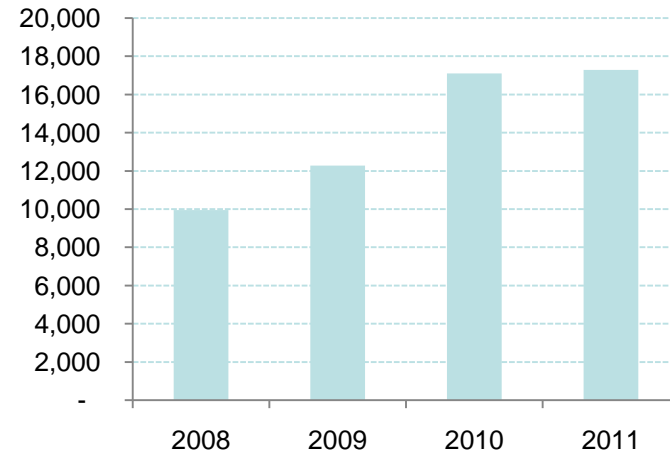


# Profitability in 2011

## Depreciation/Amortization (RMB m)



## Number of Staff



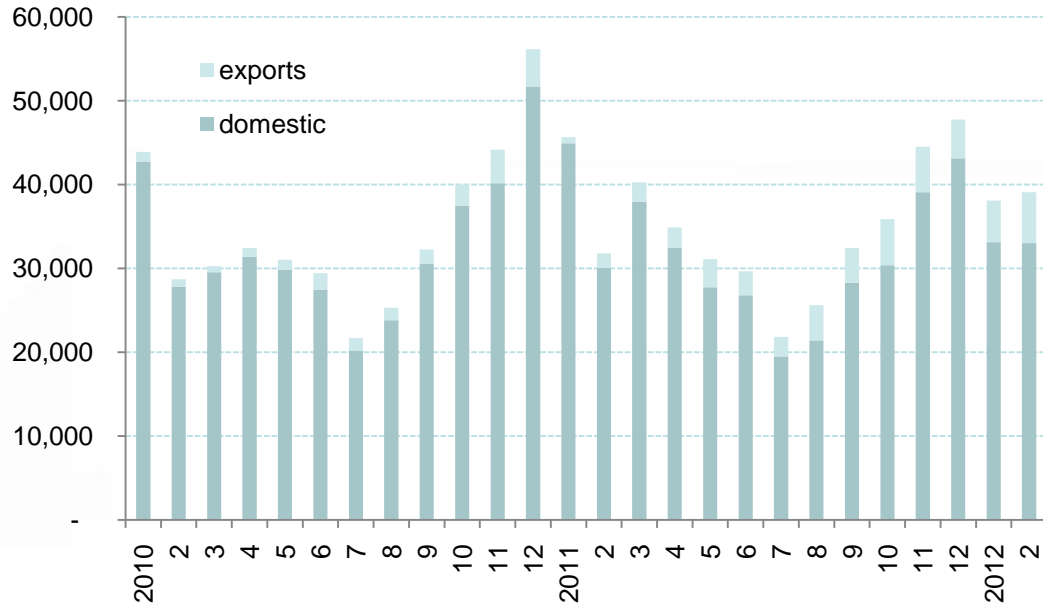
# Vehicle Safety

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)



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# Monthly Sales Volume



SC5-RV



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# Vehicle Sales Volume Breakdown

model	2011	2010	YoY % ch
EC7	91,693	71,360	+28%
Free Cruiser	82,702	95,189	-13%
Kingkong	84,969	85,063	0%
Vision	51,478	63,421	-19%
SC7	46,349	53,124	-13%
Panda	43,250	40,588	+7%
EC8	14,983	1,300	+1053%
Others	6,187	5,798	+7%
Total	421,611	415,843	+1%



# Consolidated Income Statement

Y/E Dec (RMB m)	2011	2010	YoY %
Turnover/(Revenue)	20,965	20,099	+4%
Gross profit	3,820	3,720	+3%
Other Income	1,041	819	+27%
Selling Expenses	-1,359	-1,190	+14%
Admin. Expenses	-963	-923	+4%
Share-based payments	-137	-273	-50%
Finance costs	-211	-245	-14%
Taxation	-467	-351	+33%
Net profit	1,543	1,368	+13%



# Consolidated Balance Sheet

RMB m	31 Dec 2011	31 Dec 2010	YoY %
Non-current assets	10,591	8,290	+28%
Inventories	1,358	987	+38%
Trade/other receivables	12,215	9,913	+23%
Total cash/bank balance	3,384	4,636	-27%
Trade/other payables	12,114	10,508	+15%
Short-term borrowings	2,532	1,097	+131%
Long-term borrowings	843	1,562	-46%
Convertible bonds	1,527	1,483	+3%
Shareholders' equity	9,582	8,022	+19%



# Financial Analysis

Y/E Dec	2011	2010	YoY%
Sales of vehicles (RMB m)	19,448	18,625	+4%
Average unit price (RMB)	46,128	44,789	+3%
Return on equity	16.1%	17.1%	-6%
Gross margin ratio	18.2%	18.5%	-2%
Operating margin ratio	12.1%	12.1%	0%
Selling expenses (% of T/O)	6.5%	5.9%	+10%
Admin. Expenses (% of T/O)	4.6%	4.6%	0%





# New Products

## GLEagle:

- “GC7” mid-size sedan
- “GX7” mid-size SUV

## Emgrand:

- “EX8” mid-size SUV
- “EV8” MPV

## Englon:

- “SC3” economy sedan
- “SX7” SUV
- “SC6” basic sedan



GC7



GX7



SC3



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# Outlook

- Significant improvement in brand image, product and service quality, and thus overall competitiveness after major investments in the past few years
- Key challenges include slower motor vehicles sales in most parts of the World, and increased competitive pressure from other indigenous brands in China
- Planned cooperation with Volvo Car should further strengthen the Group's competitiveness
- Plan to produce and sell 460,000 units of vehicles in 2012, up 9% from 2011



# GEELY



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