

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Sep 2018

Sales Performance

Jan. - Aug. 2018

Overall: 1,012,429 units, +41% YoY
Domestic: 998,680 units +40% YoY
Exports: 13,749 units +99% YoY

LYNK & CO

72,226 units

NEVs

32,105 units +124% YoY

Sedans (New Emgrand+Vision+Emgrand GL+KINGKONG+BORUI)

390,477 units +5% YoY

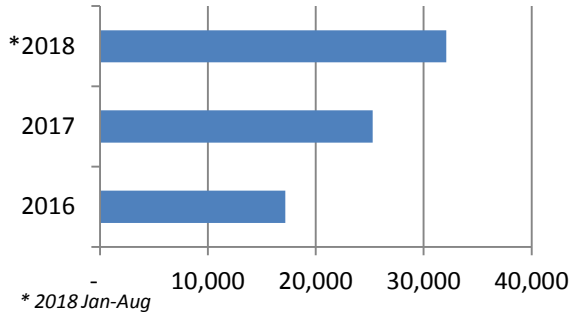
SUVs (Vision SUV+BOUYE+X1+X3+S1+EMGRAND GS)

517,621 units +56% YoY

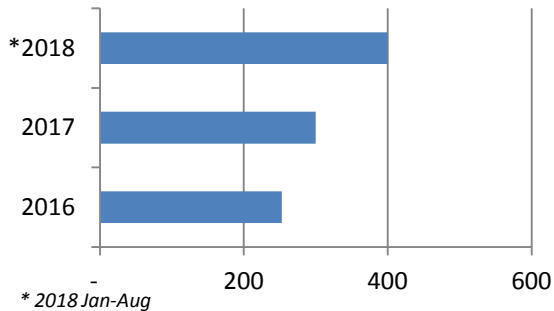


New Energy Vehicles

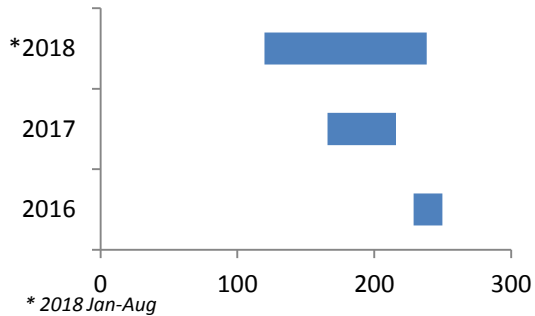
Sales Volume (units)









EV - Range Per Charge (km)



Price Range (RMB '000)

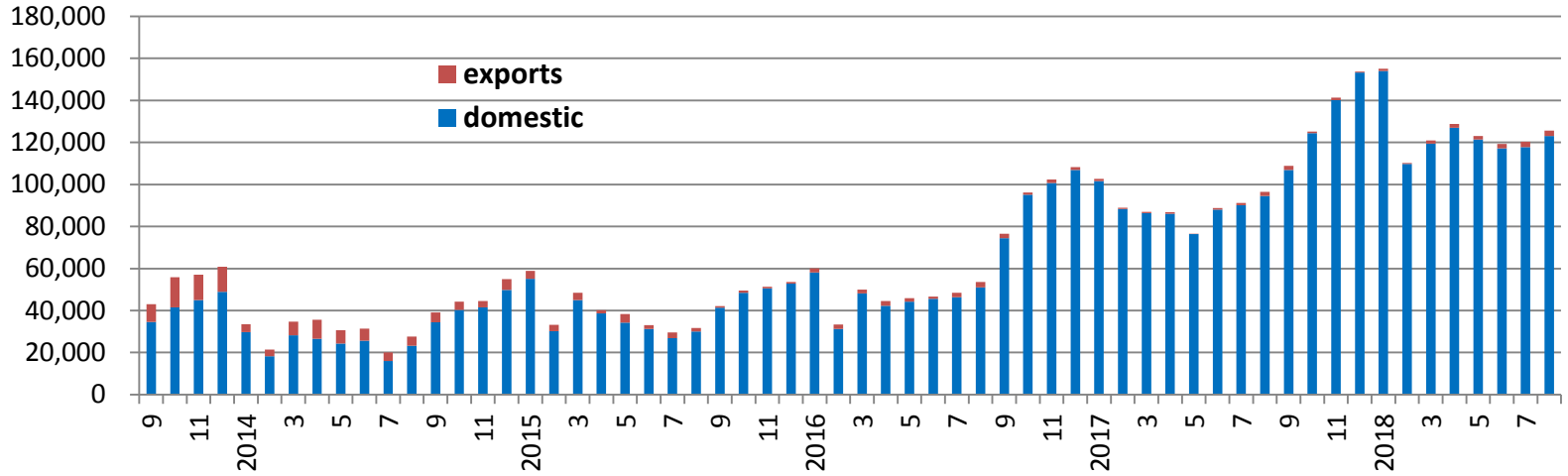


New NEV models

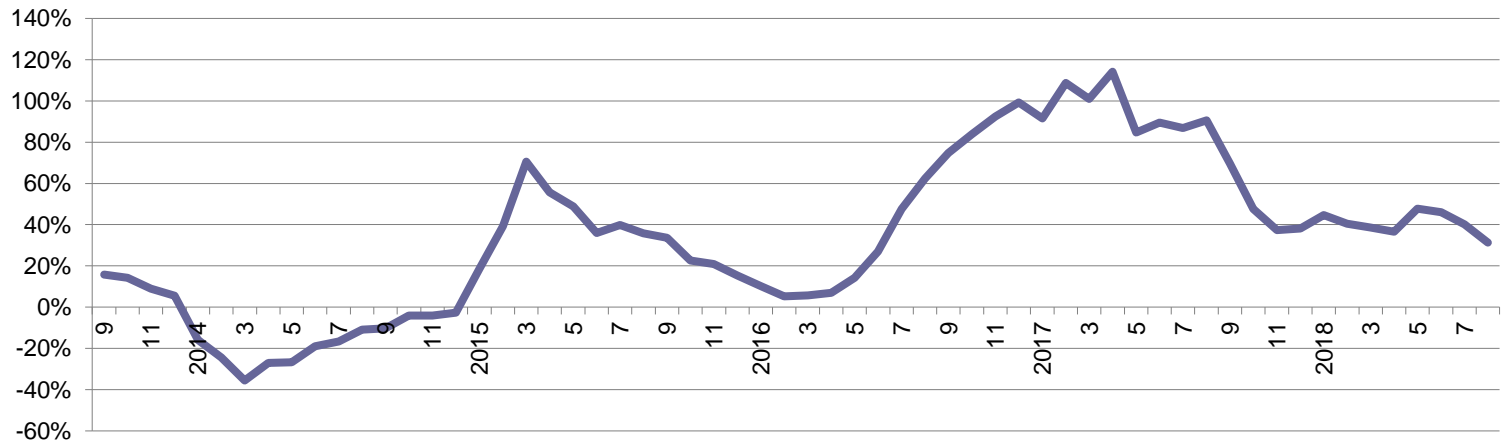
<p>2018_1H</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>Borui GE MHEV</p> </div> <div style="text-align: center;">  <p>Borui GE PHEV</p> </div> <div style="text-align: center;">  <p>01 PHEV</p> </div> </div> <div style="display: flex; justify-content: space-around; align-items: center; margin-top: 10px;"> <div style="text-align: center;">  <p>Emgrand EV350</p> </div> <div style="text-align: center;">  <p>Emgrand EV450</p> </div> <div style="text-align: center;">  <p>GSe</p> </div> </div>	<p>2017</p> <div style="display: flex; justify-content: space-around; align-items: center; margin-top: 20px;"> <div style="text-align: center;">  <p>Emgrand EV300</p> </div> <div style="text-align: center;">  <p>Emgrand PHEV</p> </div> </div>	<p>2016</p> <div style="text-align: center; margin-top: 20px;">  <p>Emgrand EV</p> </div>
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Sales Performance

Monthly Sales Volume



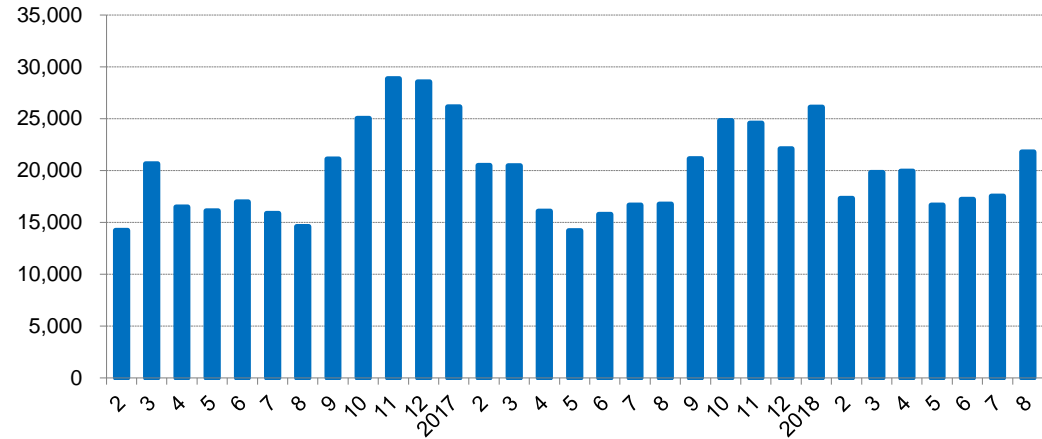
Domestic Sales Volume (3MMA+/-%)



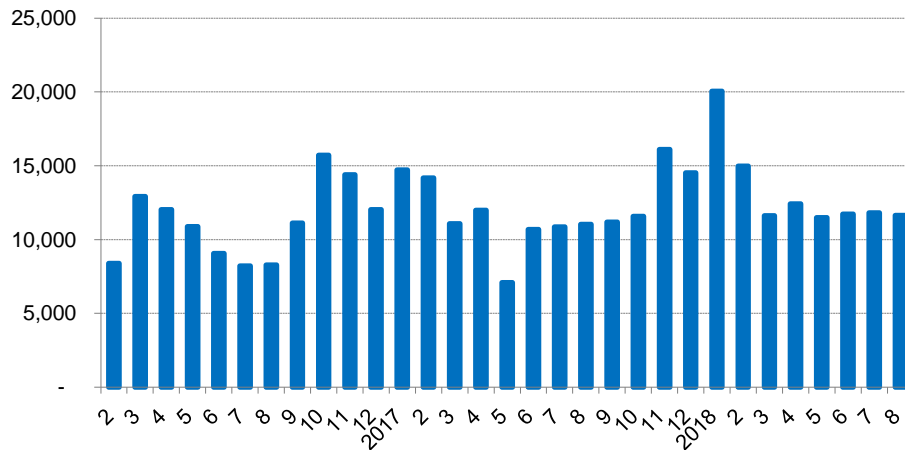
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand(include Emgrand EV)



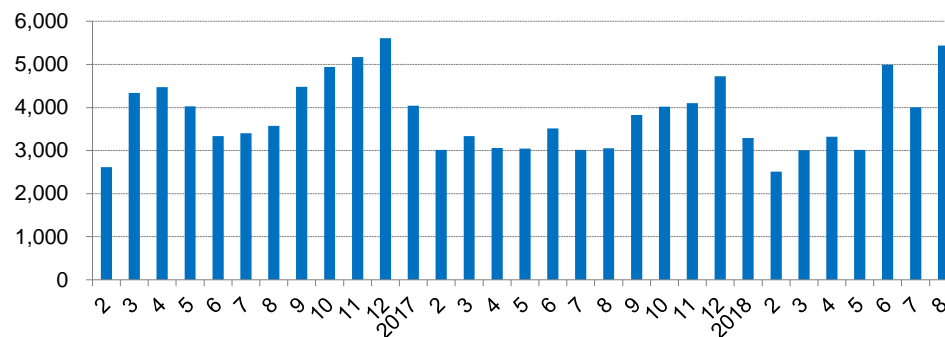
Monthly Sales Volume of Vision



Key Model – 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

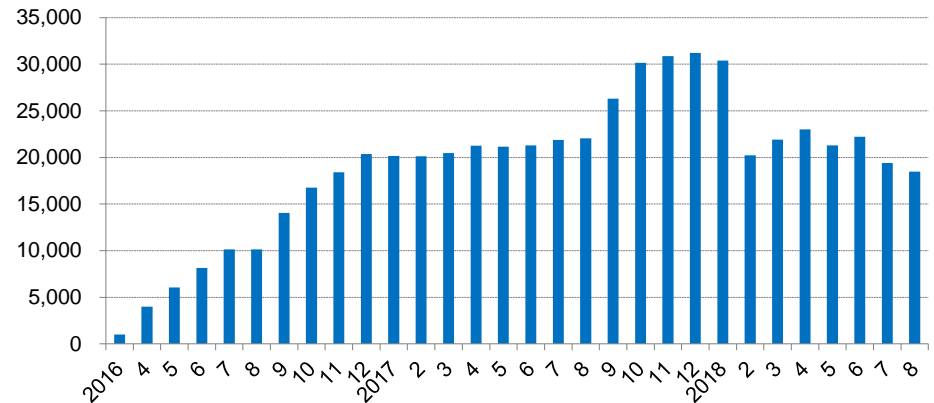
P2.5 Architecture
the most advanced tech

97% Transmission efficiency

Key Model – Boyue



Monthly Sales Volume of Boyue



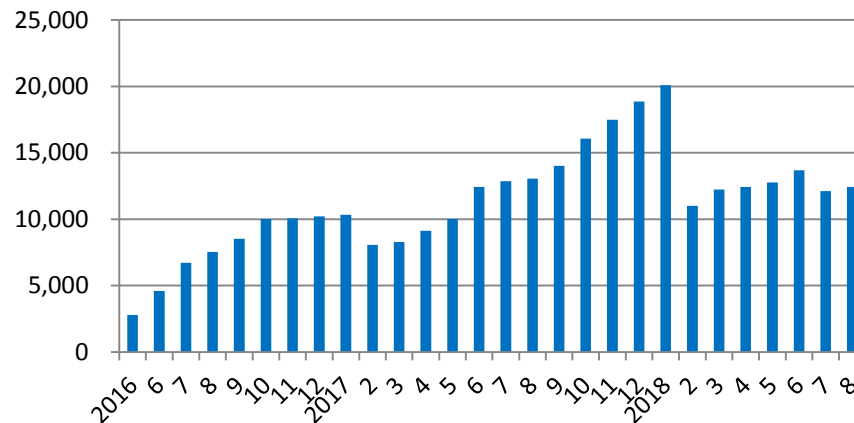
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



Key Model – Emgrand GS



Monthly Sales Volume of Emgrand GS(incl. Gse)



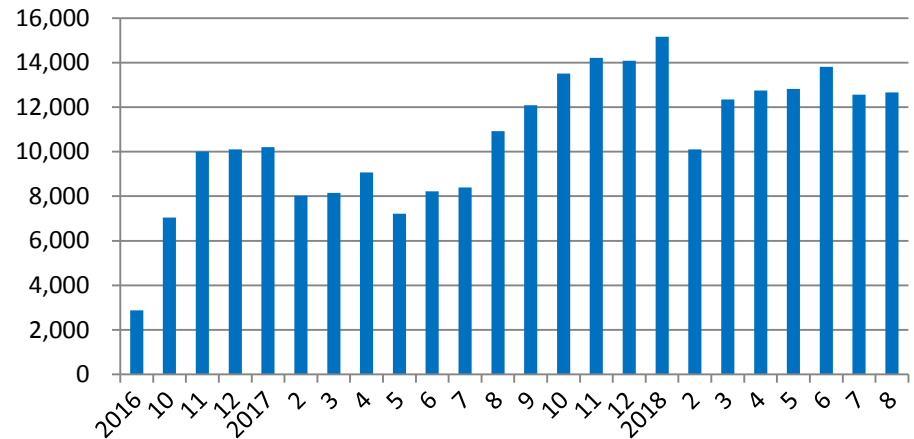
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB77,800-116,800



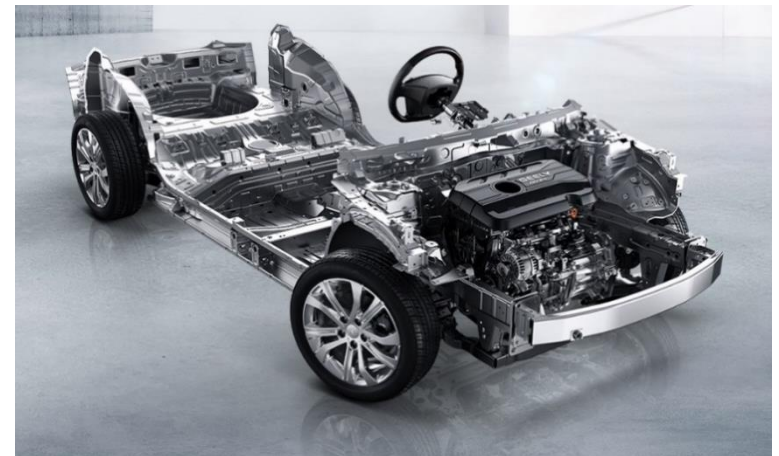
Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



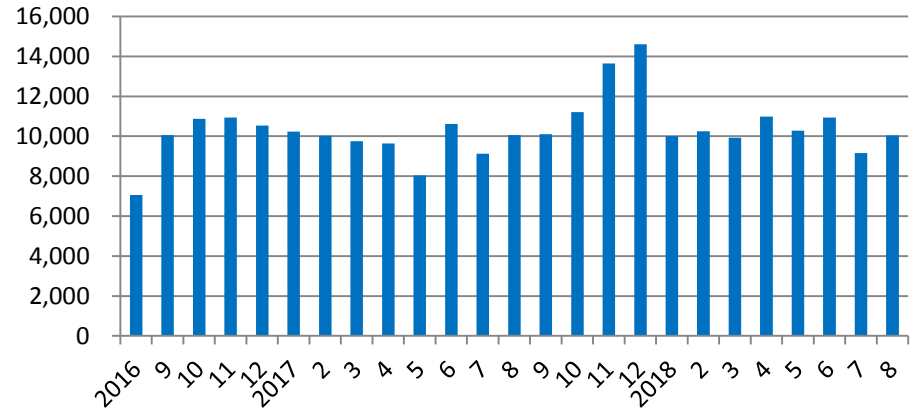
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4725/1802/1478
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000 N.m/rpm (1.4T)
MSRP:	RMB78,800-115,800



Key Model – Vision SUV



Monthly Sales Volume of Vision SUV



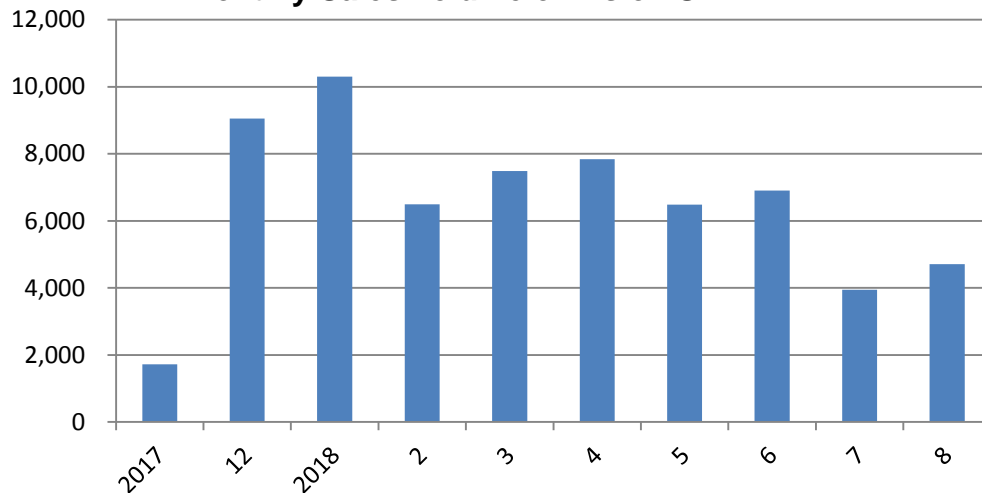
Engine:	1.3T, 1.8L
Transmissions:	CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900



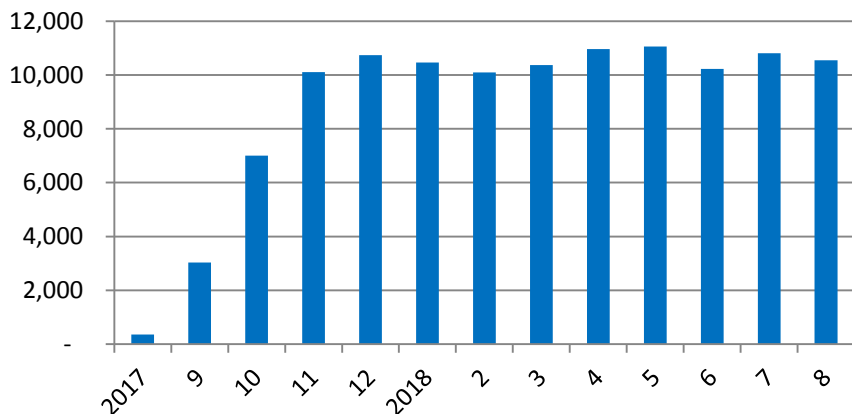
Key Model – Vision S1 & Vision X3



Monthly Sales Volume of Vision S1



Monthly Sales Volume of Vision X3



2H 2018

- A0 segment SUV
- A segment sedan
- Boyue series sporty SUV
- “03” sedan
- “02 PHEV”, “03 PHEV”
- MPV
- Two pure electric vehicles
- New NEV version for existing models



Lynk & Co

- Global brand, Global manufacturing, European design & technologies, Innovative business model
- 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 of 2018
- 2020 in Europe, followed by USA; 10 new models by 2020
- Lynk & Co recorded 14,331 unit sales in Aug 2018.



Geely iNTEC Structure

iN - Intelligent+Integration+IN Trend
 TEC - Technology

G-POWER

High Efficient
 Powertrain
 Technology

- Powertrain system with Intellectual central Control

G-SAFETY

Humanism
 Safety Design

- Safety recognition circle
- Four-dimensional passengers protection system

G-PILOT

Intellectual
 Driving
 Technolgy

- Intellectual driving central controlling system

G-NETLINK

Intellectual
 Mobility
 System

- Intelligence-entertainment integrated digital tube

G-BLUE

Healthy
 Ecological
 Techonlgy

- Ecological driving tube
- Interactive health sensation system
- Blue “heart” energy strategy

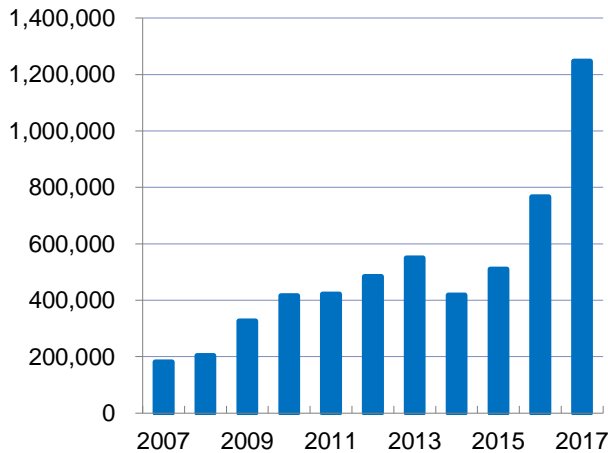
Geely GKUI

- 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 new models

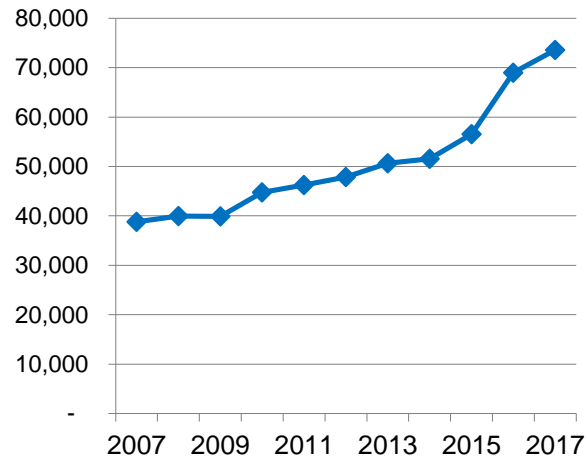


Financial Performance

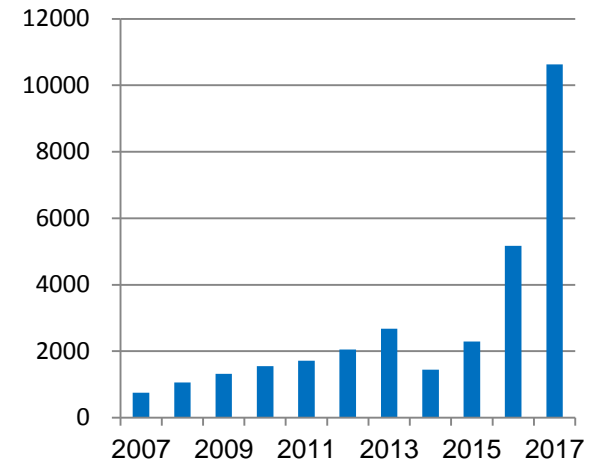
Sales Volume



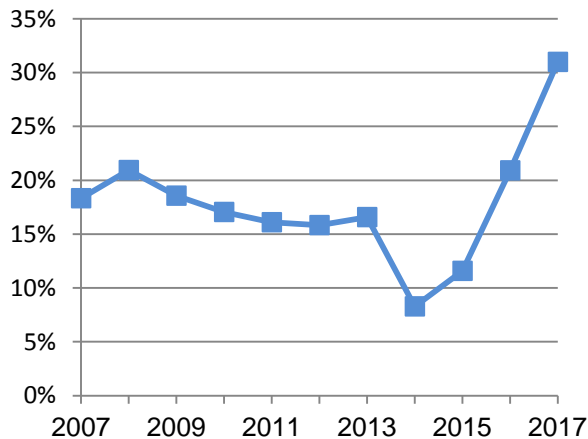
Average Ex-factory Price



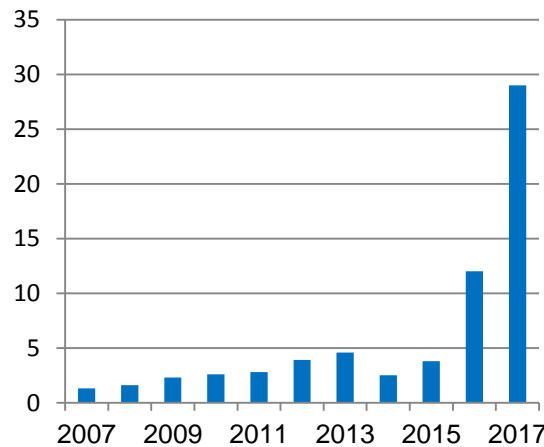
Net Profit



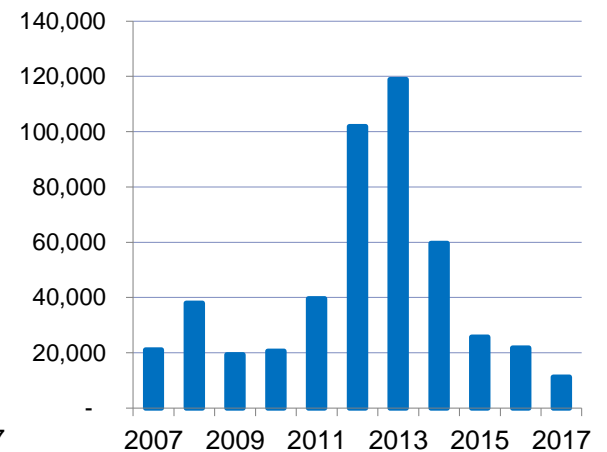
Return on Equity



Cash Dividend per Share (HK Cents)



Export Sales Volume



Auto Finance Joint Venture



- Located in Shanghai
- Registered capital increased to RMB 2B
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Supporting both Geely, LYNK & CO and Volvo Car brands
- Progressively covering the whole China market
- 2018 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 Geely 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\$16.3 billion (on Sep 10 th , 2018)

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