

GEELY

**吉利汽車控股有限公司**

**GEELY AUTOMOBILE HOLDINGS LIMITED**

**Corporate Presentation**

March 2017



[www.geelyauto.com.hk](http://www.geelyauto.com.hk)

# Sales Performance

Jan.-Feb. 2017

**Overall: 191,629 units, +105% YoY**  
**Domestic: 189,982 units +113% YoY**  
**Exports: 1,647 units -60% YoY**

A-segment Sedans  
(New Emgrand+Vision+Emgrand GS/GL)

**112,567 units +88% YoY**



SUVs (Vision SUV+Boyue)

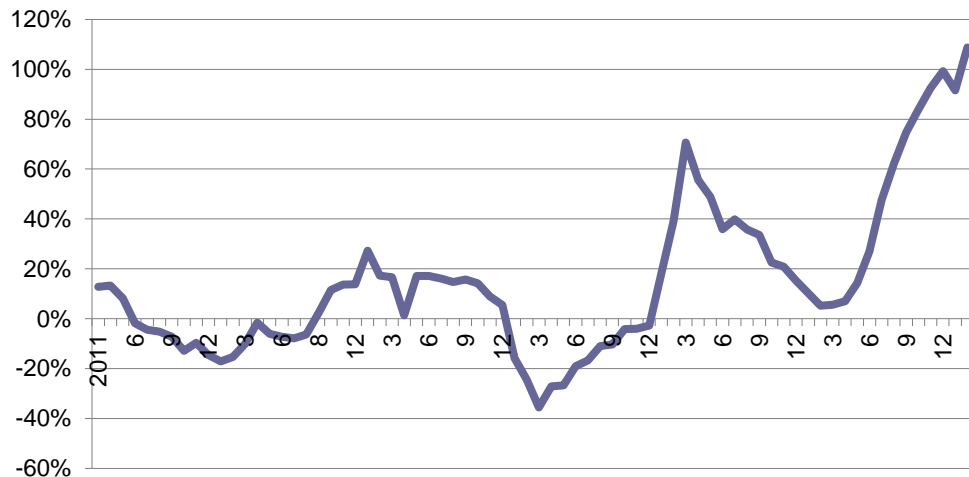
**60,524 units +682% YoY**



# Sales Performance

Jan.-Feb. 2017

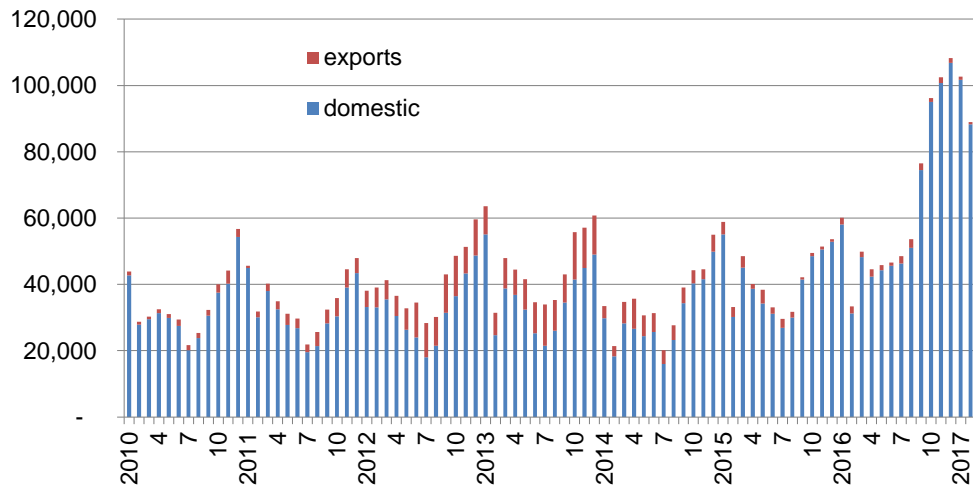
Domestic Sales Volume (3MMA+/-%)



KingKong

(11,068 units -29%YoY)

Monthly Sales Volume



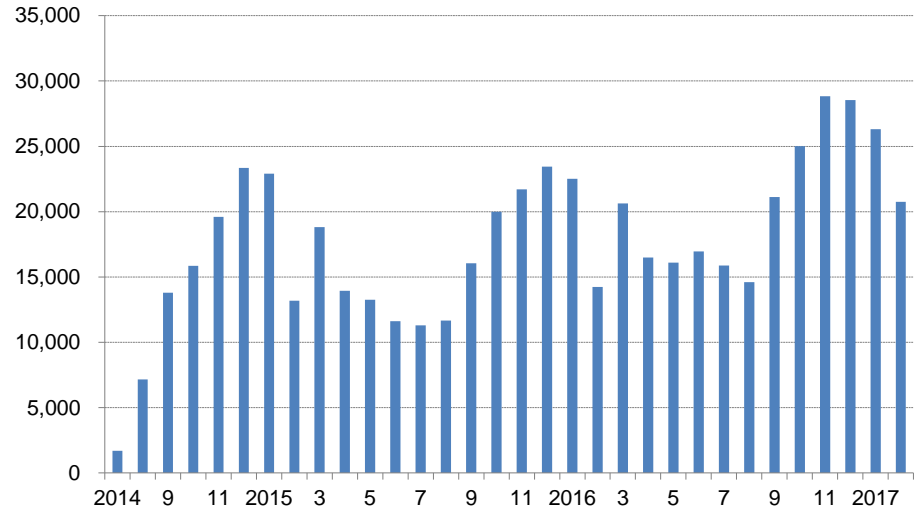
Vision

(28,882 units +25%YoY)

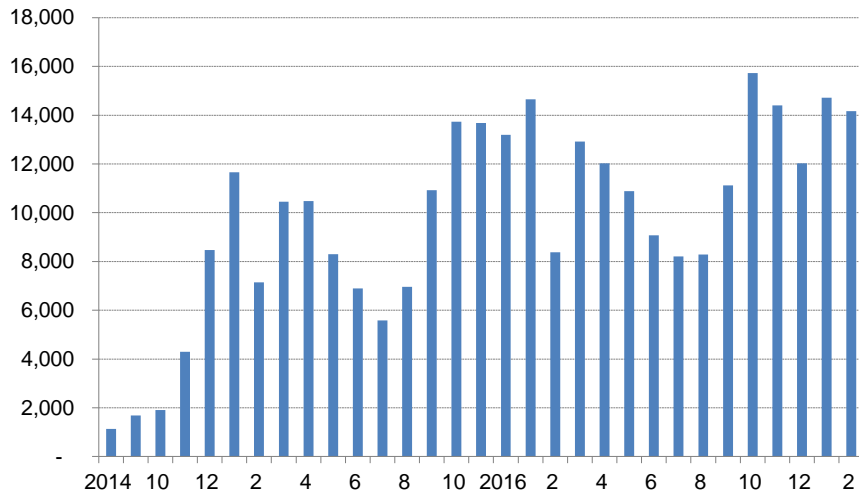
# Key Model – New Emgrand and Vision



Monthly Sales Volume of New Emgrand



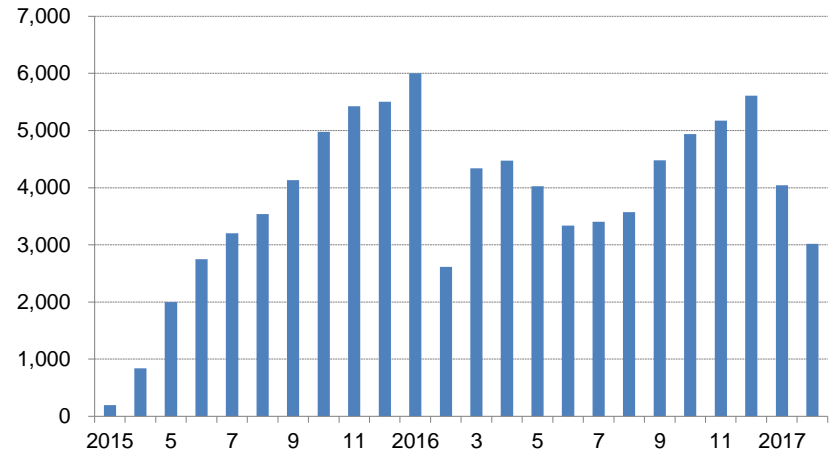
Monthly Sales Volume of Vision



# Key Model – GC9



Monthly Sales Volume of GC9



|                       |                                |
|-----------------------|--------------------------------|
| <b>Engine:</b>        | 1.8T, 2.0L                     |
| <b>Transmissions:</b> | 6AT                            |
| <b>Dimension:</b>     | 4956/1861/1513                 |
| <b>Wheelbase:</b>     | 2850                           |
| <b>Power:</b>         | 163Kw (1.8T)                   |
| <b>Max. Torque:</b>   | 250/1500-4500<br>N.m/rpm(1.8T) |
| <b>MSRP:</b>          | RMB129,800-176,800             |



JLE-4G18TD

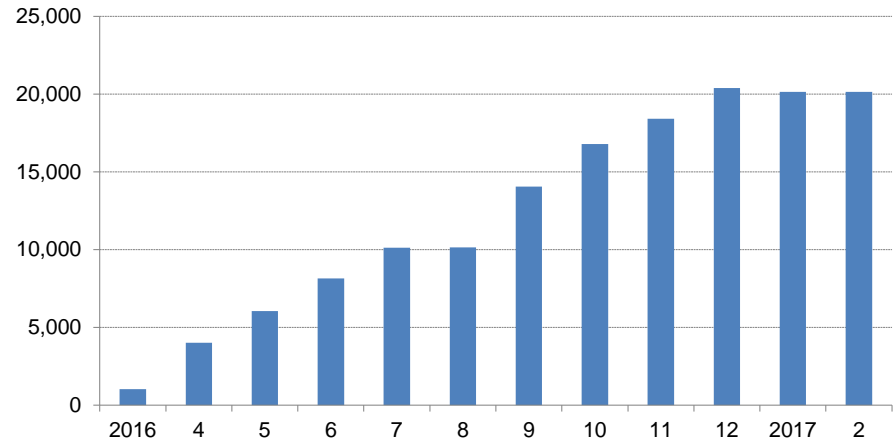




# Key Model – Boyue



Monthly Sales Volume of Boyue

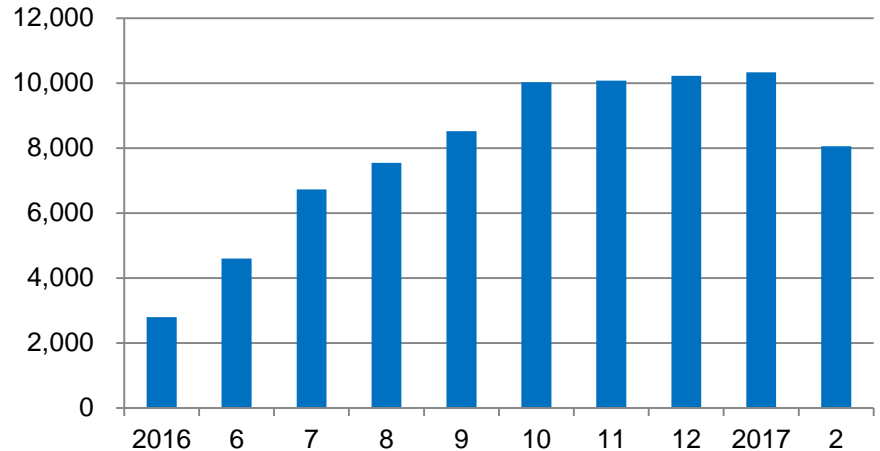


|                       |                                |
|-----------------------|--------------------------------|
| <b>Engine:</b>        | 1.8T, 2.0L                     |
| <b>Transmissions:</b> | 6MT, 6AT                       |
| <b>Dimension:</b>     | 4519/1831/1694                 |
| <b>Wheelbase:</b>     | 2670                           |
| <b>Power:</b>         | 135Kw (1.8T)                   |
| <b>Max. Torque:</b>   | 285/1500-4000<br>N.m/rpm(1.8T) |
| <b>MSRP:</b>          | RMB98,800-157,800              |



# Key Product – Emgrand GS

Monthly Sales Volume of Emgrand GS



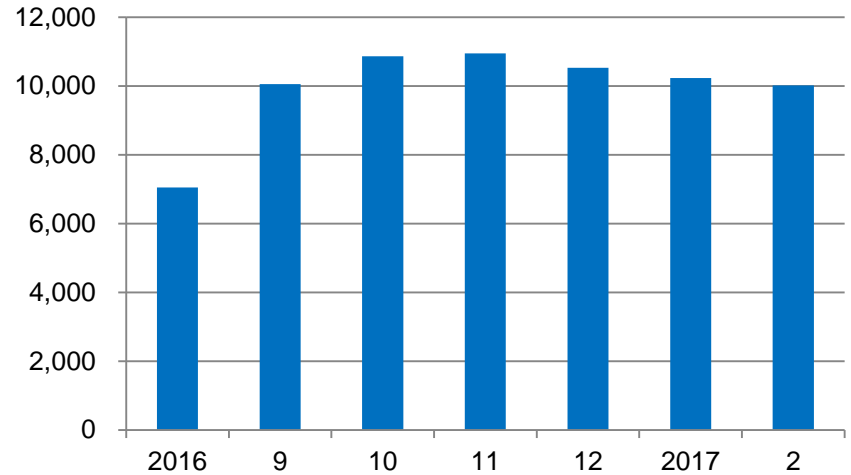
|                       |                      |
|-----------------------|----------------------|
| <b>Engine:</b>        | 1.3T, 1.8L           |
| <b>Transmissions:</b> | 6DCT, 6MT            |
| <b>Dimension:</b>     | 4440/1833/1560       |
| <b>Wheelbase:</b>     | 2700                 |
| <b>Power:</b>         | 95kw/5500rpm (1.3T)  |
| <b>Max. Torque:</b>   | 185/1750-4500N.m/rpm |
| <b>MSRP:</b>          | RMB77,800-108,800    |



# Key Product – Vision SUV



Monthly Sales Volume of Vision SUV



|                       |                      |
|-----------------------|----------------------|
| <b>Engine:</b>        | 1.3T, 1.8L           |
| <b>Transmissions:</b> | 8CVT, 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>          | RMB81,900-101,900    |

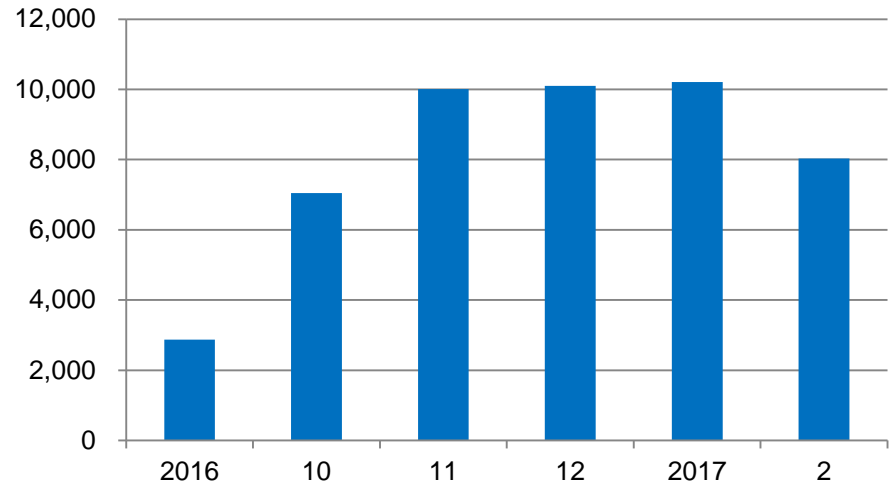




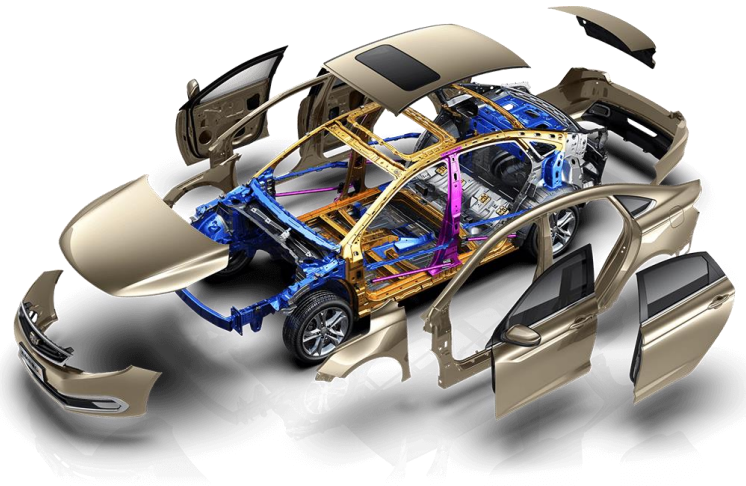
# Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



|                       |                      |
|-----------------------|----------------------|
| <b>Engine:</b>        | 1.3T, 1.8L           |
| <b>Transmissions:</b> | 6DCT, 6MT            |
| <b>Dimension:</b>     | 4825/1802/1478       |
| <b>Wheelbase:</b>     | 2700                 |
| <b>Power:</b>         | 95kw/5500rpm (1.3T)  |
| <b>Max. Torque:</b>   | 185/1750-4500N.m/rpm |
| <b>MSRP:</b>          | RMB78,800-113,800    |



# New Energy Strategy



*Energy Efficiency < 5.0L/100Km  
by 2020*



*Affordable PHEVs at Prices of Traditional  
Cars*



*New Energy Vehicles = 90% of Total Sales  
(PHEV/HEV:65% EV:35%)*



*Successful Development of Hydrogen/Metal  
Fuel Battery Vehicles*

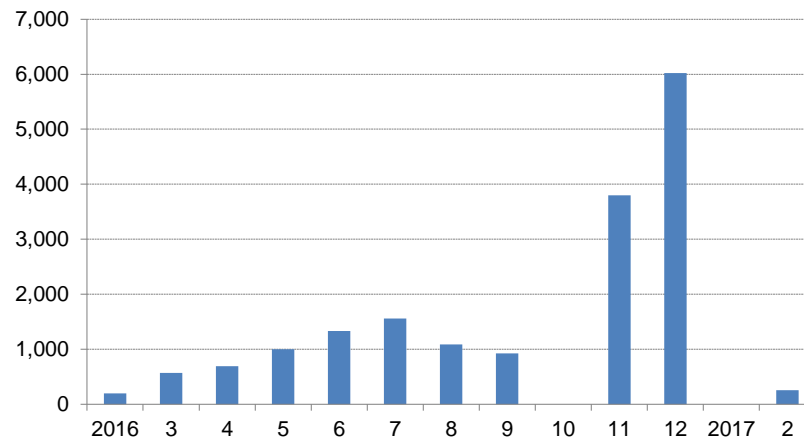


*Leading New Energy, Smart Car and Light  
Weight Technologies*

# New Product – Emgrand EV



Monthly Sales Volume of Emgrand EV



- **Power: 95kw**
- **Torque: 250 Nm**
- **Top Speed: 140km/h**
- **Acceleration: 4.3s (0-50km/h)**
- **Range: 330km @ 60km/h**
- **Range: 253km (combined)**
- **Battery Capacity: 45kWh (NCM)**
- **Two Charging Ports: Slow (14 hours) / Fast (48 minutes)**



# New Products

**2017 sales volume target at 1,000,000 units (+31% over 2016)**

- **Two new Compact SUVs, including Vision X1**
- **Upgraded versions of existing major models**
- **New HEV, PHEV models**
- **First batch of new models from CMA (Compact Modular Architecture) platform, developed jointly by Volvo Car and Geely Auto.**



# LYNK & CO

- **New global brand and innovative business model**
- **Personal, Connected and Open**
- **Supported by new vehicle models developed from CMA**
- **Ultra efficient powertrains, characterized by traditional and electrified powertrains, 7-speed DCT and manual gearbox**
- **Fixed and transparent prices**
- **Sold online or in owned stores**
- **First vehicle model: Lynk&Co01**
- **Start in 4Q 2017 in China, followed by Europe and USA**





# Customer Service Satisfaction



## J.D.Power Asia Pacific 2016 China Customer Service Index (CSI) Study<sup>SM</sup>

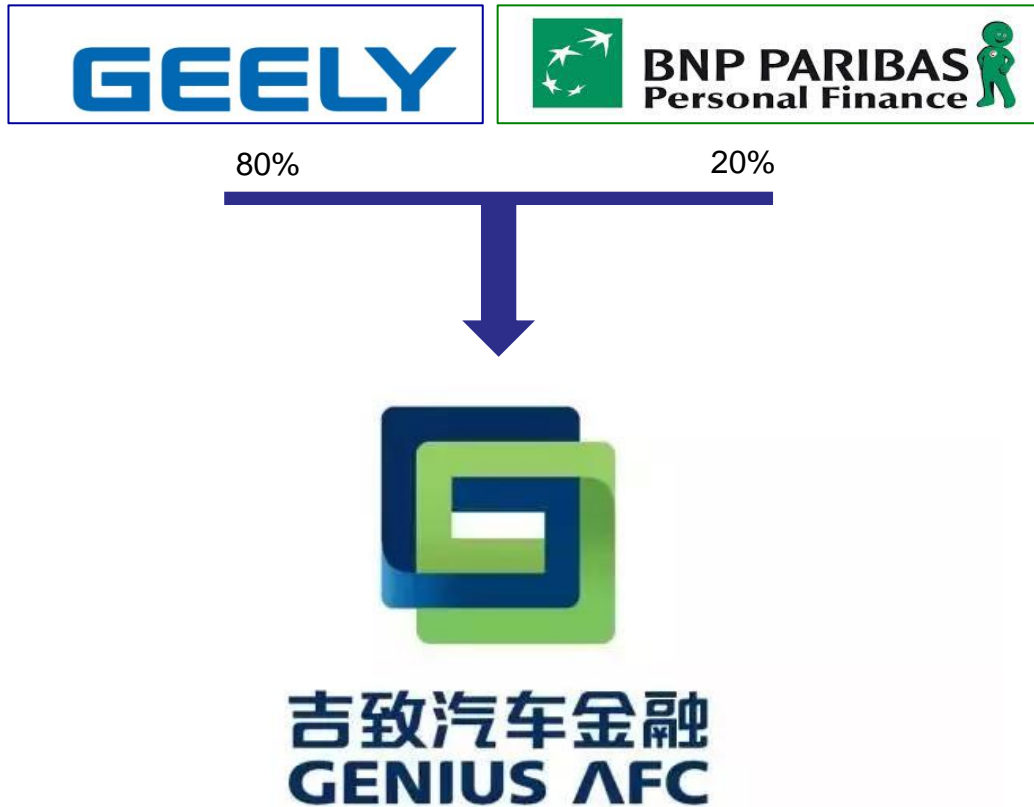
| Brand               | Points# | Overall Rank | Sector Rank* |
|---------------------|---------|--------------|--------------|
| Geely               | 741     | 8            | 3            |
| Mass Market Average | 674     |              |              |

# based on a 1,000-point scale and study of 74 passenger vehicle brands in China

\* ranking amongst Chinese domestic brands

Source: J.D.Power Asia Pacific 2016 China Customer Service Index (CSI) Study<sup>SM</sup>

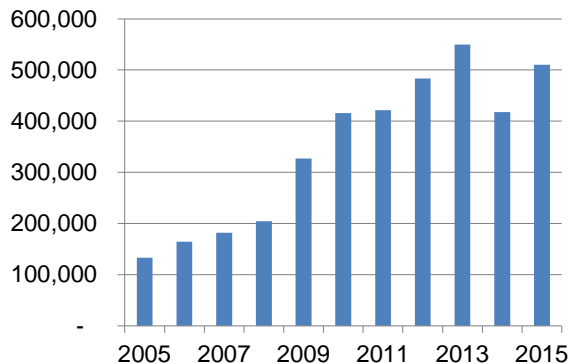
# Auto Finance Joint Venture



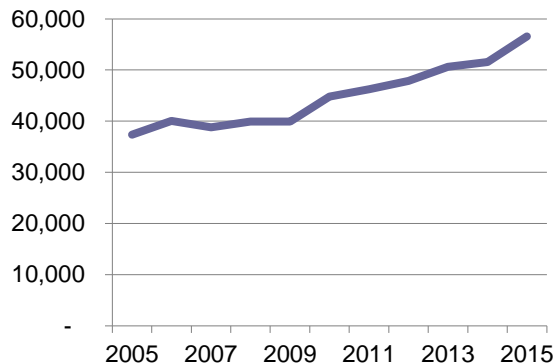
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole China market

# Financial Performance

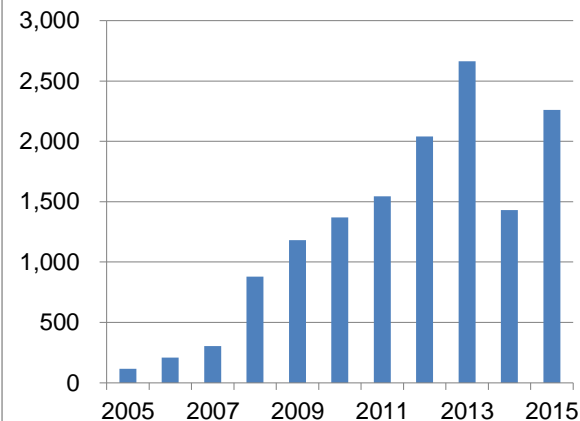
### Annual Sales Volume



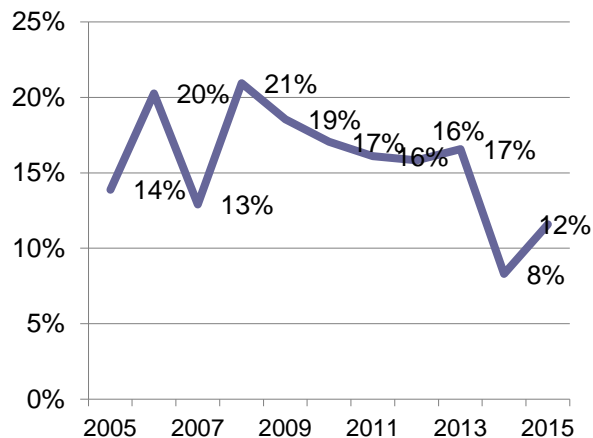
### Average Ex-factory Price



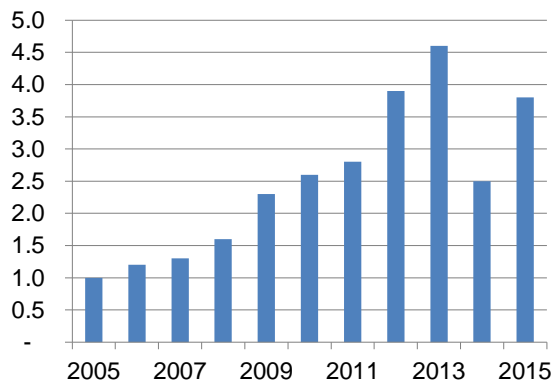
### Net Profit



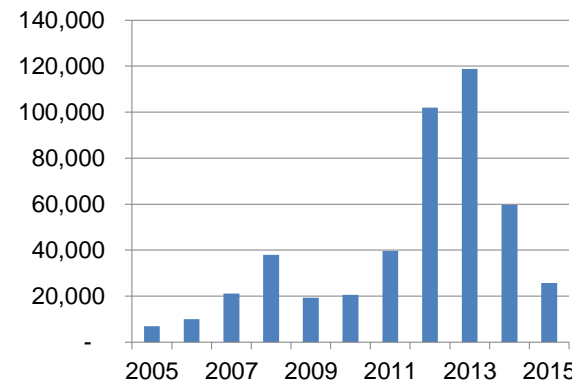
### Return on Equity



### Cash Dividend Per Share (HK Cents)



### Export Sales Volume



# Strategy

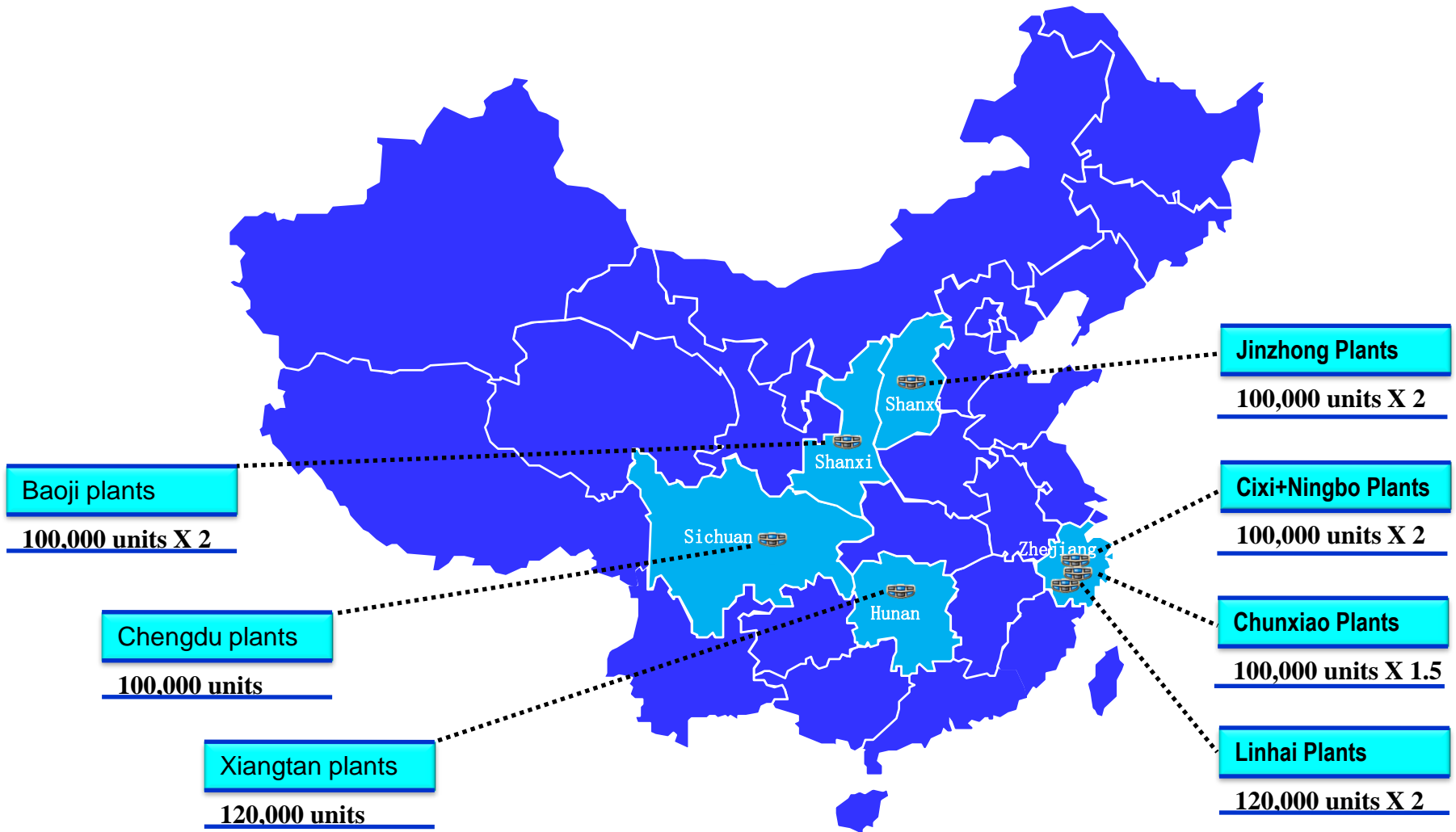
|          |   |
|----------|---|
| Products | <ul style="list-style-type: none"><li>• Platform and modular architecture;</li><li>• Focus on powertrain technology;</li><li>• In-house international design capabilities;</li><li>• Joint product architecture with Volvo Car;</li><li>• Focus on EV, PHEV &amp; HEV to speed up new energy product offerings</li><li>• Strategic alliance to upgrade technologies</li></ul> |
| Services | <ul style="list-style-type: none"><li>• 691 dealers in China;</li><li>• 23 sales agents, 355 sales and service outlets in 24 oversea countries;</li><li>• Vehicle finance JV with BNP Paribas Personal Finance</li></ul>  |
| Branding | <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>          | 23,929 (on 30/6/2016)   |
| <b>Manufacturing facilities:</b> | 7 plants in China + 1 JV plant in Belarus   |
| <b>Products:</b>                 | 13 major models under 5 platforms   |
| <b>Distribution network:</b>     | 691 dealers in China;<br>23 sales agents, 355 sales and service outlets in 24 oversea countries |
| <b>2015 sales volume:</b>        | 510,097 units (95% in China market)   |
| <b>2015 revenues:</b>            | US\$4.7 billion   |
| <b>Market Capitalization:</b>    | US\$11.5 billion (10 Feb. 2017)   |



# Capacity by Plants in 2017



\* The total capacity will reach 1,210,000 units with 5 plants at two shifts.

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