

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

May 2017



Sales Performance

Jan.- Apr. 2017

Overall: 365,308 units, +94% YoY
Domestic: 362,473 units +102% YoY
Exports: 2,835 units -65% YoY

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

211,246 units +73% YoY



SUVs (Vision SUV+Boyue)

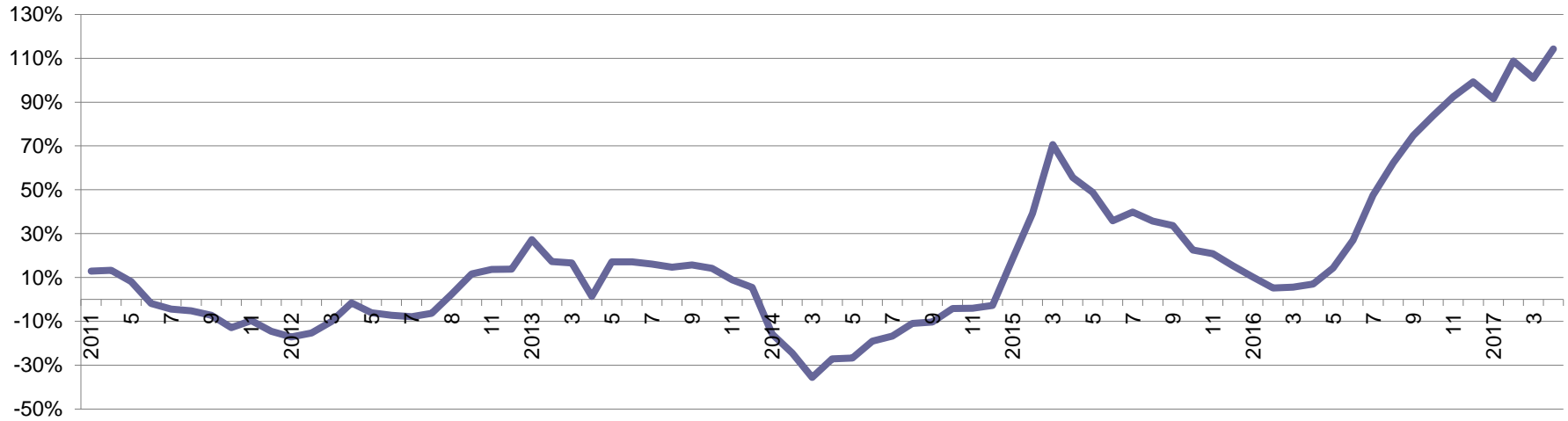
121,637 units +578% YoY



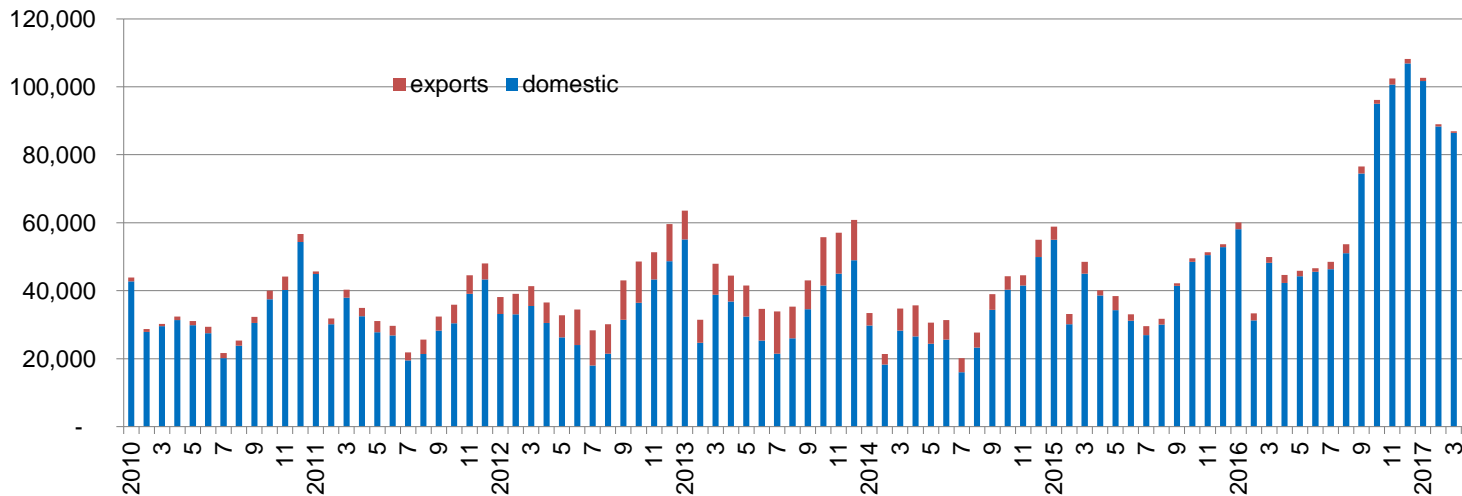
Sales Performance

Jan.- Apr. 2017

Domestic Sales Volume (3MMA+/-%)



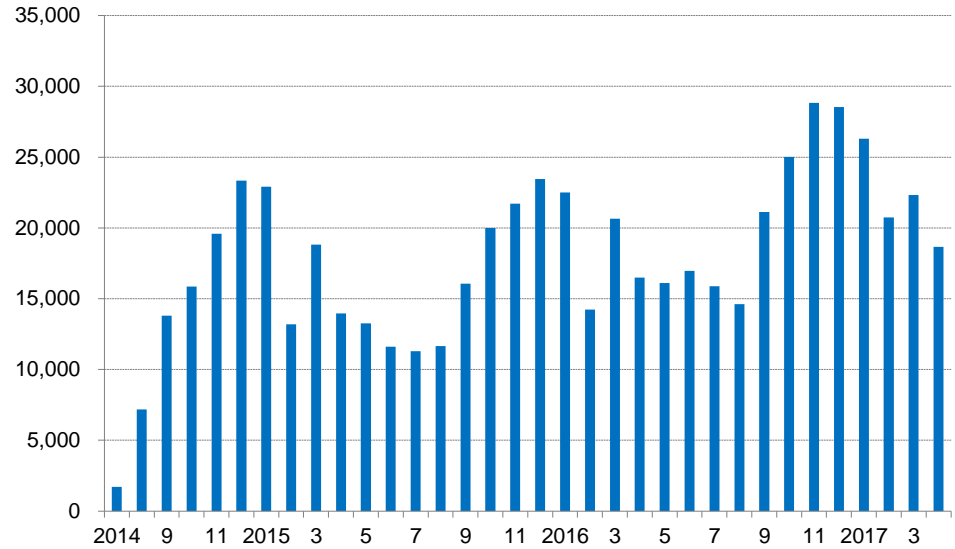
Monthly Sales Volume



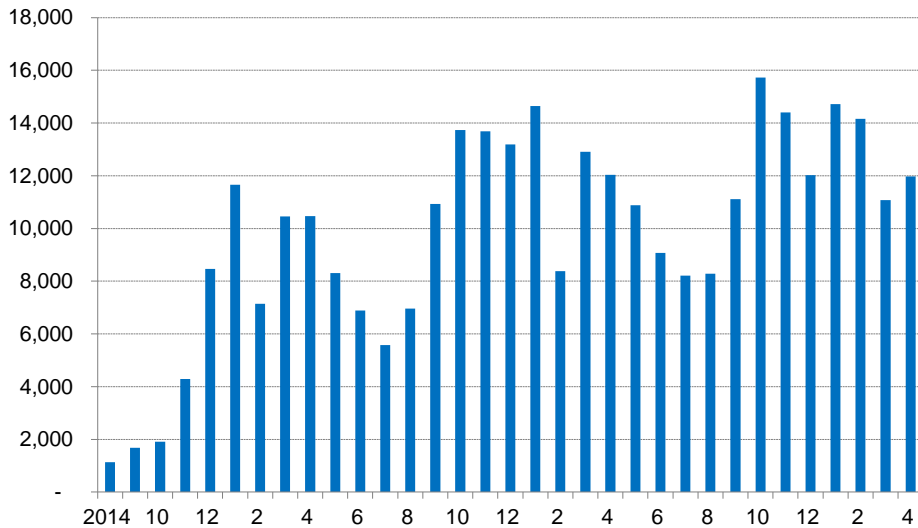
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



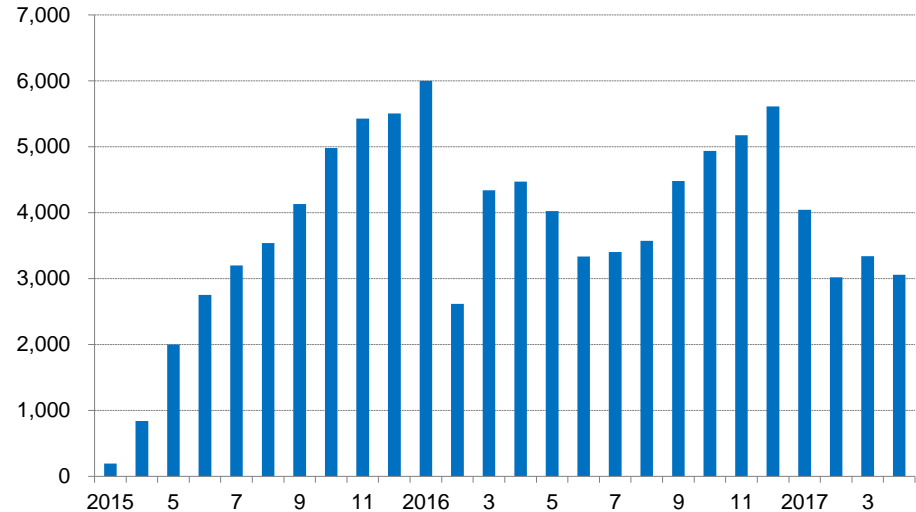
Monthly Sales Volume of Vision



Key Model – GC9



Monthly Sales Volume of GC9



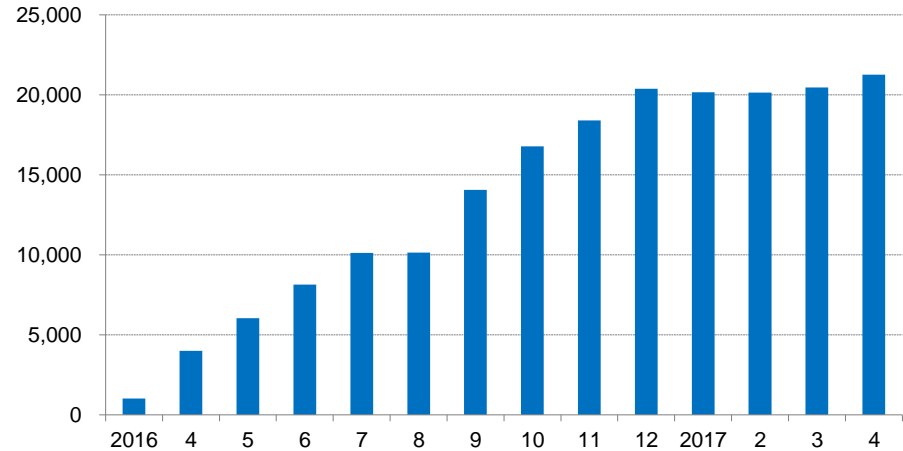
| | |
|-----------------------|--------------------------------|
| Engine: | 1.8T, 2.0L |
| Transmissions: | 6AT |
| Dimension: | 4956/1861/1513 |
| Wheelbase: | 2850 |
| Power: | 163Kw (1.8T) |
| Max. Torque: | 250/1500-4500 N.m/rpm(1.8T) |
| MSRP: | RMB129,800-176,800 |



Key Model – Boyue



Monthly Sales Volume of Boyue

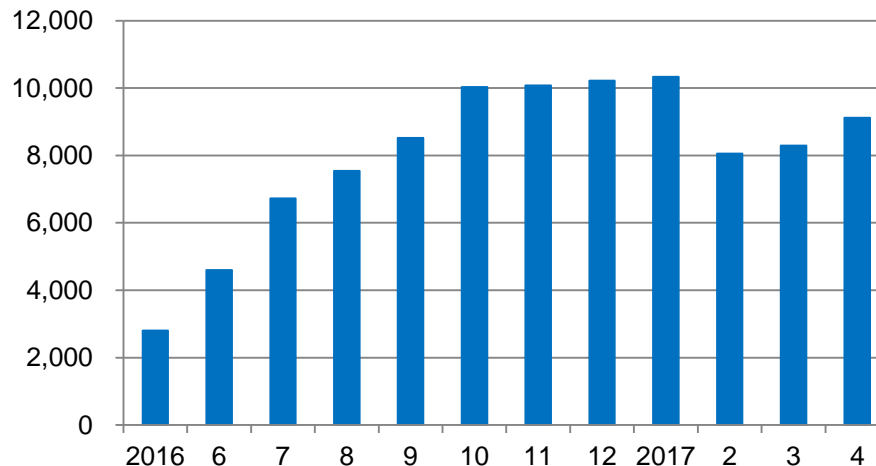


| | |
|-----------------------|--------------------------------|
| Engine: | 1.8T, 2.0L |
| Transmissions: | 6MT, 6AT |
| Dimension: | 4519/1831/1694 |
| Wheelbase: | 2670 |
| Power: | 135Kw (1.8T) |
| Max. Torque: | 285/1500-4000 N.m/rpm(1.8T) |
| MSRP: | RMB98,800-157,800 |



Key Product – Emgrand GS

Monthly Sales Volume of Emgrand GS



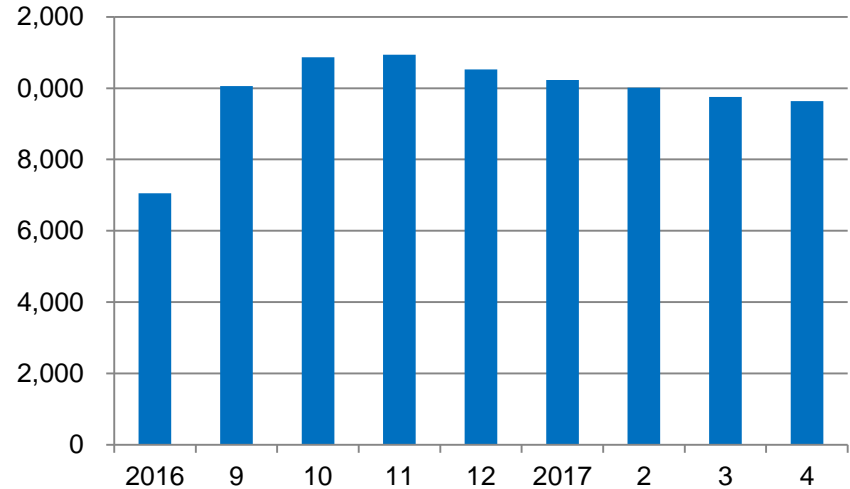
| | |
|-----------------------|----------------------|
| Engine: | 1.3T, 1.8L |
| Transmissions: | 6DCT, 6MT |
| Dimension: | 4440/1833/1560 |
| Wheelbase: | 2700 |
| Power: | 95kw/5500rpm (1.3T) |
| Max. Torque: | 185/1750-4500N.m/rpm |
| MSRP: | RMB77,800-108,800 |



Key Product – Vision SUV



Monthly Sales Volume of Vision SUV



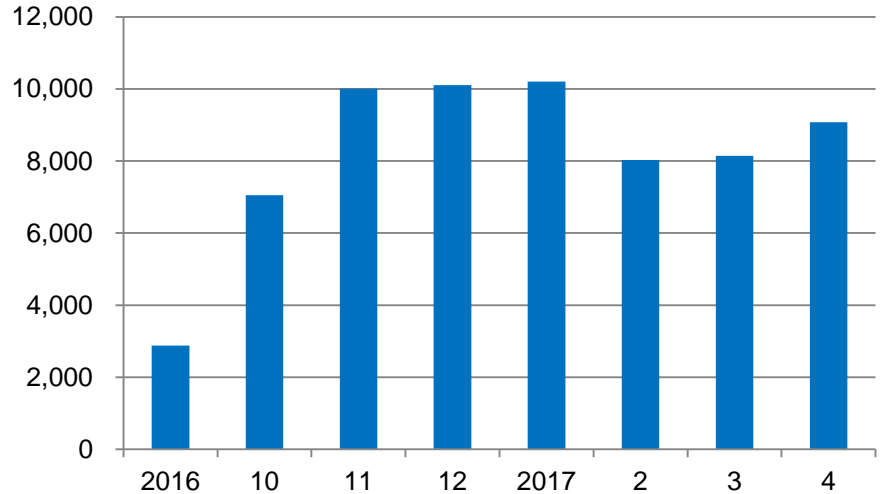
| | |
|-----------------------|----------------------|
| Engine: | 1.3T, 1.8L |
| Transmissions: | 8CVT, 5MT |
| Dimension: | 4500/1834/1707 |
| Wheelbase: | 2661 |
| Power: | 98kw/5500rpm (1.3T) |
| Max. Torque: | 185/2000-4500N.m/rpm |
| MSRP: | RMB81,900-101,900 |



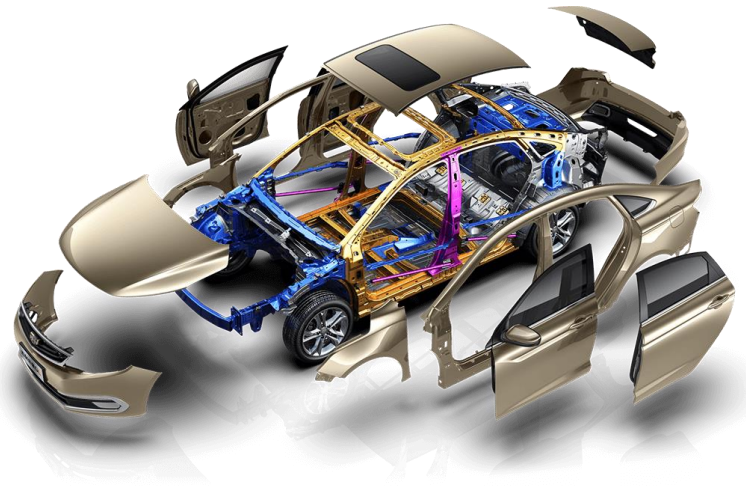
Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



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

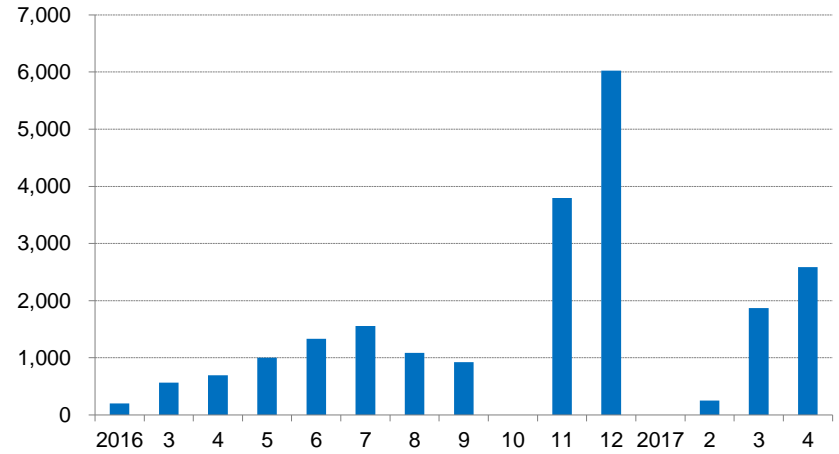


*Leading New Energy, Smart Car and Light
Weight Technologies*

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

- **Global brand, Global manufacturing, European design & technologies, Innovative business model**
- **Flexible subscription and outright purchase packages**
- **Equipped with efficient car sharing technologies**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **Personal, Open and Connected**
- **Fixed and transparent prices**
- **Sold online or in dealership stores**

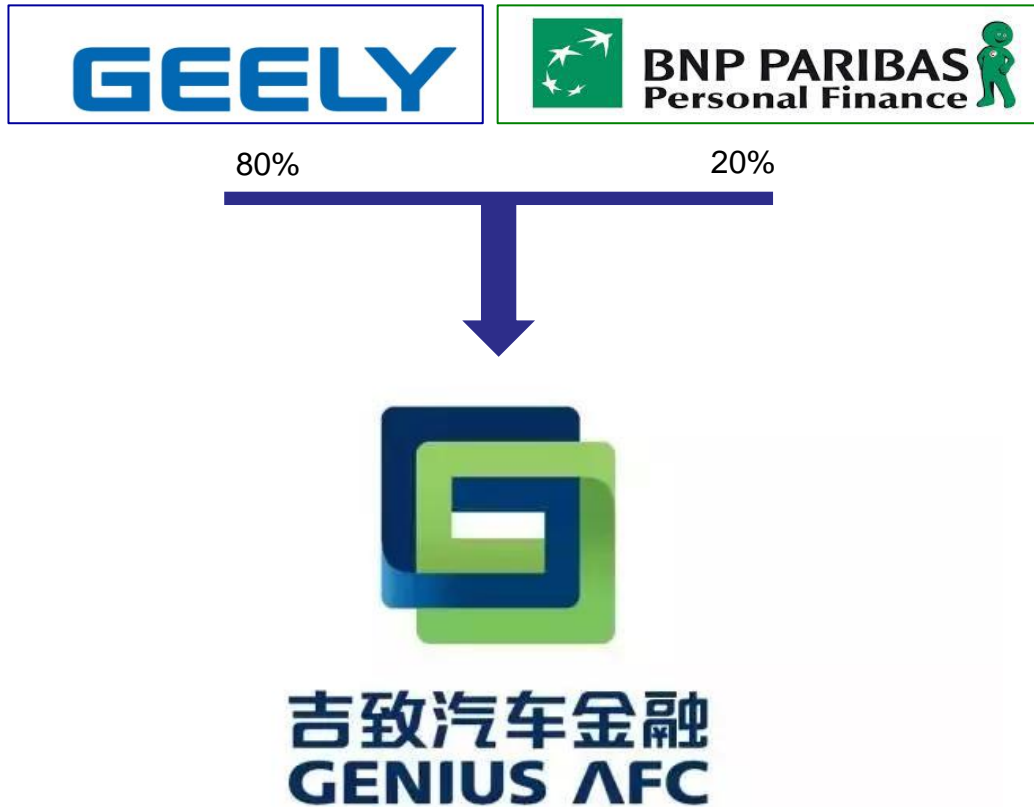


Lynk & Co

- Supported by new vehicle models developed from CMA
- Ultra efficient powertrains, characterized by traditional and electrified powertrains, 7-speed DCT and manual gearbox
- First vehicle model: Lynk&Co01 to be manufactured by Volvo Car's new plant in Luqiao
- 4Q 2017 in China via 200 stores in 120 cities
- Lifetime warranty, roadside assist & free data
- 1Q 2019 in Europe, followed by USA
- 10 new models by 2020



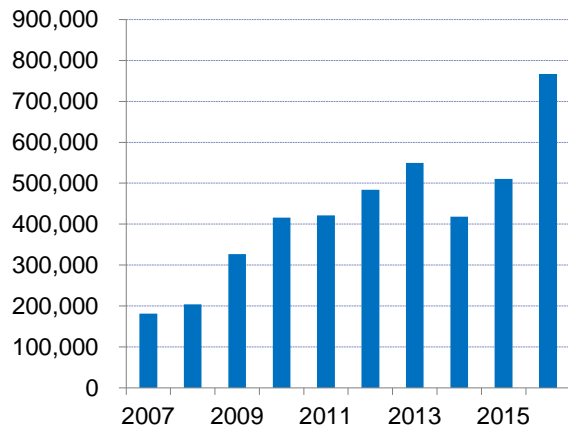
Auto Finance Joint Venture



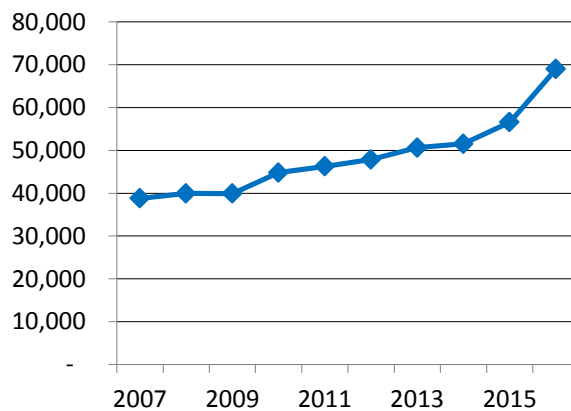
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole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

Financial Performance

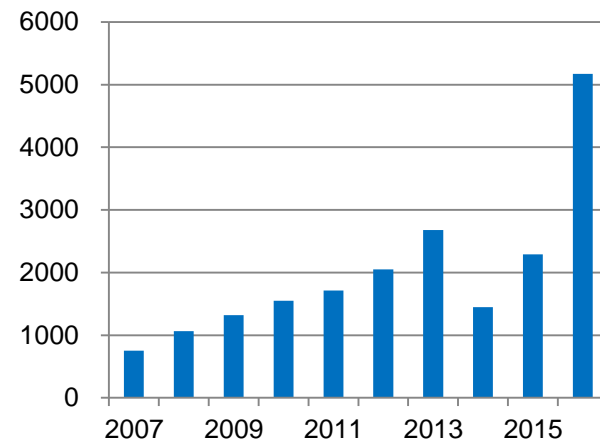
Sales Volume



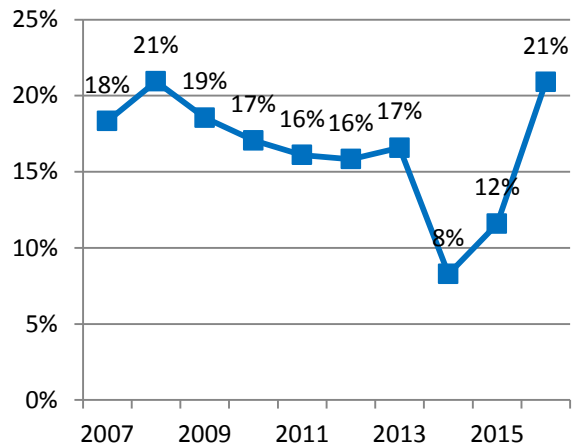
Average Ex-factory Price



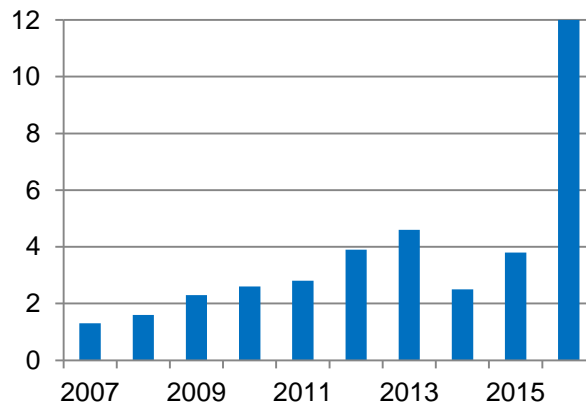
Net Profit



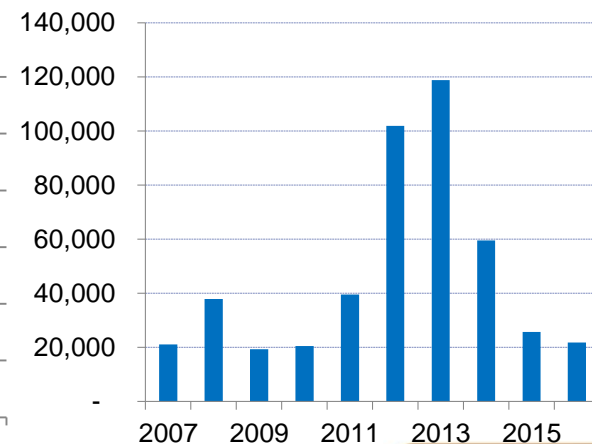
Return on Equity



Cash Dividend per Share (HK Cents)



Export Sales Volume



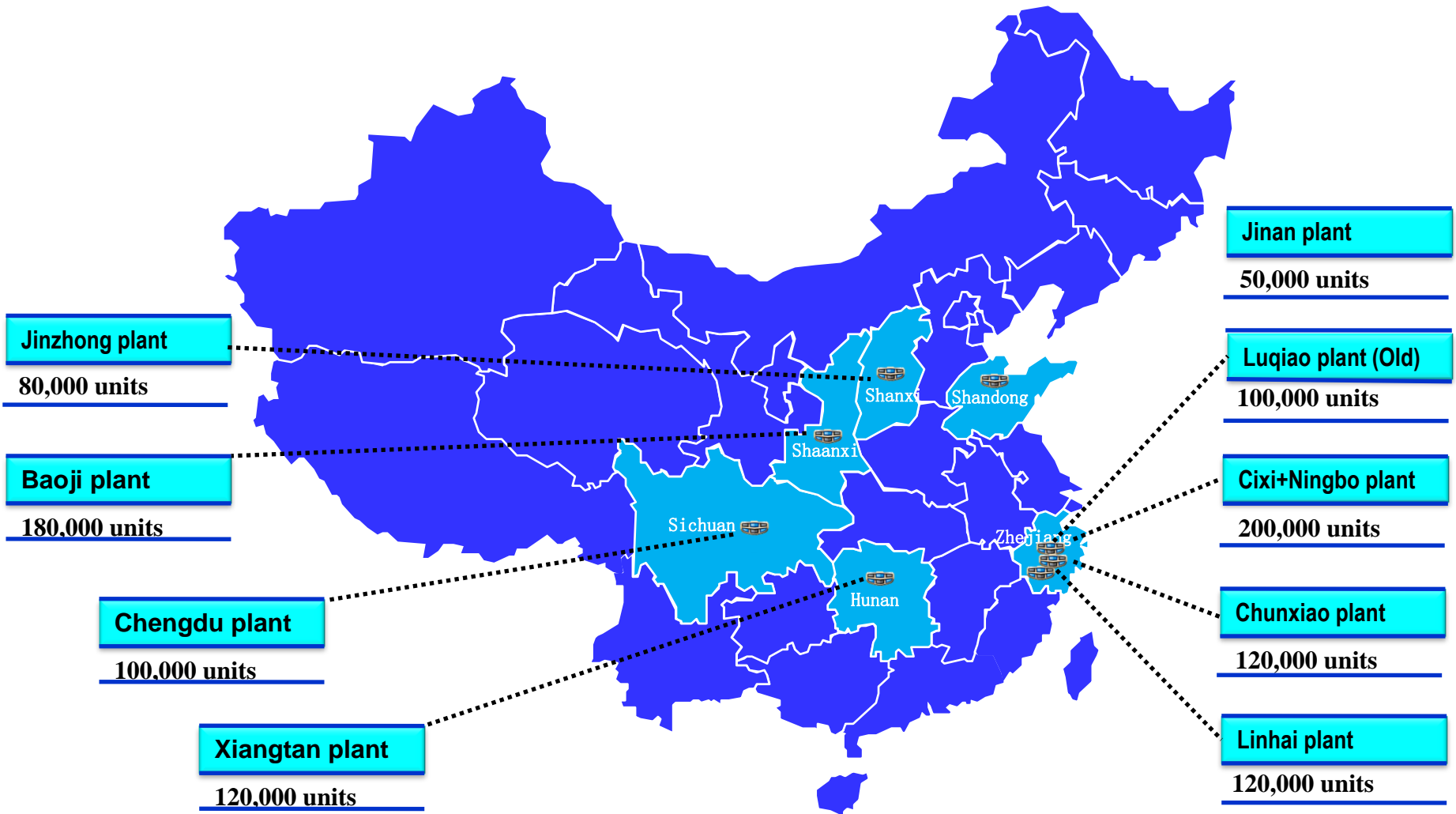
Strategy

| | |
|-----------------|---|
| | |
| <p>Products</p> | <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 & HEV to speed up new energy product offerings; • Strategic alliance to upgrade technologies |
| <p>Services</p> | <ul style="list-style-type: none"> • More than 920 dealers in China; • 24 sales agents, 489 sales and service outlets in 23 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance |
| <p>Branding</p> | <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: | 35,100 (on Dec. 31 st , 2016) |
| Manufacturing facilities: | 9 plants in China + 1 JV plant in Belarus |
| Products: | 10 major models under 5 platforms |
| Distribution network: | More than 920 dealers in China; 24 sales agents, 489 sales and service outlets in 23 oversea countries |
| 2016 sales volume: | 765,970 units (97% in China market) |
| 2016 revenues: | US\$7.9 billion |
| Market Capitalization: | US\$12.3 billion (on May 8 th , 2017) |

Capacity by Plants



* The designed total capacity is 1,070,000 units as of Dec. 31st, 2016, with all the plants at two shifts.

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