

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Aug 2019



Sales Performance

Jan-Jul 2019

Overall:	743,055 units -16% YoY
Domestic:	700,447 units -20% YoY
Exports:	42,608 units +280% YoY
NEEV:	62,076 units +181% YoY

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

291,427 units -21% YoY

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

431,920 units -17% YoY

MPV (Jiaji)

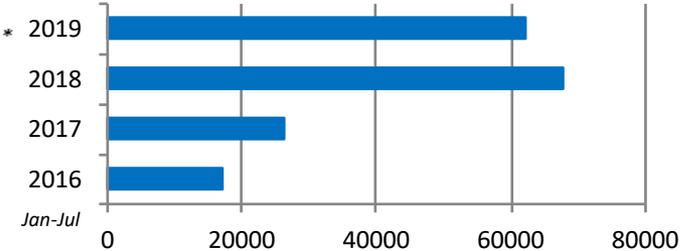
19,708 units



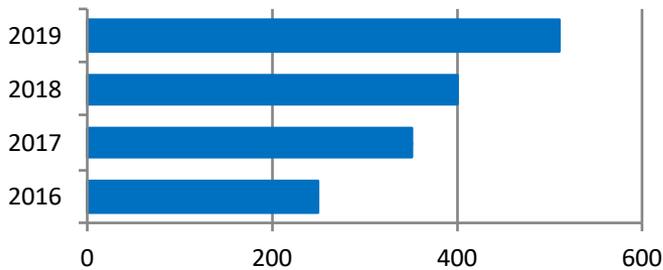
New Energy and Electrified Vehicles

New NEEV models

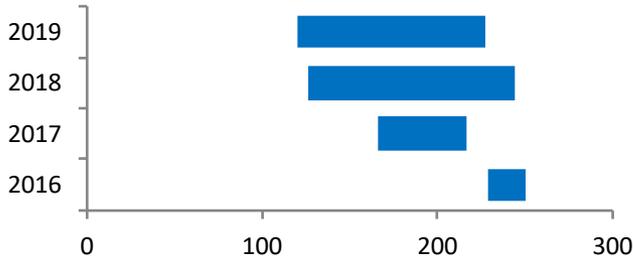
NEEVs - Sales Volume (units)



EV - Range Per Charge(km)



Price Range (RMB '000)



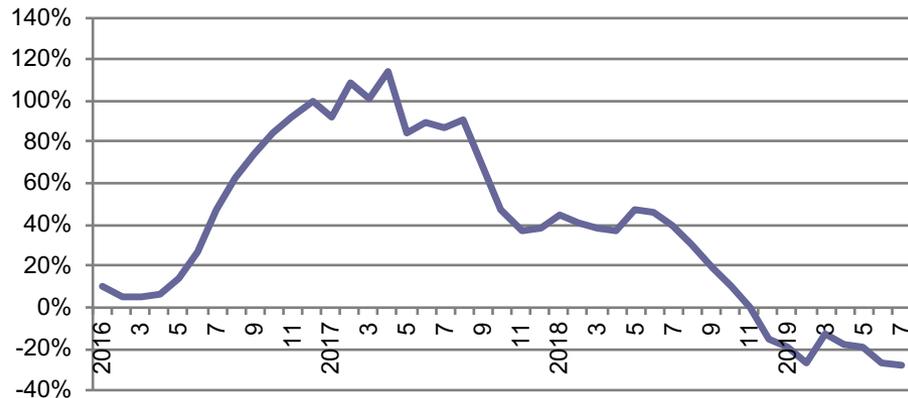
2019			
	Xingyue MHEV	Xingyue PHEV	Geometry A
			
	Binyue MHEV	Binyue PHEV	Jiaji MHEV/PHEV
2018			
	Borui GE MHEV	Borui GE PHEV	01 PHEV
			
	Emgrand EV350	Emgrand EV450	GSe
2017			
2016	Emgrand EV300 (2017)	Emgrand PHEV (2017)	Emgrand EV (2016)

Sales Performance

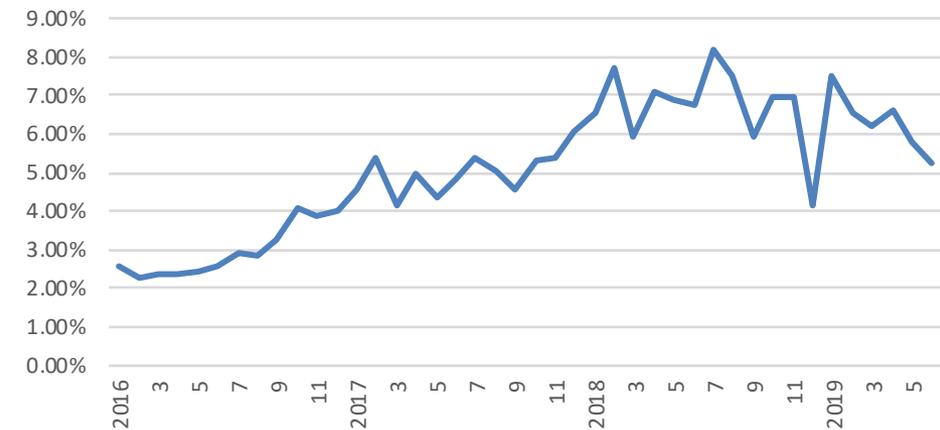
Monthly Sales Volume



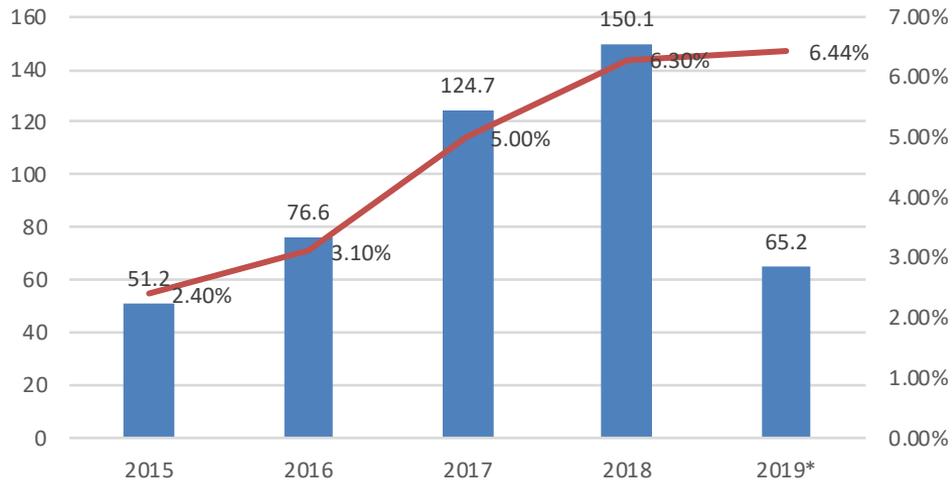
Domestic Sales Volume (3MMA+/-%)



Market Share



Yearly Sales Vol & Market Share

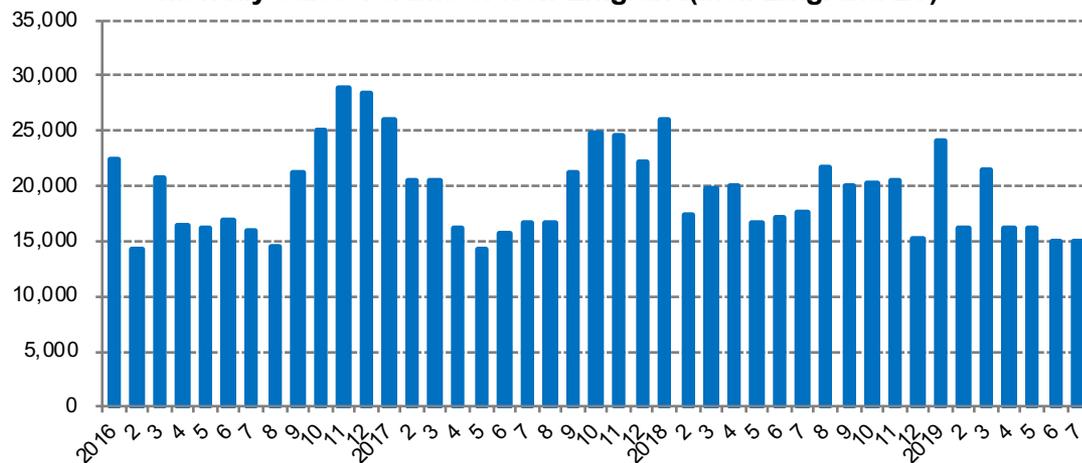


*End to Jun

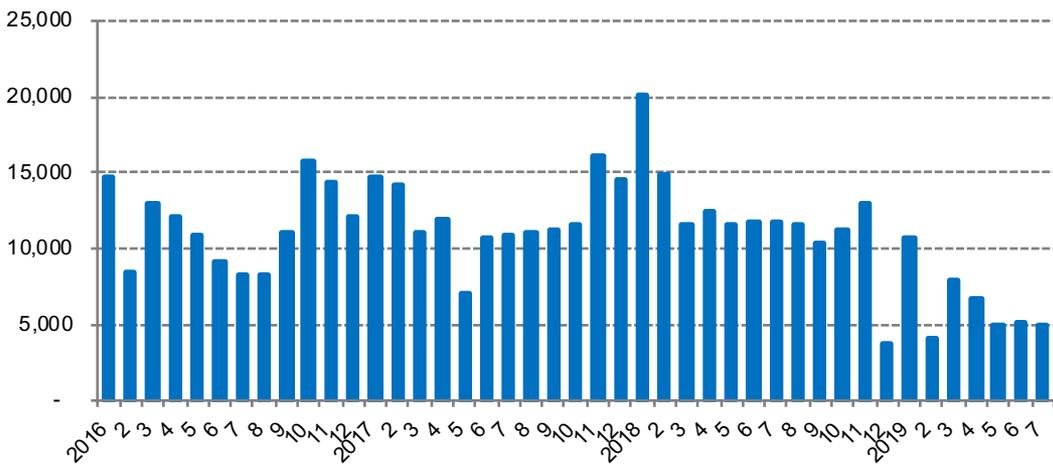
New Emgrand & Vision



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



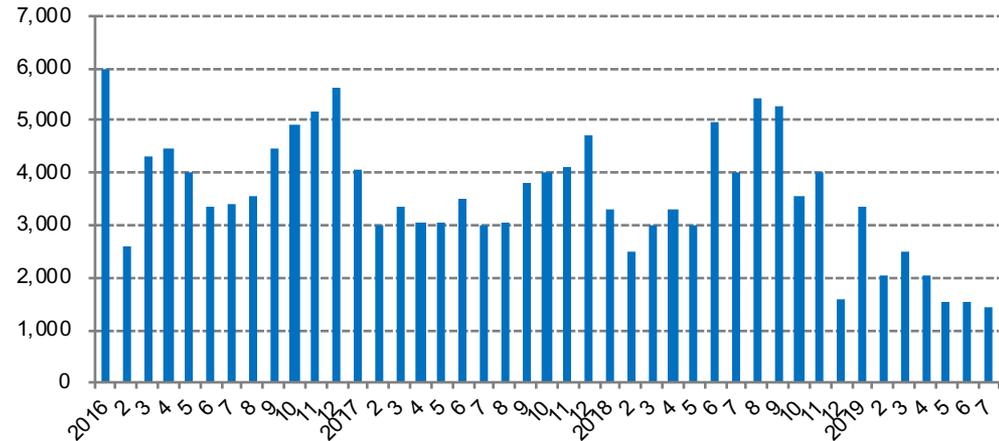
Monthly Sales Volume of Vision



Borui GE



Monthly Sales Volume of Borui(incl. Borui GE)



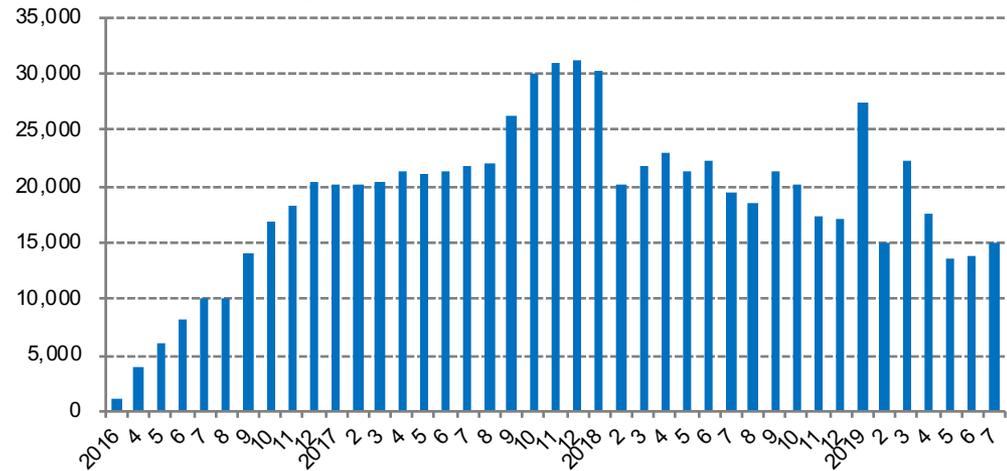
Powertrain:	1.5TD+48V BSG +7DCT 1.5TD+EV Motor+7DCT
Dimension:	4986/1861/1513
Wheelbase:	2870
Power:	142kw/192kw
Max. Torque:	300/425 N.m/rpm
MSRP:	RMB 136,800-199,800
Fuel consumption:	5.8L/100km 1.6L/100km

 <p>MHEV 轻度混合动力</p> <p>5.8L/100KM Fuel Consumption</p> <p>10% Power increase 15% Energy economy 0.3S Dynamic response</p>	 <p>PHEV 插电混合动力</p> <p>60KM EV mode range 7.4S 0-100KM/H 1.6L/100km Fuel Consumption</p> <p>P2.5 Architecture the most advanced tech 97% Transmission efficiency</p>
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Boyue



Monthly Sales Volume of Boyue



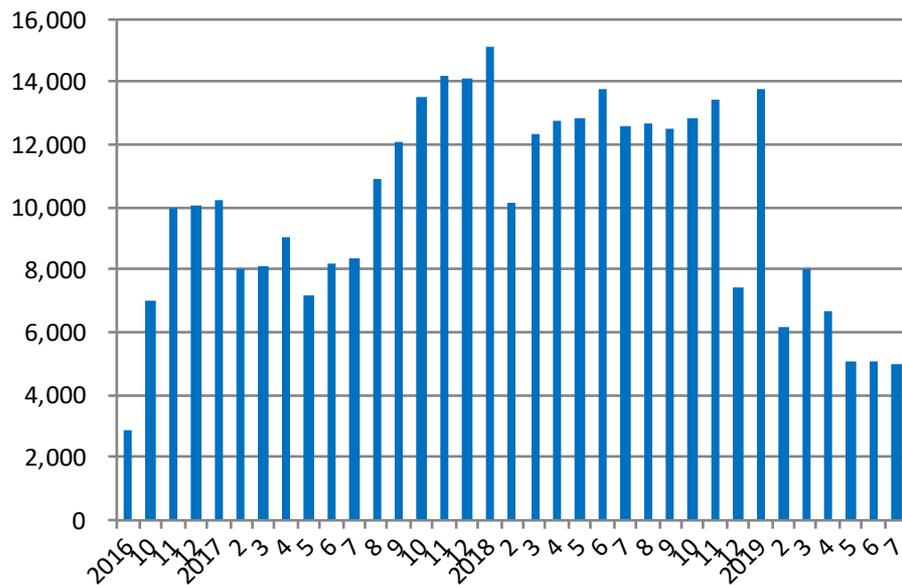
Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-159,800



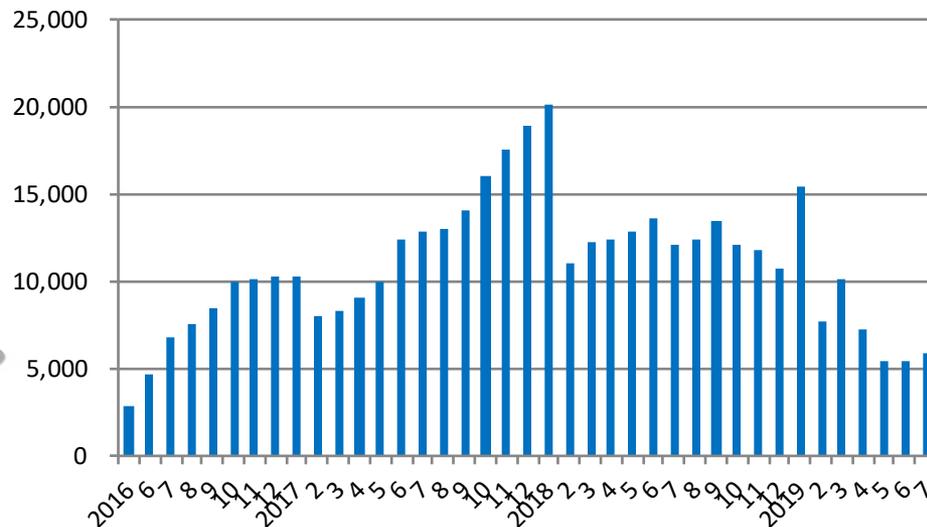
Emgrand GS & GL



Monthly Sales Volume of Emgrand GL(incl.GL PHEV)



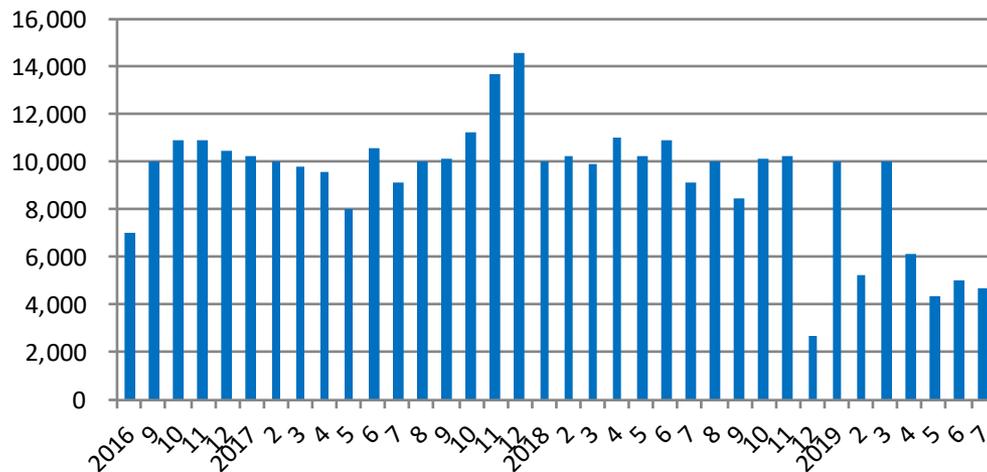
Monthly Sales Volume of Emgrand GS(incl. GSe)



Vision SUV



Monthly Sales Volume of Vision SUV



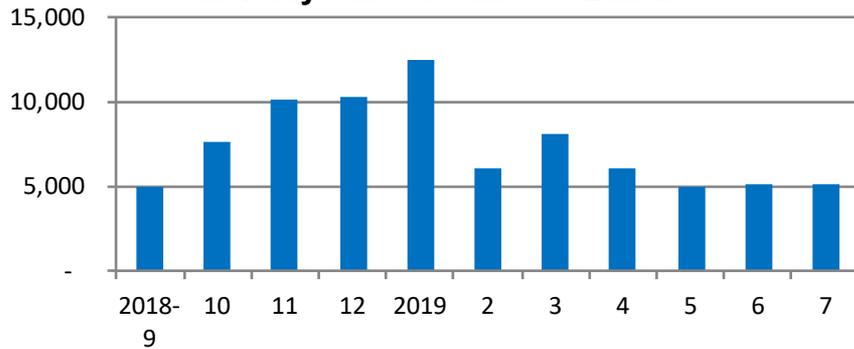
Engine:	1.3T, 1.8L
Transmissions:	CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900



New Model – Binrui & Binyue

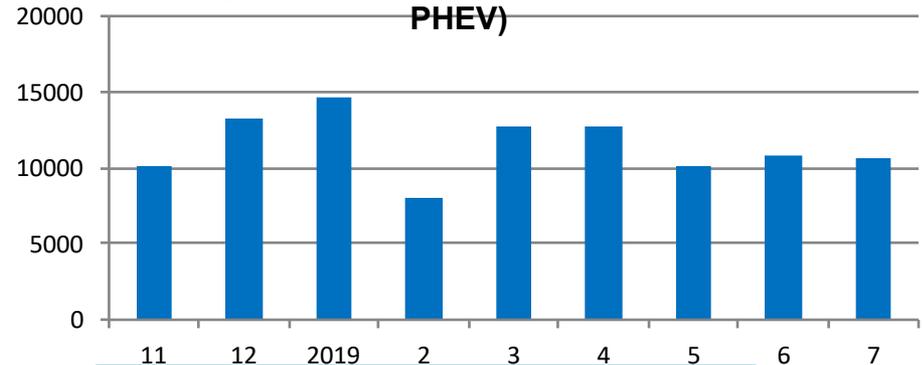


Monthly Sales Volume of Binrui



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(incl. Binyue PHEV)



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

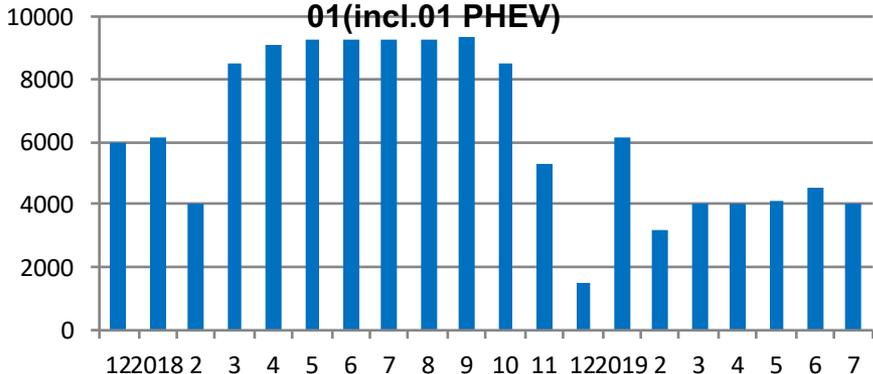
- **JV with 5:3:2 shareholding structure between the company, Volvo Car and the Zhejiang Geely holding group**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **Supported by new vehicle models developed from CMA**
- **239 stores in China by end 2018**
- **2020 in Europe, followed by USA; 10 new models by 2020**
- **Lynk & Co recorded 64,495 unit sales volume in Jan to Jul(+10% YoY).**



LYNK & CO

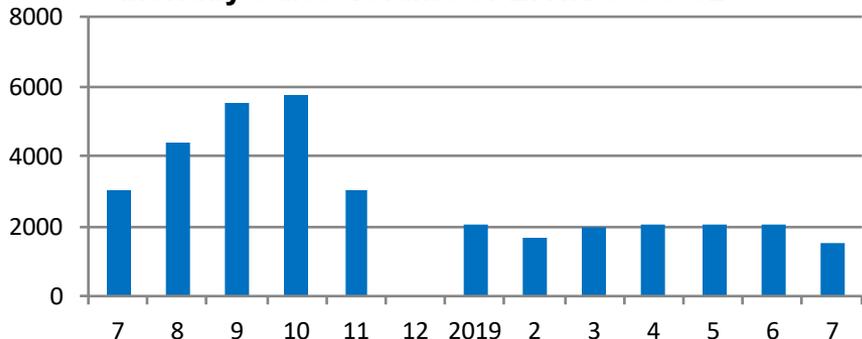
Monthly Sales Volume of LYNK & CO

01 (incl. 01 PHEV)



01

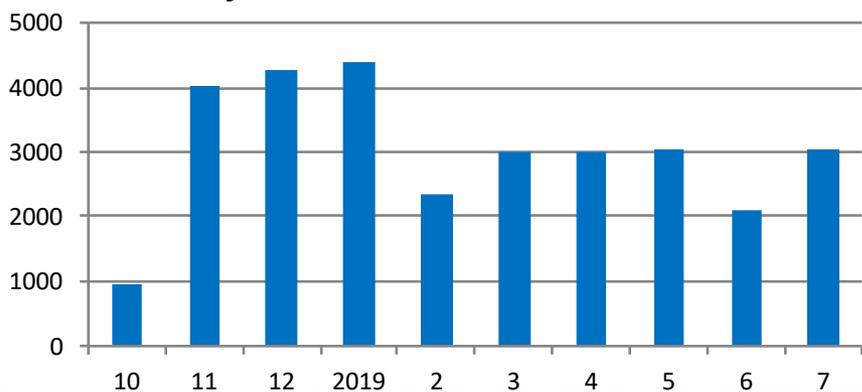
Monthly Sales Volume of LYNK & CO 02



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 StudySM (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 StudySM (IQS)

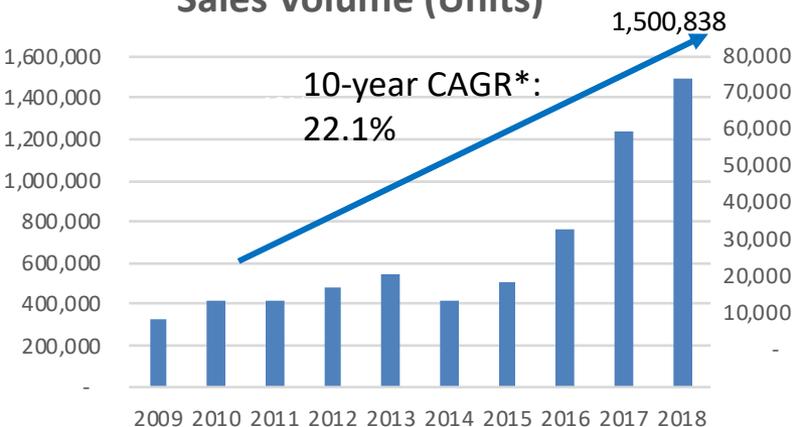
Geely GKUI

- 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



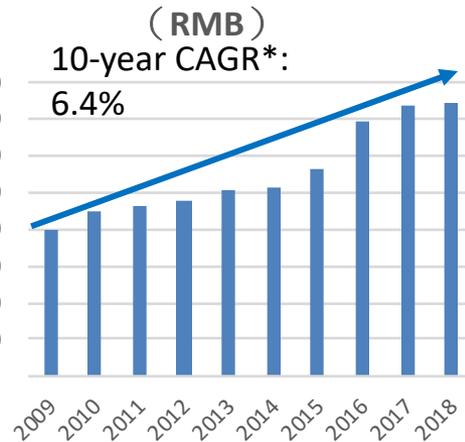
Financial Performance

Sales Volume (Units)

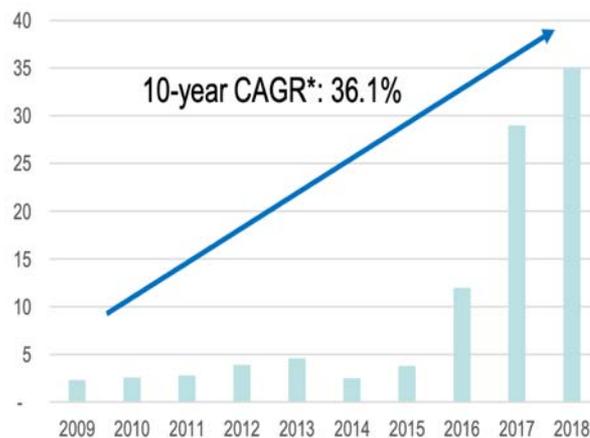


* CAGR: Compound Annual Growth Rate

Average Ex-factory Prices (RMB)



Cash DPS** (HK cents)



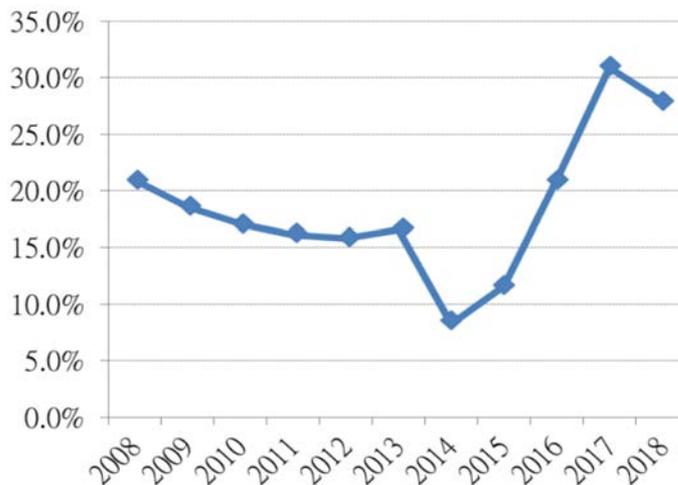
** DPS: Dividend Per Share

Net Profit (RMB Million)

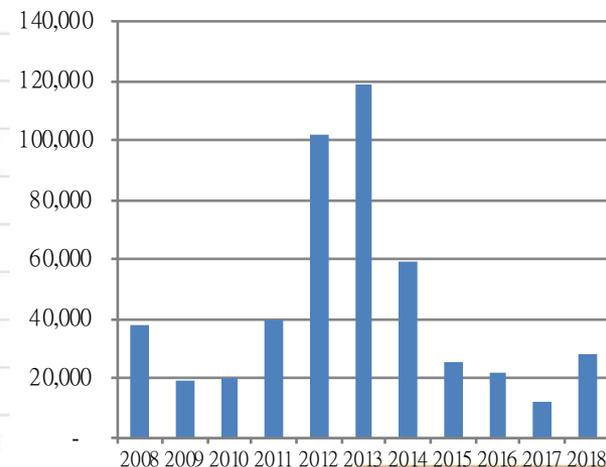


* CAGR: Compound Annual Growth Rate

Return of Equity



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

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">• 978 dealers and 239 LYNK & CO dealers in China;• 24 sales agents, 336 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;• “Geometry ” brand for BEV market

Geely Automobile in Figures

Year started:	1998
Total workforce:	52,400 (on Dec. 31 st , 2018)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Distribution network:	More than 978 Geely dealers , And 239 LYNK & CO dealers in China
2018 Sales Volume:	1,500,838 units
2018 Revenues:	US\$15.5 billion
Market Capitalization:	US\$12.5 billion (on Aug 7 th , 2019)

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