

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

February 2021



Sales Performance

	Jan 2021	2020 FY
Overall:	156,326 units +39% YoY	156,326 units +39% YoY
Domestic:	146,295 units +34% YoY	146,295 units +34% YoY
Exports:	10,031 units +236% YoY	10,031 units +236% YoY
NEEV*:	4,289 units -10% YoY	4,289 units -10% YoY



Sedans

60,823 units +43% YoY

SUVs

93,827 units +36% YoY

MPV

1,676 units +43% YoY

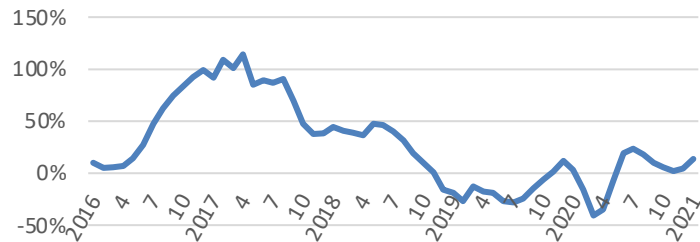
*New Energy and Electrified Vehicle which including MHEV,HEV,PHEV and BEV at this moment.

Sales Performance

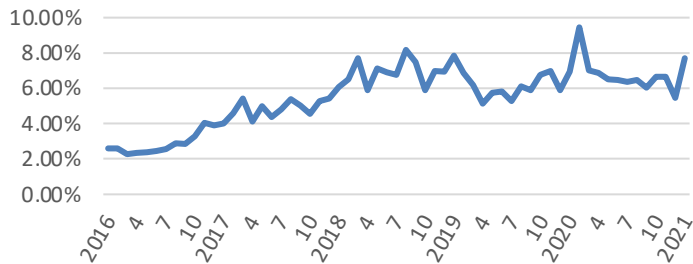
Monthly Sales Volume (units)



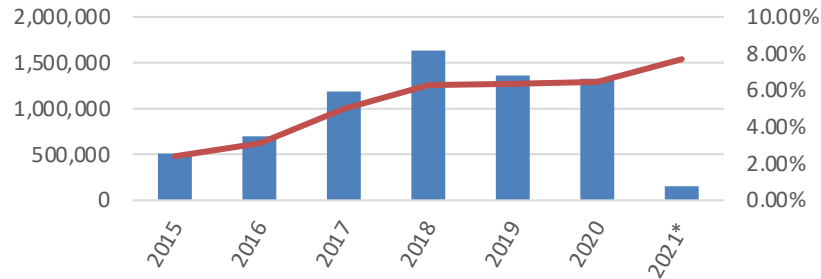
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Volume & Market Share

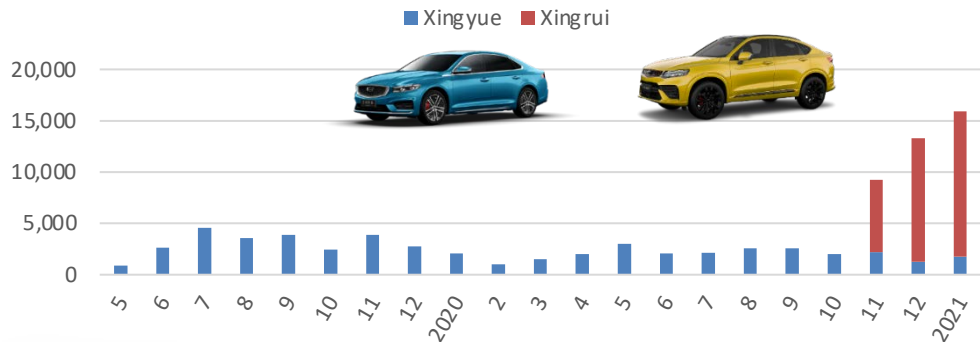


Xingrui & Xingyue

**China car
of the year**



Monthly Sales Volumn of Xingyue & Xingrui(units)



Xingrui



19th Asian Games
Hangzhou 2022



吉利汽车
GEELY AUTO

2022年第19届亚运会官方合作伙伴
Official Prestige Partner of the 19th Asian Games Hangzhou 2022

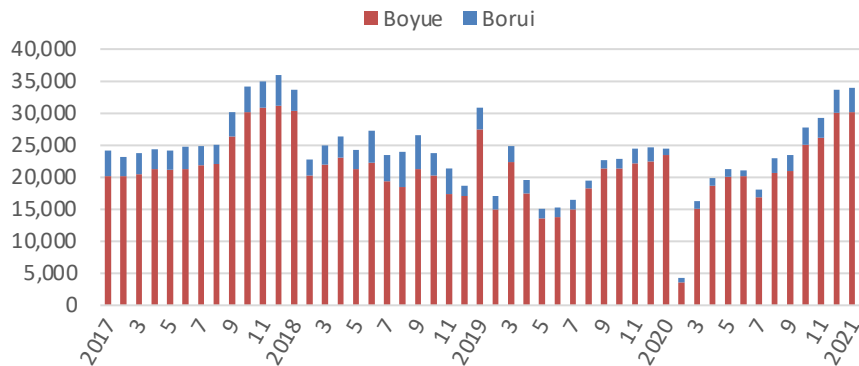
- First Geely Brand Sedan on CMA platform
- The 3rd month sales recorded 14K+
- Xingrui was awarded “China Car of the Year 2021”
- Selected as the official vehicle of the 19th Asian games Hangzhou 2022

Boyue & Borui



- Borui GE: the B segment sedan was awarded the “Grand Car in China 2019”
- Boyue is one of the best-selling SUV models in China & Malaysia.

Monthly Sales Volumn of Boyue & Borui (units)



Geely’s SUV Sales Volume Ranking

Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

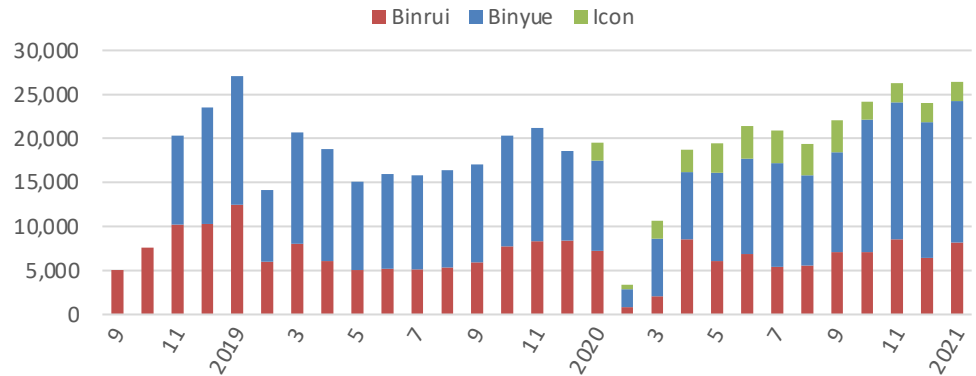
Binrui & Binyue & ICON



- All 3 models are based on BMA platform
- Binyue was Launched in Malaysian and Philippian Markets.



Monthly Sales Volumn of Binrui, Binyue & Icon (units)

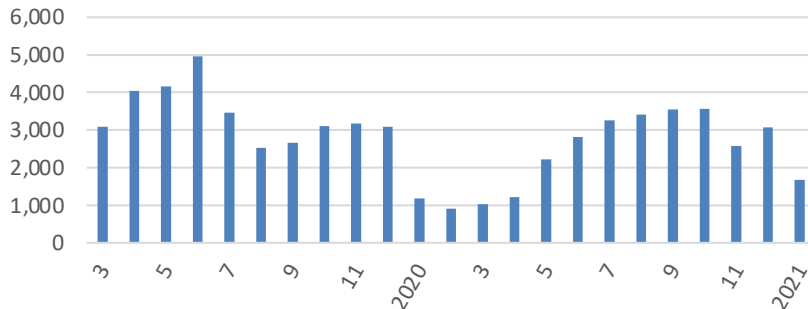


Jiaji & Haoyue

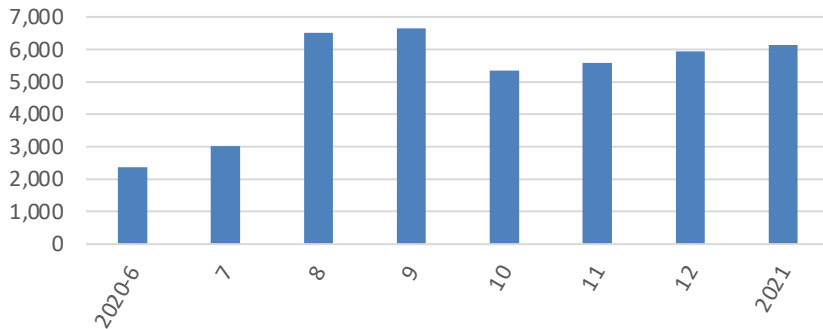


First Geely Brand MPV

Monthly Sales Volumn of Jiaji (units)



Sales Volume of Haoyue (units)



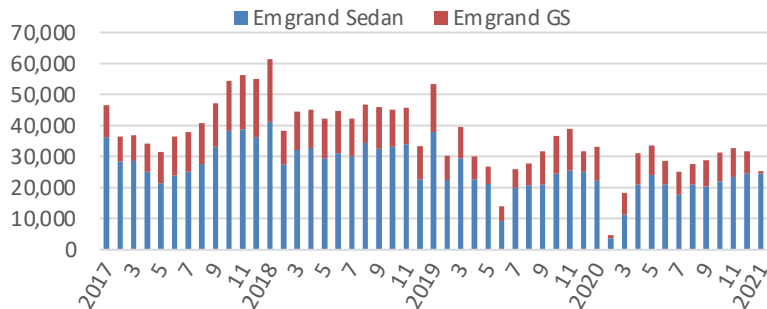
7-seater SUV

New Emgrand & Vision Family

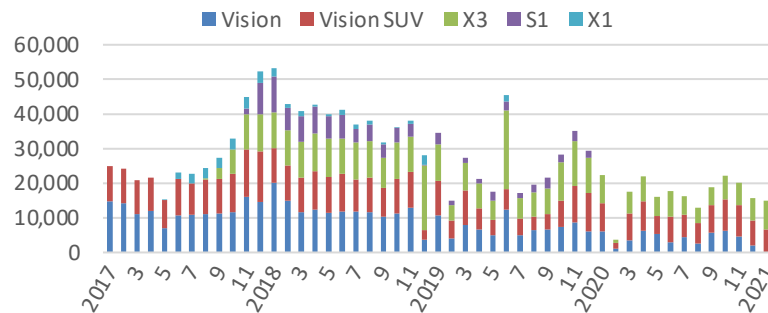
New Emgrand remains the best-selling sedan model among local brands.



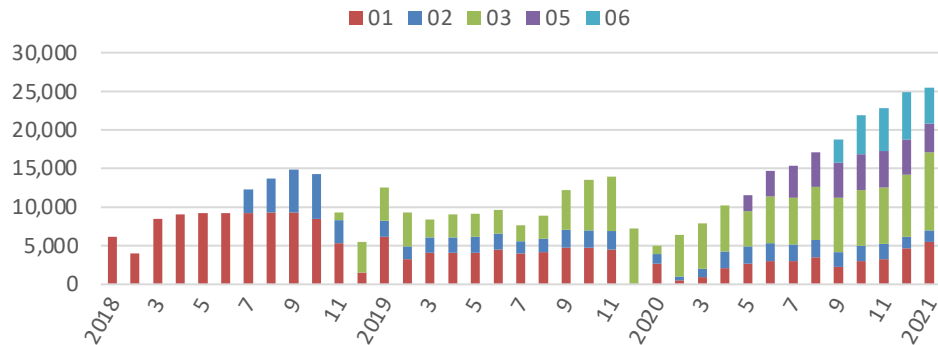
Monthly Sales Volumn of Emgrand Family (units)



Monthly Sales Volume of Vision Family (units)



Monthly Sales Volumn of Lynk & Co (units)

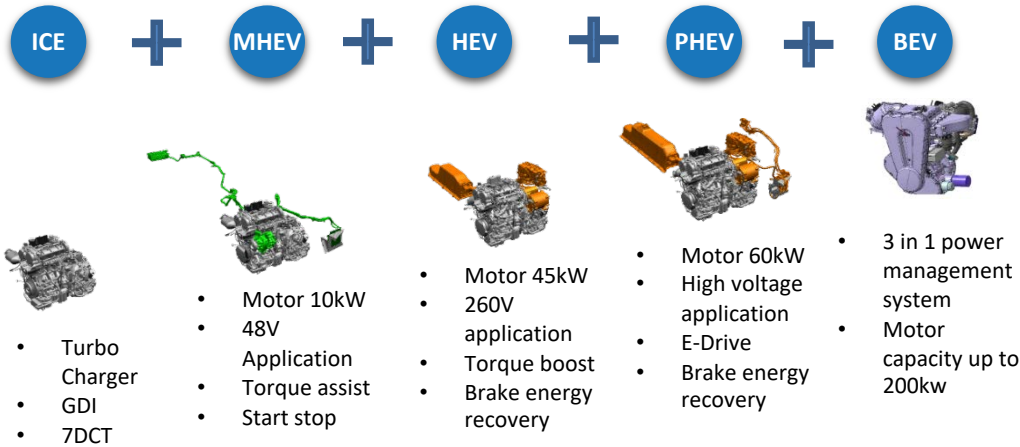


- Monthly sales volume breaks record high in consecutive 7 months, Jan 21-25.5K+
- 01 Started the subscription and sales in Europe market
- 03 Sales over 10K units in Jan 2021

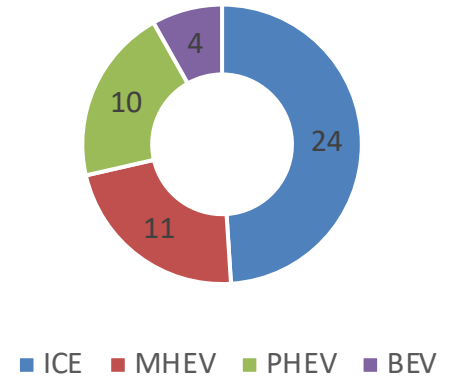


Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.

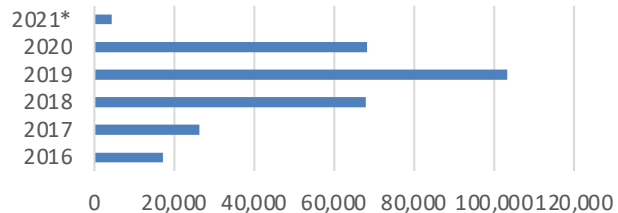


Numbers of NEEV vs ICE models in current portfolio (models)

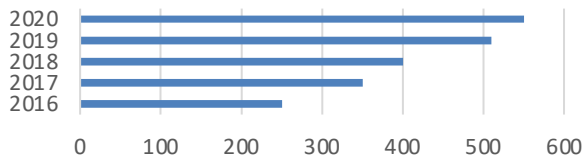


New Energy and Electrified Vehicles

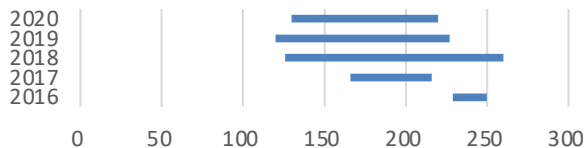
NEEV Sales Volume (units)



Range per Charge (Km, NEDC)



Price Range (RMB'000)



ICON MHEV



Boyue pro MHEV



Jiayi ePro



Borui ePro



Emgrand GL PHEV



Emgrand GSe



Binyue ePro



Emgrand EV500



Geometry A



Geometry C



Xingyue MHEV/PHEV



01 MHEV/HEV



03 PHEV



02 PHEV



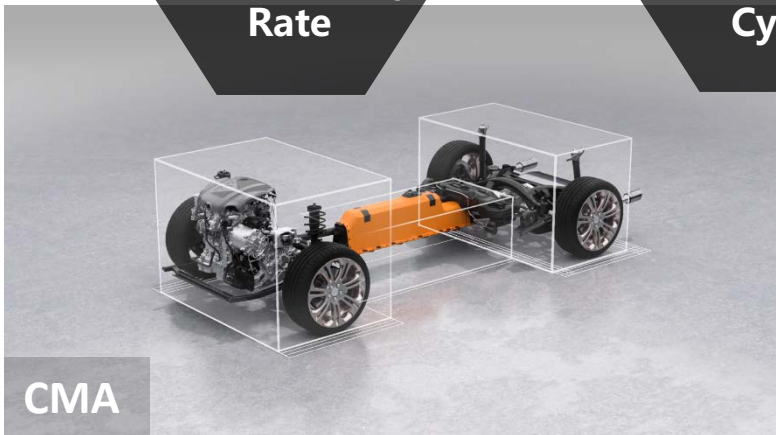
01 PHEV

Modular Architecture Development

Higher
Commonality
Rate

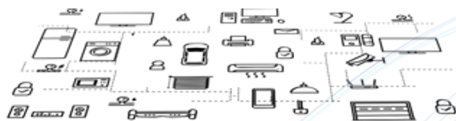
Shorter
Development
Cycle

Lower
Manufacturing
Cost



- **Modular Architectures (BMA,CMA,SPA,SEA) to cover the entire product line**
- **A0/A/B/C/D/E segments with versatile powertrain options**
- **Advanced flexible E/E structure**

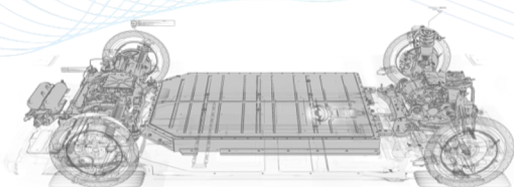
浩瀚 SEA Sustainable Experience Architecture



Ecosystem level



Software level

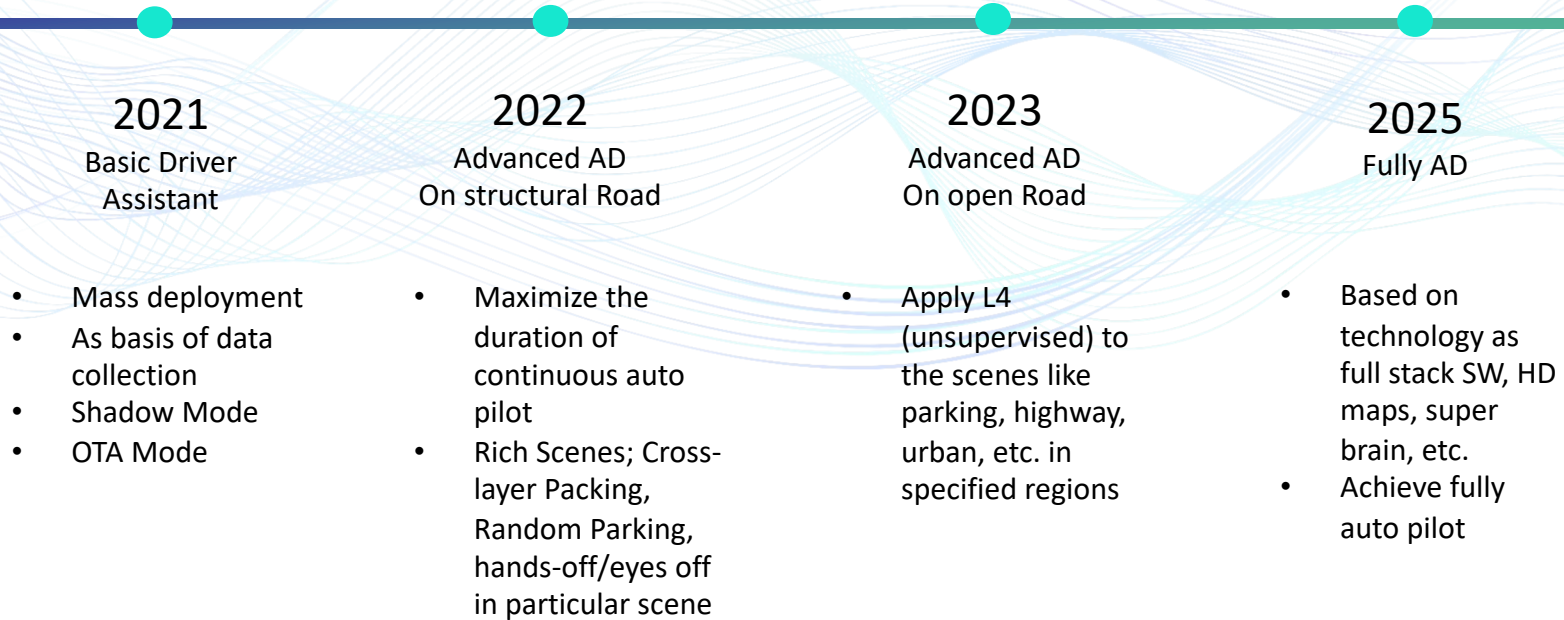


Hardware level

- Pure Electrical Modular Architecture;
- Wide Band width covering A-E segment;
- Cloud based electric component management;
- Centralized Domain control E/E structure;
- Fully Autonomous Driving from 2025;
- SEA OS to facilitate the future EV ecosystem;
- Open-Source Electric Vehicle Architecture

Autonomous Driving Road Map

The modular Architectures are designed for Full Autonomous Driving of future.



New Products



Zero Concept: The First Model on SEA Platform

- ZERO goes from concept to pre-production in 3 months
- Performance credentials fully validated on test track in Yan Cheng in Dec 2020
- Full testing ahead of production and deliveries in H2 2021

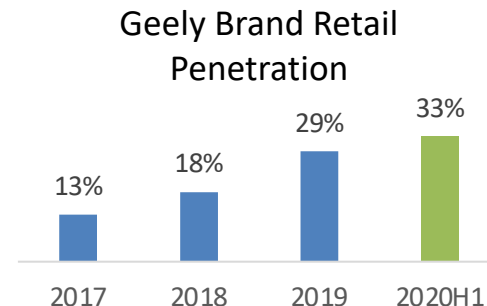
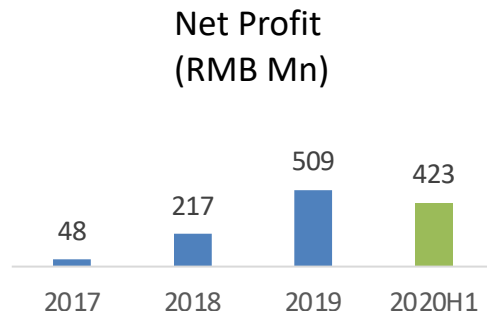
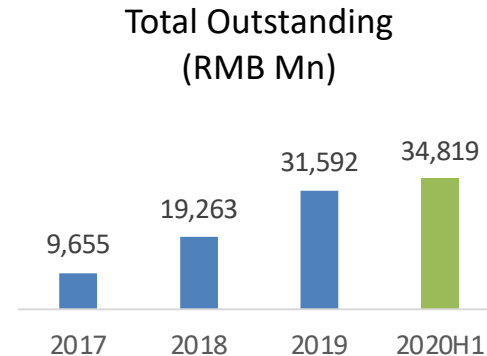
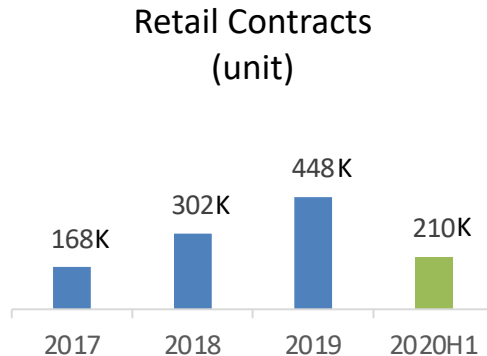
NEW products for 2021:

- Lynk & Co Zero Concept
- Lynk & Co B segment SUV
- CMA platform based Boyue/KX11
- Brand new Emgrand sedan
- Facelift and new energy versions of existing models

Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization



- Retail NPL (non-performing loan: +60 days) at 0.18% in 2020H1
- Ranked **No.1** in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study






Environmental, Social & Governance (“ESG”)

- During Jan 2021, NEEVs contributed to 2.7% of total sales volume. For Jiaji, Xingyue & Icon, NEEVs accounted for 28% of their total sales volume
- About 75% existing products offer NEEV versions
- ICON, Hao Yue and Vision X6 were selected in the 5th batch of “Green Design Product - Automotive Products M1 Traditional Vehicles” by the Ministry of Industry and Information Technology (“MIIT”). A total of 15 Geely products have been selected for 3 consecutive years, representing 38.5% of selected automotive products
- Selected as one of the "Demonstration Enterprises for Industrial Product Green Design" by the MIIT. Geely is the only passenger car company selected in 2020

**吉利汽车入列工信部
“工业产品绿色设计示范企业”**

为本年度唯一上榜乘用车企业

-  **4大国家级绿色工厂**
春晓、宝鸡、张家口、临海生产制造基地
-  **材料可回收利用率 >96%**
行业领先绿色生产工艺，获中国环境标志认证
-  **100+项低油耗技术**
全系统新国六b，降低碳排放
-  **4重防护“生态净化舱”**
构造全使用场景、全生命周期的吉利智能生态健康座

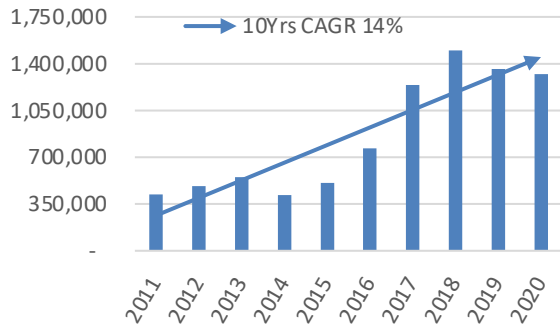


 吉利全方位健康汽车
 已获多项权威认证

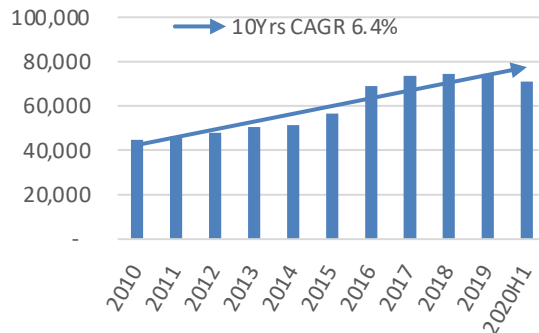


Financial Performance

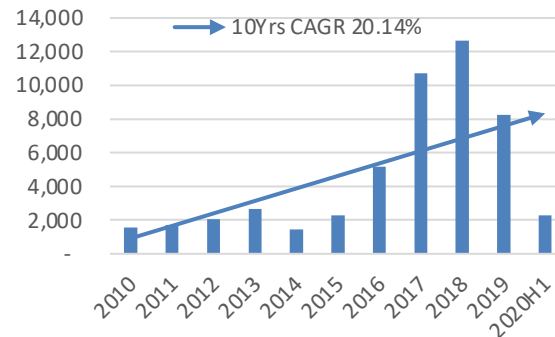
Sales Volume (Units)



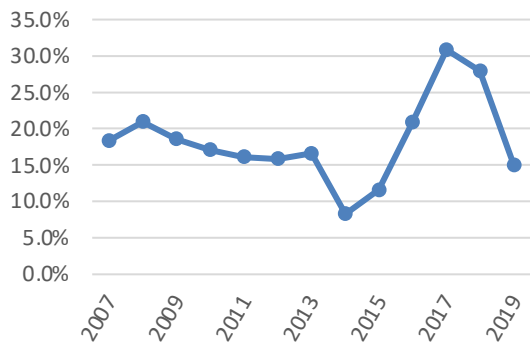
Average Ex-factory Prices (RMB)



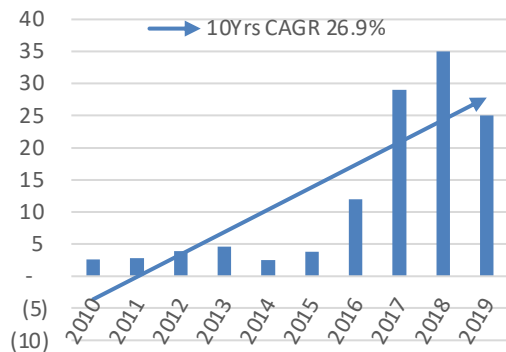
Net Profit (RMB Mn)



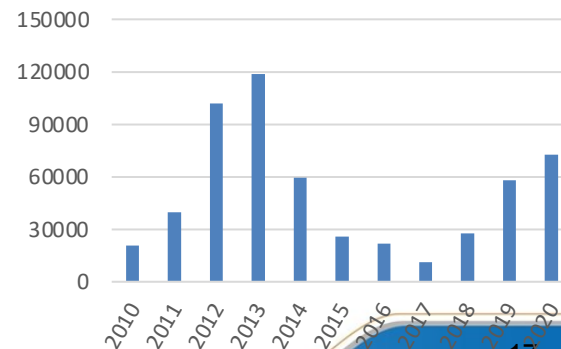
Return of Equity



Cash DPS (HK cents)



Export Sales Volume (Units)



Geely Automobile in Figures

Year started:	1998
Total workforce:	43,000 (on Dec. 31 th , 2019)
Manufacturing facilities:	11 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Branding:	<ul style="list-style-type: none"> • “Geely” brand for mass market; • “Lynk&Co” brand for high end market; • “Geometry ” brand for BEV market
Services:	<ul style="list-style-type: none"> • More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China. 17 sales agents, 327 sales and service outlets in 17 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance
2020 Sales Volume:	1,320,217 units
2019 Revenues:	US\$12.40 billion
Credit Rating:	S&P:BBB-/Negative; Moody’s Baa3/Stable
Market Capitalization:	US\$37billion (on Feb 10 th , 2021)

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