GEELY

吉利汽車控股有限公司
GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

Aug 2018

Sales Performance
Jan. - Jul. 2018

Overall: **886,907 units, +43% YoY**

Domestic: **875,706 units +42% YoY**

Exports: **11,201 units +130% YoY**

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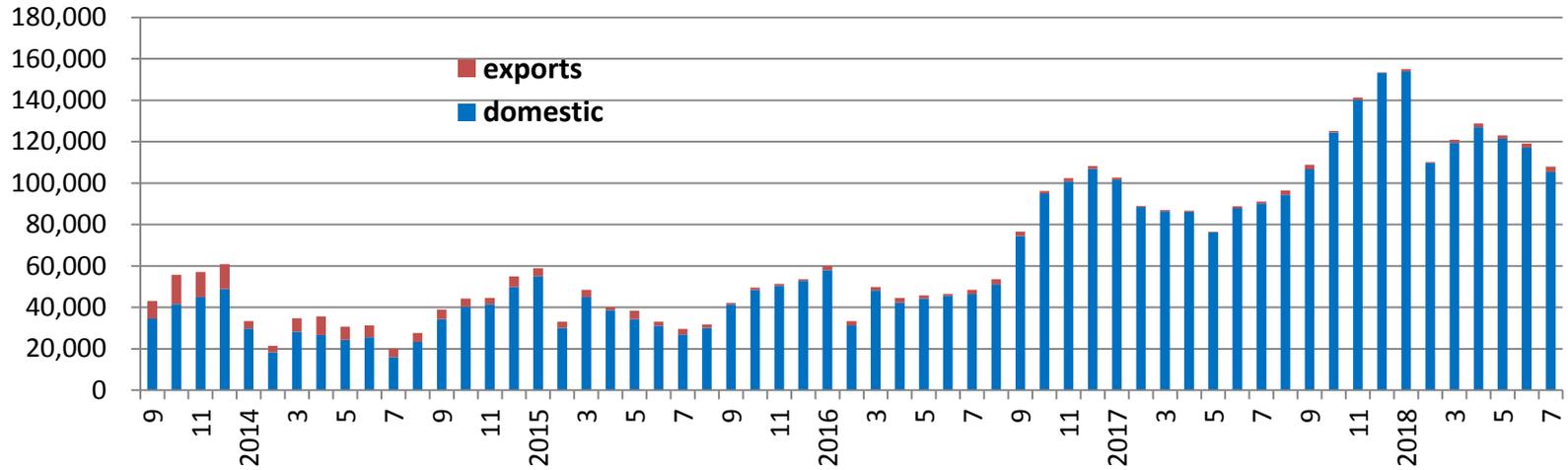GS/GL+Kingkong)

442,270 units   +14% YoY

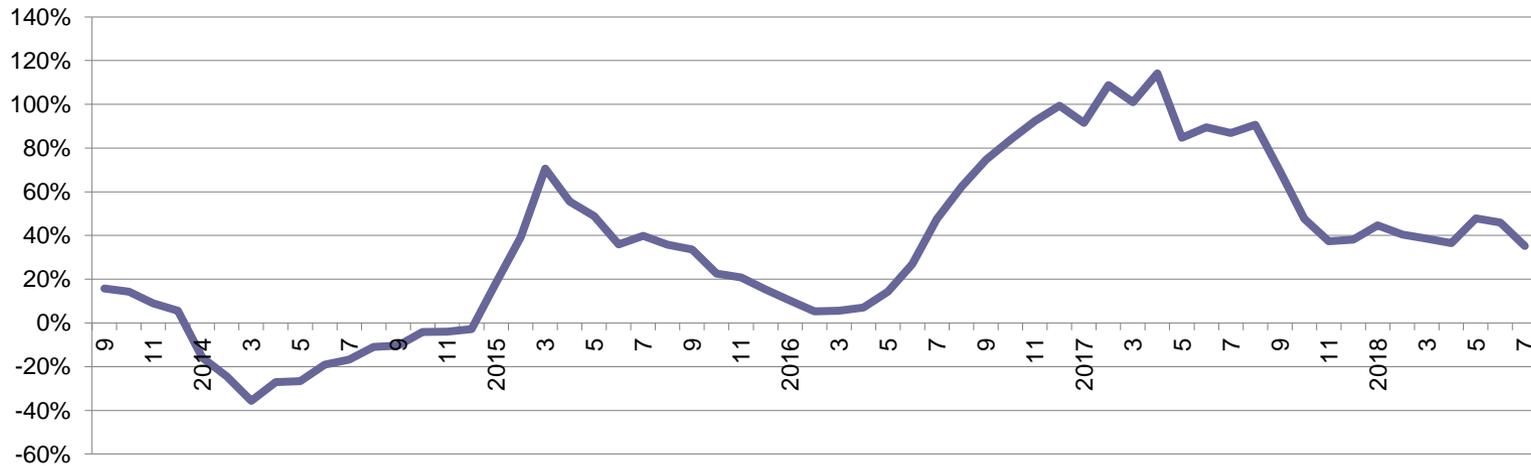SUVs (Vision SUV+Boyue+X1+X3+S1)

361,842 units   +70% YoY
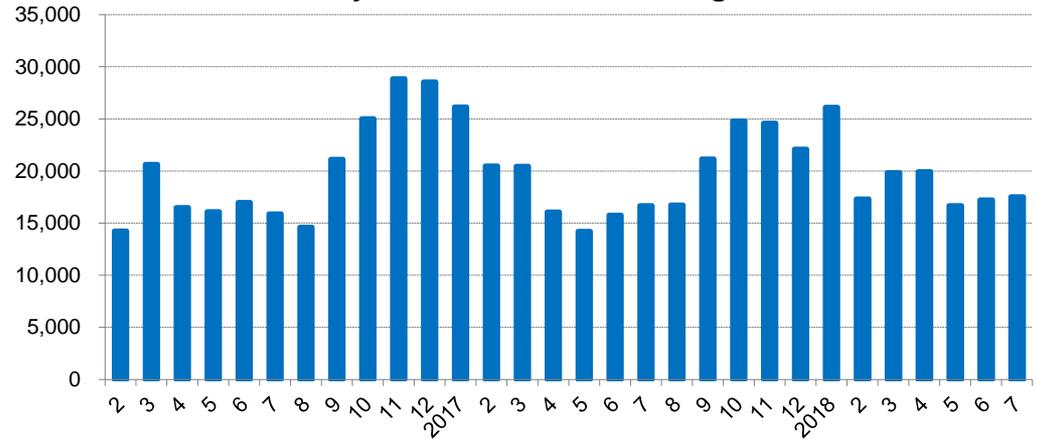
Sales Performance

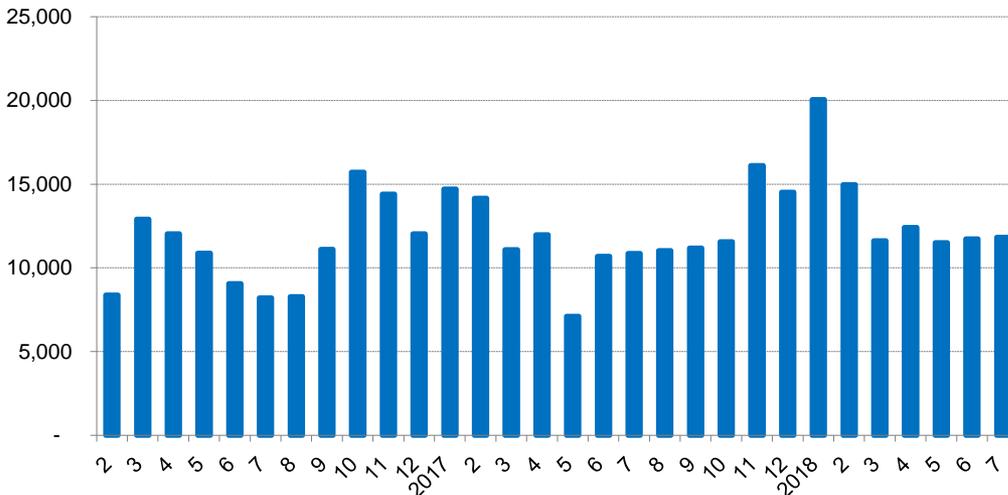## Monthly Sales Volume

Domestic Sales Volume (3MMA+/-%)

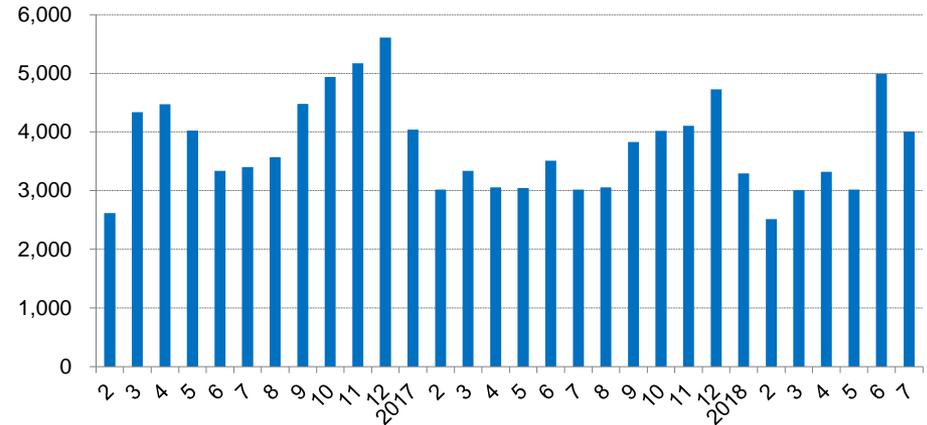# Key Model – New Emgrand & Vision

Monthly Sales Volume of New Emgrand

Monthly Sales Volume of Vision

Key Model – Borui

Monthly Sales Volume of Borui
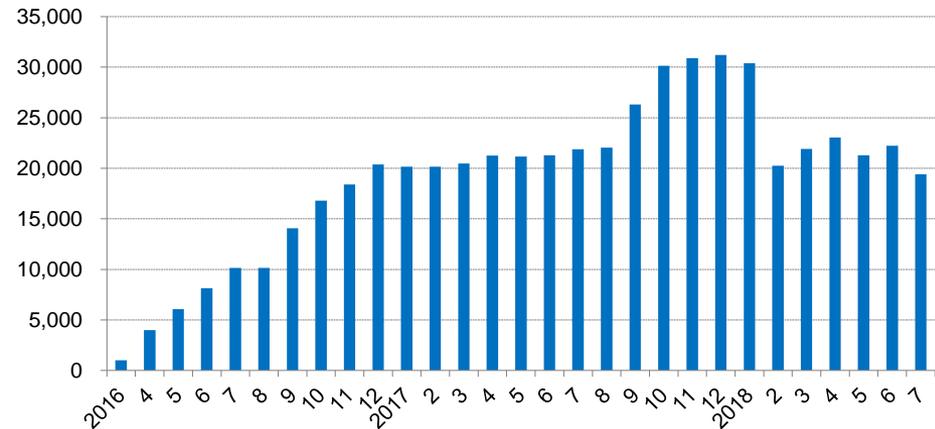

Engine:	1.8T, 2.4L
Transmissions:	6AT
Dimension:	4956/1861/1513
Wheelbase:	2850
Power:	135Kw (1.8T)
Max. Torque:	300/1750-4000 N.m/rpm(1.8T)
MSRP:	RMB119,800-179,800

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:	RMB98,800-159,800

Key Model – Emgrand GS

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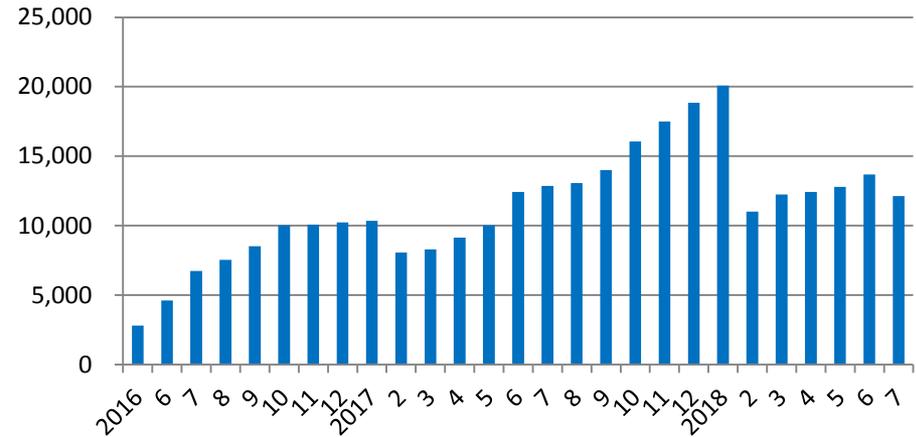
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000
	N.m/rpm (1.4T)
MSRP:	RMB77,800-116,800

Key Model – Emgrand GL

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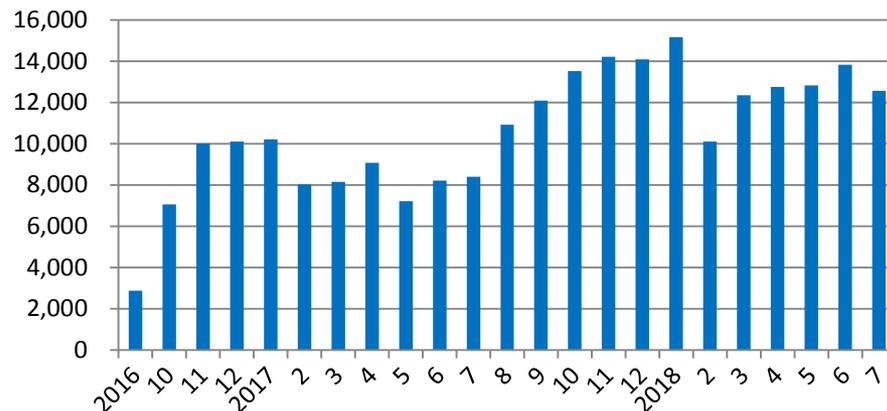
Engine:	1.4T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4725/1802/1478
Wheelbase:	2700
Power:	98kw/5200rpm (1.4T)
Max. Torque:	215/2000-4000
	N.m/rpm (1.4T)
MSRP:	RMB78,800-115,800

Key Model – Vision SUV

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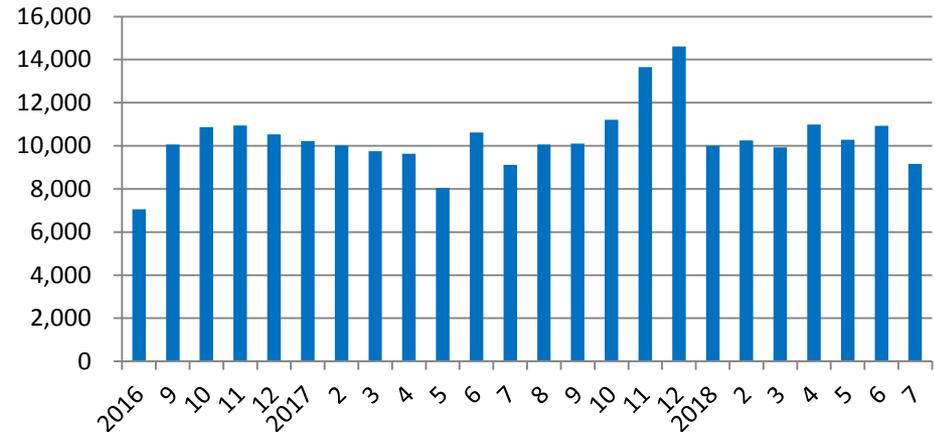
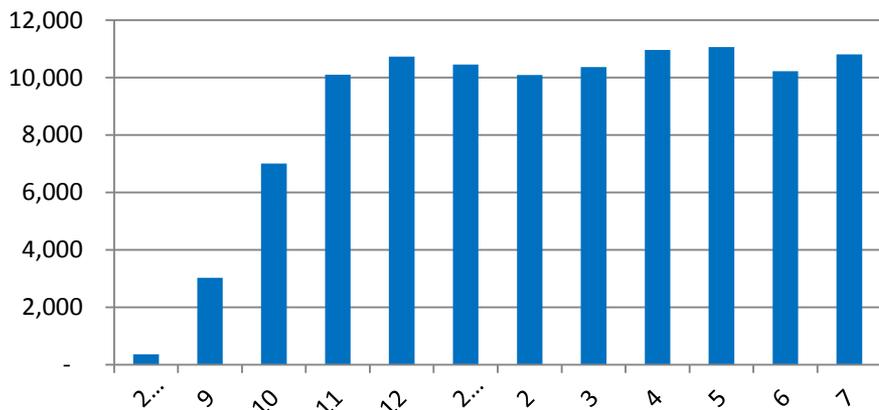|	
Engine:	1.3T, 1.8L
Transmissions:	CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB74,900-101,900

Key Model – Vision X1 & Vision X3

Monthly Sales Volume of Vision S1
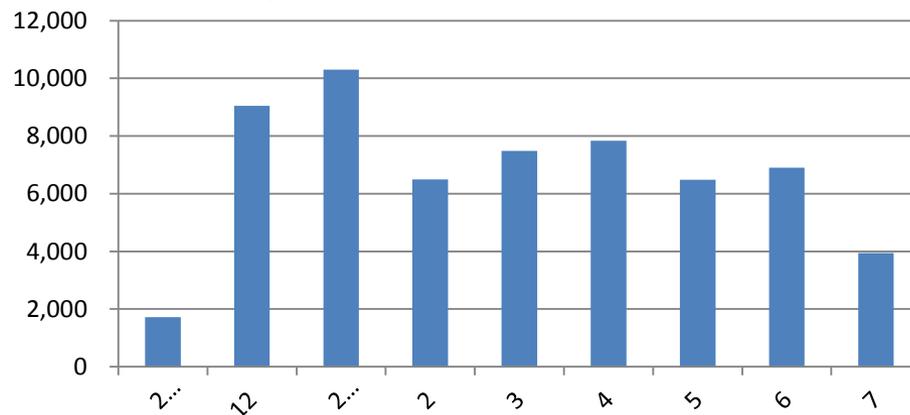
Monthly Sales Volume of Vision X3

New Energy Strategy

GEELY

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

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

Borui GE MHEV/PHEV

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
P2.5

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New Products

- **2018 sales volume target at 1,580,000 units (+27% over 2017)**
- **2 SUV, 2 Sedan, 2 EV, 1 MPV**
- **Lynk & Co 02 and 03**
- **Upgraded versions of existing major models**
- **New HEV, PHEV 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**

- **2018 over 200 stores in China**

- **1Q 2019 in Europe, followed by USA; 10 new models by 2020**
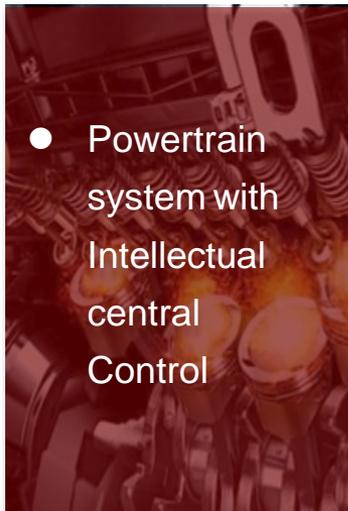
- **Lynk & Co recorded 12300 unit sales in Jul 2018.**

Geely iNTEC Structure

iN - Intelligent+Integration+IN Trend
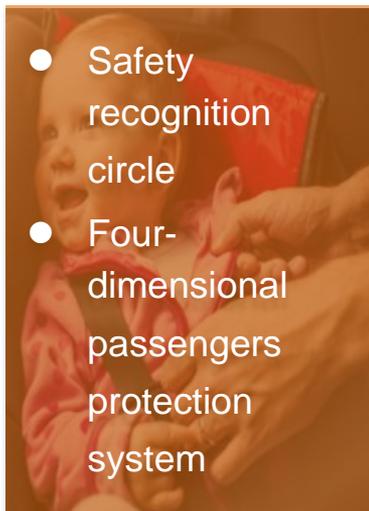
TEC - Technologhy

G-POWER	G-SAFETY	G-PILOT	G-NETLINK	G-BLUE
High Efficient Powertrain Technology	Humanism Safety Design	Intellectual Driving Technolgoy	Intellectual Mobility System	Healthy Ecological Techonolgy

G-POWER
- Powertrain system with Intellectual central Control

G-SAFETY
- Safety recognition circle
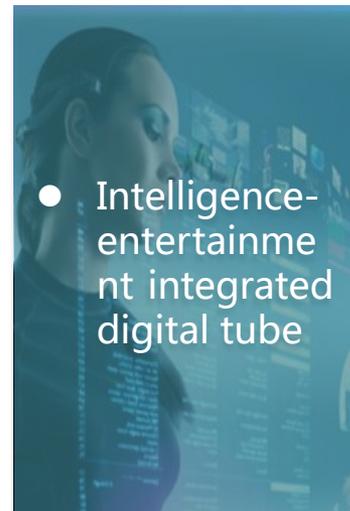- Four-dimensional passengers protection system
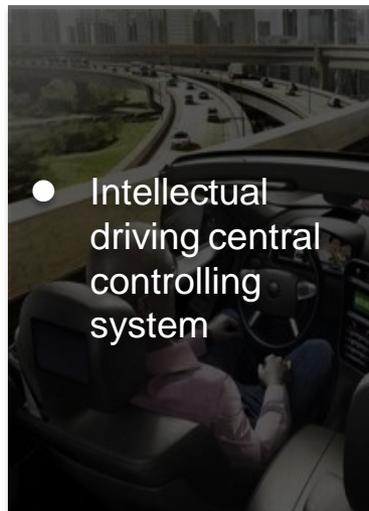
G-PILOT
- Intellectual driving central controlling system

G-NETLINK
- Intelligence-entertainment integrated digital tube
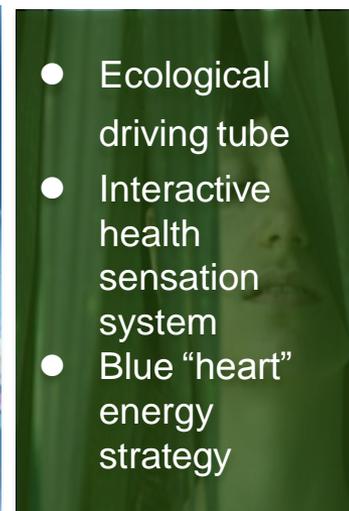
G-BLUE
- Ecological driving tube
- Interactive health sensation system
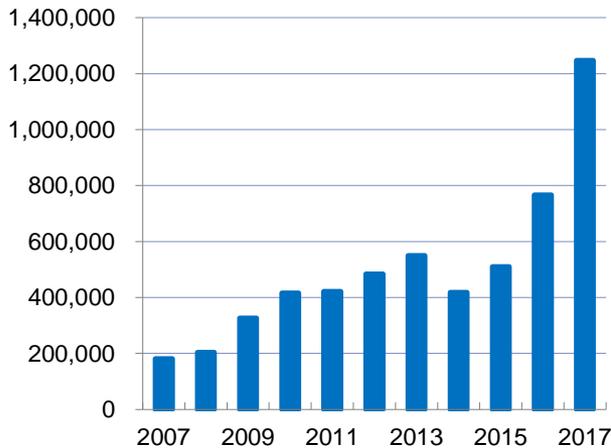- Blue "heart" energy strategy

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 the models
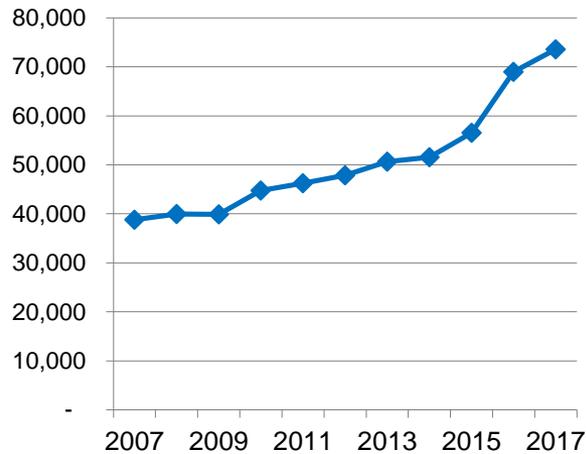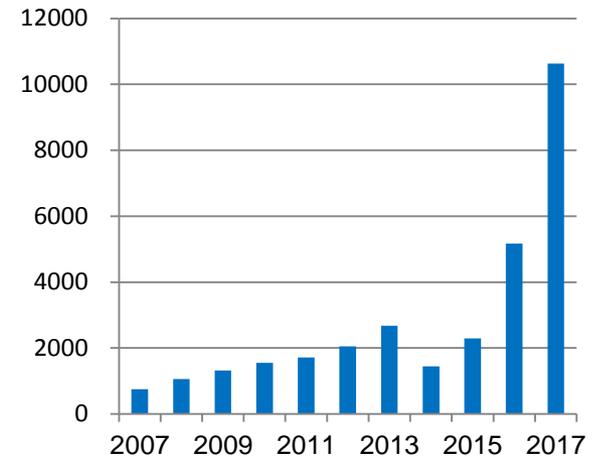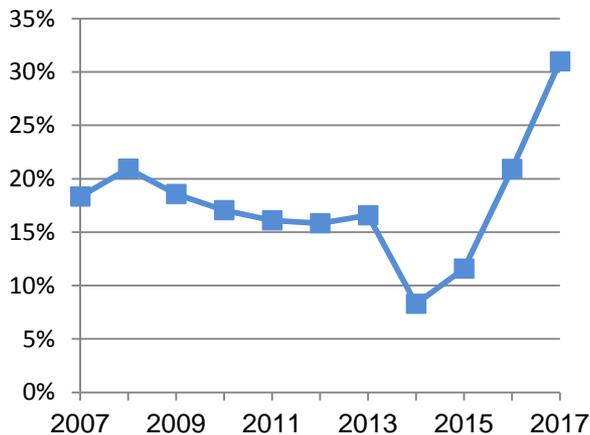
Financial Performance

Sales Volume

Average Ex-factory Price

Net Profit

Return on Equity

Cash Dividend per Share
(HK Cents)
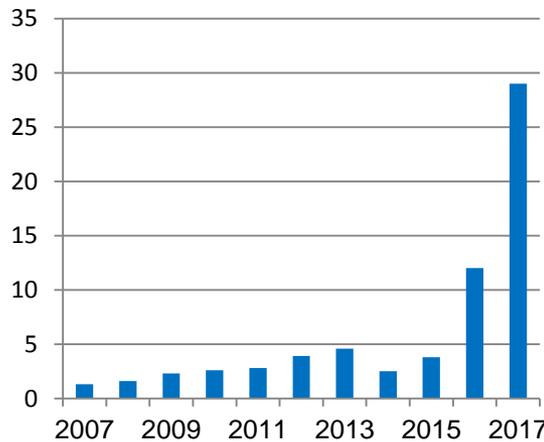
Export Sales Volume
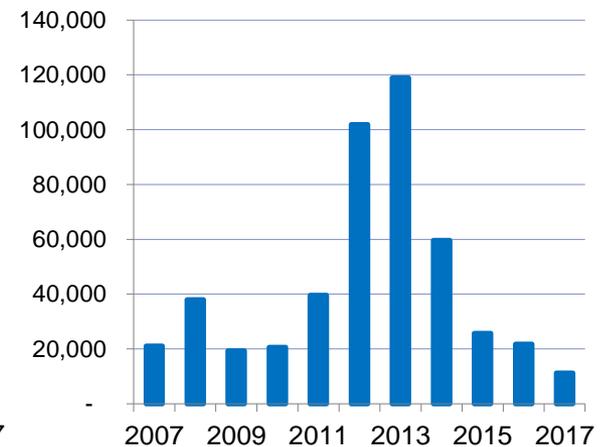
Auto Finance Joint Venture

GEELY — 80%

BNP PARIBAS Personal Finance — 20%

吉致汽车金融
GENIUS AFC

- 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
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole China market
- 2017 net profit RMB48m

Strategy

Products：	• 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
Services：	• More than 880 dealers in China; • 20 sales agents, 231 sales and service outlets in 20 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance
Branding：	• "Geely" brand for mass market; • "Lynk&Co" brand for upper market

Geely Automobile in Figures

Year started:	1998
Total workforce:	41,600 (on Dec. 31st, 2017)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 880 dealers in China; 723 4S dealers and 157 franchisee stores in 23 provinces.
2017 sales volume:	1,247,116 units (99% in China market)
2017 revenues:	US$14.8 billion
Market Capitalization:	US$ 21 billion (on Jul 31st, 2018)

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