

GEELY

**吉利汽車控股有限公司**

**GEELY AUTOMOBILE HOLDINGS LIMITED**

**Corporate Presentation**

February 2017



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

# Sales Performance

Jan. 2017

**Overall: 102,653 units, +71% YoY**

**Domestic: 101,659 units +75% YoY**

**Exports: 994 units -51% YoY**

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

**61,571 units +66% YoY**



SUVs (Vision SUV+Boyue)

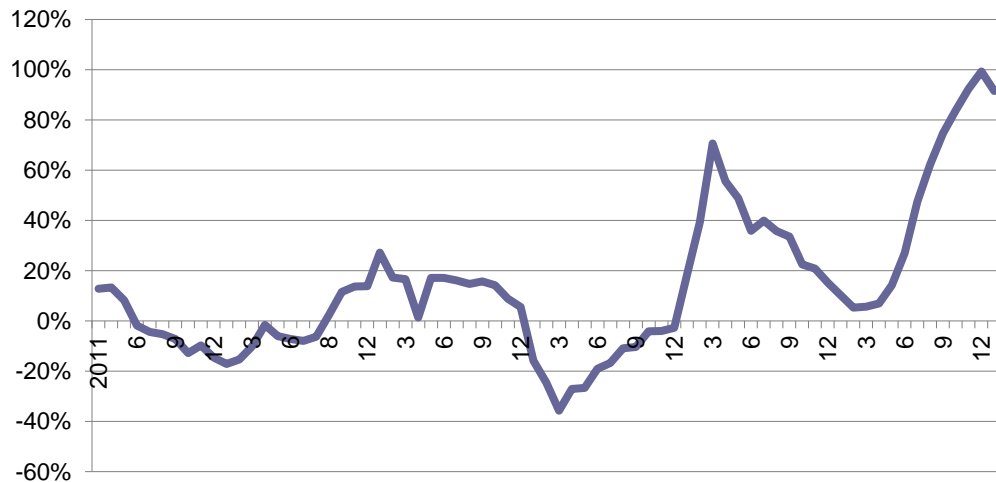
**30,373 units +514% YoY**



# Sales Performance

Jan. 2017

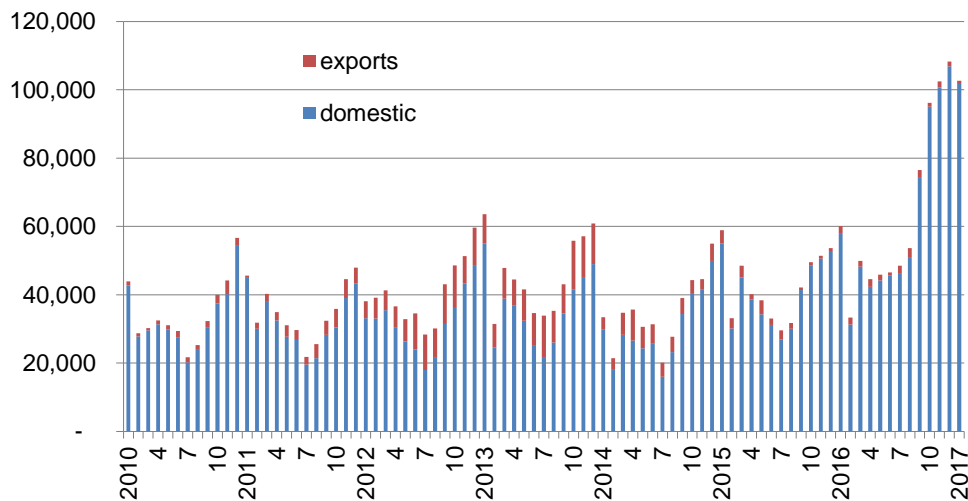
Domestic Sales Volume (3MMA+/-%)



KingKong

(6,256 units -41%YoY)

Monthly Sales Volume



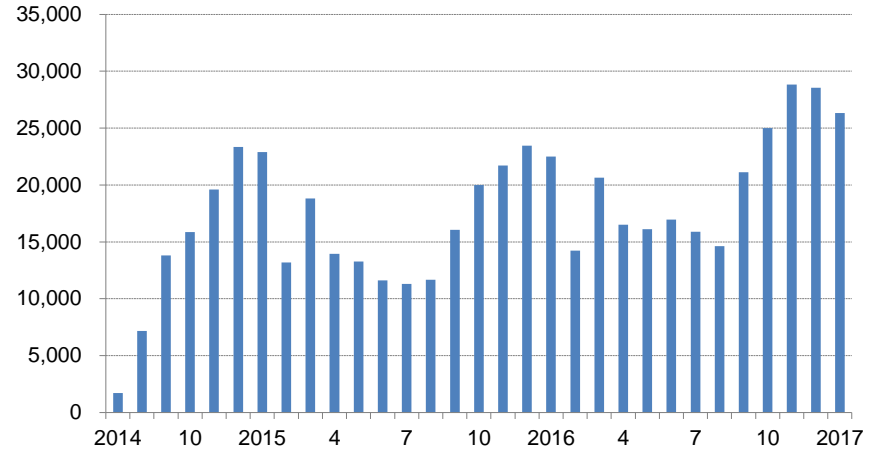
Vision

(14,176 units +0%YoY)

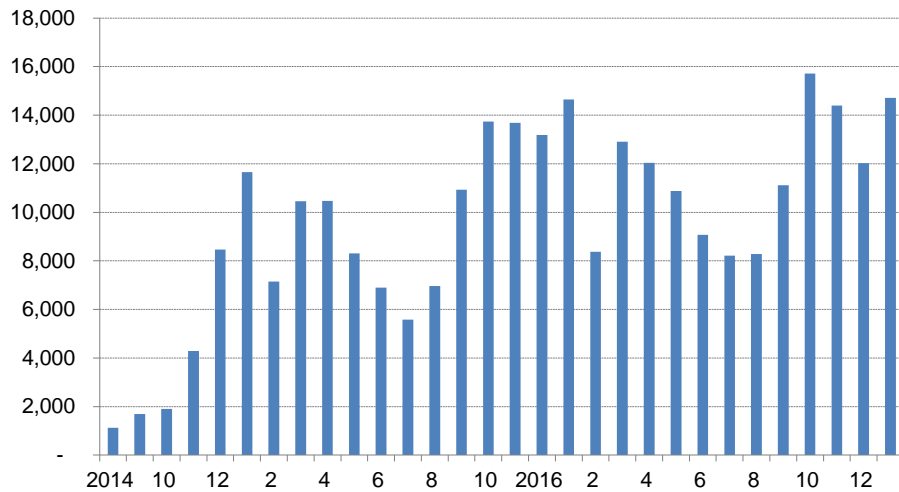
# Key Model – New Emgrand and Vision



Monthly Sales Volume of New Emgrand



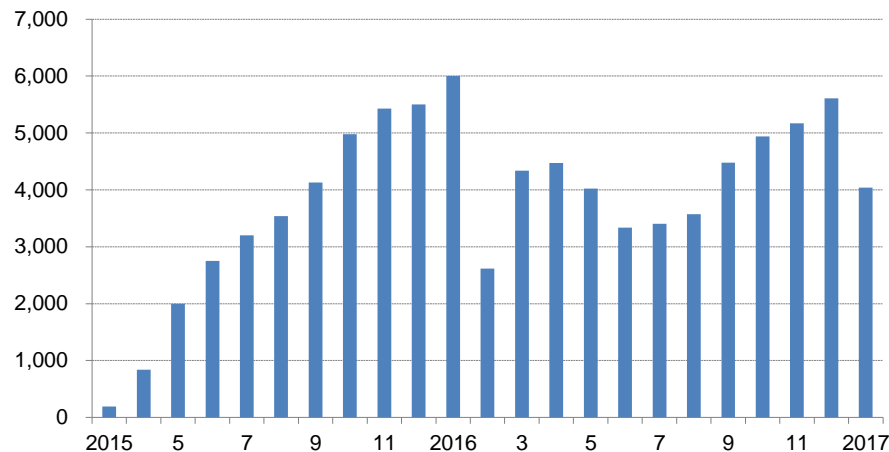
Monthly Sales Volume of Vision



# Key Model – GC9



Monthly Sales Volume of GC9



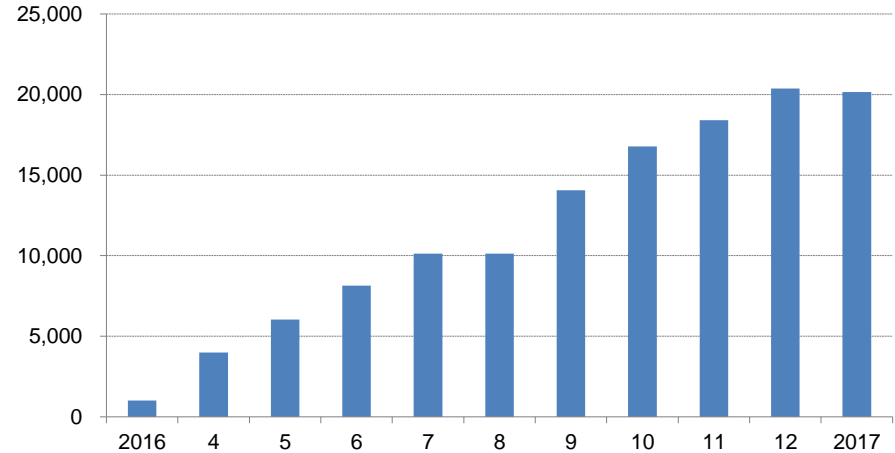
<b>Engine:</b>	1.8T, 2.0L
<b>Transmissions:</b>	6AT
<b>Dimension:</b>	4956/1861/1513
<b>Wheelbase:</b>	2850
<b>Power:</b>	163Kw (1.8T)
<b>Max. Torque:</b>	250/1500-4500 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB129,800-176,800



# Key Model – Boyue



Monthly Sales Volume of Boyue



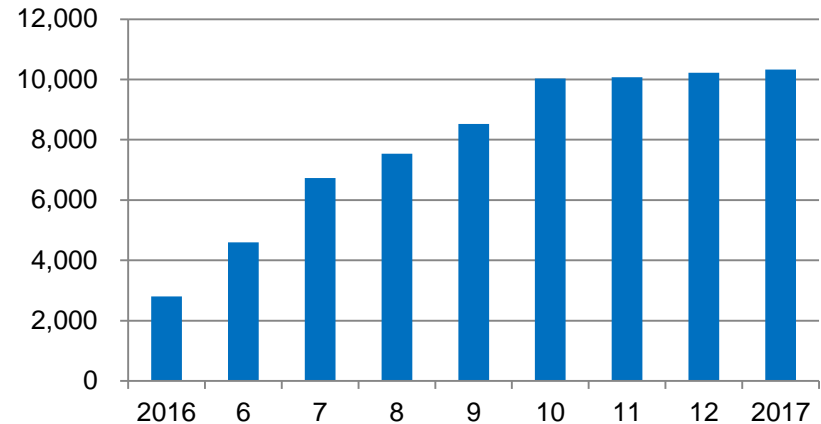
<b>Engine:</b>	1.8T, 2.0L
<b>Transmissions:</b>	6MT, 6AT
<b>Dimension:</b>	4519/1831/1694
<b>Wheelbase:</b>	2670
<b>Power:</b>	135Kw (1.8T)
<b>Max. Torque:</b>	285/1500-4000 N.m/rpm(1.8T)
<b>MSRP:</b>	RMB98,800-157,800



# Key Product – Emgrand GS



Monthly Sales Volume of Emgrand GS



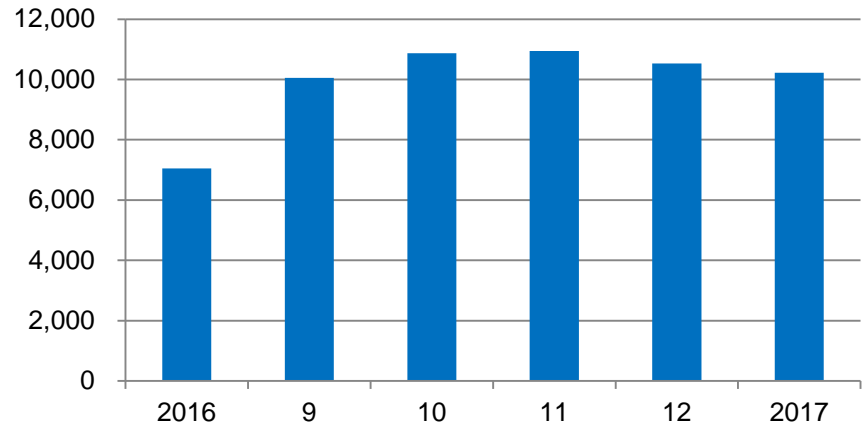
<b>Engine:</b>	1.3T, 1.8L
<b>Transmissions:</b>	6DCT, 6MT
<b>Dimension:</b>	4440/1833/1560
<b>Wheelbase:</b>	2700
<b>Power:</b>	95kw/5500rpm (1.3T)
<b>Max. Torque:</b>	185/1750-4500N.m/rpm
<b>MSRP:</b>	RMB77,800-108,800



# 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

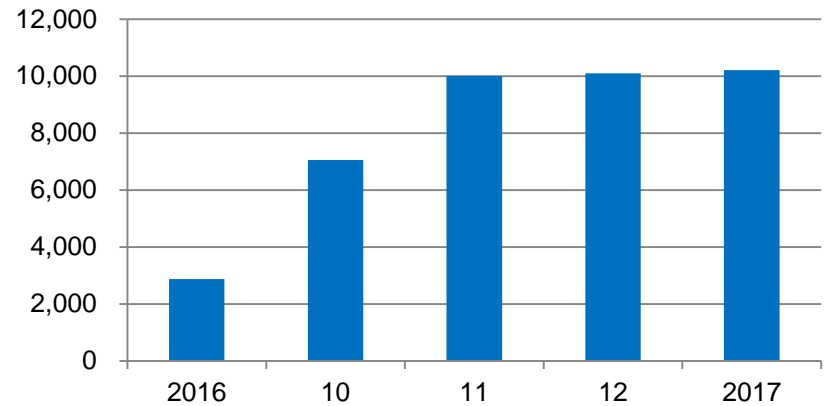




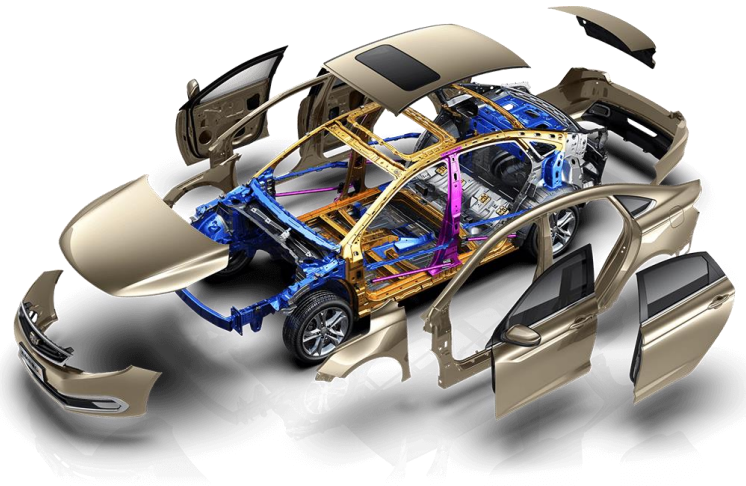
# Key Model – Emgrand GL



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*

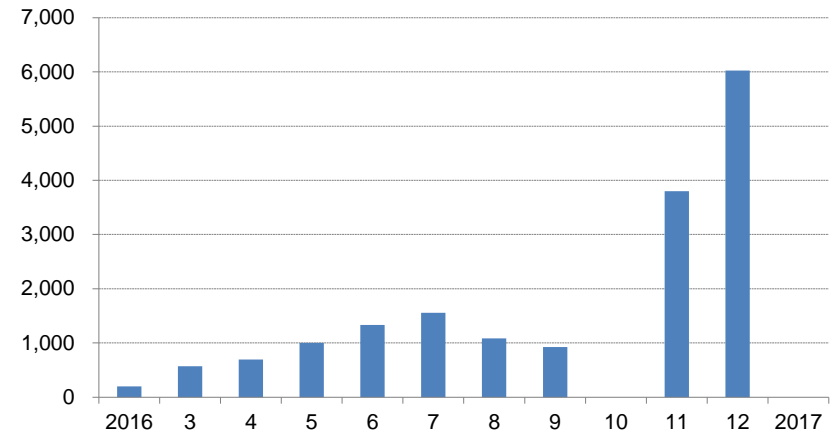


*Leading New Energy, Smart Car and Light  
Weight Technologies*

# 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**
- **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>

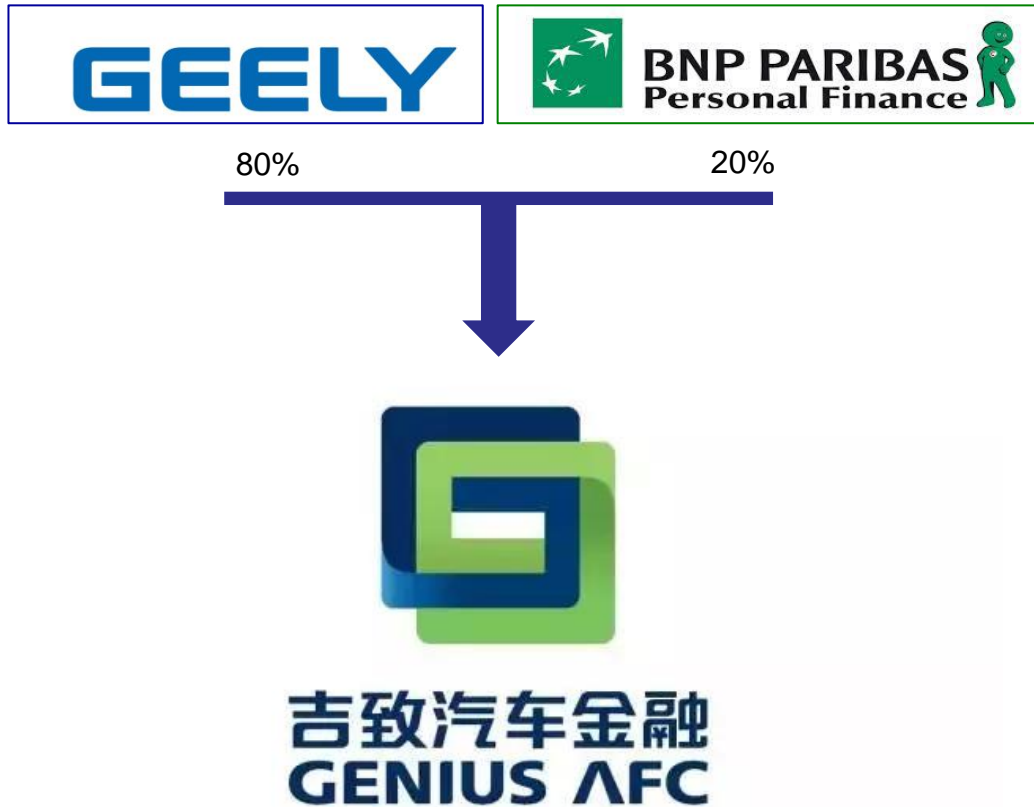
Brand	Points#	Overall Rank	Sector Rank*
Geely	741	8	3
Mass Market Average	674		

# 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>

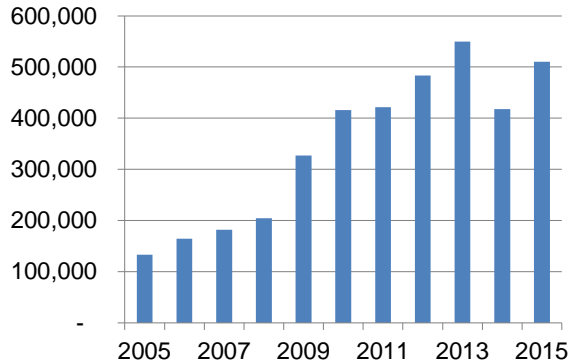
# Auto Finance Joint Venture



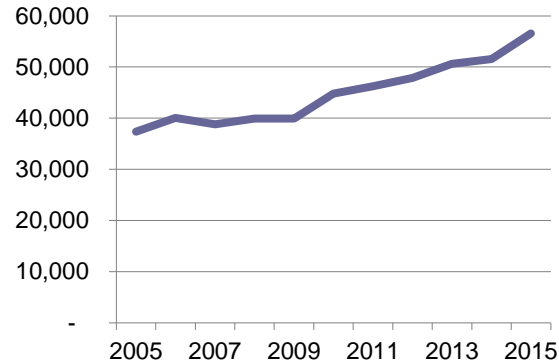
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole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

# Financial Performance

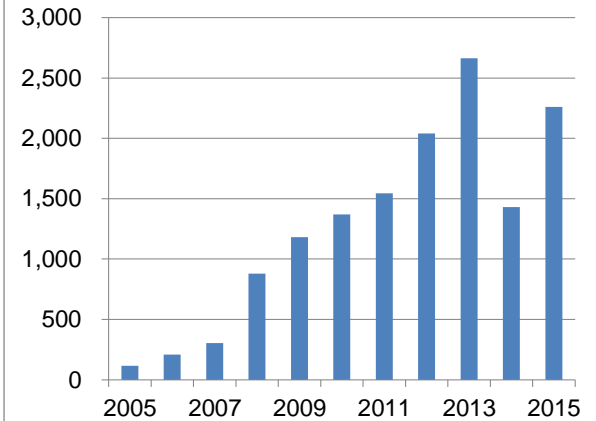
### Annual Sales Volume



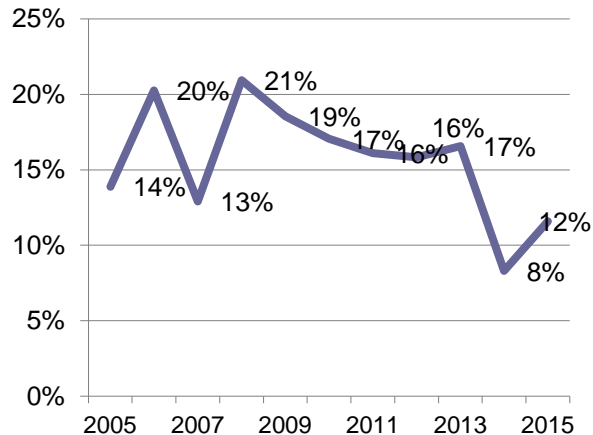
### Average Ex-factory Price



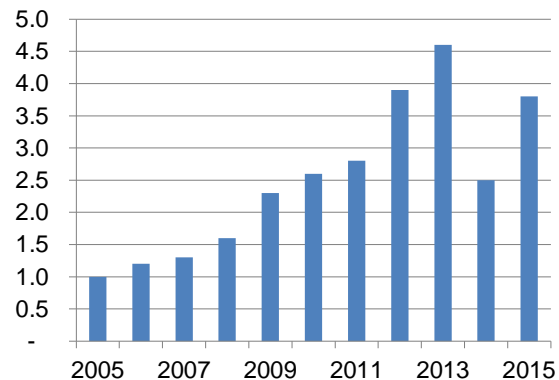
### Net Profit



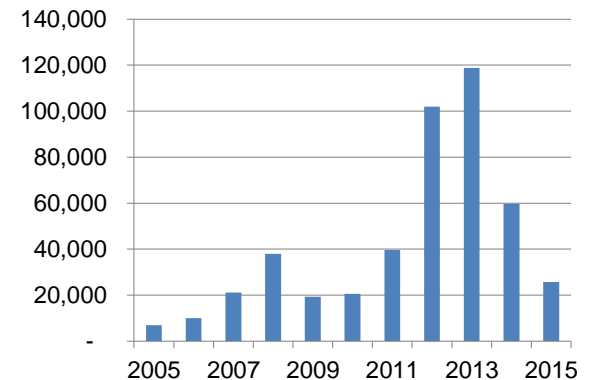
### Return on Equity



### Cash Dividend Per Share (HK Cents)



### Export Sales Volume





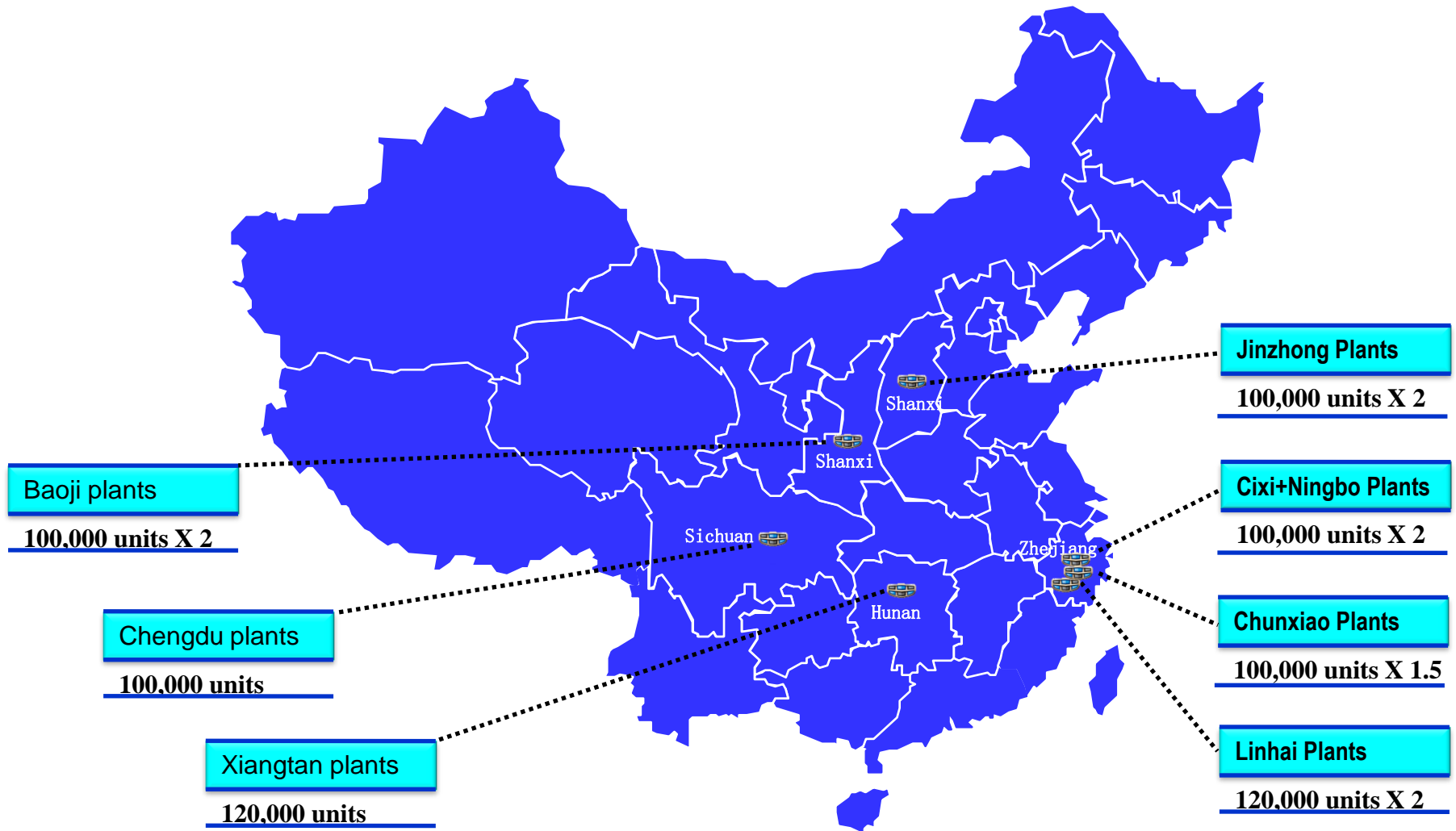
# Strategy

<p>Products</p>	<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>
<p>Services</p>	<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>
<p>Branding</p>	<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; 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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