

GEELY

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

April 2017



www.geelyauto.com.hk

Sales Performance

Jan.- Mar. 2017

Overall: 278,581 units, +94% YoY
Domestic: 276,394 units +101% YoY
Exports: 2,187 units -62% YoY

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

162,420 units +74% YoY



SUVs (Vision SUV+Boyue)

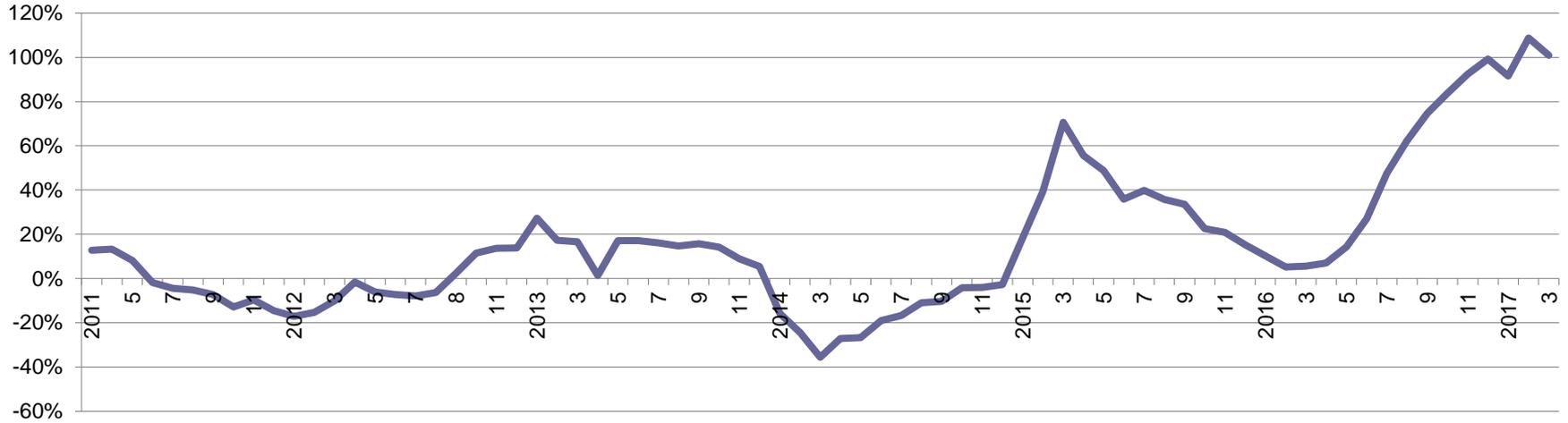
90,740 units +639% YoY



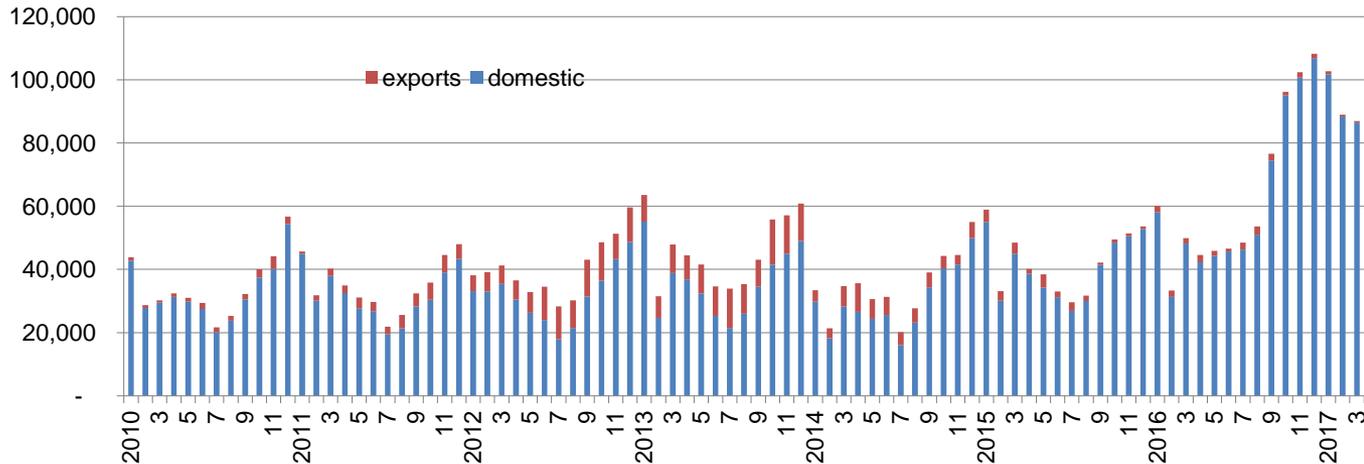
Sales Performance

Jan.- Mar. 2017

Domestic Sales Volume (3MMA+/-%)



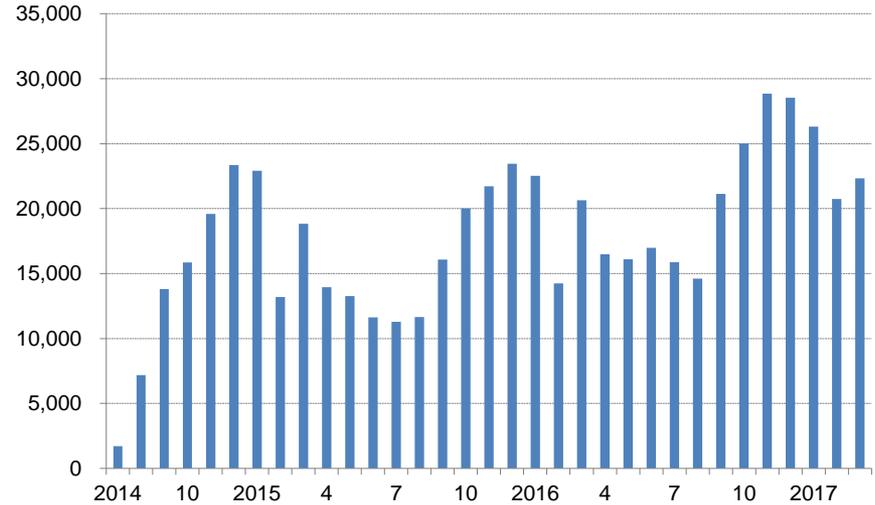
Monthly Sales Volume



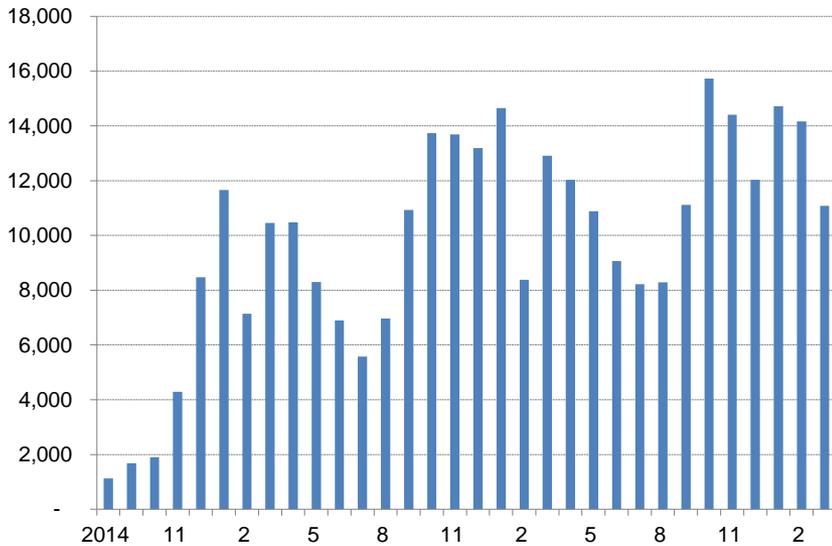
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



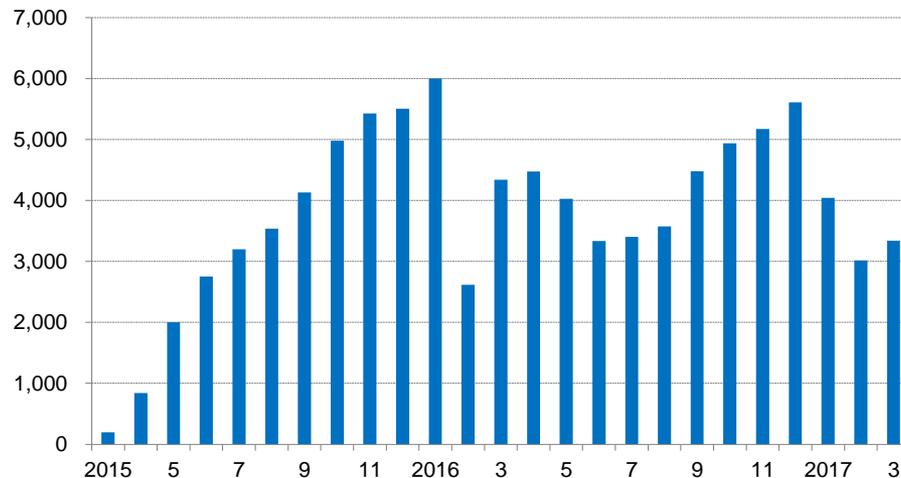
Monthly Sales Volume of Vision



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

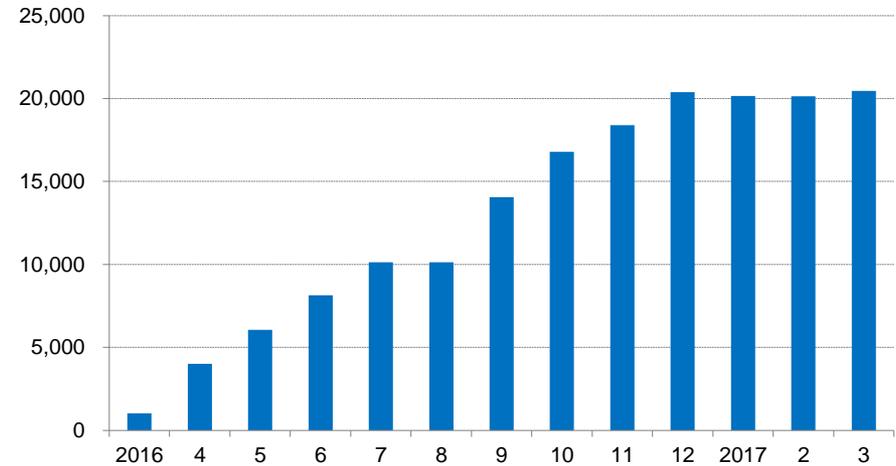


JLE-4G18TD



Key Model – Boyue

Monthly Sales Volume of Boyue

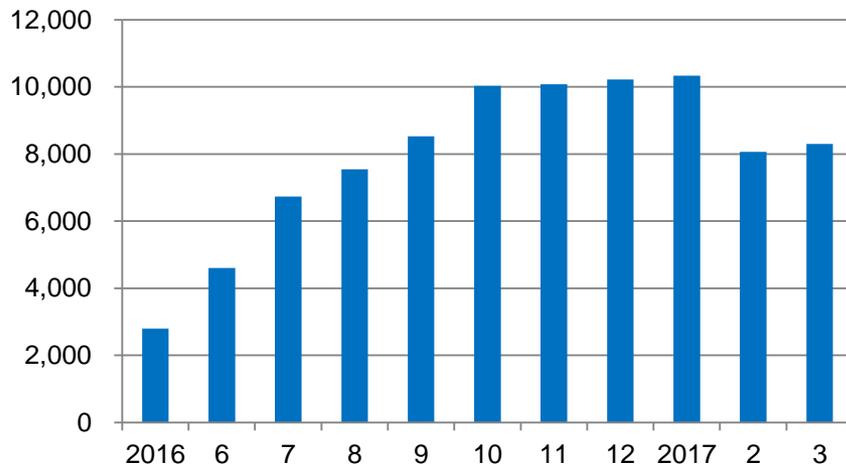


Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-157,800



Key Product – Emgrand GS

Monthly Sales Volume of Emgrand GS



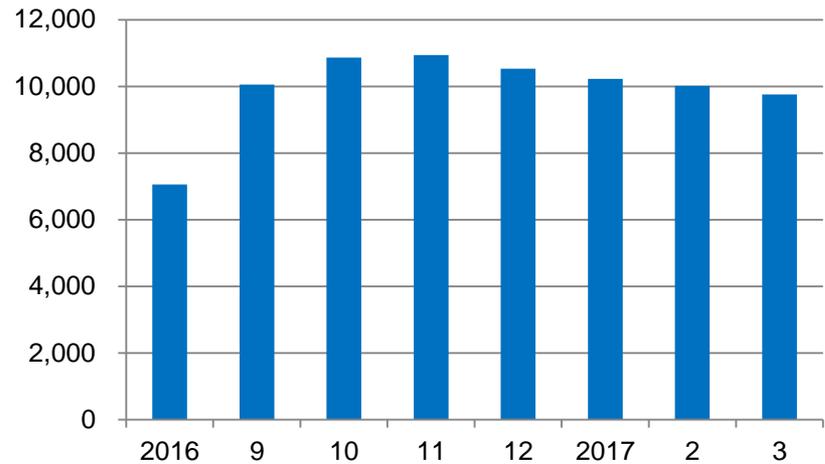
Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB77,800-108,800



Key Product – Vision SUV



Monthly Sales Volume of Vision SUV



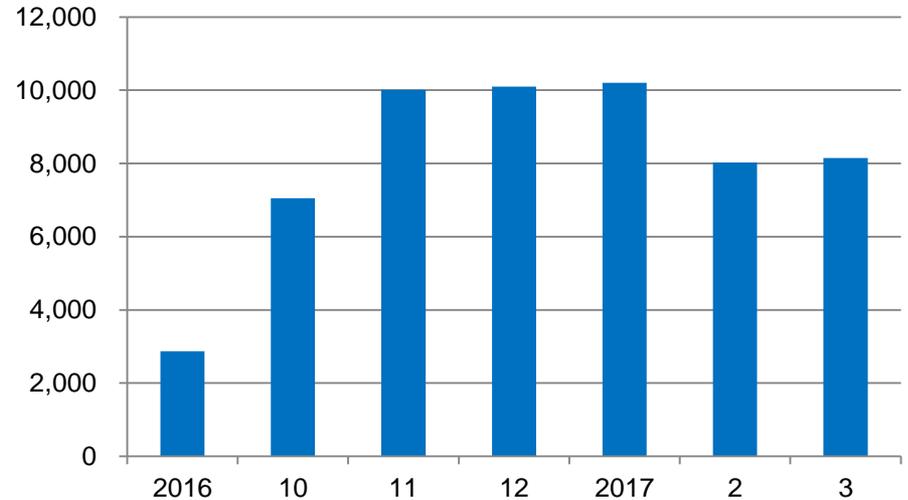
Engine:	1.3T, 1.8L
Transmissions:	8CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB81,900-101,900



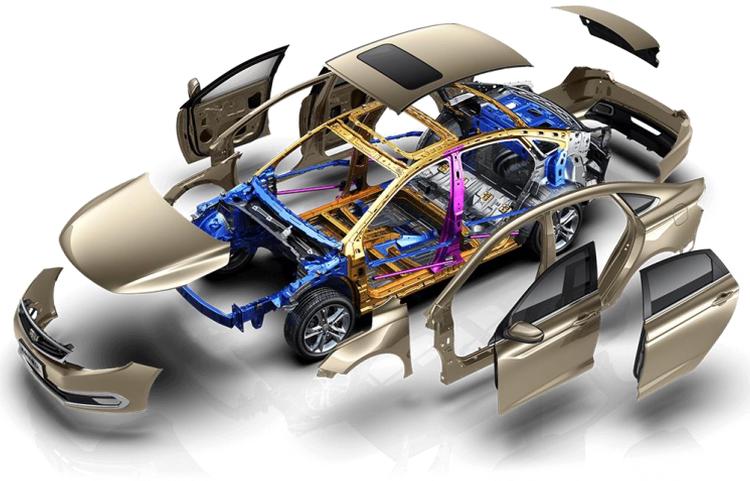
Key Model – Emgrand GL



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*

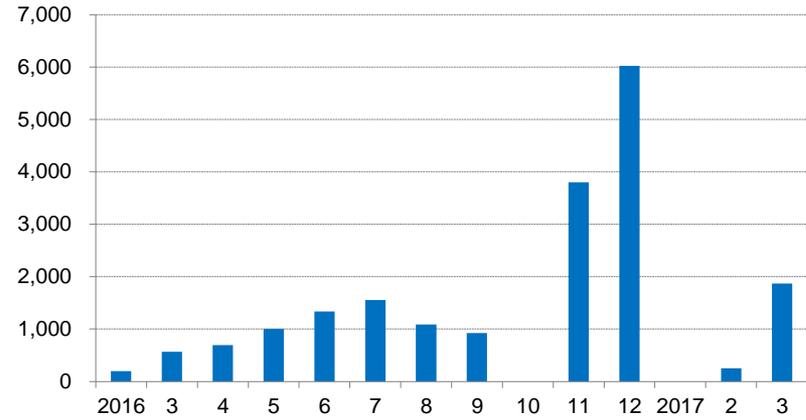


*Leading New Energy, Smart Car and Light
Weight Technologies*

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

- **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) StudySM

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) StudySM

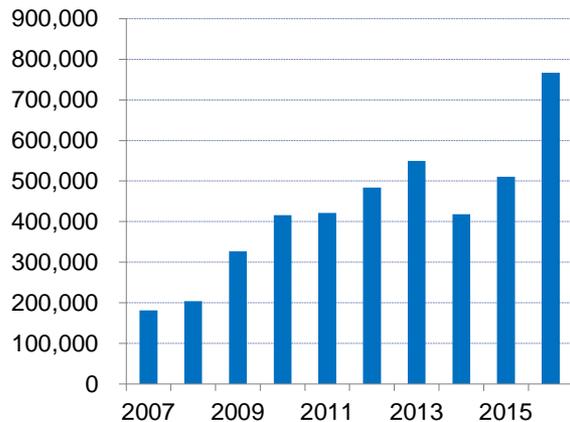
Auto Finance Joint Venture



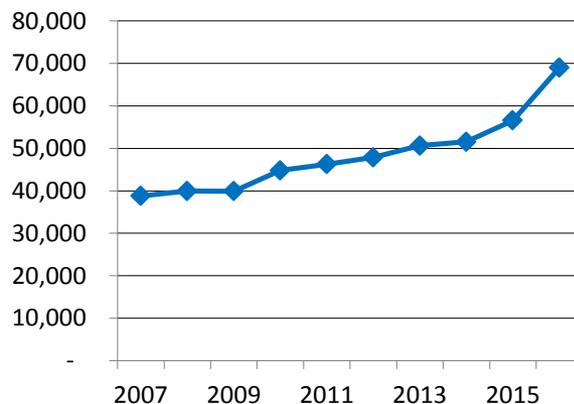
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole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

Financial Performance

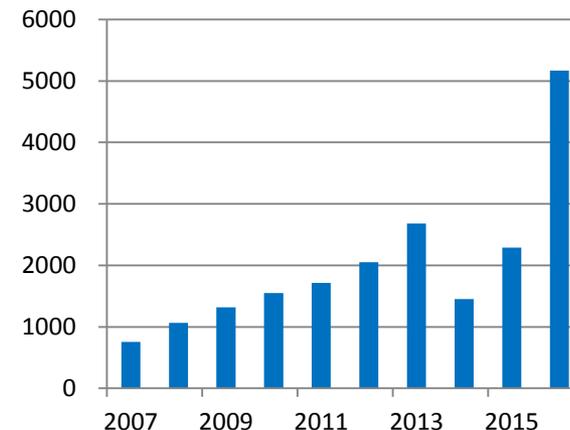
Sales Volume



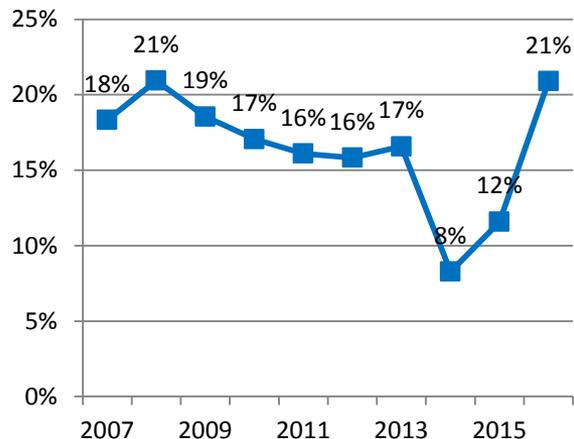
Average Ex-factory Price



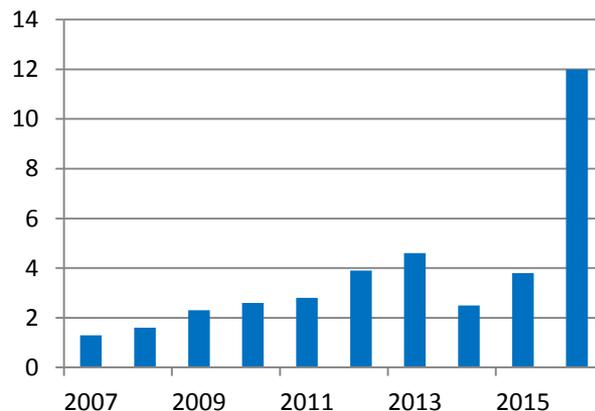
Net Profit



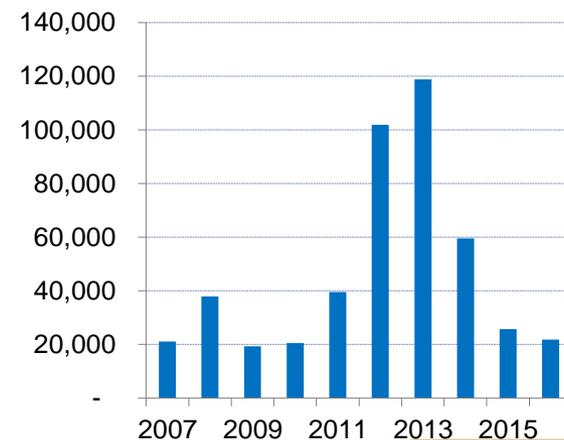
Return on Equity



Cash Dividend per Share (HK Cents)



Export Sales Volume



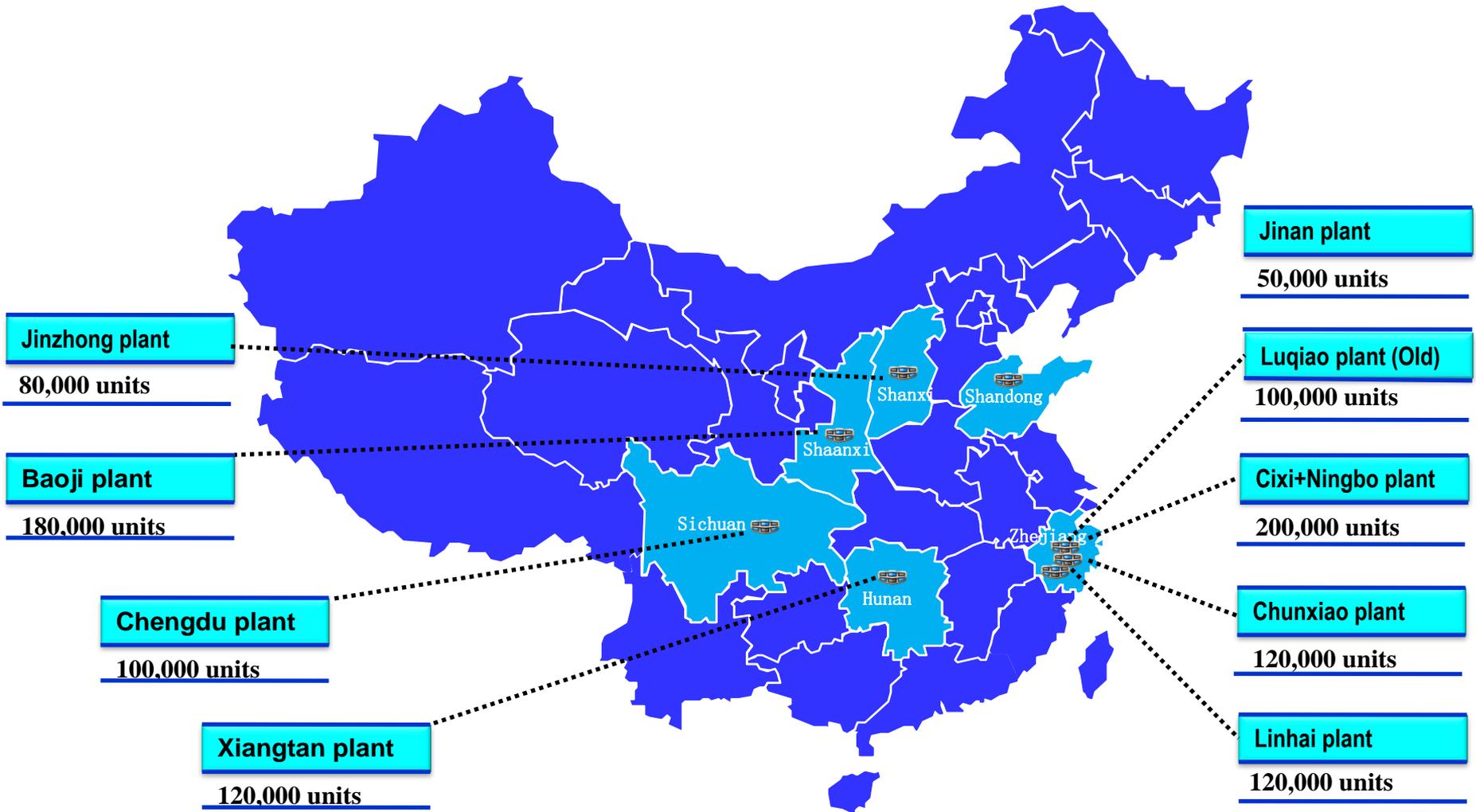
Strategy

<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 31/12/2016)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	13 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\$13.7 billion (31 Mar. 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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