

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

**Corporate Presentation**

Oct 2020



# Sales Performance

Jan-Sep 2020

<b>Overall:</b>	<b>875,472 units -9% YoY</b>
<b>Domestic:</b>	<b>836,986 units -8% YoY</b>
<b>Exports:</b>	<b>38,486 units -21% YoY</b>
<b>NEEV:</b>	<b>48,316 units -39% YoY</b>

Sedans

**314,269 units -16% YoY**

SUVs\*

**541,646 units -3% YoY**

MPV

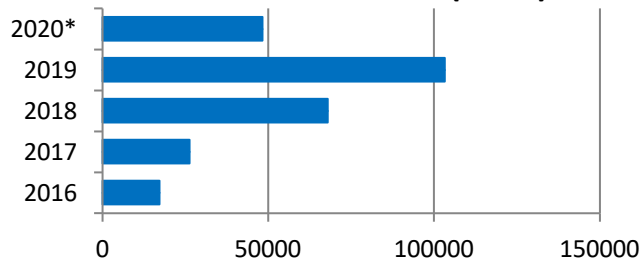
**19,557 units -21% YoY**



\*Jan- May, Geely sold the most SUVs in Chinese market. Data from CPCA.

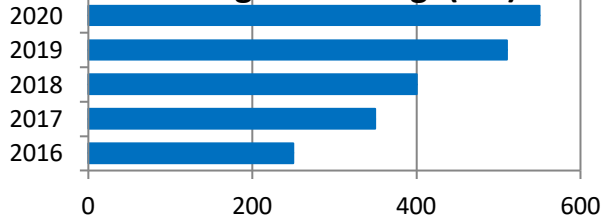
# New Energy and Electrified Vehicles

NEEVs - Sales Volume (units)

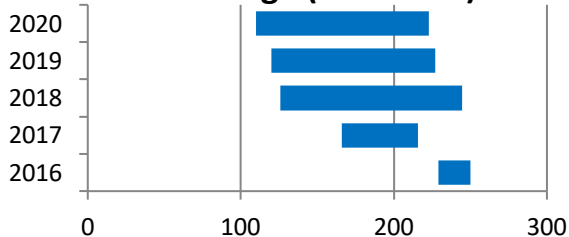


\*End to Jan-Sep 2020

EV - Range Per Charge(km)



Price Range (RMB '000)



NEEV models



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



03 PHEV



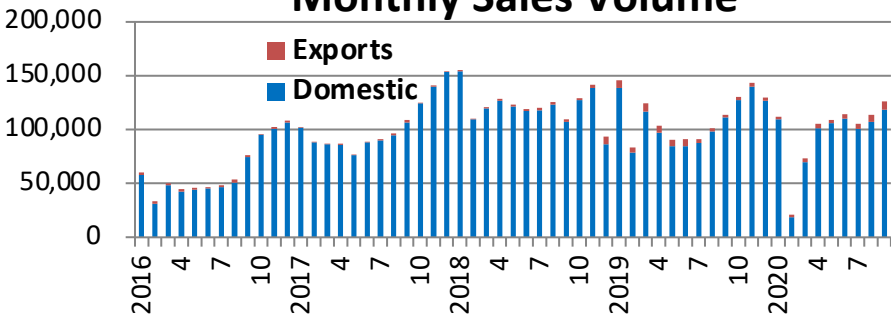
02 PHEV



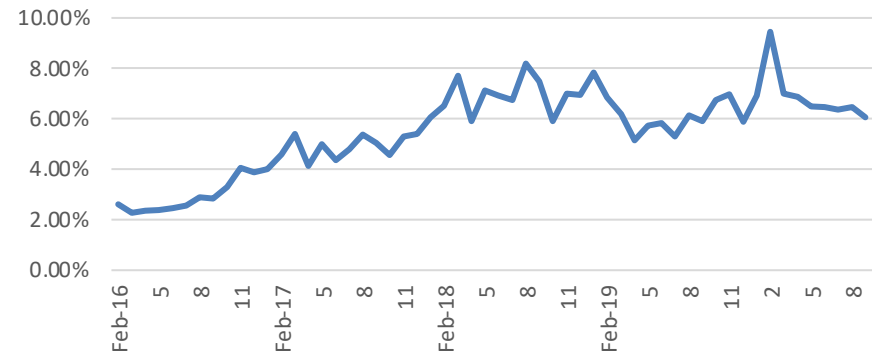
01 HEV

# Sales Performance

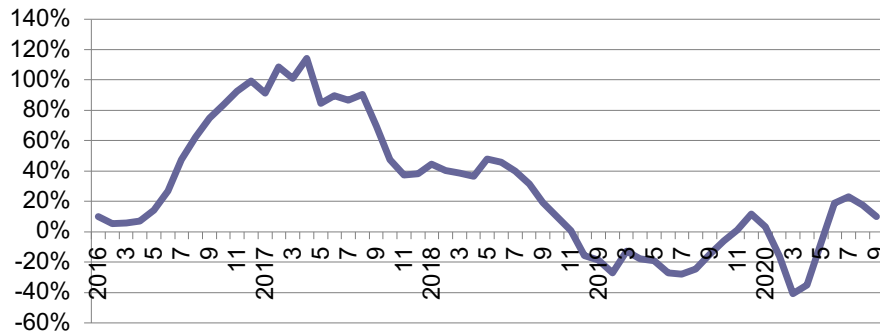
## Monthly Sales Volume



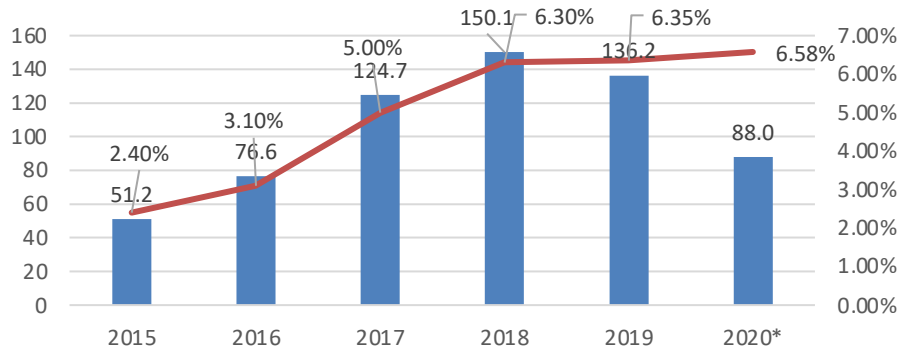
## Market Share



## Domestic Sales Volume (3MMA+/-%)



## Annual Sales Vol & Market Share

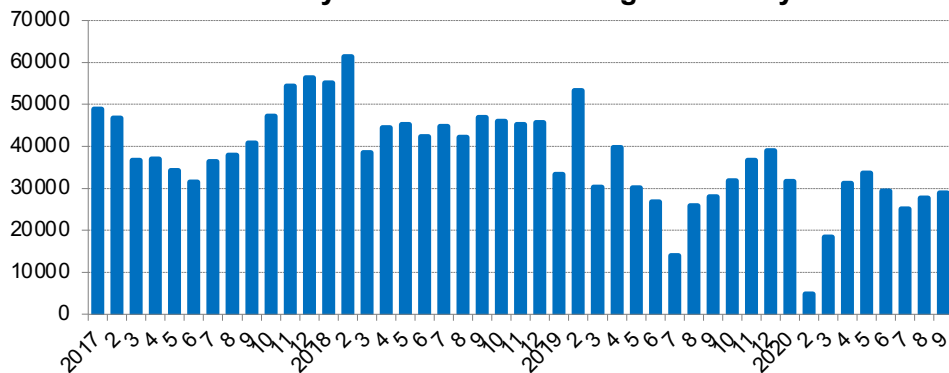


\*End to Sep 2020

# New Emgrand Family

- Emgrand, Emgrand EV, Emgrand GS, Emgrand Gse, Emgrand GL, Emgrand GL PHEV
- A total of 227,910(-18% YOY) unit sales volume in Jan - Sep 2020
- Emgrand remains one of the best selling sedan models in China(Rank #7 in 1Q20)

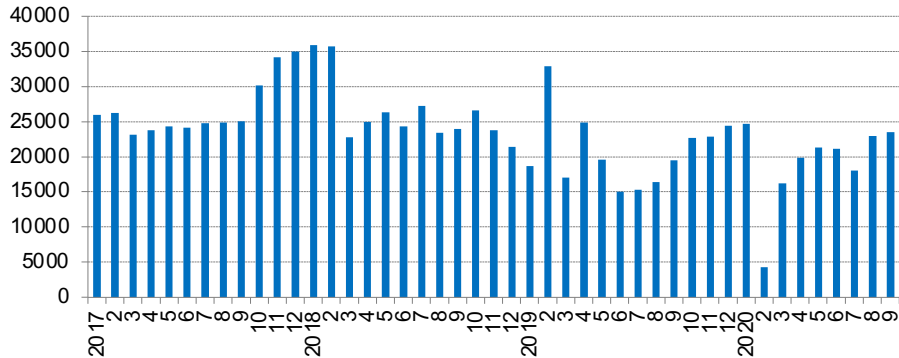
Monthly Sales Volume of Emgrand Family



# Boyue & Borui



Monthly Sales Volume of Bo Series



## Boyue & Borui

- Over 20,000 unit of monthly average sales volume during 2020Q2
- Boyue is one of the most selling SUV model in China & Malaysia.

	SUV Total Sales Volume Ranking	
	2019	2020H1
China	#3	#3
Malaysia	#1	#1

# Xingyue

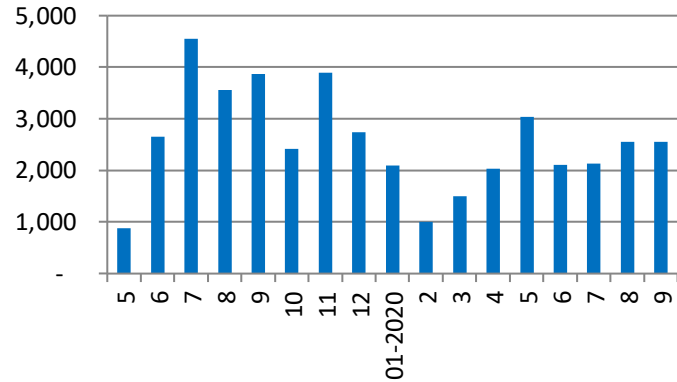


<b>Powertrain:</b>	1.5TD+7DCT 1.5TD+EV Motor+7DCT 2.0T+8AT
<b>Dimension:</b>	4605/1878/1643
<b>Wheelbase:</b>	2700
<b>Power:</b>	130kw/175kw/192kw
<b>Max. Torque:</b>	255//350/400 N.m/rpm
<b>MSRP:</b>	RMB 135,800-216,800



\*The first CMA-based Vehicle of Geely Brand

Monthly Sales Volume of Xingyue



# Jiaji

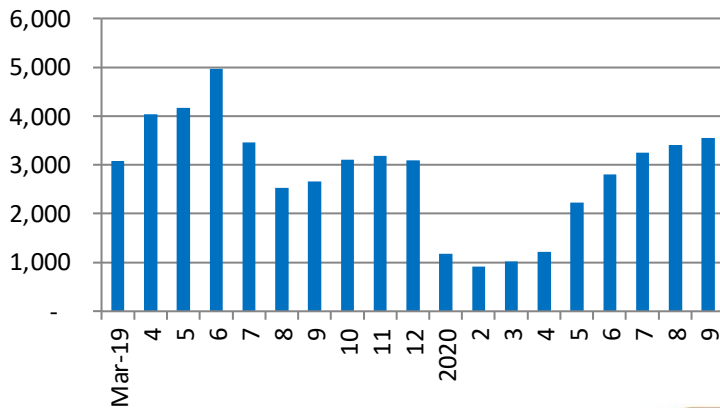


<b>Powertrain:</b>	1.5TD+48VBSG+7DCT 1.5TD+EV Motor+7DCT 1.8TD+6AT
<b>Dimension:</b>	4706/1909/1690
<b>Wheelbase:</b>	2805
<b>Power:</b>	130kw/135kw
<b>Max. Torque:</b>	255/300 N.m/rpm
<b>MSRP:</b>	RMB 99,800-192,800



\*2+3+2, 2+2+3, 2+2+2 three seating options

### Monthly Sales Volume of Jiaji

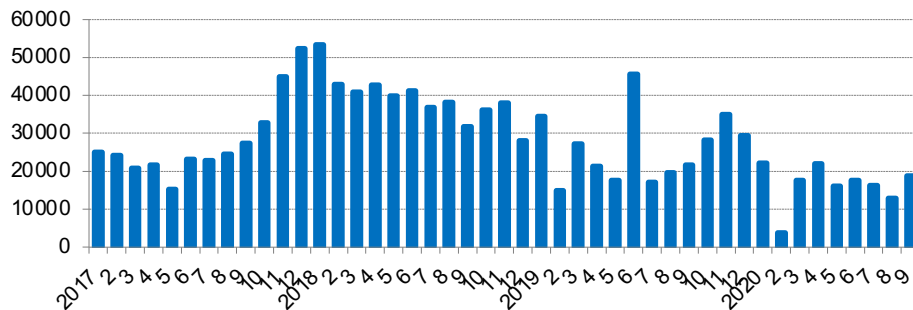




# Vision Family

- Vision Family(Vision, Vision X6, Vision X3, Vision S1) recorded a total of 173,054 (-21% YOY)unit sales volume in Jan - Sep 2020
- Accounted for 20% of total sales Volume in Jan - Sep 2020

Monthly Sales Volume of Vision Family



## Binrui & Binyue

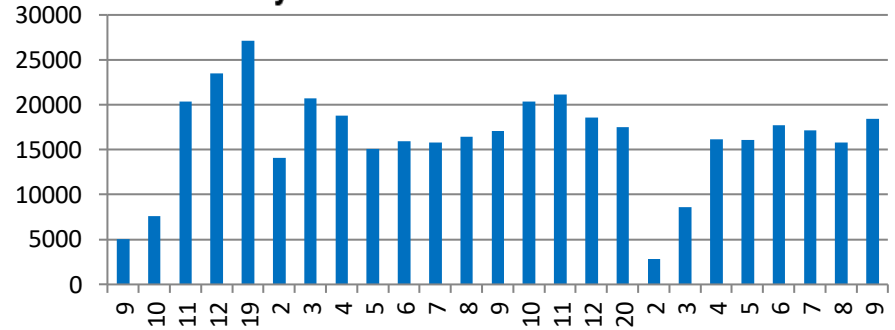


<b>Engine:</b>	1.4T, 1.0T
<b>Transmissions:</b>	6DCT,CVT,6AT,6MT
<b>Dimension:</b>	4680/1785/1460
<b>Wheelbase:</b>	2670
<b>Power:</b>	98kw/5200rpm (1.4T)
<b>Max. Torque:</b>	215/2000-4000 N.m/rpm (1.4T)
<b>MSRP:</b>	RMB79,800-110,800



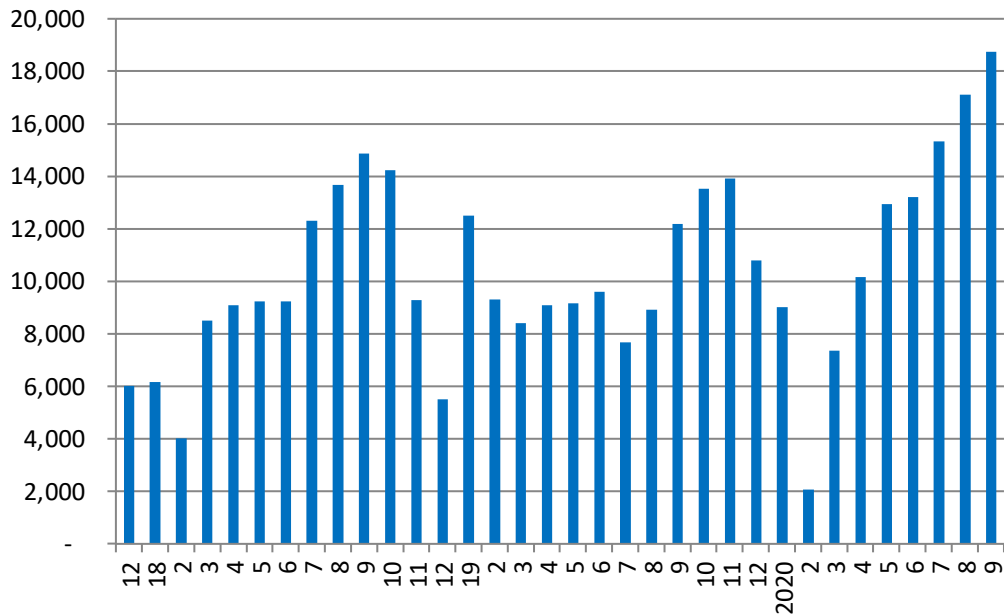
<b>Engine:</b>	1.5T, 1.0T
<b>Transmissions:</b>	7DCT, 6MT
<b>Dimension:</b>	4330/1800/1609
<b>Wheelbase:</b>	2600
<b>Power:</b>	130kw/5500rpm (1.5T)
<b>Max. Torque:</b>	255/1500-4000 N.m/rpm (1.5T)
<b>MSRP:</b>	RMB78,800-118,800

Monthly Sales Volume of "Bin" Series



# LYNK & CO

Monthly Sales Volume of LYNK & CO



## LYNK &amp; 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**
- **284 dealers in China until 2019**
- **2020 in Europe**
- **Lynk & Co recorded 105,937 unit sales volume in Jan – Sep 2020(+19% YoY).**



## New Products 2020

### “Geely” brand:

- “Haoyue” Full size SUV model
- “Icon” compact SUV model
- A compact sedan model
- “NEEV” versions for major existing models

### “Geometry” brand:

- “Geometry C” A brand new electrified SUV model

### “Lynk&Co” brand:

- Two brand new compact and sporty SUV models



## Environmental, Social & Governance (“ESG”)

- Received an MSCI ESG Rating of **AA**
- Ranked top 20 among HSI constituents in the “Hong Kong Business Sustainability Index”
- Strengthened governance for proposed RMB share issue, (e.g. dividend return plan, amended shareholders’ authority)
- Approved reduction of general mandate to issue shares from 20% to 10%



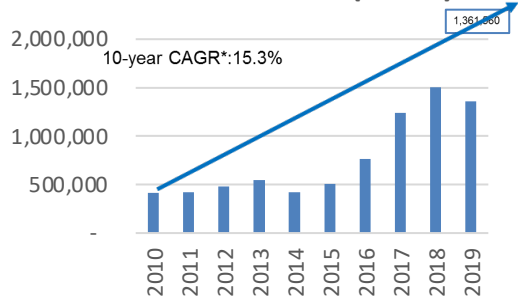
## Environmental, Social & Governance (“ESG”) - (Continued)

- Sales volume of NEEVs 48,316 units in Jan – Sep 2020
- NEEVs contributed to 5.5% of total sales volume in Jan – Sep 2020
- 68% existing products offer NEEV versions
- For newest models like Jiaji, Xingyue & Icon, NEEVs accounted for about 48% of their total sales volume in Jan – Sep 2020



# Financial Performance

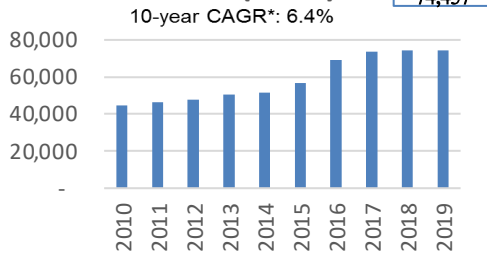
### Wholesale Volume (Units)



\* CAGR: Compound Annual Growth Rate

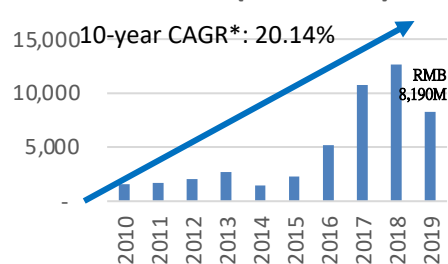
### Average Ex-factory

### Prices (RMB)

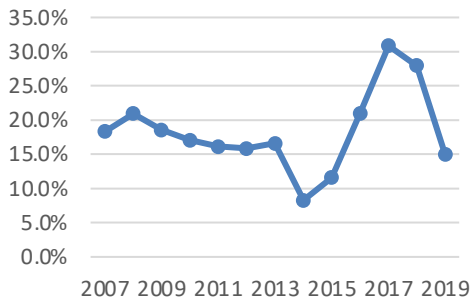


\* Average Ex-factory Prices excluding Lynk&Co

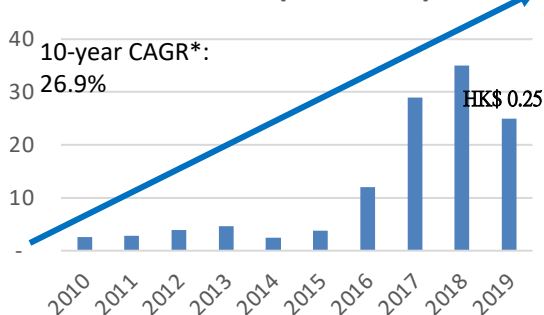
### Net Profit (RMB Mn)



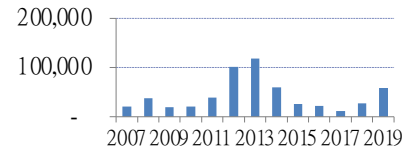
### Return of Equity



### Cash DPS\* (HK cents)



### Export Sales Volume (units)





## 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
- 2019 net profit RMB 509.1M

# Strategy

<b>Products:</b>	<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; MHEV to speed up new energy product offerings;</li><li>• Strategic alliance to upgrade technologies</li></ul>
<b>Services:</b>	<ul style="list-style-type: none"><li>• More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK &amp; CO dealers in China;</li><li>• 17 sales agents, 327 sales and service outlets in 17 oversea countries;</li><li>• Vehicle finance JV with BNP Paribas Personal Finance</li></ul>
<b>Branding:</b>	<ul style="list-style-type: none"><li>• “Geely” brand for mass market;</li><li>• “Lynk&amp;Co” brand for upper market;</li><li>• “Geometry ” brand for BEV market</li></ul>

## Geely Automobile in Figures

<b>Year started:</b>	1998
<b>Total workforce:</b>	43,000 (on Dec. 31 <sup>th</sup> , 2019)
<b>Manufacturing facilities:</b>	11 plants in China + 1 JV plant in Belarus
<b>Products:</b>	17 major models under 4 platforms & 2 modular architecture
<b>Distribution network:</b>	More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China
<b>2019 Sales Volume:</b>	1,361,560 units
<b>2019 Revenues:</b>	US\$12.40 billion
<b>Market Capitalization:</b>	US\$18.65 billion (on Oct 8 <sup>th</sup> , 2020)

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