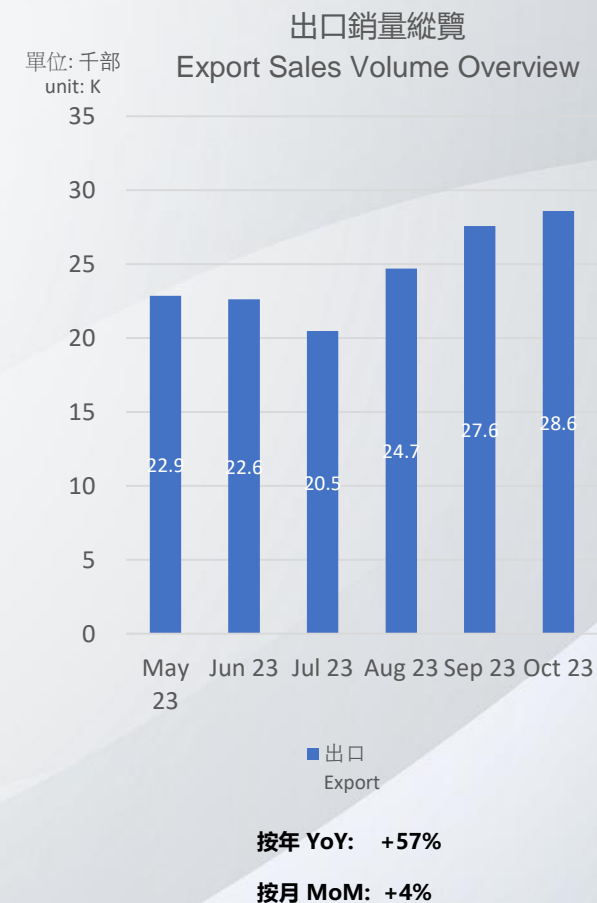
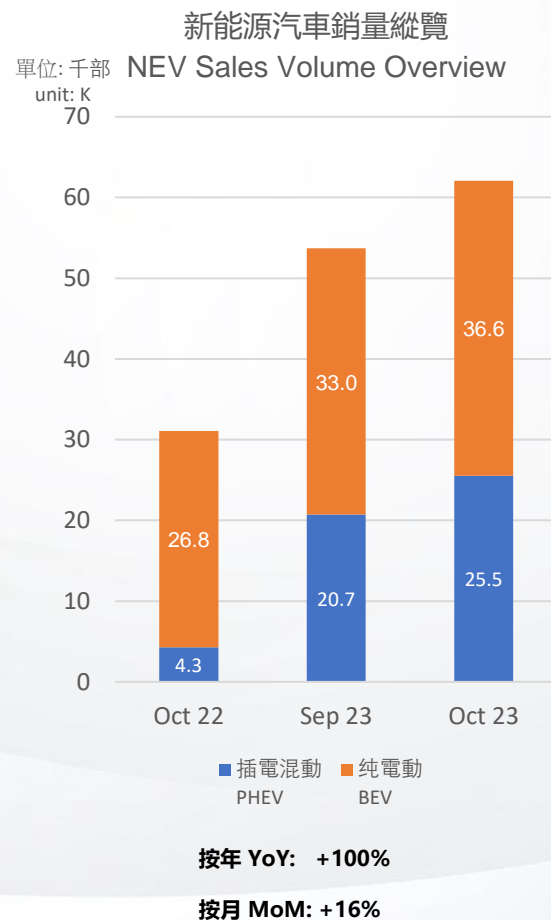
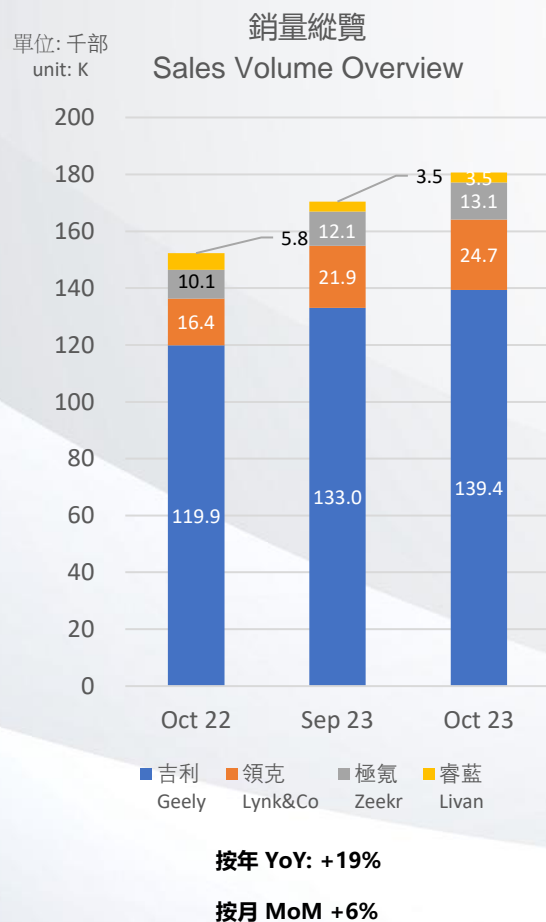


# 吉利汽車控股有限公司

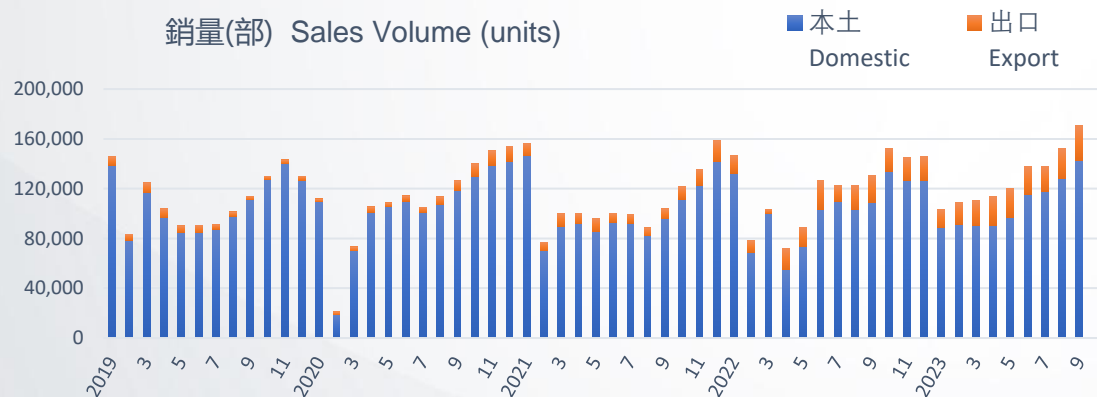
## GEELY AUTOMOBILE HOLDINGS LIMITED

### 公司介紹演示 Corporate Presentation

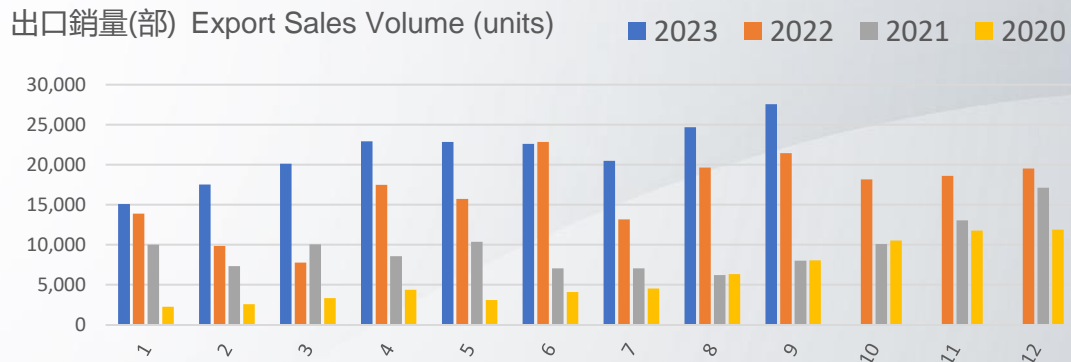
2023年11月 November 2023



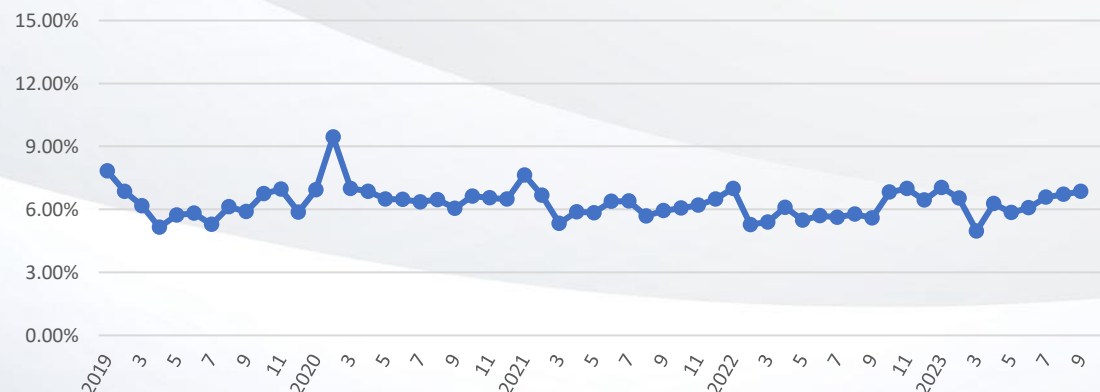
銷量(部) Sales Volume (units)



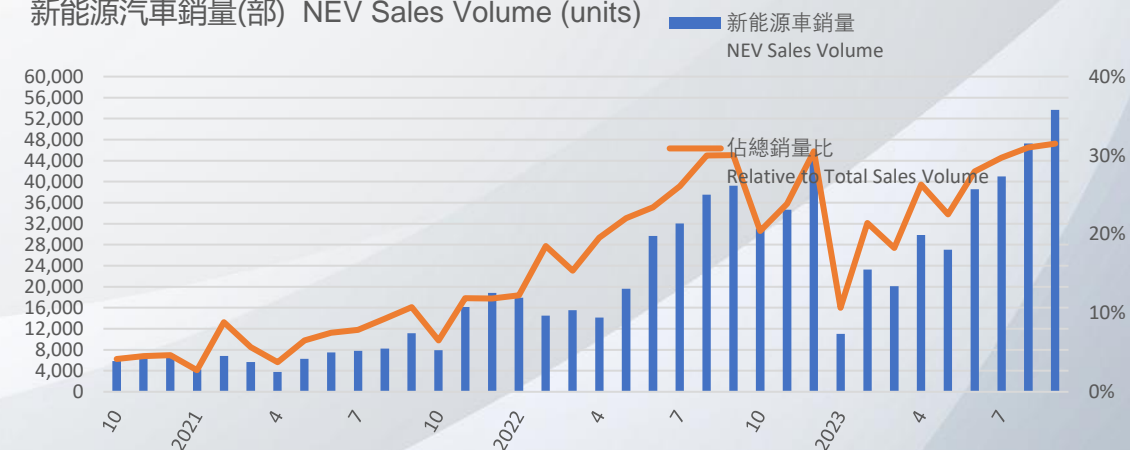
出口銷量(部) Export Sales Volume (units)



國內市佔率 Market Share in China\*



新能源汽車銷量(部) NEV Sales Volume (units)

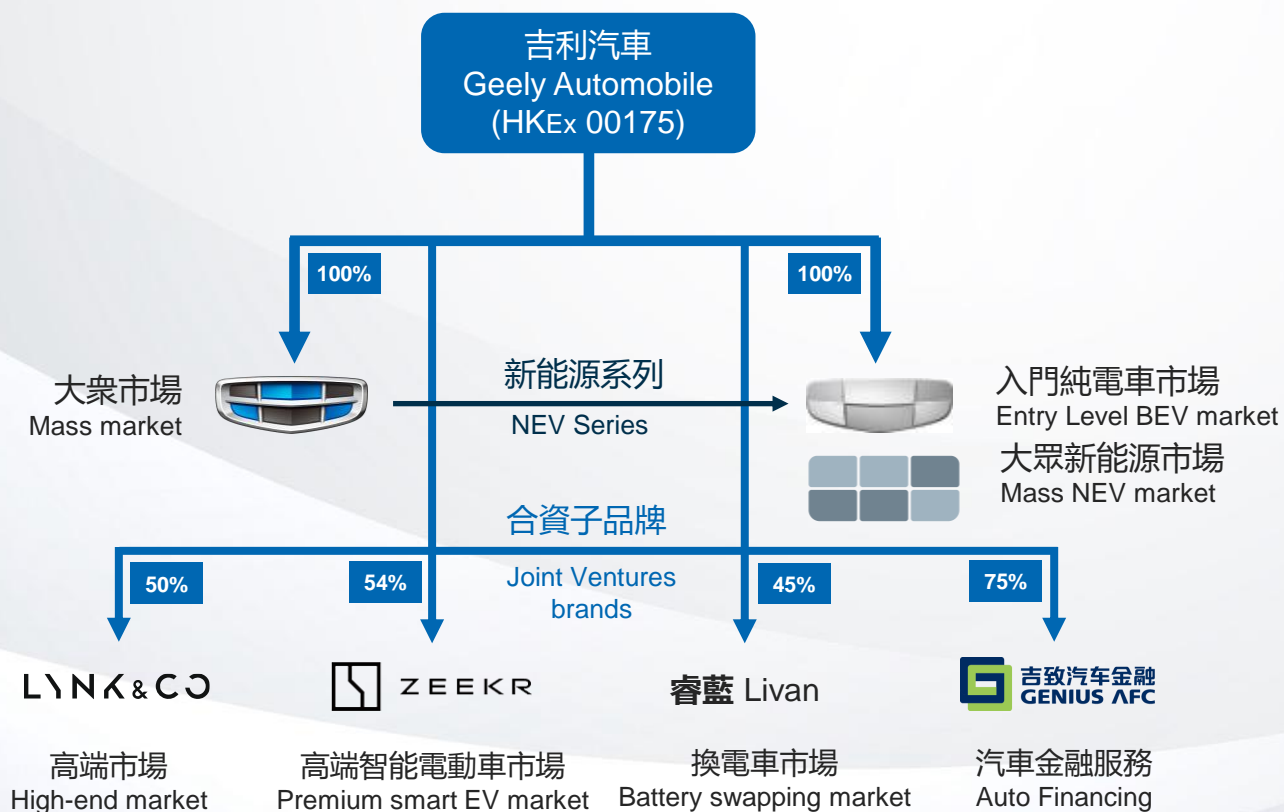


實施多品牌戰略，覆蓋絕大部分汽車消費市場。

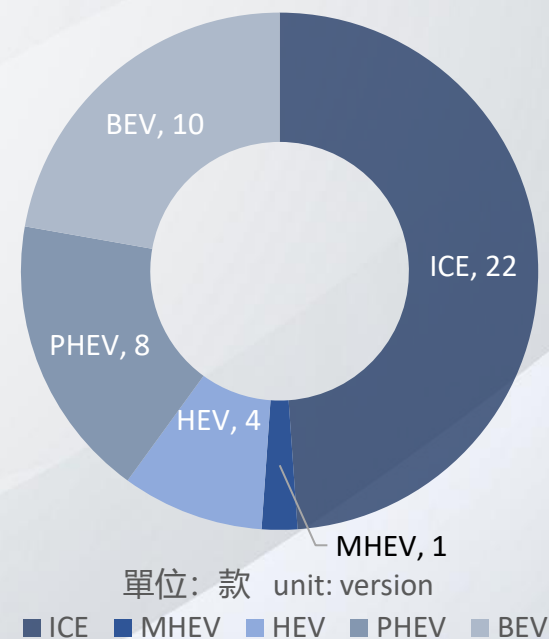
Implement multi-brands strategy to cover most of the automobile market.

利用公司動力總成能力提供多元化產品以滿足客戶需求。

Leverage on the company's powertrain capabilities by offering different products to fulfill the customer demands.



2022年產品動力總成組合  
Product Powertrain Portfolio in 2022

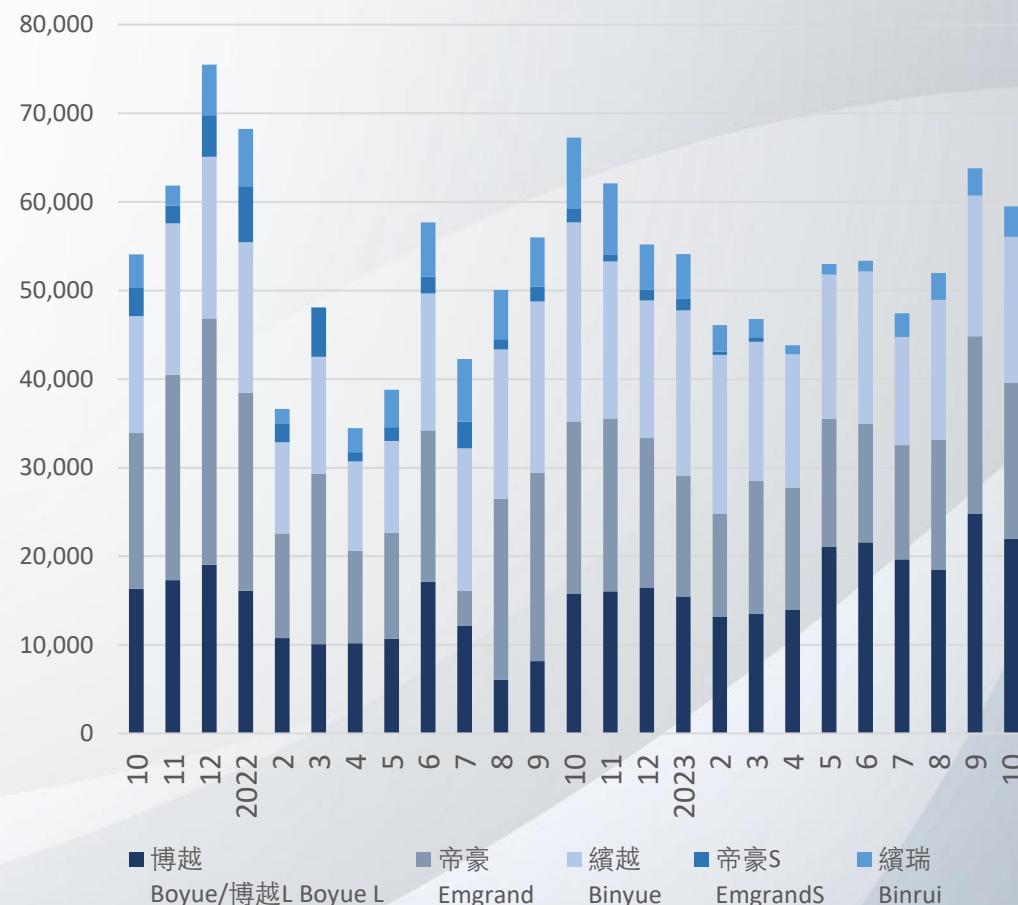




- 針對大眾乘用車市場，以“造每個人的精品車”為品牌願景。推出轎車，SUV，MPV等17款主要車型。
- 博越L作為博越的換代車型，已於2022年上市。採用全新的設計語言以及搭配全新的車機娛樂系統和L2+的輔助駕駛，廣受好評。
- 2022年3月開始全面升級動力總成，搭載1.5T四缸發動機。
- 出口東南亞，東歐，中東等多國市場。
- Targeting the mass market. Brand vision: “Making Refined Cars for Everyone”. Provide 17 major models covering sedan, SUV and MPV.
- Boyue L, the new generation of Boyue, has been launched in 2022. Implementing the new design language and the new entertainment system and L2+ ADAS are widely acclaimed.
- New powertrain upgrade starts in March 2022 with a newly designed 4 cylinder 1.5T engine.
- Export to Southeast Asia, Eastern Europe and Middle East countries.

除中國星系列外主要車型月度銷量(部)

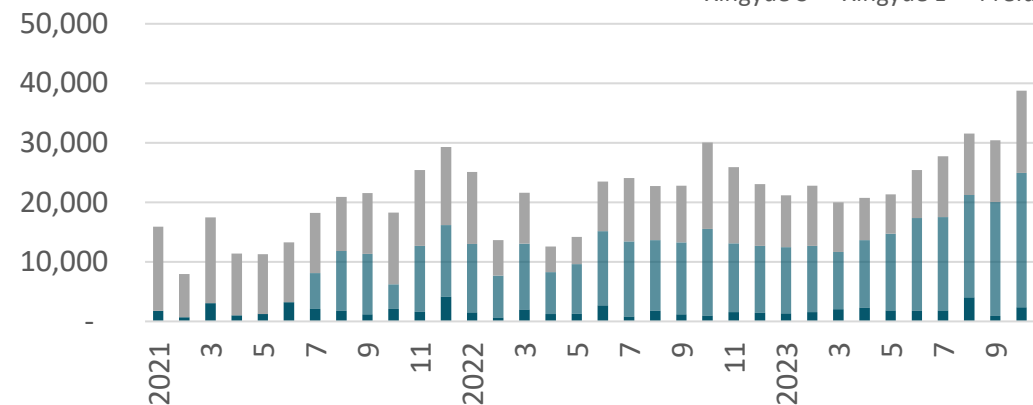
Monthly Sales Volume of Major Models excl. China Star Series (units)



## 中國星系列 China Star Series



月度銷量(部) Monthly Sales Volume (units) ■ 星越S Xingyue S ■ 星越L Xingyue L ■ 星瑞 Preface



- 吉利品牌旗下高端系列，滿足用戶消費升級需求。
- 3款車型基于CMA模塊化架構平臺:星越L、星越S、星瑞。
- 平均指導價為人民幣15萬元以上。
- 星越L混動車型已于2022年3月開始交付。
- High-end series under Geely brand, to fulfill User consumption upgrade requirements.
- 3 models based on CMA platform: Xingyue L, Xingyue S, Preface.
- Average Selling Price of RMB150K+.
- Delivery of Xingyue L HEV since March 2022.

### 吉利星越L



#### 尺寸Size:

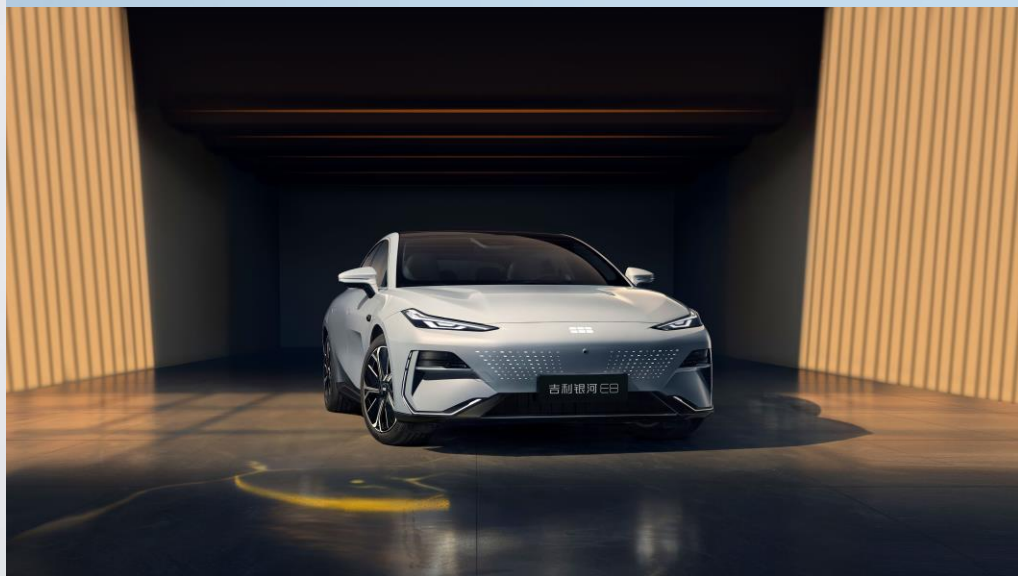
- 4770\*1895\*1689 cm
- 軸距 wheelbase: 2845 cm

#### 發動機選擇Powertrain choices:

- 燃油ICE: 2.0TD+7DCT/8AT, max 175Kw, max 350 Nm
- 混動HEV: 3 speed DHT, 4.3L/100Km

#### 智能配置Smart features:

- 5 domain E/E structure
- 3X12.3 inch screens, Qualcomm 8155
- APA/LCC/AEB/LDW/LCA/HUD



GEOMETRY



- 吉利品牌全新中高端新能源系列——“吉利銀河”。
- 3年内将推出7款产品。
- 全新的經銷商網絡。
- 首款純電产品銀河E8 將於于2023年廣州車展開始預售。
- 目前已經上市兩款車型分別為銀河L6、銀河L7。
- “Galaxy” - Brand new mid-high end new energy series under Geely Brand
- Will launch 7 new models in coming 3 years
- Brand new Dealership.
- Galaxy E8, the first BEC model of Galaxy will presell on Guangzhou Auto show 2023
- Galaxy L6, Galaxy L7 are hot selling now.

# 几何汽车 GEOMETRY



## 熊猫mini

CLTC工况续航里程  
120km  
电池容量  
9.61kW·h

CLTC工况续航里程  
200km  
电池容量  
17.03kW·h

轴距  
2015 mm

长宽高  
3065x1522x1610 mm

最小转弯半径  
4.0 m

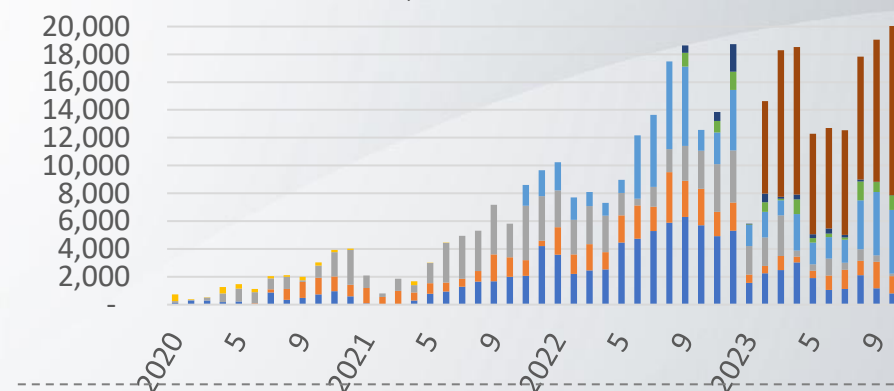
支持商业快充  
30%-80%仅需30分钟  
\*仅限200km续航车型

空载最小离地间隙  
170mm

灵巧彩色仪表盘  
9.2英寸

## 月度销量(部) Monthly Sales Volume (units)

■ 幾何A  
Geometry A  
■ 幾何C  
Geometry C  
■ 帝豪EV  
Emgrand EV  
■ 帝豪GSE  
Emgrand GSE  
■ 幾何E  
Geometry E  
■ 幾何G6  
Geometry G6  
■ 幾何M6  
Geometry M6  
■ 熊猫Mini



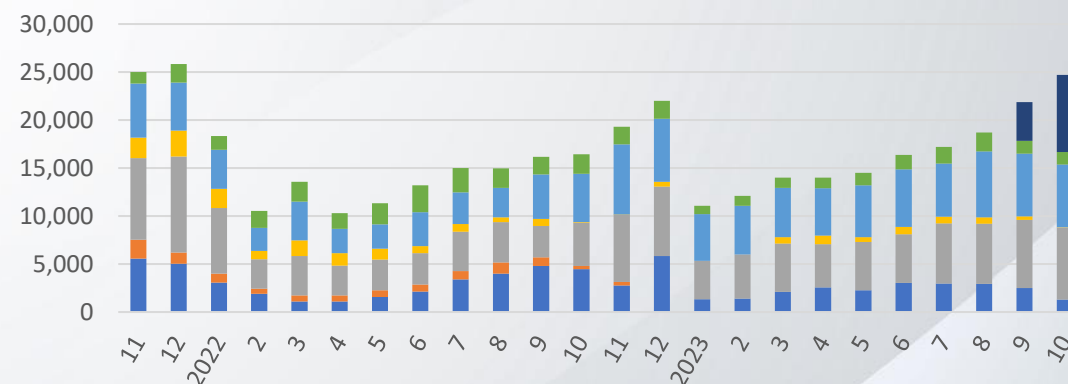
- 以全球入門純電車市場為目標之子品牌。
- 熊猫mini上市第二個月銷量即破萬。
- A pure electric sub-brand targeting the global entry level BEV market.
- Panda Mini sold over 10k units in the second month of its launch.

# LYNK & CO

- 進入高端市場最成功的自主品牌之一，自2017年12月發運66萬部以上。
  - 以開放，互聯為品牌精神，平均指導價至人民幣13萬元以上。
  - 基於CMA/SPA/BMA 模塊化架構平臺推出7款車型覆蓋轎車及SUV。
  - 自 2021年開始透過訂閱或直銷進入西歐及中東發達國家市場。
- One of the most successful local brands entered the premium market with 660K+ units delivery since Dec 2017.
  - Bold image targeting premium market customers for openness and connectivity to the world as brand spirit, with Average Selling Price of RMB130K+.
  - Launched 7 models based on CMA/SPA/BMA platforms cover sedan and SUV.
  - Entered developed markets in Western Europe and Middle East countries through subscription or direct sales since 2021.

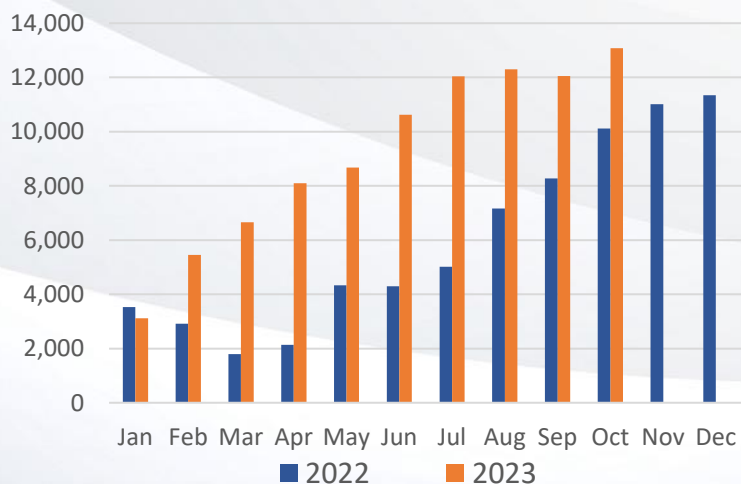


月度銷量(部) Monthly Sales Volume (units) 01 02 03 05 06 09 08





月度交付量(部) Monthly Delivery (units)



- 與吉利控股成立之合營公司，佔比54%。
- 極氪第四款產品 極氪007將於2023年廣州車展開始預售。
- 極氪001FR上市，0-100km/h加速只需要2.02秒
- 採用直營銷售方式，2023年10月底直銷實體（包括極氪中心及極氪空間）店超過343家。
- A joint venture with Geely Holding at 54% shareholding.
- The Fourth product of Zeekr, Zeekr 007, will presell on Guagnzhou Auto show 2023.
- Zeekr 001FR launched, 0-100km/h accelerate only cost 2.02S
- Direct selling business model with over 260+ direct sales stores (incl. Zeekr Centre and Zeekr Space) by end of 2022.

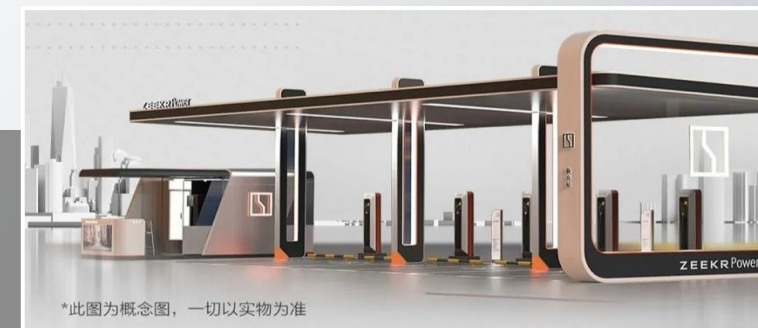


10月底，極氪線下門店共343家

In Oct 2023, Zeekr have 343 off-line stores.

註：線下直銷實體包括極氪中心、極氪空間及快閃店

Note: Off-line direct sales stores include Zeekr Centre, Zeekr Space and words overlapped store.



\*此图為概念图，一切以实物為準

自建充電站已在全國130座城市超800個站上綫。第三方充電網絡已覆蓋全國96%城市中的近55萬個充電終端

Self-built battery charging stations are in operation in 130 cities and 800 terminals. Nearly 550K third party charging terminals in 96% cities in China.



- 與力帆科技 (上海交易所:601777) 於2022年以45%/55%比例成立之合營公司
- 以打造具有競爭力的智能換電產品和服務為目標
- 由2021年公佈之智能吉利2025戰略導向
  - 吉利將於2025年前推出5款智能換電車型目標銷量達20萬部
  - 吉利將於2025年前在中國設置5,000個換電充電站
- 除換電充電服務及產品外，睿藍亦會在發展初期提供低端內燃機汽車

- A joint venture with Lifan (Shanghai stock exchange stock code: 601777) on a 50%/50% scale was established in 2022
- Targeting to create competitive intelligent battery swapping products and services
- Following Smart Geely 2025 initiative announced in 2021
  - Geely will launch 5 intelligent battery swapping vehicles models with target sales of 200K units by 2025
  - Geely will set up 5K battery swapping stations in China by 2025
- Besides battery swapping services and products, Livan will also provide low end ICE cars at the early stage of its development

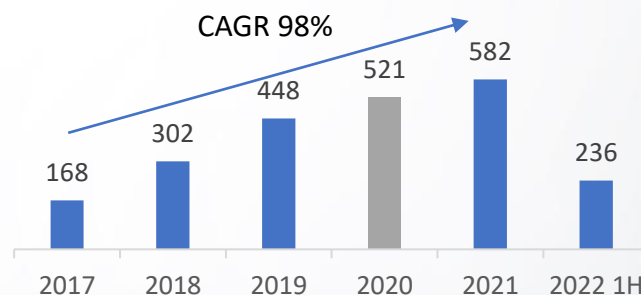


- 與BNPP PF以80%/20%規模成立的合資企業
- 為吉利品牌提供汽車融資服務：吉利汽車、領克、幾何、極氪和沃爾沃
- 零售不良貸款(60天以上)：2022年6月僅為0.2%
- J.D. Power 2022中國經銷商融資滿意度調查零售信貸板塊排名第二

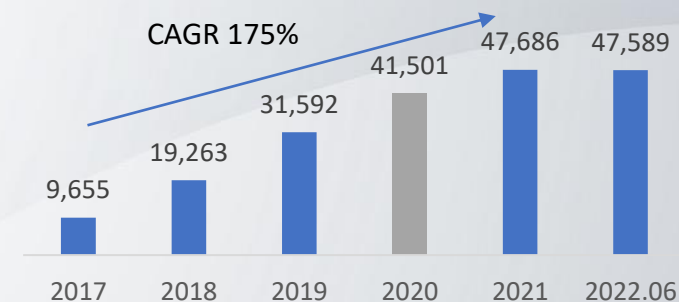
- A joint venture with BNPP PF on a 80%/20% scale
- Provides auto financing services to Geely brands: Geely Auto, Lynk & Co, Geometry, Zeekr and Volvo
- Retail NPL (non-performing loan: 60+ days) at 0.2% in Jun 2022
- Ranked No.2 in the retail credit segment of J.D. Power 2022 China Dealer Financing Satisfaction Study

CAGR: Compound Annual Growth Rate 年複合增長率

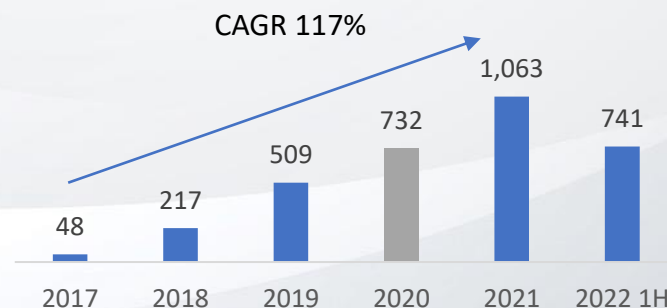
零售合約 (千部)  
Retail Contracts (thousand unit)



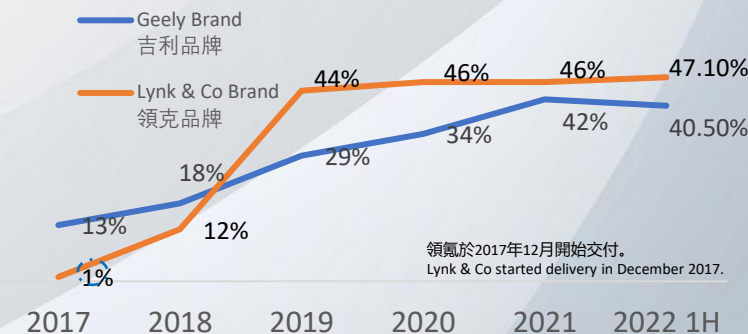
未償還貸款資產總額(人民幣百萬元)  
Total Outstanding Loan Assets (RMB Mn)



淨利 (人民幣百萬元)  
Net Profit (RMB Mn)



零售滲透率  
Retail Penetration



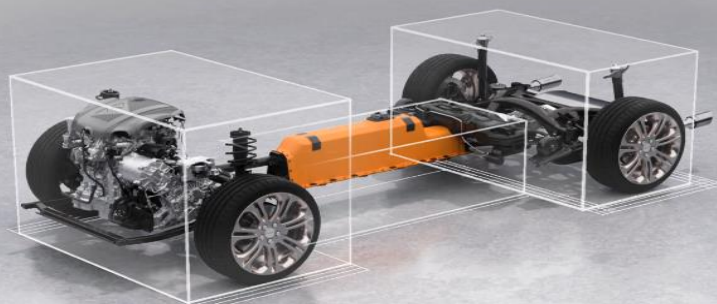
作為公司主要技術優勢之一，吉利的目標是逐步將大部分車型轉移到模塊化架構。2021年50%的銷售額來自模塊化架構。模塊化架構由吉利控股集團授權，並與其他品牌共享，以達至規模經濟。

As one of the company's major technical edges, Geely is targeting to gradually transform most of the models to modular architectures. 50% of the sales were from these platforms in Year 21. The Modular Architectures are licensed from the parent company and shared between other brands for economies of scale.

**更高共性率**  
Higher Commonality Rate

**更短開發週期**  
Shorter Development Cycle

**更低生產成本**  
Lower Manufacturing Cost



**CMA**

- 模塊化架構（BMA、CMA、SPA、SEA）覆蓋整個產品線
- A0/A/B/C/D/E 級車款均具有多種動力總成選項
- 先進具彈性的E/E架構

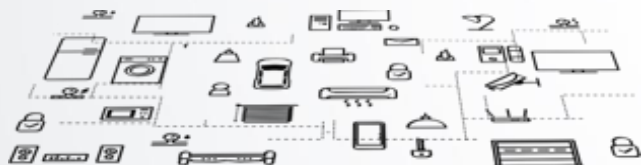


**BMA**

- 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

## 純電模塊化架構旨在構建智能電動汽車生態

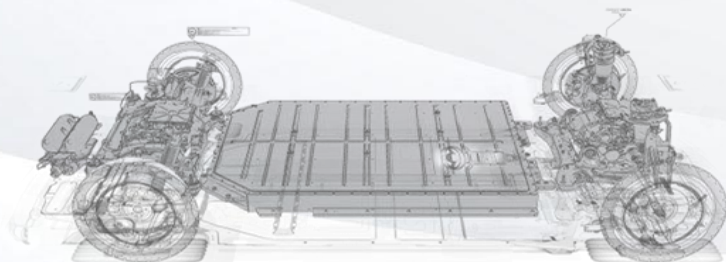
The Pure Electrical Modular Architecture is aiming to build up the Smart EV Ecosystem.



Ecosystem level



Software level



Hardware level

## 浩瀚 SEA

### Sustainable | Experience | Architecture

- 至2022年止，7個品牌加入浩瀚生態：極氪、吉利、Smart、沃爾沃、極星、路特斯、集度
  - 覆蓋 A-E 級的寬帶寬度
  - 基于雲端的電鍍零件管理
  - 中央系統控制E/E結構
  - 2025年達到全自動駕駛
  - 浩瀚操作系統建構未來電動汽車生態系統
  - 開源電動汽車架構
- 
- Seven brands joined SEA ecosystem by 2022 : Zeekr, Geely, Smart, Volvo, Polestar, Lotus, Jidu
  - 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

## 2022年已推出6款搭載雷神Hi-X混合動力車型

Launched 6 models equipped with Lei Shen Hi-X powertrains in Year 2022



### 雷神智擎 Hi-X      Lei Shen Hi-X

- 世界級模塊化智能混合動力平臺，涵蓋混動、插電混動、增程式
  - 43.32%的世界級熱效率，節油率高達40%
  - 首創三檔混動電驅，最大輸出扭矩4920N•m
  - 支持固件遠程升級及20種智能駕駛模式
- 
- World class modular intelligent hybrid platform covering HEV, PHEV, REEV
  - World class thermal efficiency of 43.32%, Fuel savings up to 40%
  - The first to launch 3-speed Dedicated Hybrid Transmission - DHT Pro, Max torque 4920N•m
  - FOTA & 20 intelligent driving modes

## 從信息娛樂系統、數字座艙到中央計算的片上系統和操作系统能力

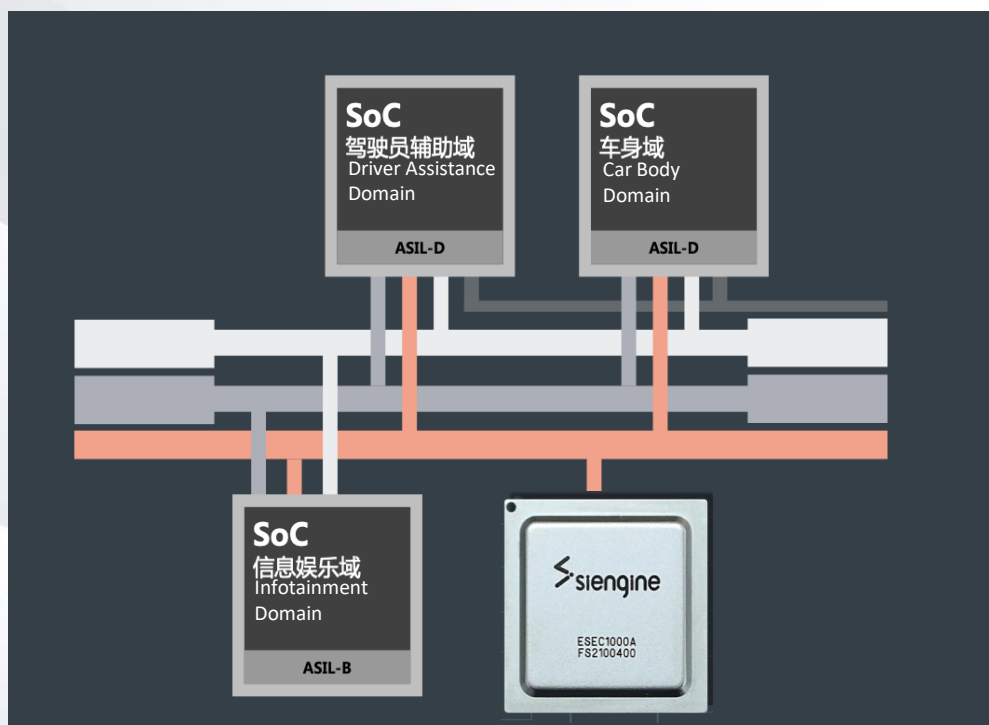
Equipped with SoC and operation system capabilities from infotainment, digital seat to central calculation



## 億咖通

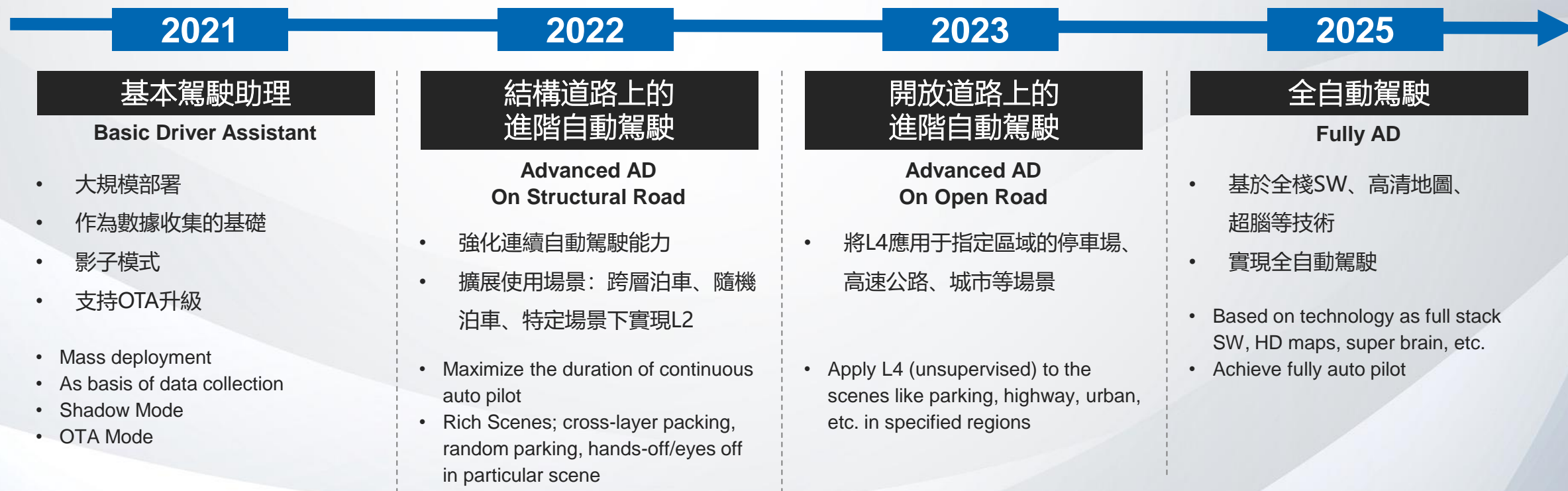
## ECARX

- 入股億咖通，加強智能化佈局
  - 於星越L、領克09等車型上成功搭載GEEA2.0架構，智能化體驗顯著提升
  - 億咖通旗下芯擎科技研發的中國第一顆7nm車規級SoC芯片流片成功
  - 銀河車機操作系统正式搭載在星越L上
  - 吉利汽車成為吉利控股集團智能生態一網三體系的重要參與者
- 
- Being a shareholder of ECARX, strengthen intelligent layout
  - GEEA 2.0 architecture has been successfully installed on Xingyue L, Lynk 09 and other models, the intelligent experience has been significantly improved
  - China's first 7nm vehicle-grade SoC chip developed by The Core Engine Technology, a subsidiary of ECARX, was successfully taped out
  - Galaxy vehicle operating system is officially installed on Xingyue L
  - Geely Auto has become an important participant in Geely Holding Group's intelligent ecology, one network and three systems



模塊化架構專為未來的全自動駕駛而設計。

The Modular Architectures are designed for Full Autonomous Driving in future.





2023年1-10月，新能源汽車（包括純電動車及插電混動）銷量達到361,980輛（同比上升45%），佔總銷量的27%；吉利銀河L7(新款插電混動SUV)於5月正式上市，10月銷量達9,336輛，佔本月新能源車總銷量的15%；

During Jan - Oct 2023, the sales volume of NEVs (including BEVs and PHEVs) reached 361,980 units (+45% YoY), accounting for 27% of the total sales volume; Geely Galaxy L7 (a new PHEV SUV) was officially launched in May and its sales volume reached 9,336 units in October, accounting for 15% of the total sales volume of NEVs this month;



2023年1-10月，純電動車銷量達到265,113輛（同比上升37%），佔公司新能源汽車總銷量的73%。其中，極氪銷量達92,105輛，佔純電動車總銷量的35%。

During Jan - Oct 2023, the sales volume of BEVs reached 265,113 units (+37% YoY), accounting for 73% of the total NEVs sales volume. Among them, the sales volume of Zeekr reached 92,105 units, contributing to 35% of the total BEVs sales volume.



致力推動ESG戰略的「氣候中和」：

Committed to promoting “Climate Neutrality” in our ESG strategy:

- 短期目標：以2020年為基準年，2025年單車全生命週期碳排放減少25%以上；中期目標：2035年單車全生命週期碳排放減少68%以上；長期目標：2045年實現碳中和；

Short-term target: With 2020 as baseline, the life cycle carbon emissions per vehicle to be reduced by 25%+ by 2025; Medium-term target: life cycle carbon emission per vehicle to be reduced by 68%+ by 2035; Long-term target: Carbon neutrality in 2045;

- 截至2023年6月30日，單車全生命周期碳排放累計減少10.6%（以2020年為基準年）；

As of 30 June 2023, the life cycle carbon emissions per vehicle reduced cumulatively by 10.6% (with 2020 as baseline);

- 連續兩年獲《財經》碳中和高峰論壇「中國上市公司雙碳領導力表現行業榜」評為最高級別「卓越」，蟬聯汽車榜第一；

Rated as the highest category “Excellence” and ranked 1<sup>st</sup> in the automobile industry for two consecutive years by the “Chinese Listed Companies’ Dual Carbon Leadership Performance Industry List” of the Caijing Forum of Carbon Neutrality;

- 在「轉型路徑倡議（TPI）」的低碳管理品質評估中，成為首家中國車企提升至「3級」（0-4級）；

The first Chinese automobile company upgraded to “Level 3” (Level 0-4) in the low-carbon management quality assessment of Transition Pathway Initiative (TPI);



- 成為氣候相關財務信息披露工作組（TCFD）的支持者，並成為首家中國乘用車企業承諾符合科學碳目標倡議（SBTi）。

Became a TCFD supporter and the first Chinese passenger car company to commit to aligning with the Science Based Target initiative (SBTi).

首次在「香港企業可持續發展指數」及「全球（亞太）企業可持續發展指數」中位列前 10 位，並在「大中華企業可持續發展指數」中位列第13名。

First time ranked in the top 10 of the “Hong Kong Business Sustainability Index” and “Global (Asia Pacific) Business Sustainability Index”, and ranked 13th in the “Greater China Business Sustainability Index”.

首次獲選為「恒生可持續發展企業指數」成份股，該指數由符合資格的30家最佳可持續發展表現的香港上市公司組成；

First time selected as a constituent of the “Hang Seng Corporate Sustainability Index”, comprising 30 Hong Kong-listed companies with the best sustainability performance;

持續獲選為「恒生 ESG 50 指數」、「恒生可持續發展企業基準指數」及「富時社會責任指數系列」成份股；

Consecutively selected as constituent of the “Hang Seng ESG 50 Index”, “Hang Seng Corporate Sustainability Benchmark Index” and “FTSE4Good Index Series”;

成為標普全球《可持續發展年鑒（中國版）》入選企業，2022年標普ESG評分位列中國汽車製造行業第一名；

Listed in S&P Global “Sustainability Yearbook (China Edition)” and ranked 1<sup>st</sup> in 2022 S&P ESG score among Chinese automobile companies;

上榜中央廣播電視台發布的「中國ESG上市公司先鋒100」榜單第8名，獲得五星級評價，位列中國車企第一；

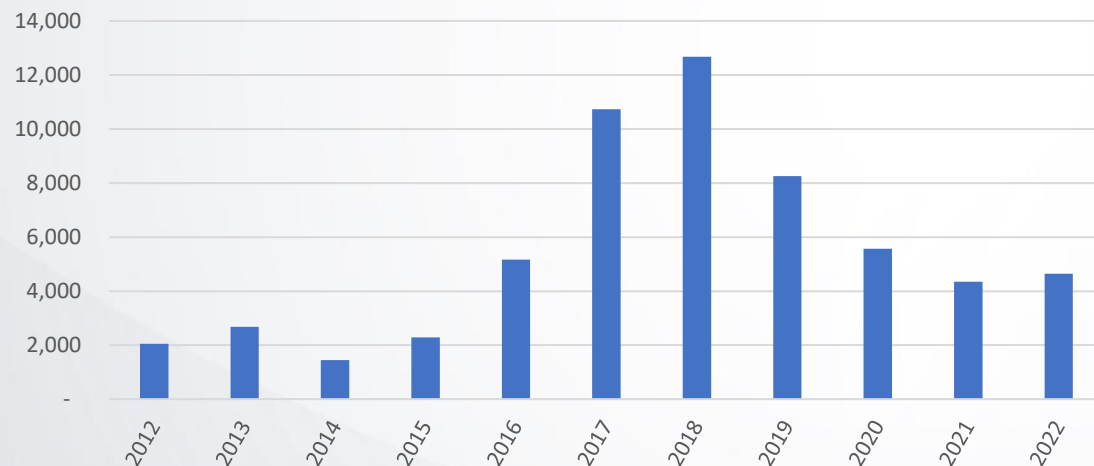
Ranked 8<sup>th</sup> on the China Central Television “China ESG Listed Company Pioneer 100” list, with a five-star rating and ranked 1<sup>st</sup> among Chinese automobile companies;

獲得 MSCI ESG 評級為 A 以及 Sustainalytics ESG 風險評級為低風險；

Received MSCI ESG rating of A and Sustainalytics ESG Risk Rating of low risk;

淨利(人民幣百萬元) Net Profit (RMB Mn)

→10Yrs CAGR 8.5%

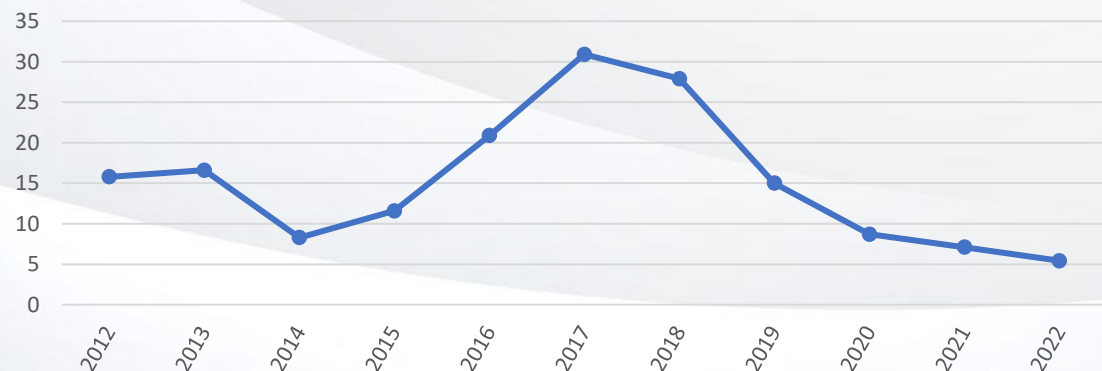


平均出廠價格 (人民幣) Average Ex-factory Prices (RMB)

→10Yrs CAGR 7.9%

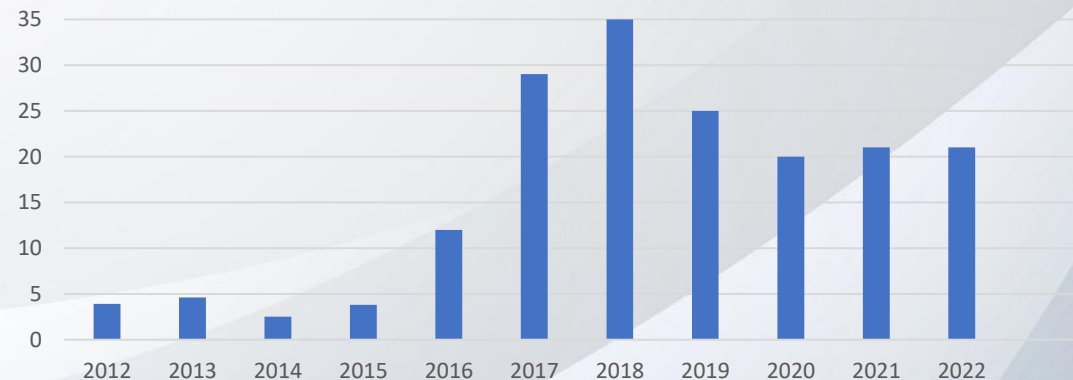


股本回報率(%) Return of Equity (%)



每股股息 (港仙) Cash Dividend Per Share (HK cents)

→10Yrs CAGR 10%



|                                  |  |
|----------------------------------|--|
| 起始年份<br>Year started             | 1998   |
| 總員工人數<br>Total workforce         | 49,000 (於2022年12月31日)<br>49,000 (on 31 <sup>st</sup> Dec 2022)   |
| 工廠設置<br>Manufacturing facilities | 11家全資中國工厂<br>11 fully owned plants in China  |
| 產品<br>Products                   | 4個模塊化架構(CMA, BMA, SPA & SEA)為主，共推出19個主力車型。<br>19 major models are launched under 4 main modular architectures (CMA, BMA, SPA & SEA)  |
| 服務<br>Services                   | 超過1,014間吉利經銷商、328家幾何經銷商、376家領克經銷商、和260家極氪直營店在中國。<br>43個銷售代理，379個銷售服務網點遍布海外51個國家 (於2022年12月31日)<br>More than 1,014 Geely dealers, 328 Geometry dealers, 376 LYNK & CO dealers and 260 Zeekr direct sales stores in China.<br>43 sales agents, 379 sales and service outlets in 51 overseas countries (on 31 <sup>st</sup> Dec 2022) |
| 2022年銷量<br>2022 Sales Volume     | 1,432,988 部<br>1,432,988 units   |
| 2022年收益<br>2022 Revenue          | 188億美元<br>US\$18.8 Billion   |
| 信貸評級<br>Credit Rating            | 標普：BBB-/負面；穆迪：Baa3/負面<br>S&P:BBB-/Negative; Moody's: Baa3/Negative   |
| 市值<br>Market Capitalization      | 113億美元(於2023年11月1日)<br>US\$11.3 billion (on November 1 <sup>st</sup> 2023)   |

# 因快乐而伟大



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