

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

January 2021



Sales Performance

	Dec 2020	2020 FY
Overall:	154,202 units +19% YoY	1,320,217 units -3% YoY
Domestic:	142,297 units +12% YoY	1,247,526 units -4% YoY
Exports:	11,905 units +255% YoY	72,691 units +25% YoY
NEEV*:	7,171 units -28% YoY	68,142 units -40% YoY



Sedans

472,538 units -11% YoY

SUVs

818,907 units 2% YoY

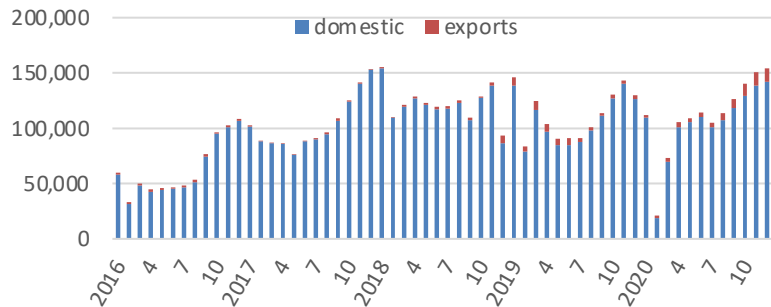
MPV

28,772 units -9% YoY

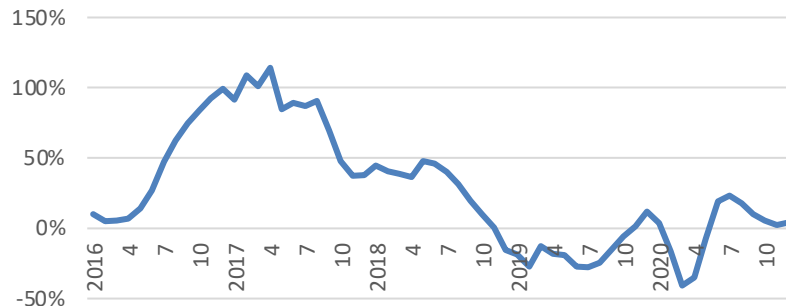
*New Energy and Electrified Vehicle which including MHEV,HEV,PHEV and BEV at this moment.

Sales Performance

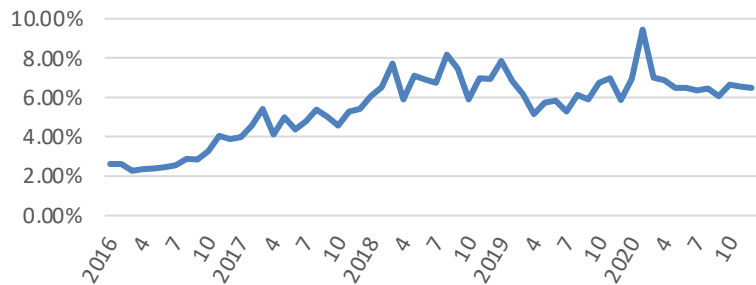
Monthly Sales Volume (units)



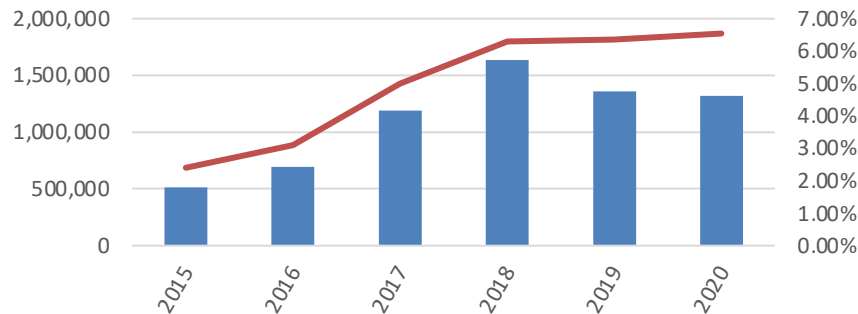
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Volume & Market Share

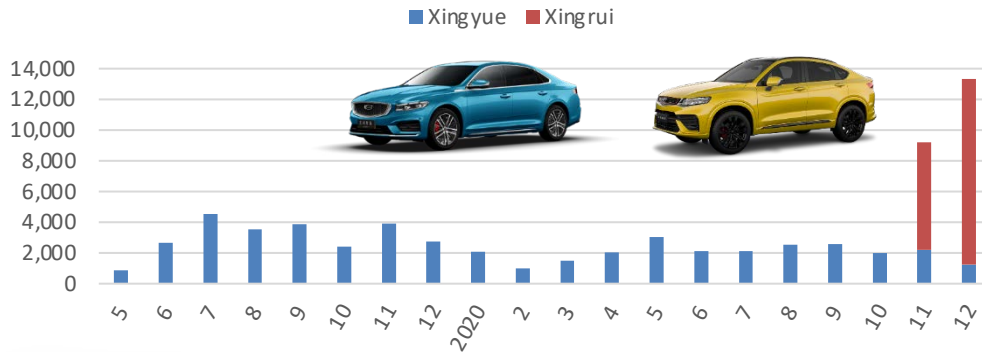


Xingrui

**China car
of the year.**



Monthly Sales Volumn of Xingyue & Xingrui(units)



Xingrui

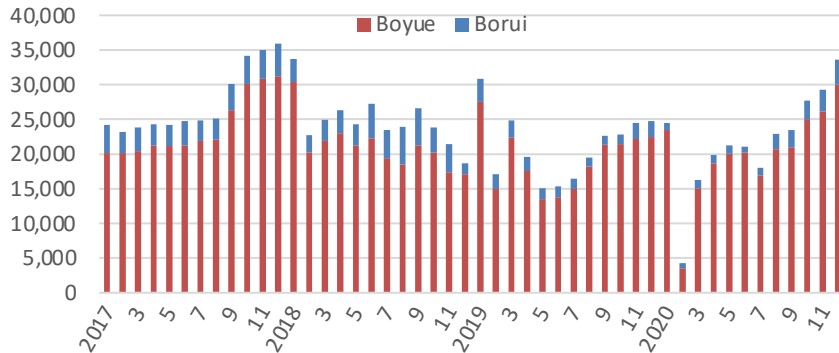
- First Geely Brand Sedan on CMA platform
- First 2-month sales recorded 19K+
- Xingrui was awarded “China Car of the Year 2021”
- First FOTA on 20 Nov Guangzhou Auto Show

Boyue & Borui



- Borui GE: the B segment sedan was awarded the “Grand Car in China 2019”
- Boyue is one of the best-selling SUV models in China & Malaysia.

Monthly Sales Volumn of Boyue & Borui (units)



Geely’s SUV Sales Volume Ranking

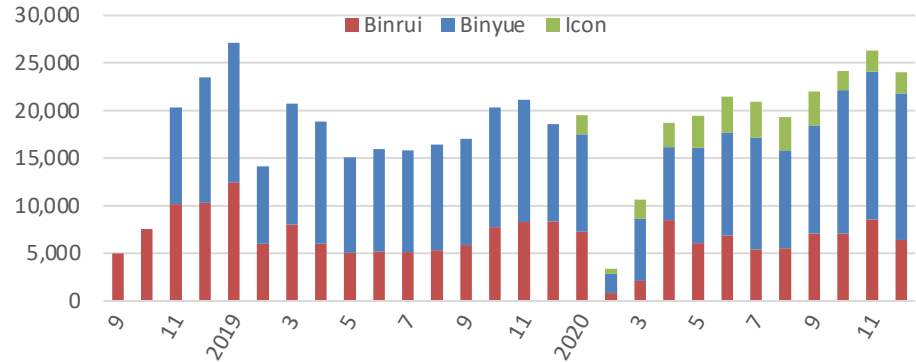
Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

Binrui & Binyue & Icon



- All 3 models are based on BMA platform
- Binyue was Launched in Malaysian and Philippian Markets.

Monthly Sales Volumn of Binrui, Binyue & Icon (units)

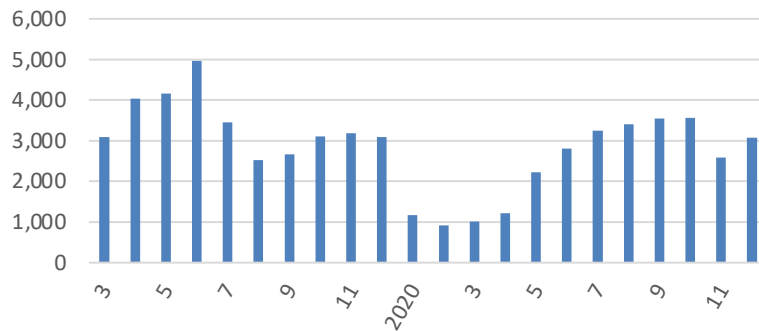


Jiaji & Haoyue



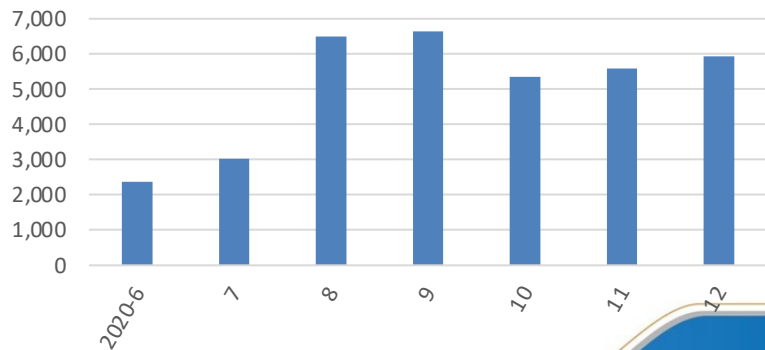
First Geely Brand MPV

Monthly Sales Volumn of Jiaji (units)



7-seater SUV

Sales Volume of Haoyue (units)

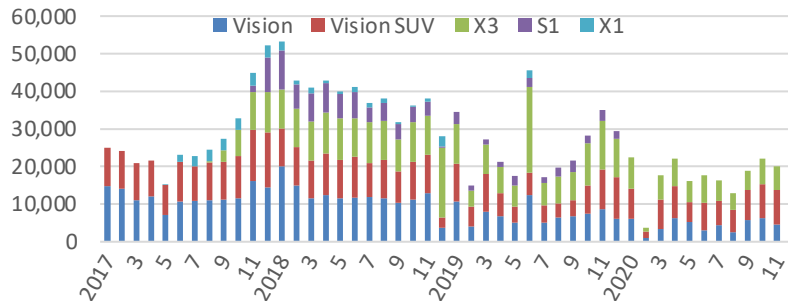


New Emgrand & Vision Family

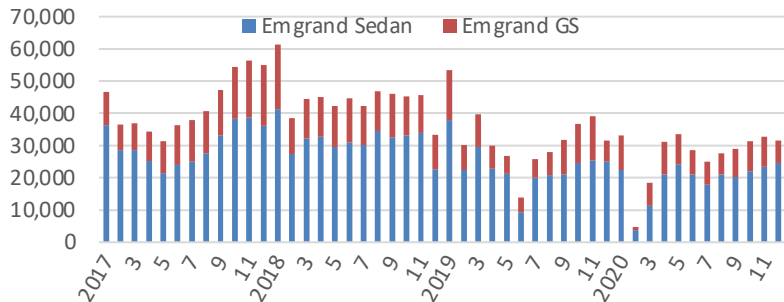
New Emgrand remains the best-selling sedan model among local brands.



Monthly Sales Volume of Vision Family (units)

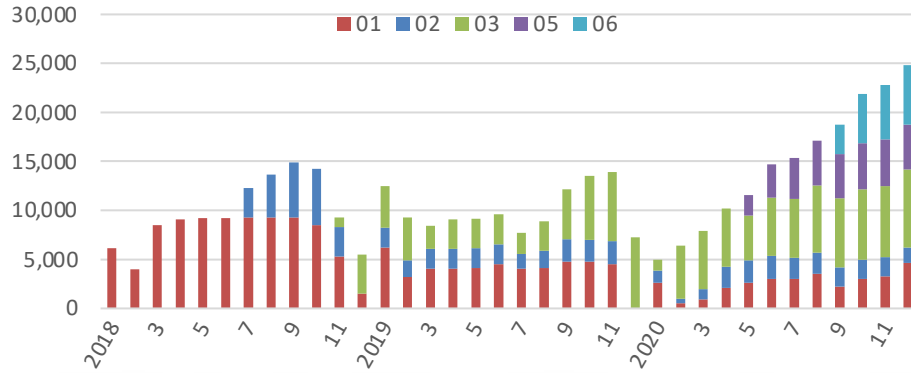


Monthly Sales Volume of Emgrand Family (units)



LYNK & CO

Monthly Sales Volumn of Lynk & Co (units)



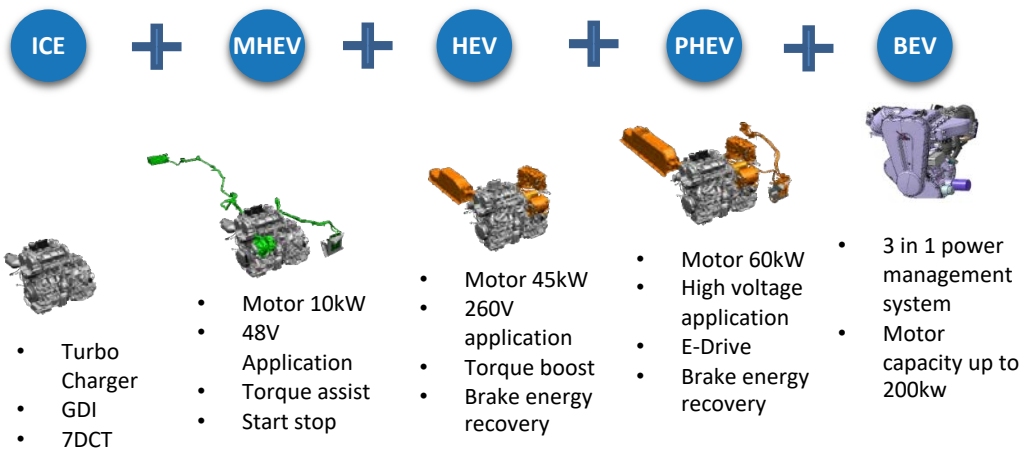
- Monthly sales volume breaks record high in consecutive 6 months. Dec sales reached 24.8K.
- Opened its first outlet in Europe: “Lynk & Co Club” in Amsterdam.



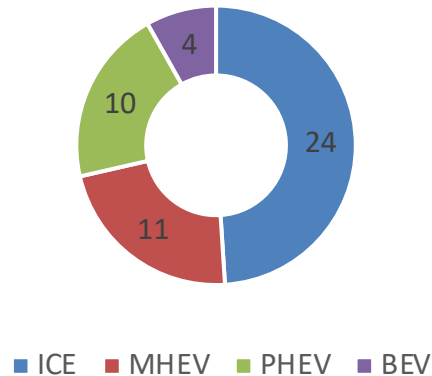
Lynk & Co Club Amsterdam

Powertrain Electrification Strategy

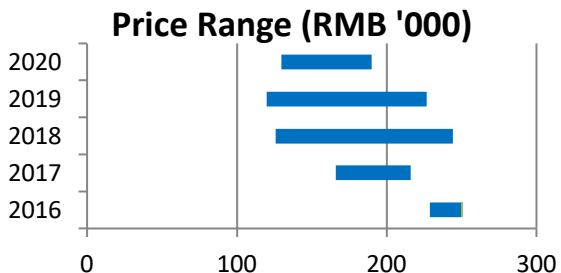
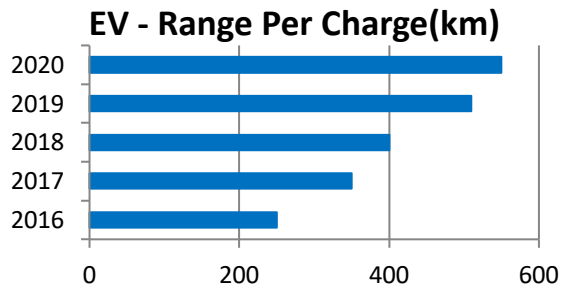
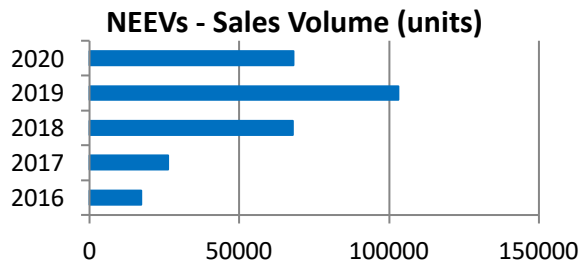
Full range of electrified powertrains from MHEV to pure electric.



Numbers of NEEV vs ICE models in current portfolio (models)



New Energy and Electrified Vehicles



ICONE MHEV



Boyue pro MHEV



Jiaji ePro



Borui ePro



Emgrand GL PHEV



Emgrand GSe



Binyue ePro



Emgrand EV500



Geometry A



Geometry C



Xingyue MHEV/PHEV



01 MHEV/HEV



03 PHEV



02 PHEV



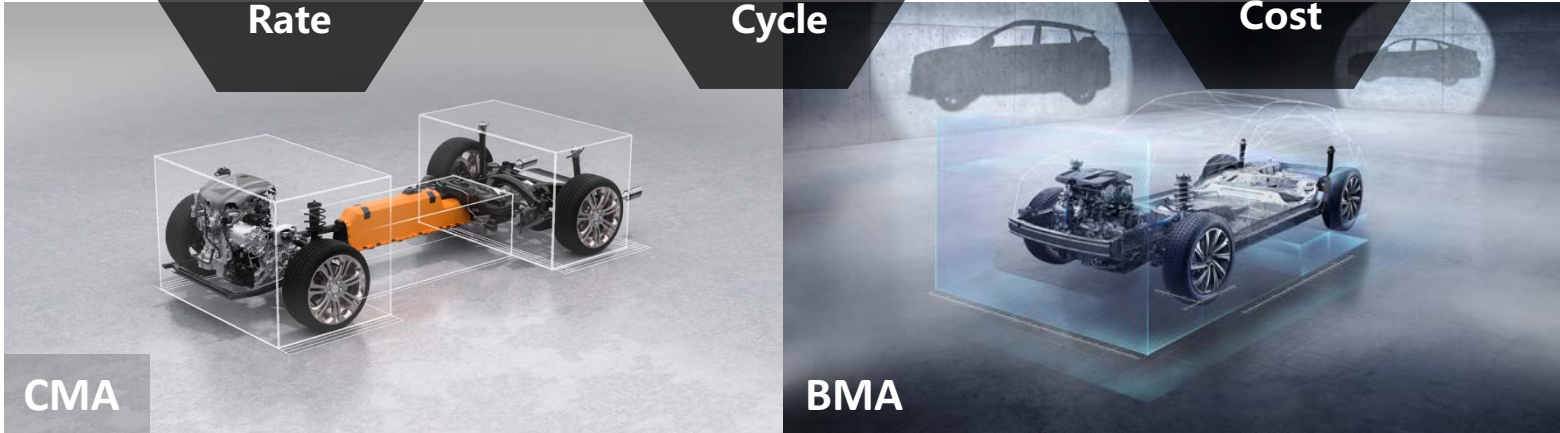
01 PHEV

Modular Architecture Development

Higher
Commonality
Rate

Shorter
Development
Cycle

Lower
Manufacturing
Cost



CMA

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**

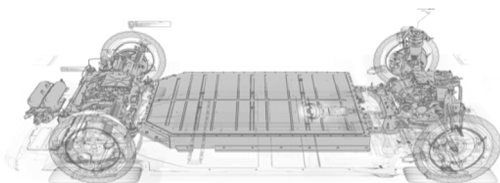
浩瀚 SEA Sustainable Experience Architecture



Ecosystem level



Software level

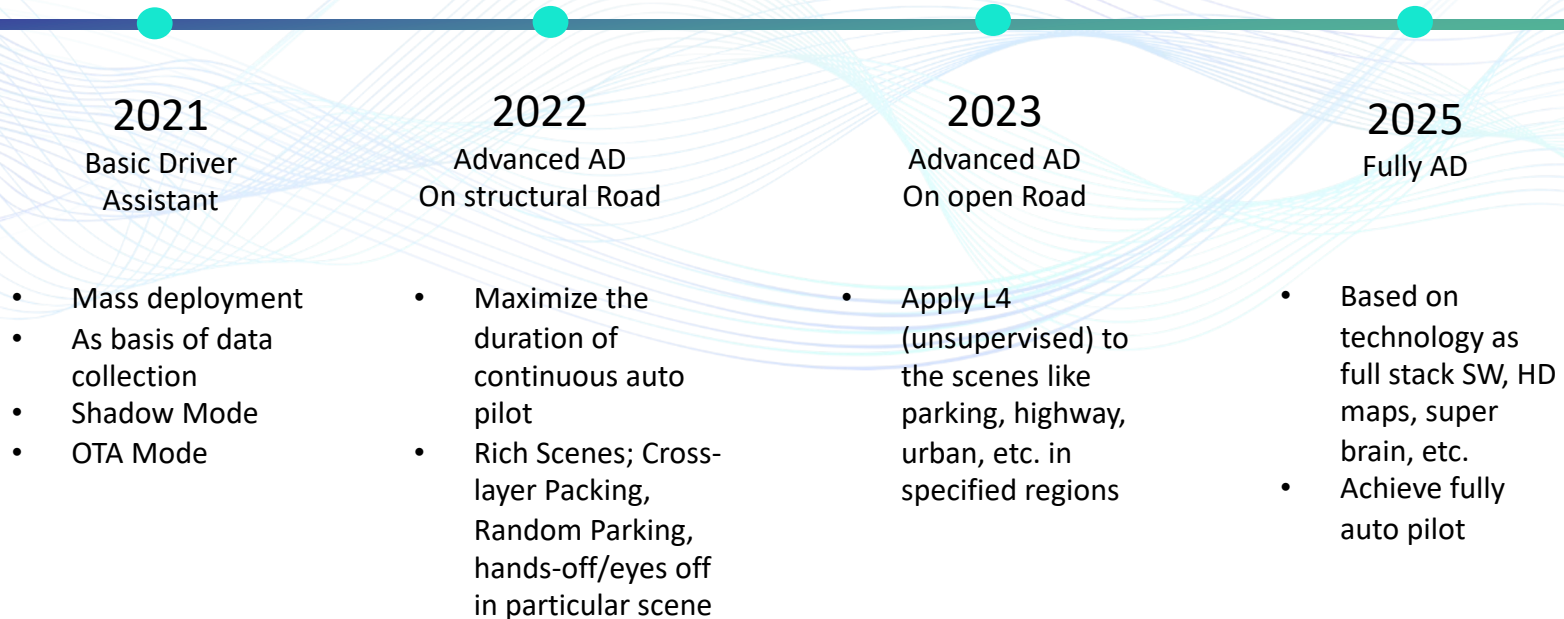


Hardware level

- Pure Electrical Modular Architecture;
- 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

Autonomous Driving Road Map

The modular Architectures are designed for Full Autonomous Driving of future.



Lynk & Co Zero Concept
The First Model on SEA Platform
Scheduled for launch by end 2021

The Preliminary NEW products for 2021:

- Lynk & co Zero concept
- Lynk & co B segment SUV
- CMA platform based Boyue
- Brand new Emgrand sedan
- Facelift and new energy versions of existing models

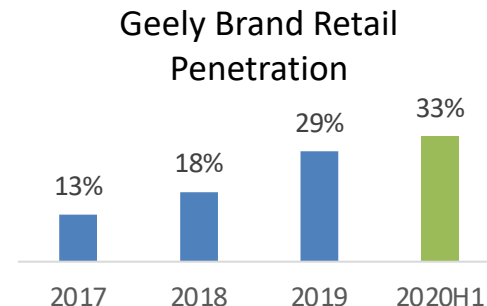
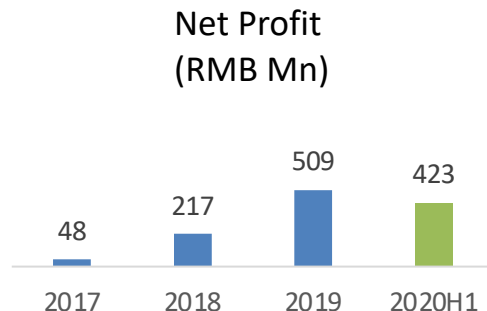
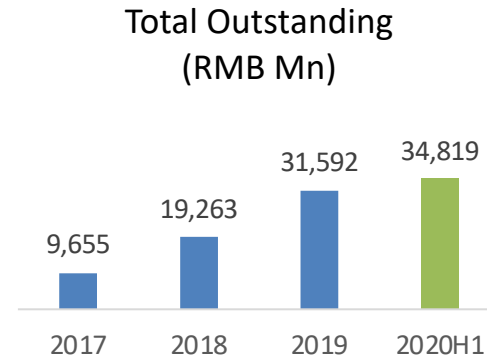
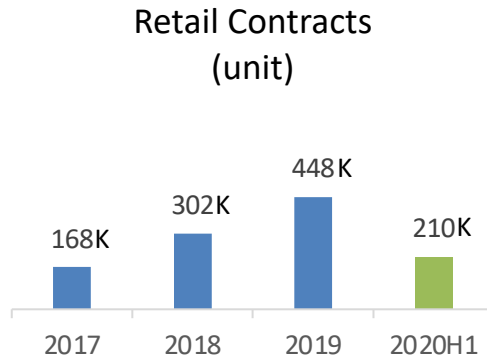


Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

Auto Finance Joint Venture



- Retail NPL (non-performing loan: +60 days) at 0.18% in 2020H1
- Ranked **No.1** in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study



Environmental, Social & Governance (“ESG”)

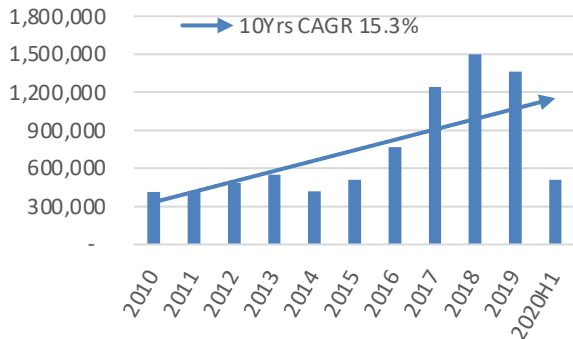
- During Jan – Dec 2020, NEEVs contributed to 5.2% of total sales volume. For Jiaji, Xingyue & Icon, NEEVs accounted for nearly half of their total sales volume
- ICON, Hao Yue and Vision X6 were selected in the 5th batch of “Green Design Product - Automotive Products M1 Traditional Vehicles” by the Ministry of Industry and Information Technology (“MIIT”). A total of 15 Geely products have been selected for 3 consecutive years, representing 38.5% of selected automotive products
- Selected as one of the "Demonstration Enterprises for Industrial Product Green Design" by the MIIT. Geely is the only passenger car company selected in 2020



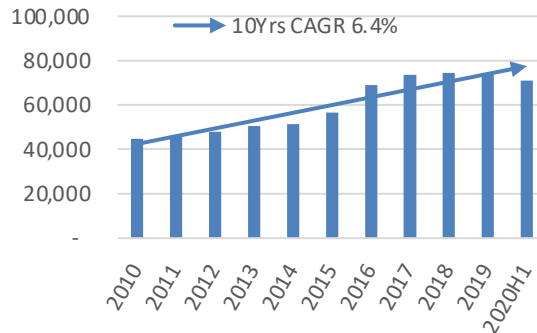
Hangzhou Bay SEA plant

Financial Performance

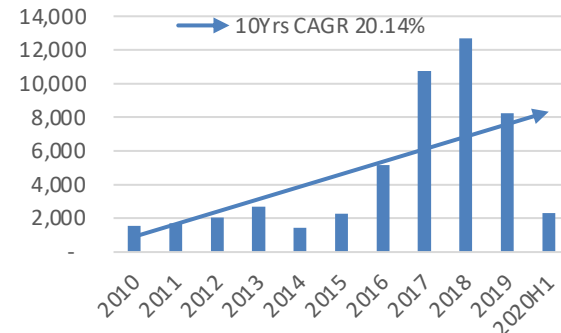
Sales Volume (Units)



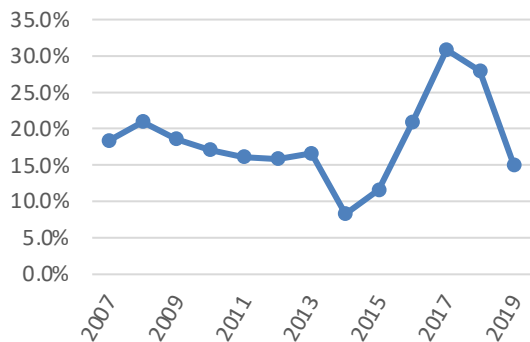
Average Ex-factory Prices (RMB)



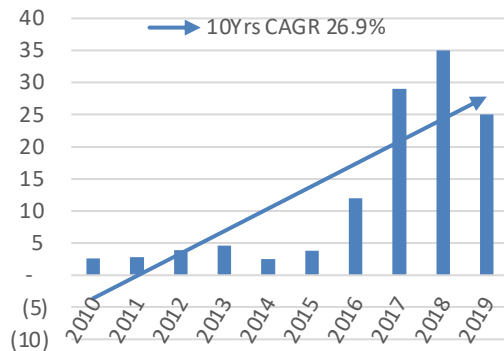
Net Profit (RMB Mn)



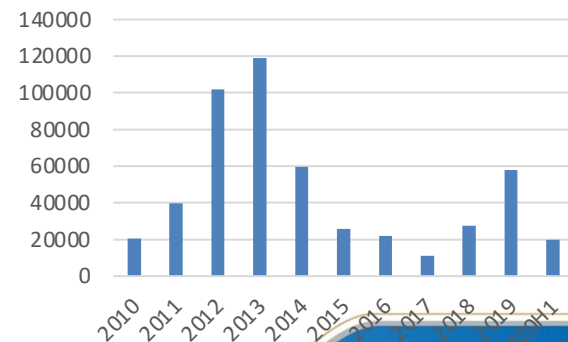
Return of Equity



Cash DPS (HK cents)



Export Sales Volume (Units)



Geely Automobile in Figures

Year started:	1998
Total workforce:	43,000 (on Dec. 31 th , 2019)
Manufacturing facilities:	11 plants in China + 1 JV plant in Belarus
Products:	17 major models under 4 platforms & 2 modular architecture
Branding:	<ul style="list-style-type: none"> • “Geely” brand for mass market; • “Lynk&Co” brand for high end market; • “Geometry ” brand for BEV market
Services:	<ul style="list-style-type: none"> • More than 969 Geely dealers ,163 Geometry dealers and 284 LYNK & CO dealers in China. 17 sales agents, 327 sales and service outlets in 17 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance
2019 Sales Volume:	1,361,560 units
2019 Revenues:	US\$12.40 billion
Credit Rating:	S&P:BBB-/Negative; Moody’s Baa3/Stable
Market Capitalization:	US\$40.96billion (on Jan 12 th , 2021)

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