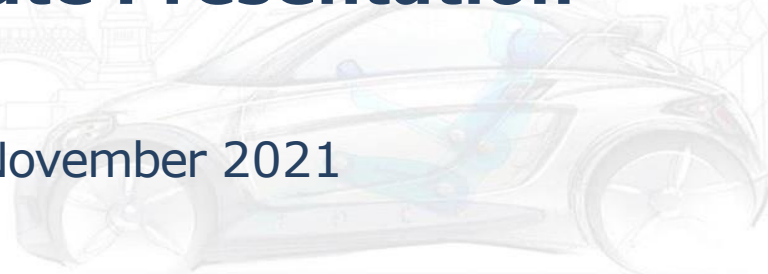


# 吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

## Corporate Presentation

November 2021



# Sales Performance

	November 2021		2021 FY	
<b>Overall:</b>	<b>135,869 units</b>	<b>- 10% YoY</b>	<b>1,169,264 units</b>	<b>+0% YoY</b>
<b>Domestic:</b>	<b>122,804 units</b>	<b>- 11% YoY</b>	<b>1,071,381 units</b>	<b>-3% YoY</b>
<b>Exports:</b>	<b>13,065 units</b>	<b>+11%YoY</b>	<b>97,883 units</b>	<b>+61% YoY</b>
<b>NEEV*:</b>	<b>16,161units</b>	<b>+137%YoY</b>	<b>81,313 units</b>	<b>+34% YoY</b>



Sedans

**444,221 units**      **+7% YoY**

SUVs

**714,361 units**      **-1% YoY**

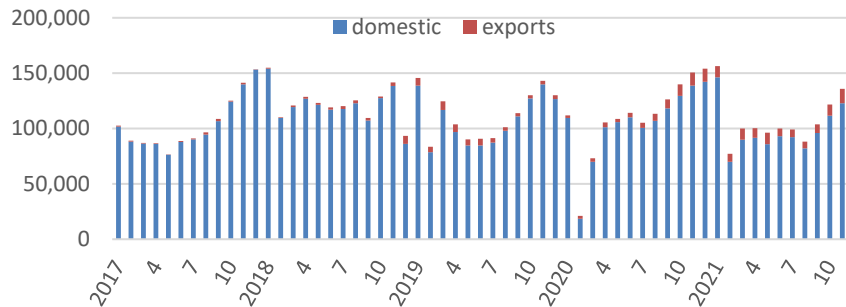
MPV

**10,682 units**      **-58% YoY**

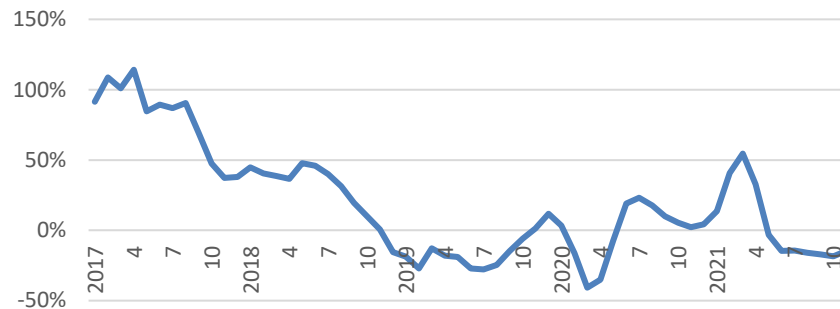
\*New Energy and Electrified Vehicle which including MHEV,HEV,PHEV and BEV at this moment.

# Sales Performance

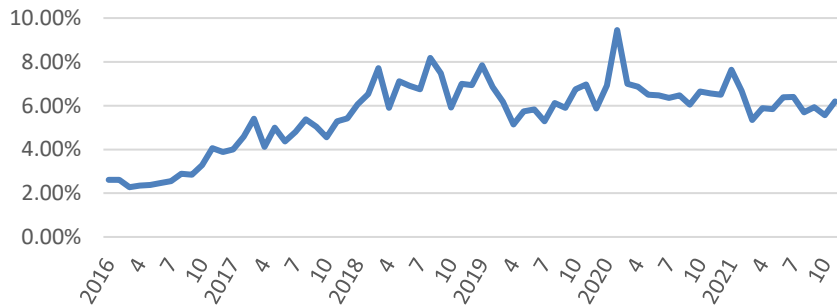
Monthly Sales Volume (units)



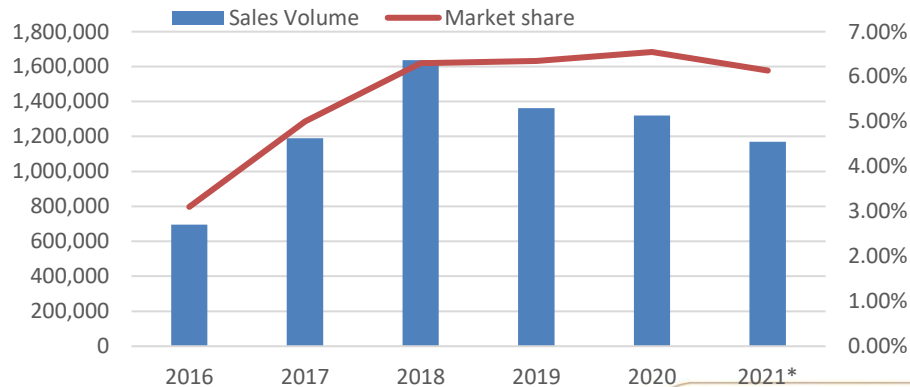
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Volume & Market Share

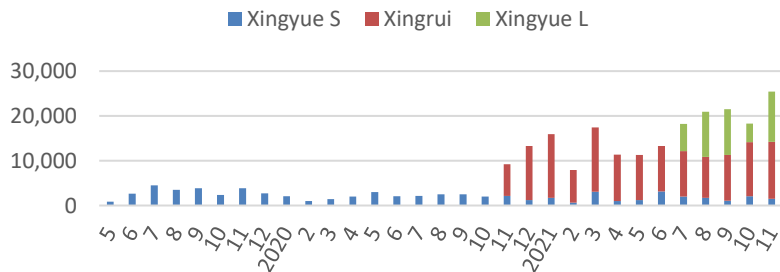


# Preface & Xingyue

CMA Based sedan and SUVs



Monthly Sales Volume of Xing Series(units)



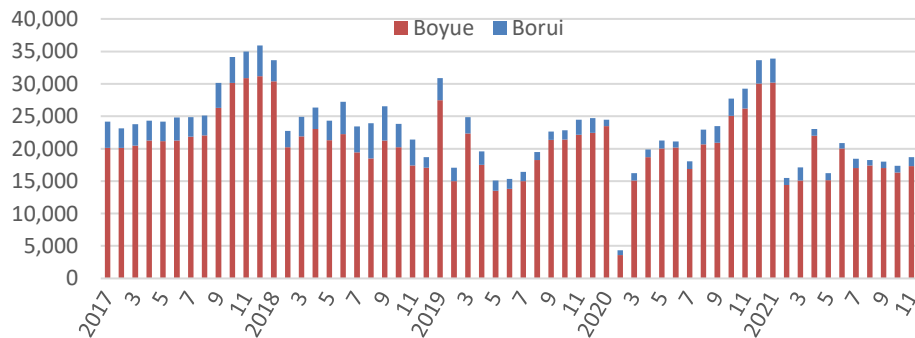
MSRP:	137,200-185,200 RMB
Dimensions:	4770×1895 ×1689
Powertrain:	2.0T X 7DCT /160Kw /325N.m 2.0T X 8AT /175Kw /250N.m
Smart tech:	FOTA,APA,HUD,AEB,LDW,LKA,S LIF,ICC,BSD

# 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 Volume of Boyue & Borui (units)



## Geely's SUV Sales Volume Ranking

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

# Binrui & Binyue & ICON/Haoyue & Jiaji

All 3 models are based on BMA platform



**Binrui**

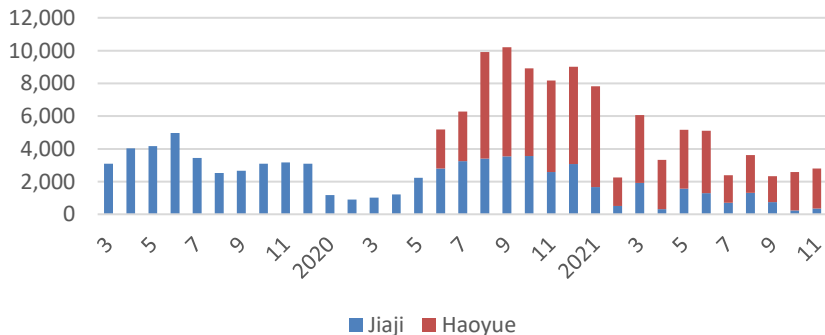


**Binyue**

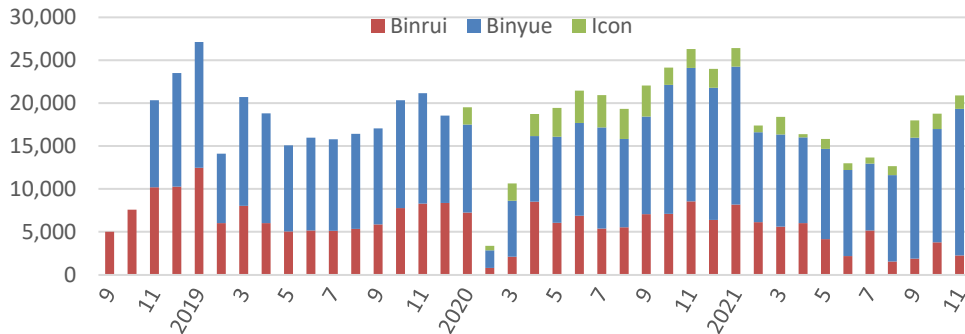


**ICON**

Monthly Sales Volume of Jiaji & Haoyue (units)



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



**Haoyue**



**7-seater SUV**

**Jiaji**



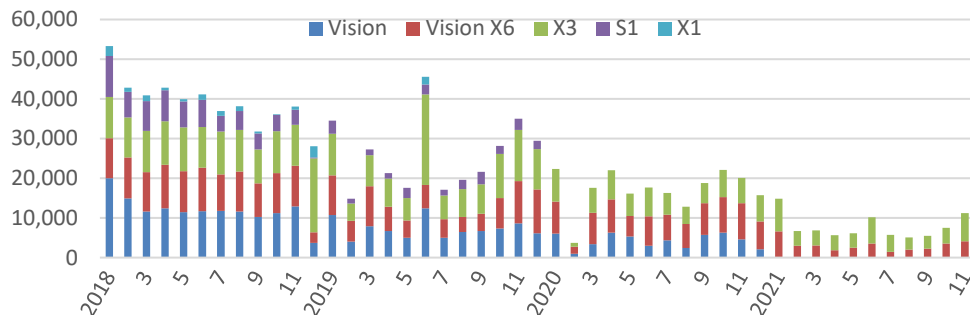
**First Geely Brand MPV**

# New Emgrand & Vision Family

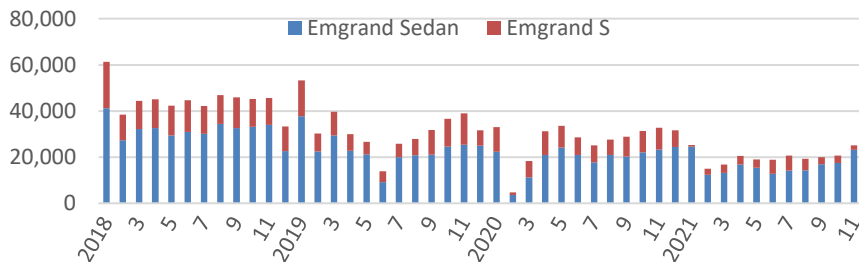
New Emgrand remains the best-selling sedan model among local brands.



Monthly Sales Volume of Vision Family (units)

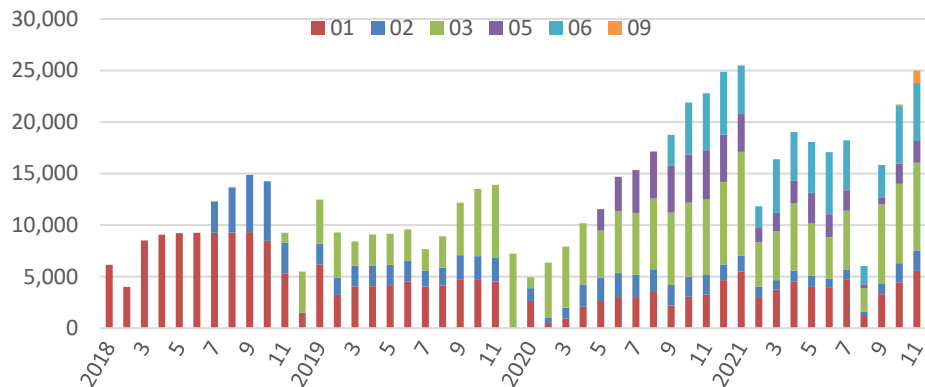


Monthly Sales Volume of Emgrand Family (units)





Monthly Sales Volume of Lynk & Co (units)



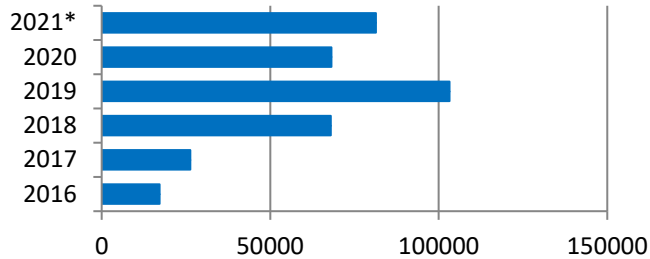
- LYNK & CO Clubs in Hamburg, Antwerp, Berlin, Barcelona, Paris, and Milan are coming Soon
- 4,380 units of 01 delivered to customers with its innovation subscription in 2021
- 1,167 units 01 was export to European market in November and total shipped 10,702 In 2021

Know more LYNK & CO at [www.lynkco.com](http://www.lynkco.com)

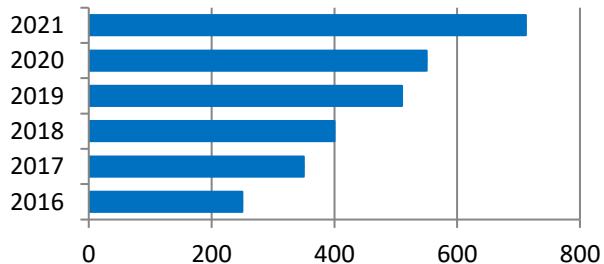


# New Energy and Electrified Vehicles

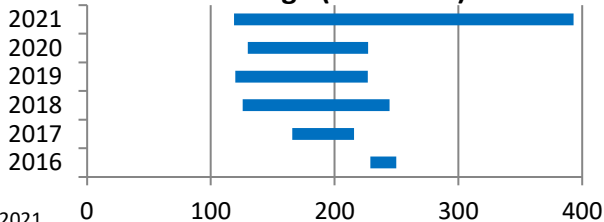
NEEVs - Sales Volume (units)



EV - Range Per Charge(km,NEDC)



Price Range (RMB '000)



\*Jan-Nov 2021



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/HEV



03 PHEV



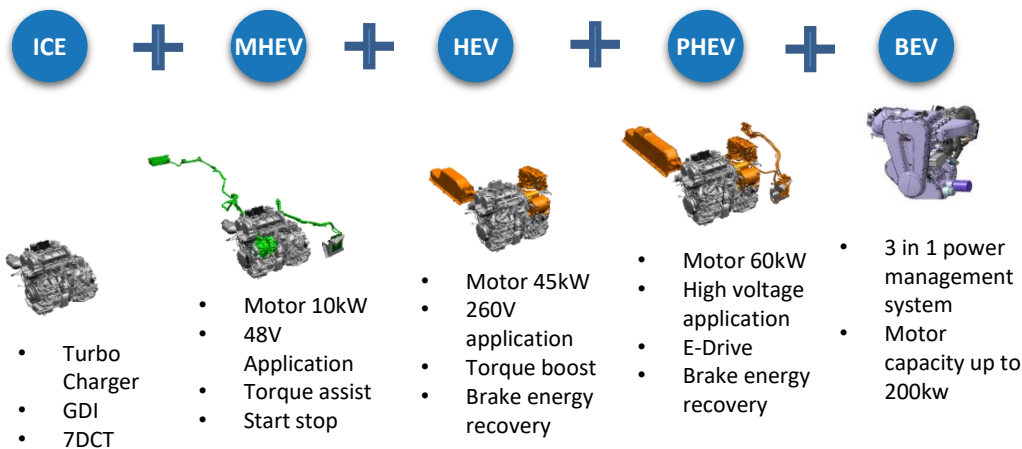
02 PHEV



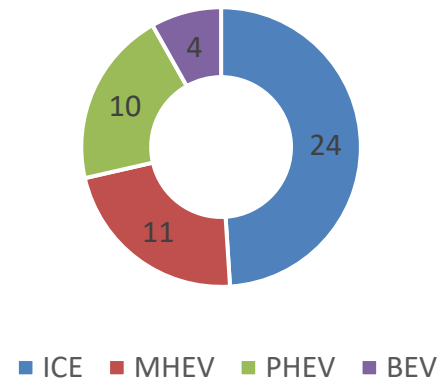
01 PHEV

# Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.



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

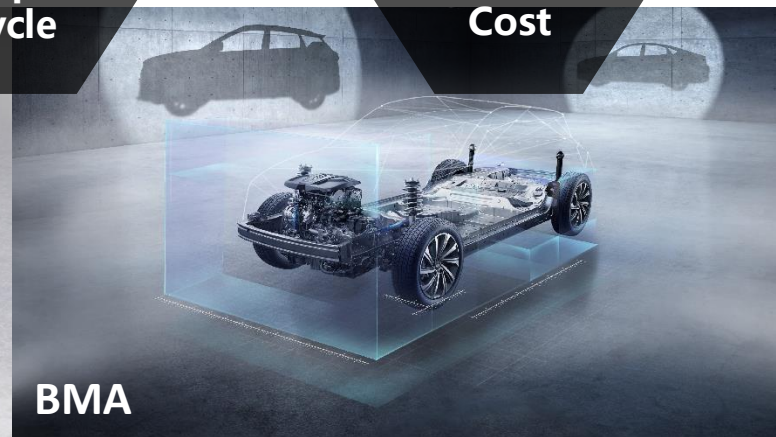
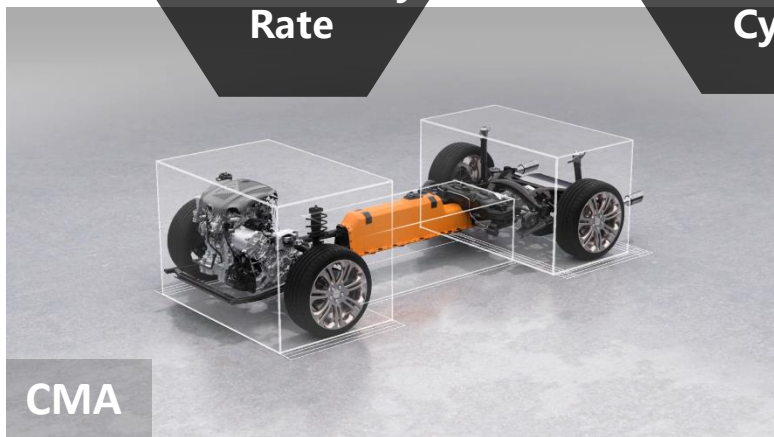


# Modular Architecture Development

Higher  
Commonality  
Rate

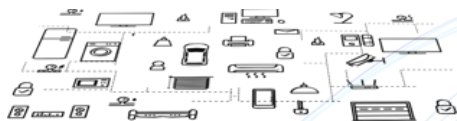
Shorter  
Development  
Cycle

Lower  
Manufacturing  
Cost



- **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**

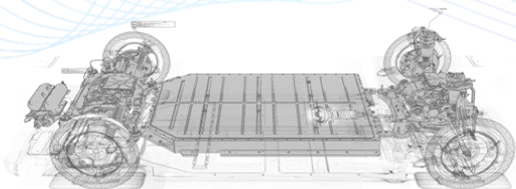
## 浩瀚 SEA Sustainable Experience Architecture



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.

2021

Basic Driver Assistant

- Mass deployment
- As basis of data collection
- Shadow Mode
- OTA Mode

2022

Advanced AD  
On structural Road

- Maximize the duration of continuous auto pilot
- Rich Scenes; Cross-layer Packing, Random Parking, hands-off/eyes off in particular scene

2023

Advanced AD  
On open Road

- Apply L4 (unsupervised) to the scenes like parking, highway, urban, etc. in specified regions

2025

Fully AD

- Based on technology as full stack SW, HD maps, super brain, etc.
- Achieve fully auto pilot

Our Partners: Zenseact, Mobileye, Waymo

# New Products

Xingyue L



Brand New Emgrand



## NEW products for 2021:

- Zeekr 001
- Lynk & Co B segment SUV
- CMA platform based Xingyue L
- Brand new Emgrand sedan
- Facelift and new energy versions of existing models



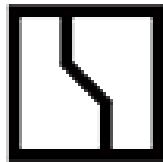
# Zeekr 001

- The world's first mass produced pure electric shooting brake
- Based on the proprietary technology infrastructure – SEA
- Start Price from 280K RMB
- Delivery starting in October 2021

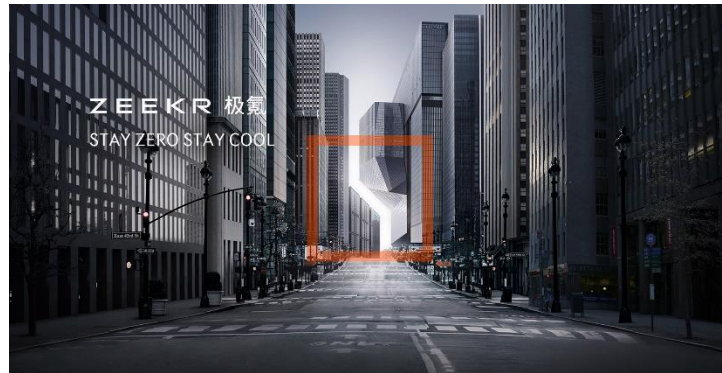


Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

# The new pure electric premium brand---ZEEKR



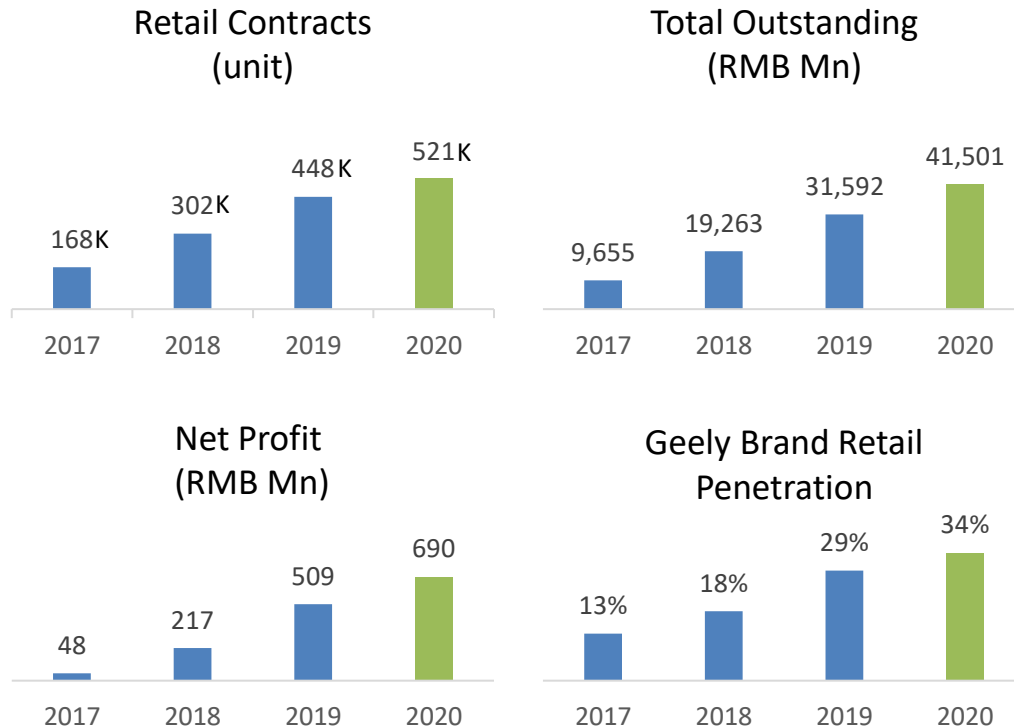
Z E E K R



- JV established on 15<sup>th</sup> April 2021 with 51:49 share holding structure of the listed group and the parent group
- Based on the Pure Electric Modular Architecture – SEA
- Starts from Zeekr 001, 6+ models within 3 years
- Direct Sales and servicing network providing superior customer engagement
- Hassle-free charging offerings



- Retail NPL (non-performing loan: +60 days) at 0.20% in 2020
- Ranked **No.1** in the retail credit segment of J.D. Power 2020 China Dealer Financing Satisfaction Study



# Environmental, Social & Governance (“ESG”)



Appointed two female independent non-executive directors to enhance the diversity and independence of the Board of Directors



Selected as constituent of the “Hang Seng ESG 50 Index” and “Hang Seng Corporate Sustainability Benchmark Index”



We will take the Blue Geely Action Plan as the core to further support China’s efforts to achieve the goal of carbon neutrality before 2060 and contribute to global climate change mitigation

Ranked top 20 among HSI constituents in the “Hong Kong Business Sustainability Index”, and upgraded from “Performer” to “Achiever”

- launched Leishen Hi-X, an intelligent hybrid powertrain platform, offering further reduction in fuel consumption and lower carbon emissions



Hang Seng Corporate Sustainability Index Series Member 2021-2022



Hong Kong Business Sustainability Index 2020  
香港企業可持續發展指數 2020

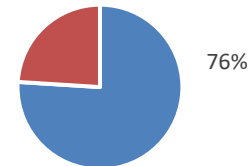


成功者  
Achiever



During Jan - Nov 2021, NEEVs contributed to 7% of total sales volume

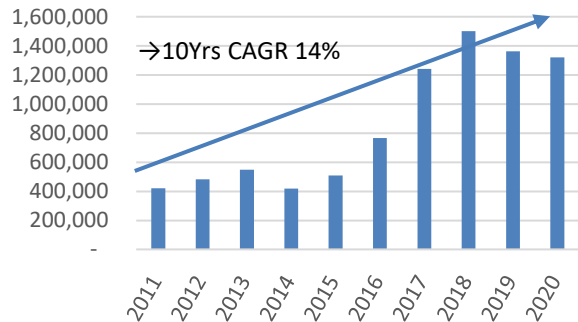
Existing products offer NEEV versions



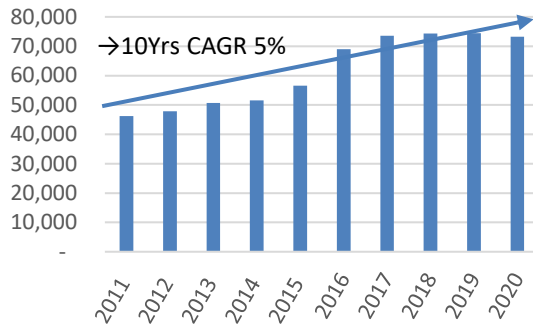
■ Offer NEEV versions

# Financial Performance

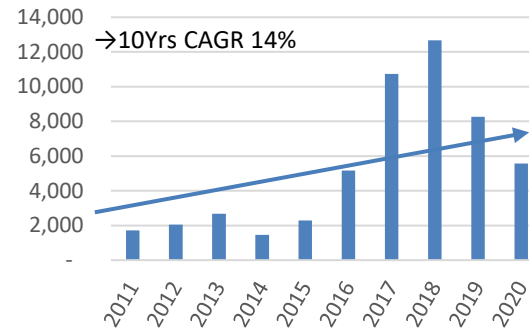
Sales Volume (Units)



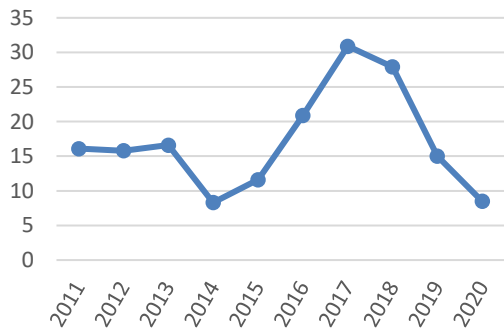
Average Ex-factory Prices (RMB)



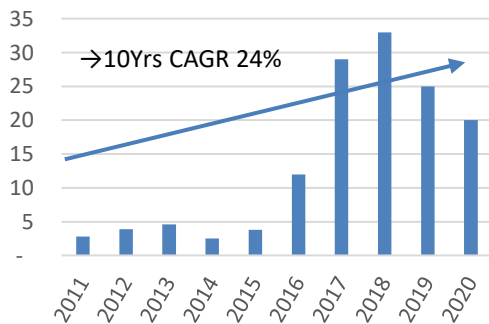
Net Profit (RMB Mn)



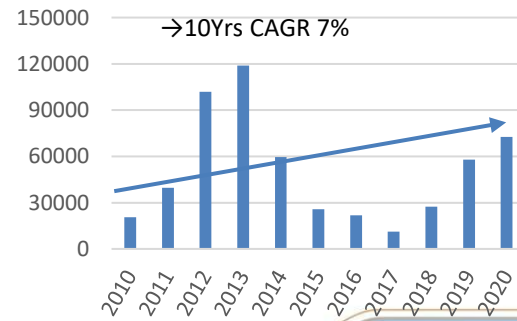
Return of Equity (%)



Cash Dividend Per Share (HK cents)



Export Sales Volume (Units)



# Geely Automobile in Figures

<b>Year started:</b>	1998
<b>Total workforce:</b>	34,000 (on Jun. 30 <sup>th</sup> , 2021)
<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>Branding:</b>	<ul style="list-style-type: none"> <li>• “Geely” brand for mass market;</li> <li>• “Lynk&amp;Co” brand for high end market;</li> <li>• “Geometry ” brand for BEV market</li> <li>• “Zeekr” brand for Smart EV market</li> </ul>
<b>Services:</b>	<ul style="list-style-type: none"> <li>• More than 989 Geely dealers ,172 Geometry dealers and 295 LYNK &amp; CO dealers in China. 24 sales agents, 23 sales and service outlets in 35 oversea countries;</li> <li>• Vehicle finance JV with BNP Paribas Personal Finance</li> </ul>
<b>2020 Sales Volume:</b>	1,320,217 units
<b>2020 Revenues:</b>	US\$14.00 billion
<b>Credit Rating:</b>	S&P:BBB-/Negative; Moody’s Baa3/Stable
<b>Market Capitalization:</b>	US\$29.9 billion (on Dec 8 <sup>th</sup> , 2021)



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