

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

December 2021



Sales Performance

	December 2021		2021 FY	
Overall:	158,765 units	+3% YoY	1,328,029 units	+1% YoY
Domestic:	141,640 units	0% YoY	1,213,021 units	-3% YoY
Exports:	10,104 units	+44% YoY	115,008 units	+58% YoY
NEEV*:	18,813units	+162% YoY	100,126 units	+48% YoY



Sedans

510,524 units **+8% YoY**

SUVs

805,327 units **-2% YoY**

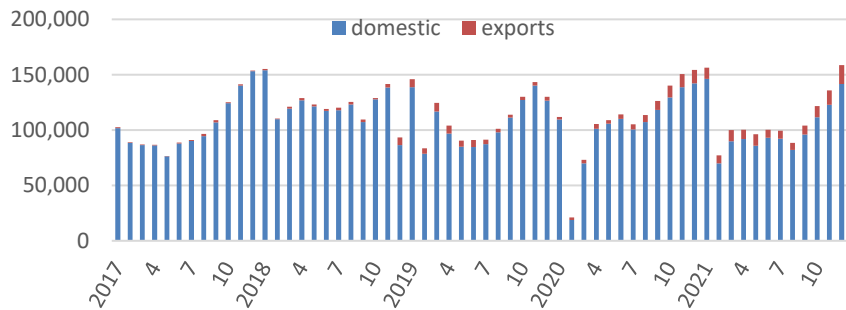
MPV

12,178 units **-58% YoY**

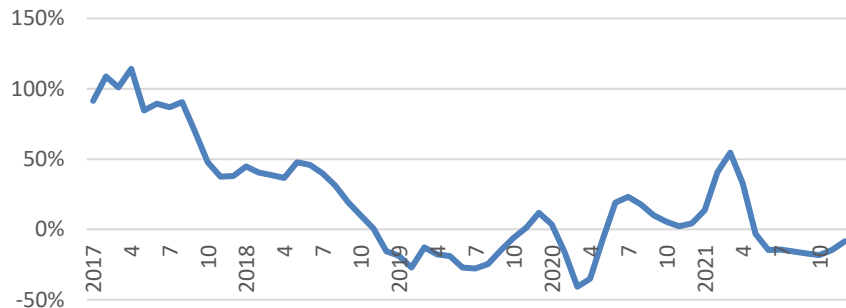
*New Energy and Electrified Vehicle which including MHEV,HEV,PHEV and BEV at this moment.

Sales Performance

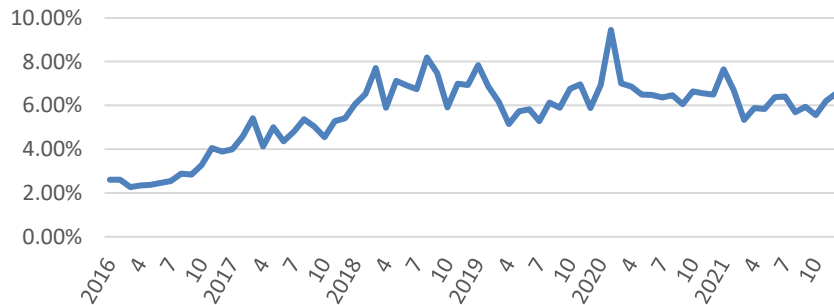
Monthly Sales Volume (units)



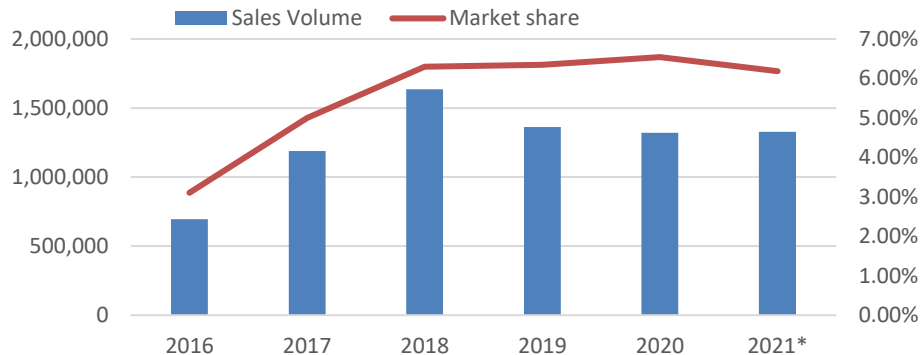
Domestic Sales Volume (3MMA+/-%)



Market Share



Annual Sales Volume & Market Share

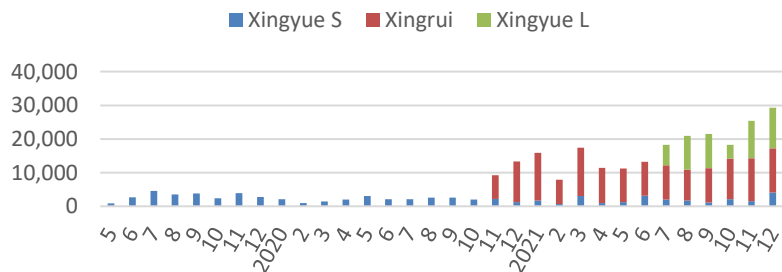


Preface & Xingyue

CMA Based sedan and SUVs



Monthly Sales Volume of Xing Series(units)



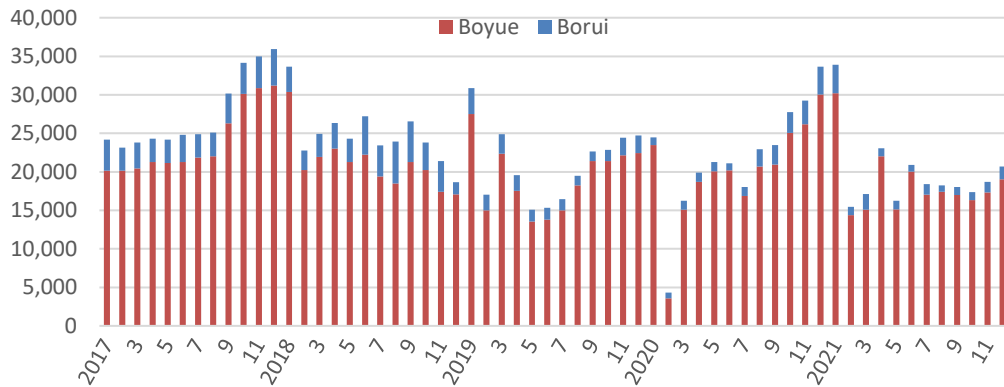
MSRP:	137,200-185,200 RMB
Dimensions:	4770×1895 ×1689
Powertrain:	2.0T X 7DCT /160Kw /325N.m 2.0T X 8AT /175Kw /250N.m
Smart tech:	FOTA,APA,HUD,AEB,LDW,LKA,S LIF,ICC,BSD

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

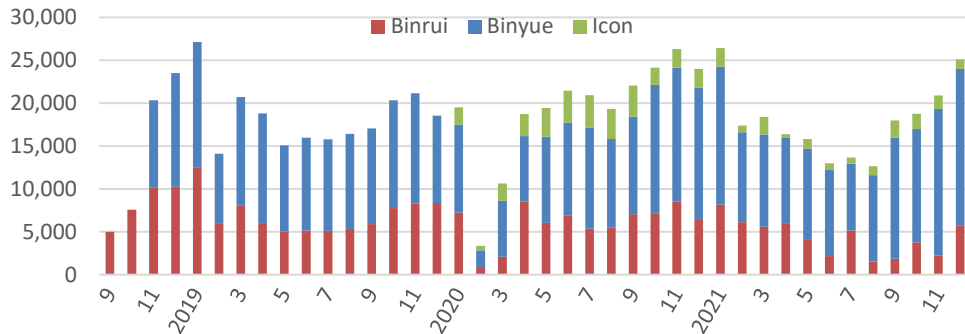
Country	2019	2020H1
China	#3	#3
Malaysia	#1	#1

Binrui & Binyue & ICON/Haoyue & Jiaji

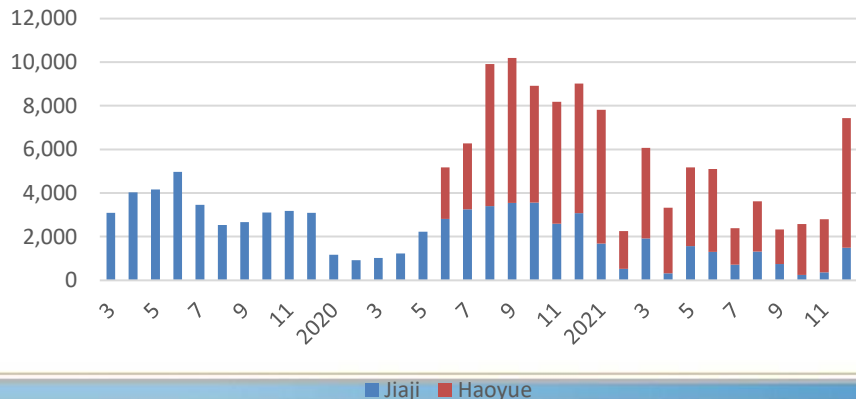
All 3 models are based on BMA platform



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



Monthly Sales Volume of Jiaji & Haoyue (units)



Haoyue



7-seater SUV

Jiaji



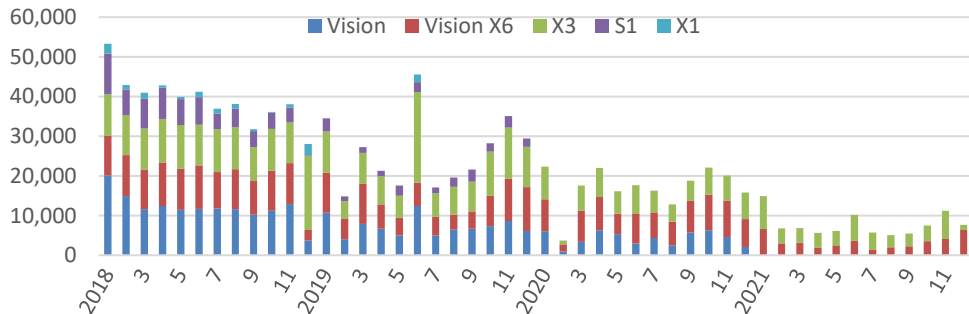
First Geely Brand MPV

New Emgrand & Vision Family

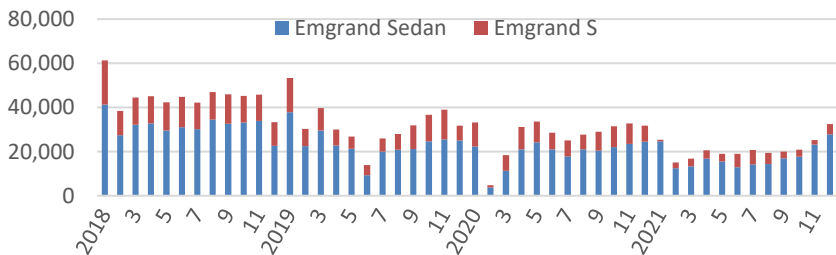
New Emgrand remains the best-selling sedan model among local brands.



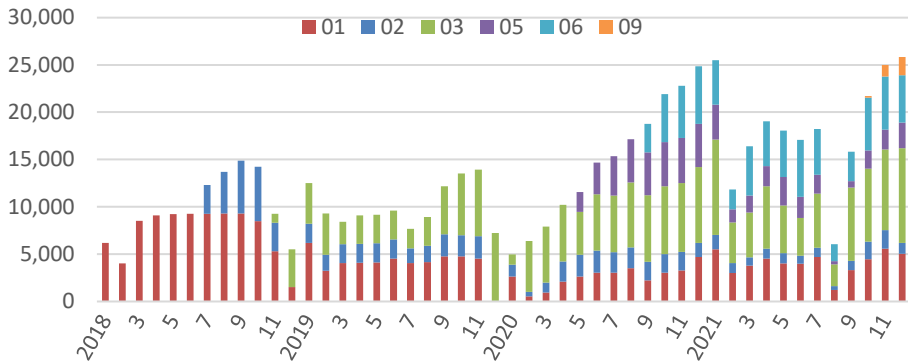
Monthly Sales Volume of Vision Family (units)



Monthly Sales Volume of Emgrand Family (units)



Monthly Sales Volume of Lynk & Co (units)

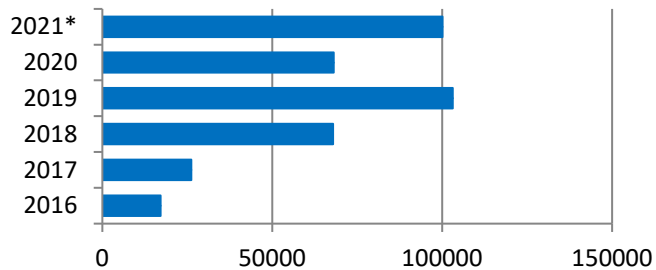


- LYNK & CO Clubs in Hamburg, Antwerp, Berlin, Barcelona, Paris, and Milan are coming Soon
- 5,937 units of 01 delivered to customers with its innovation subscription in 2021
- 2,756 units 01 was export to European market in December and total shipped 11,602 In 2021

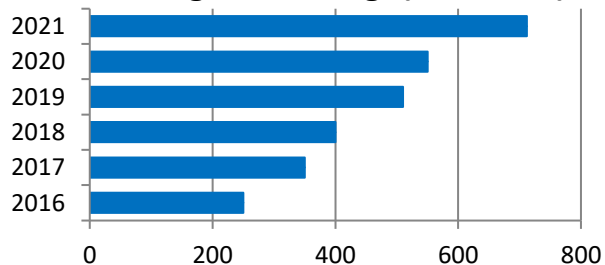
Know more LYNK & CO at www.lynkco.com

New Energy and Electrified Vehicles

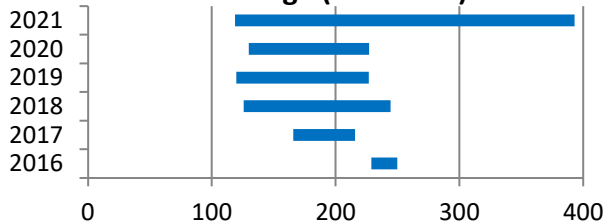
NEEVs - Sales Volume (units)



EV - Range Per Charge(km,NEDC)



Price Range (RMB '000)



*FY 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



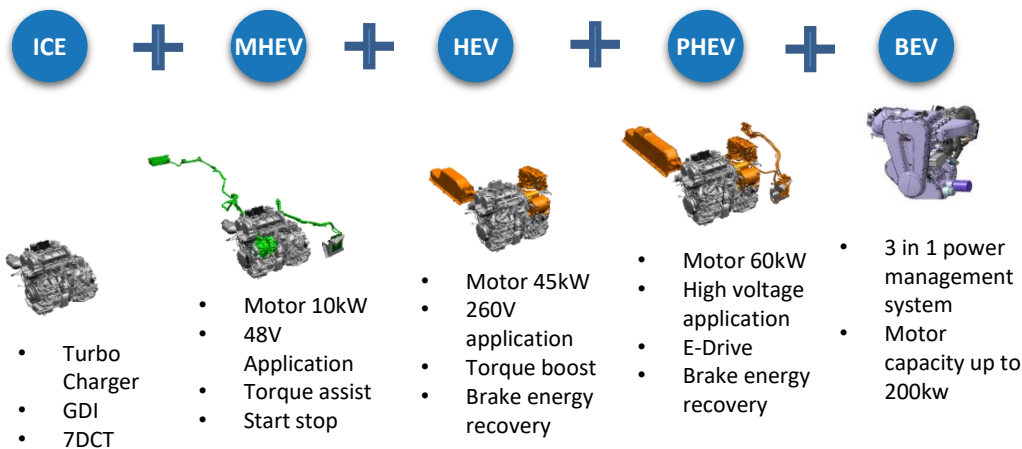
02 PHEV



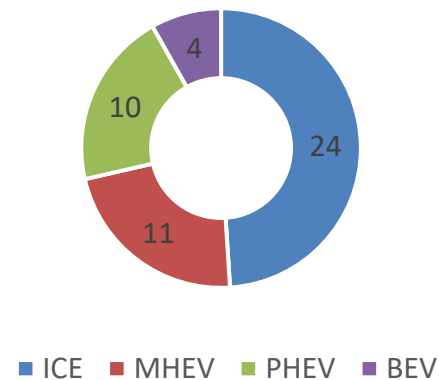
01 PHEV

Powertrain Electrification Strategy

Full range of electrified powertrains from MHEV to pure electric.



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

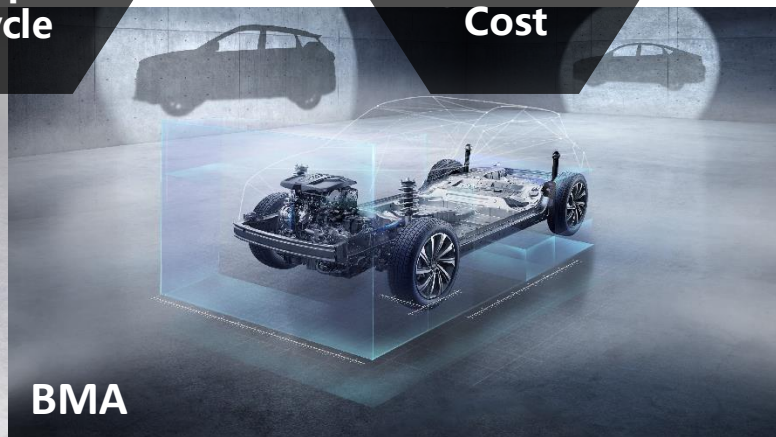
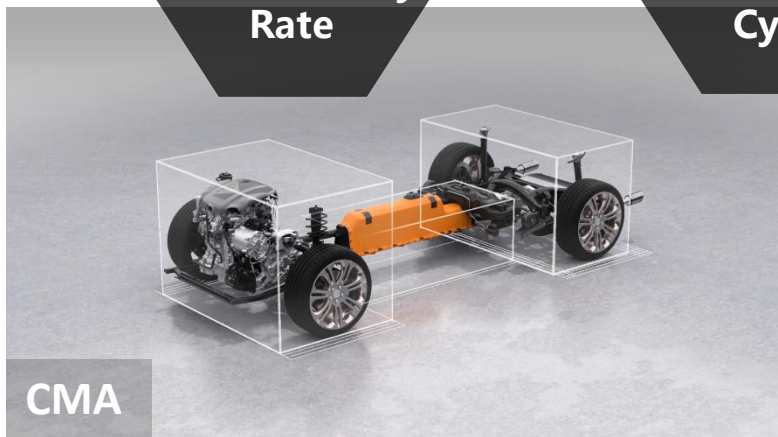


Modular Architecture Development

Higher
Commonality
Rate

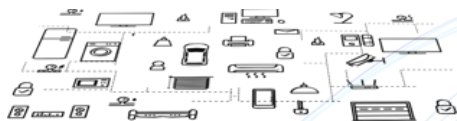
Shorter
Development
Cycle

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**

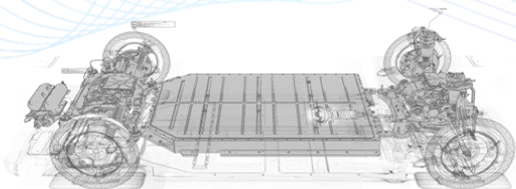
浩瀚 SEA Sustainable Experience Architecture



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

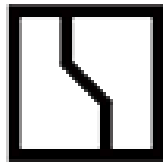
Zeekr 001

- The world's first mass produced pure electric shooting brake
- Based on the proprietary technology infrastructure – SEA
- Start Price from 280K RMB
- Delivered 199 unites of ZEEKR 001 on October

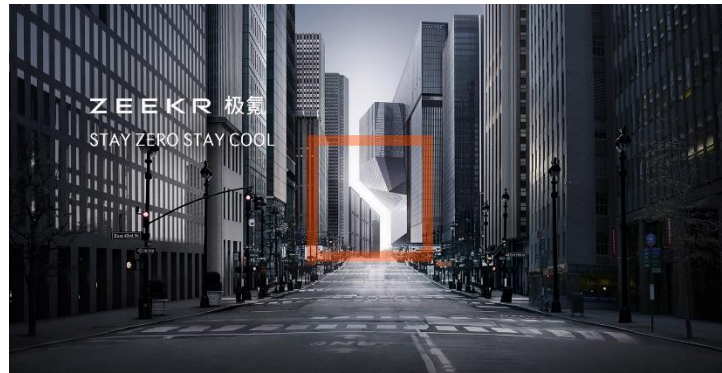


Smart	Feature	Luxury
Co Pilot Full AD	700+km NEDC	150-220mm Air suspension
100% FOTA Full cycle full Scenarios	<4S Acceleration	Power Door Frameless electric door
AI Mate Smart cockpit	80+km/h Elk test	LCD Bespoke Customization

The new pure electric premium brand---ZEEKR



Z E E K R

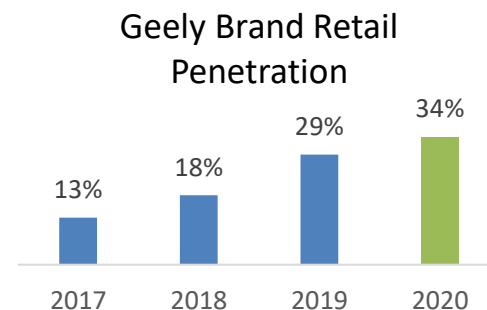
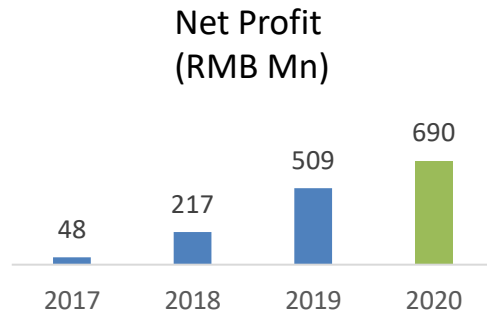
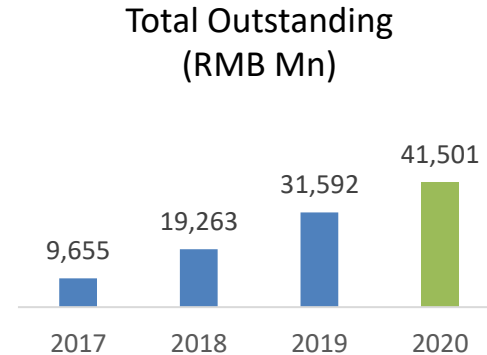
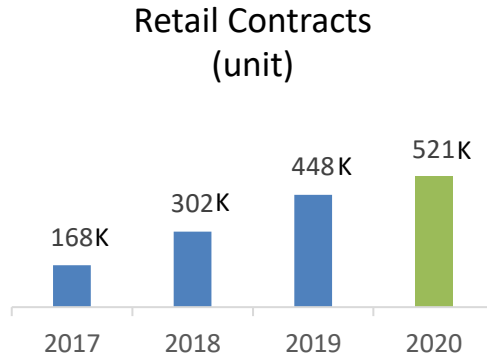


- JV established on 15th April 2021 with 51:49 share holding structure of the listed group and the parent group
- Based on the Pure Electric Modular Architecture – SEA
- Starts from Zeekr 001, 6+ models within 3 years
- Direct Sales and servicing network providing superior customer engagement
- Hassle-free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

Auto Finance Joint Venture



- 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

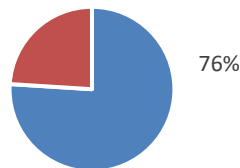


In Dec 2021, Zeekr 001 surged 89% month-on-month to 3,796 units, accounting for 20% of total NEEVs sales volume.

Existing products offer NEEV versions



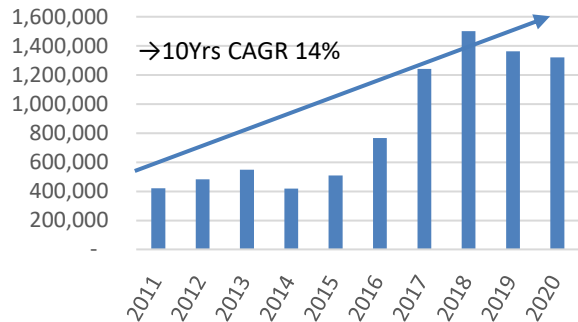
During Jan - Dec 2021, sales volume of NEEVs reached 100,126 units (+48% YoY), accounting for 8% of total sales volume.



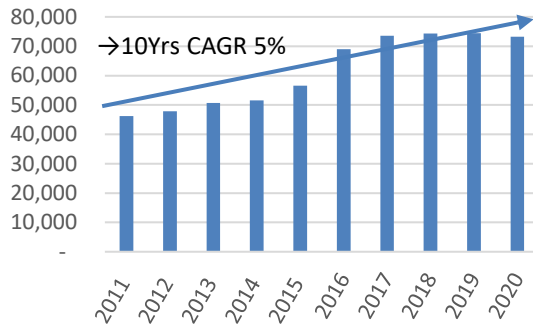
■ Offer NEEV versions

Financial Performance

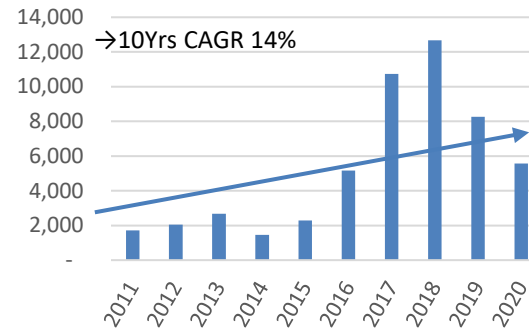
Sales Volume (Units)



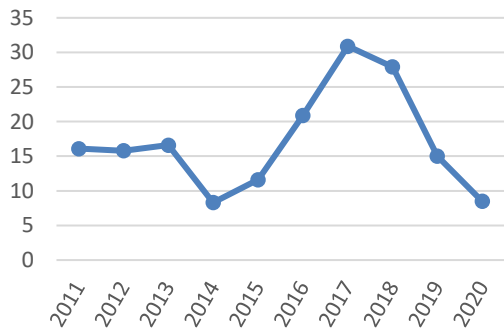
Average Ex-factory Prices (RMB)



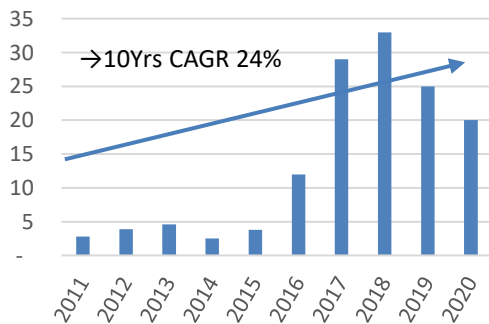
Net Profit (RMB Mn)



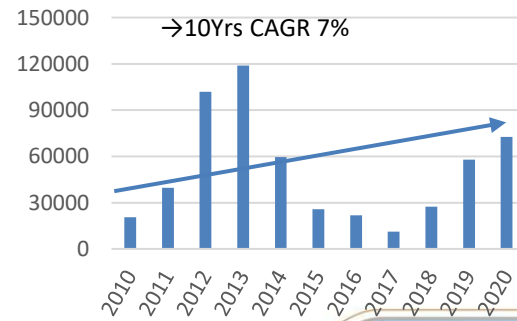
Return of Equity (%)



Cash Dividend Per Share (HK cents)



Export Sales Volume (Units)



Geely Automobile in Figures

Year started:	1998
Total workforce:	34,000 (on Jun. 30 th , 2021)
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 • “Zeekr” brand for Smart EV market
Services:	<ul style="list-style-type: none"> • More than 989 Geely dealers ,172 Geometry dealers and 295 LYNK & CO dealers in China. 24 sales agents, 23 sales and service outlets in 35 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance
2021 Sales Volume:	1,328,329 units
2020 Revenues:	US\$14.00 billion
Credit Rating:	S&P:BBB-/Negative; Moody’s Baa3/Stable
Market Capitalization:	US\$25.4 billion (on Nov 9 th , 2022)

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