GEELY

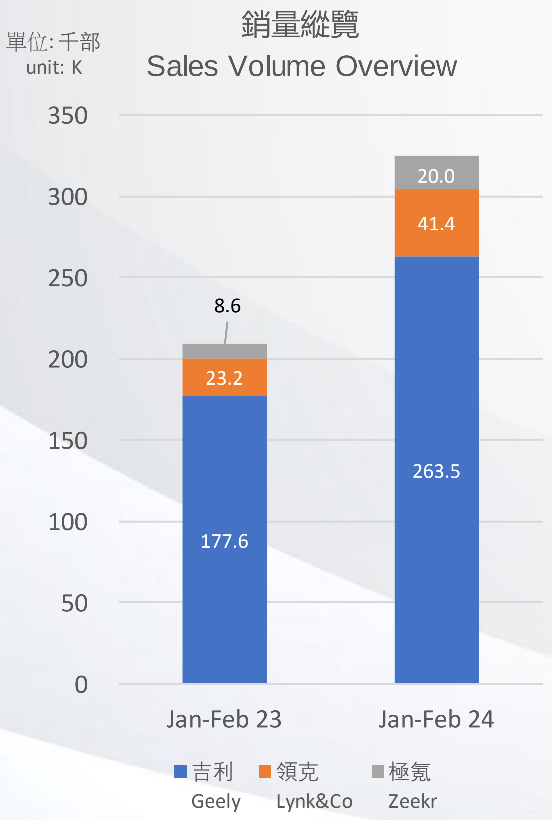
吉利汽車控股有限公司
GEELY AUTOMOBILE HOLDINGS LIMITED

公司介紹演示 Corporate Presentation

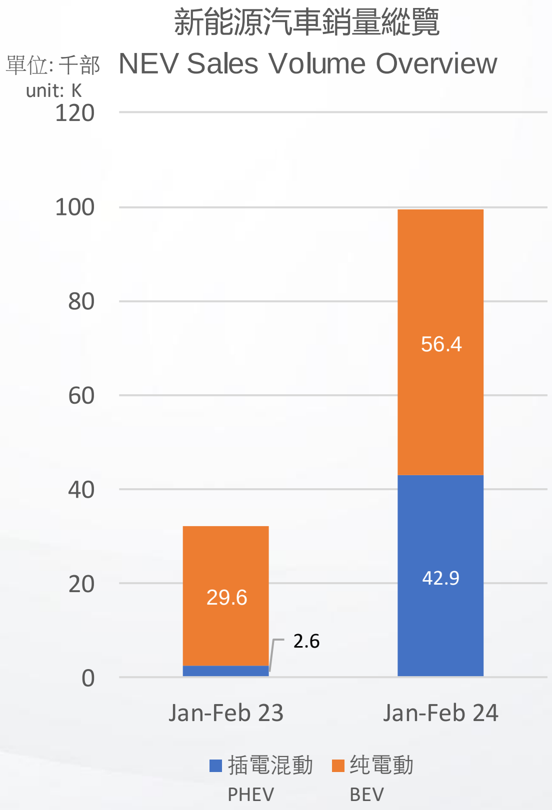
2024年3月 March 2024

一至二月份銷量縱覽 January & February Sales Volume Overview

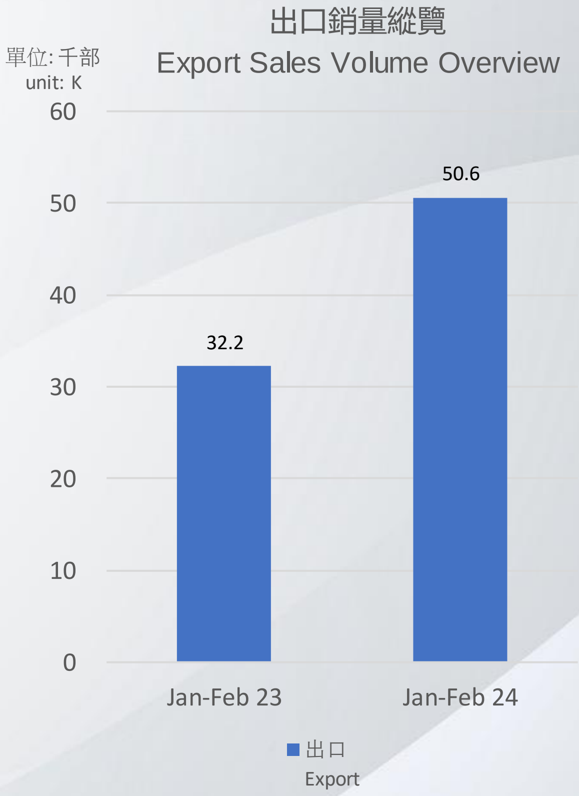
www.geelyauto.com.hk



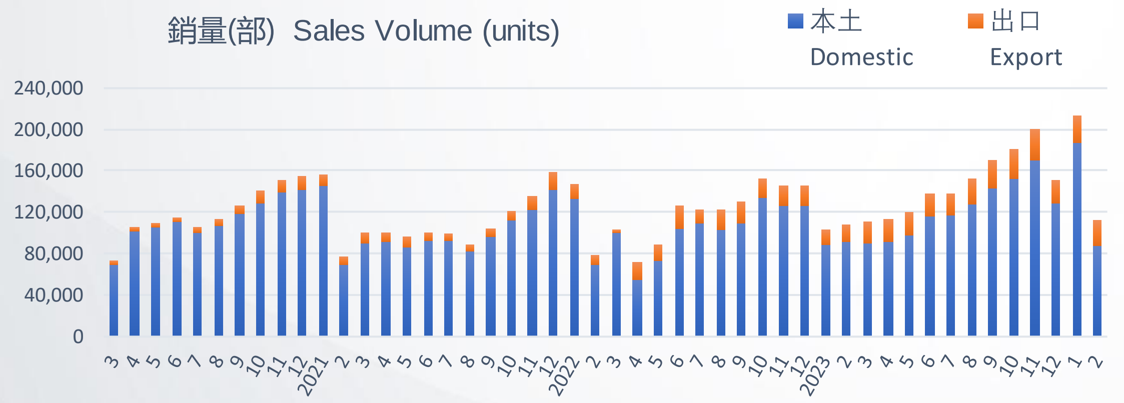
按年 YoY: +55%

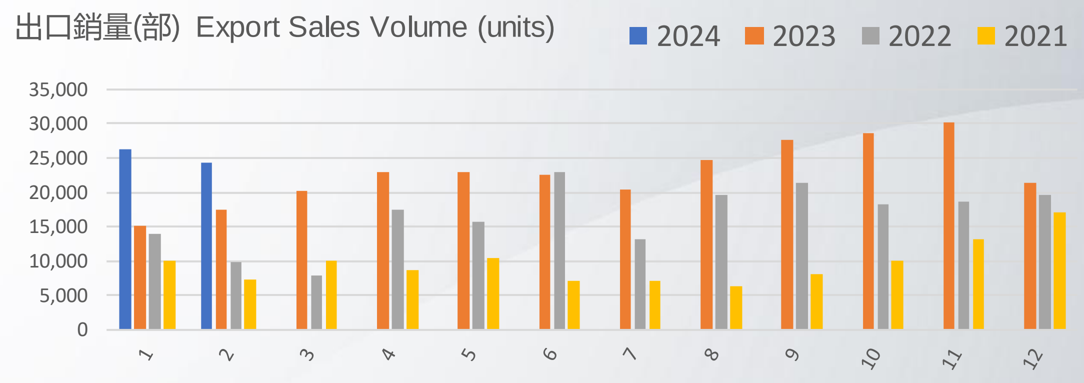


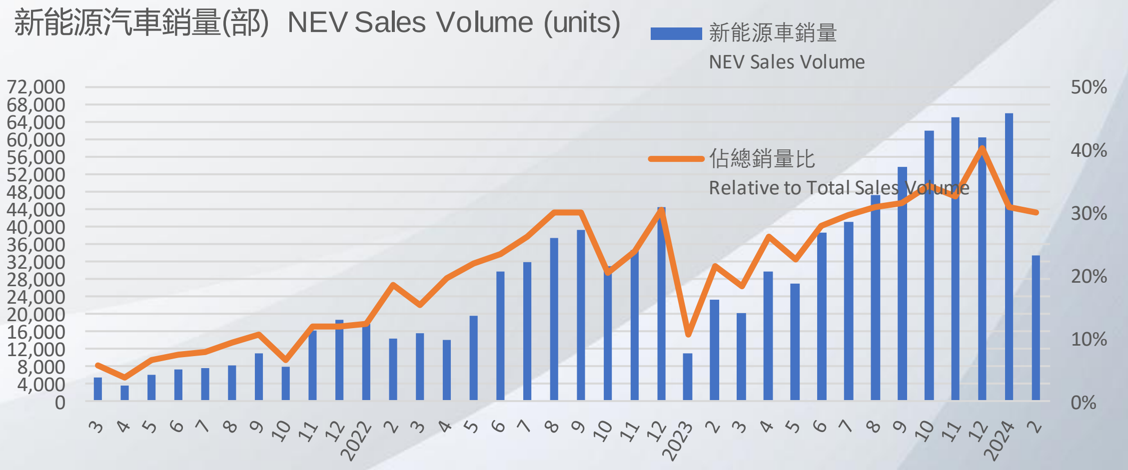
按年 YoY: +208%



按年 YoY: +57%



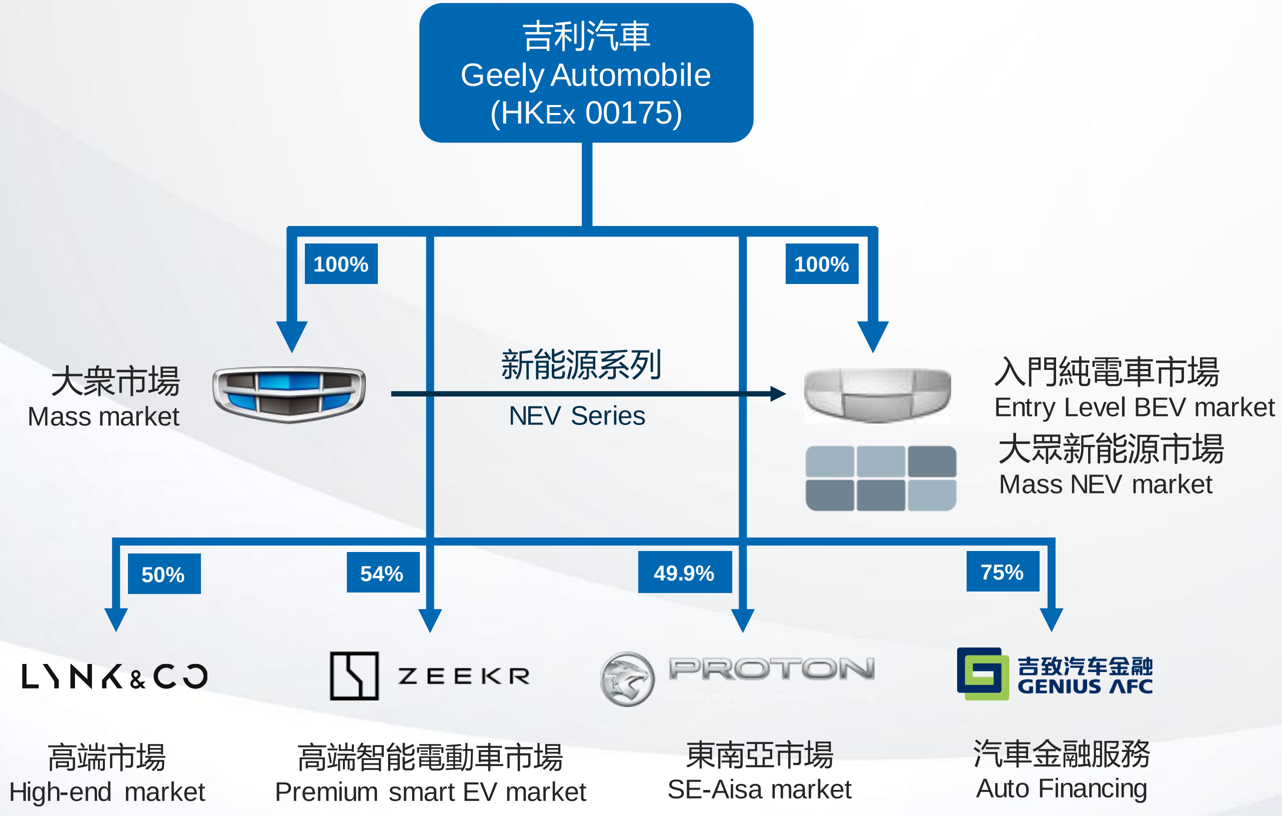




*數據來源自中國汽車工業協會 *Data from China Association of Automobile Manufacturers (CAAM)

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.

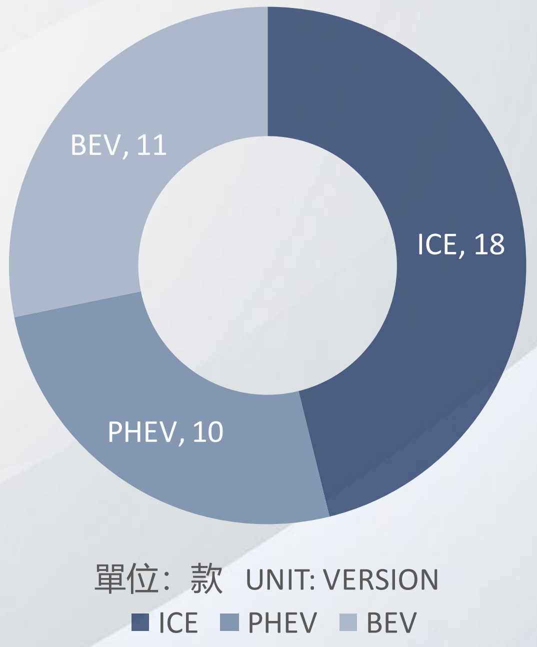


利用公司動力總成能力提供多元化產品以滿足客戶需求。

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

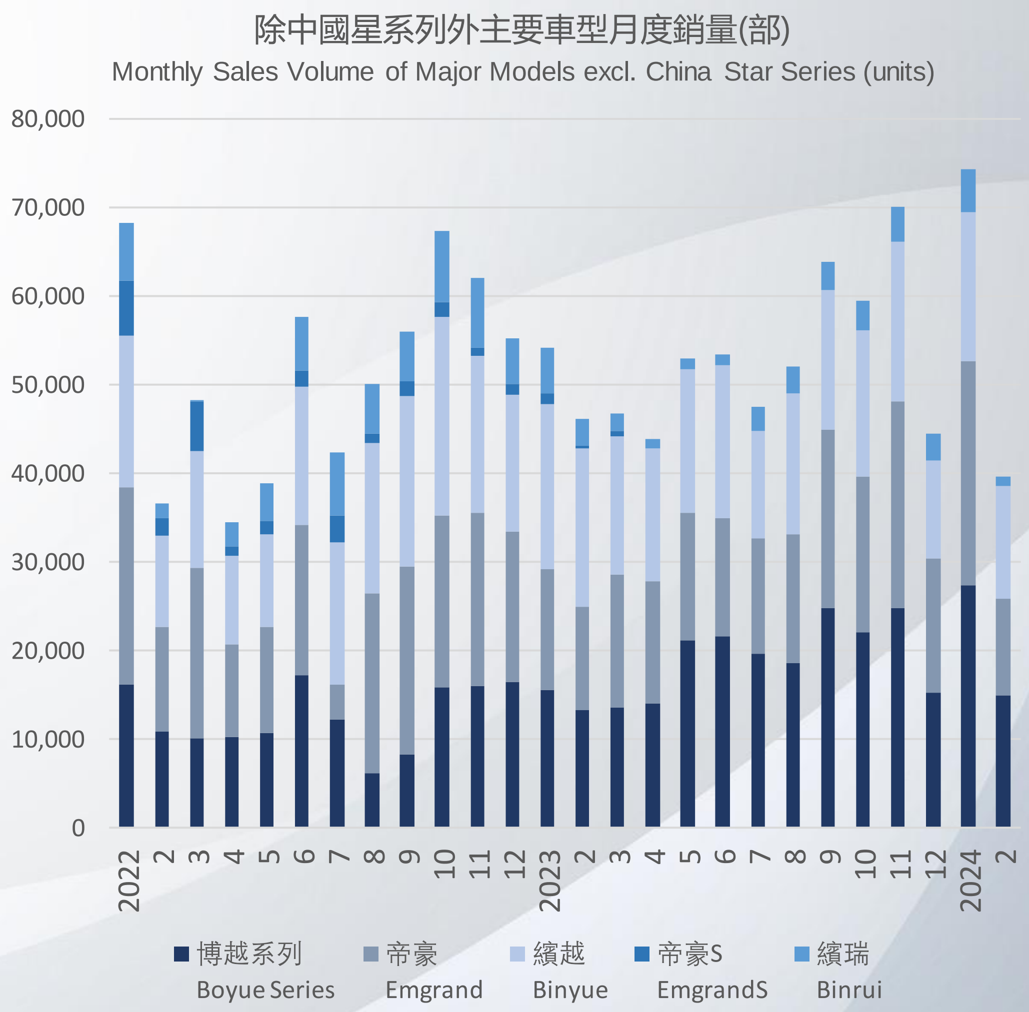
2023年產品動力總成組合

Product Powertrain Portfolio in 2023



- 針對大衆乘用車市場，以“造每個人的精品車”爲品牌願景。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。

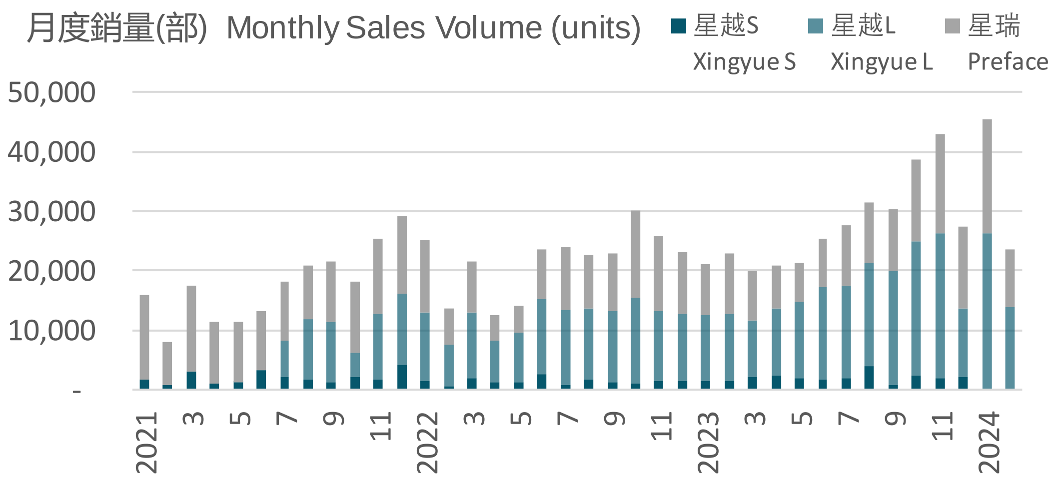
- Targeting the mass market. Brand vision: “Making Refined Cars for Everyone”. Provide 17 major models covering sedan, SUV and MPV.
- Boyue L, the new generation of Boyue, has been launched in 2022. Implementing the new design language and the new entertainment system and L2+ ADAS are widely acclaimed.
- 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.



中國星系列 China Star Series

- 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

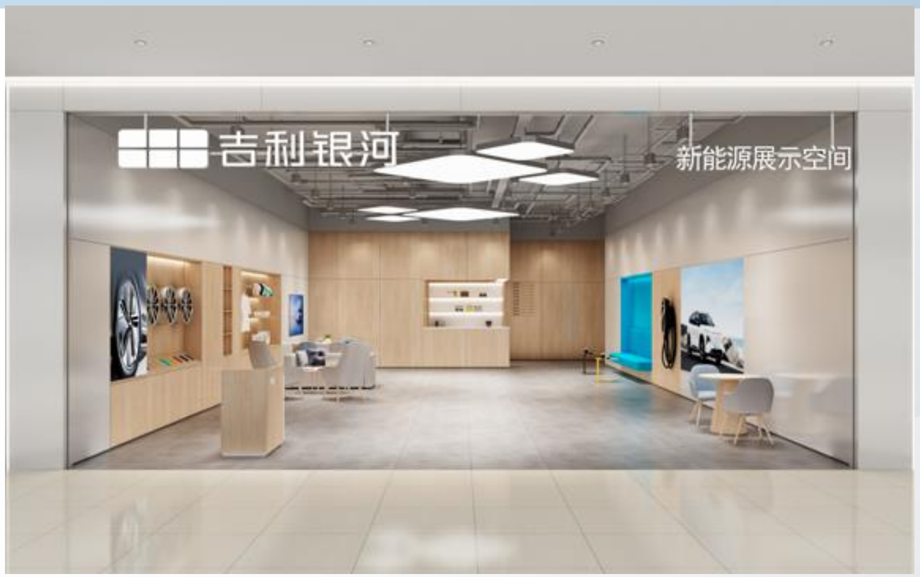
發動機選擇Powertrain choices:

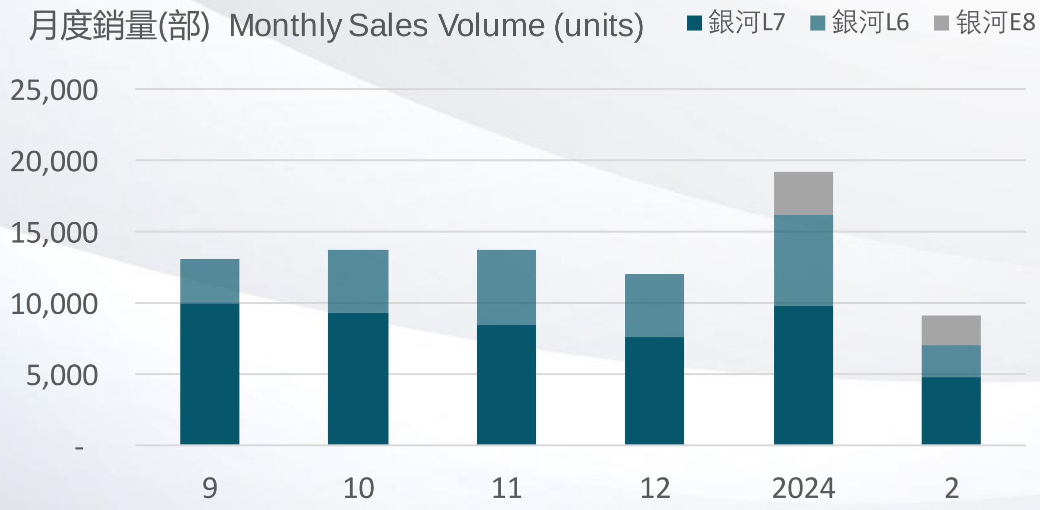
- 燃油ICE: 2.0TD+7DCT/8AT, max 175Kw, max 350 Nm
- 混動HEV: 3 speed DHT, 4.3L/100Km

智能配置Smart features:

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

銀河 GALAXY



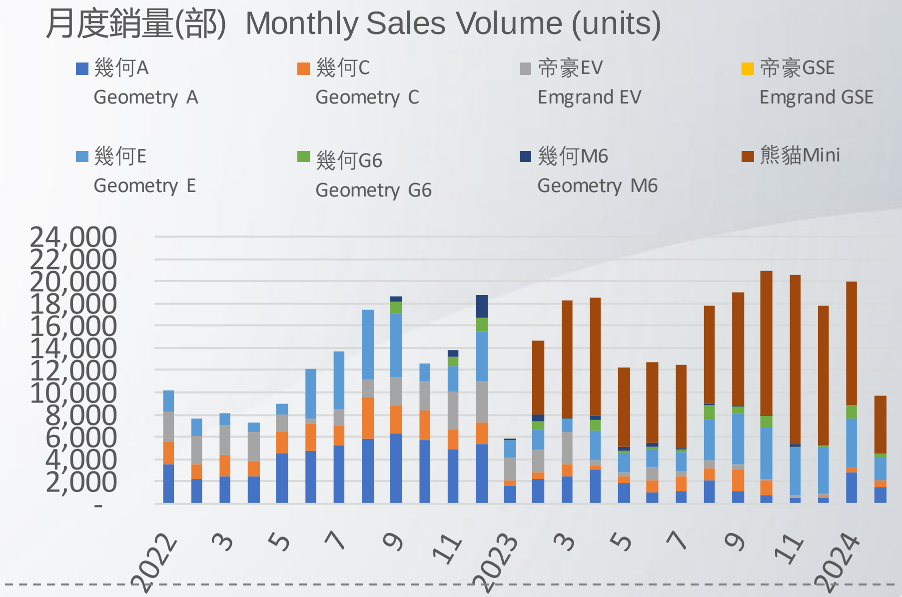


- 吉利品牌全新中高端新能源系列——“吉利銀河”。
- 3年内將推出7款產品。
- 全新的經銷商網絡。
- 目前已經上市三款車型銀河L6、銀河L7、銀河E8。

- “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 L6, Galaxy L7, Galaxy E8 are hot selling now.

幾何品牌 GEOMETRY

几何汽车
GEOMETRY



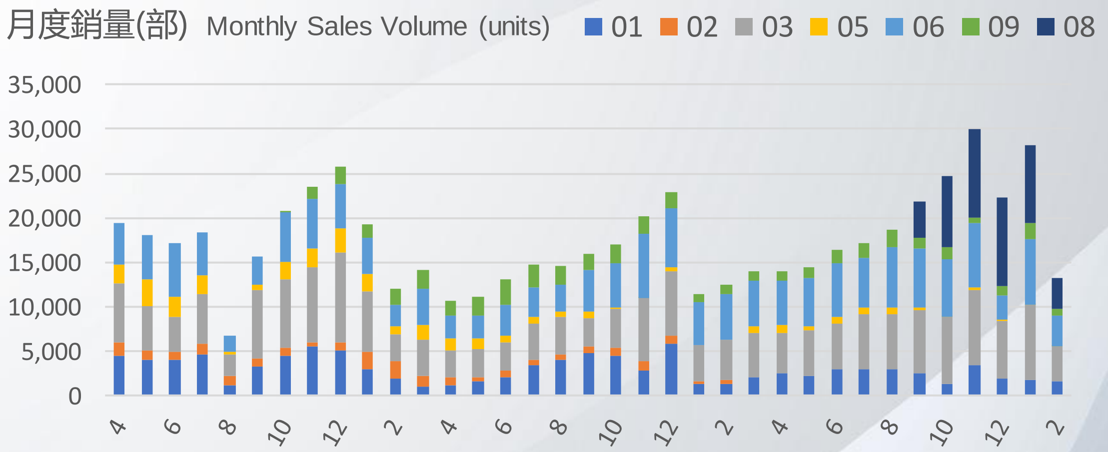
- 以全球入門純電車市場爲目標之子品牌。
- 熊貓mini上市以來月銷平均超萬部。

- A pure electric sub-brand targeting the global entry level BEV market.
- The average monthly sales of the Panda mini since its launch have exceeded 10k+ units.

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，互聯爲品牌精神，平均指導價至人民幣13萬元以上。
- 自2023年開始新產品全面進入新能源化，目前擁有領克06，08，09混合動力版本，領克07全新混合動力轎車也即將上市。
- 領克08 EMP車型上市6個月以來，月均銷量近7400部。

- 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+.
- Starting from 2023, new products will fully enter the new energy. Currently, we have the hybrid version of Lynk & Co 06,08, 09, and the new hybrid car of Lynk & Co 07 will be launched soon.
- Lynk & Co 08 EMP has sold an average of nearly 7,400 units a month in the six months since its launch.




Amsterdam, Netherlands


Antwerp, Belgium


Berlin, Germany


Gothenburg, Sweden

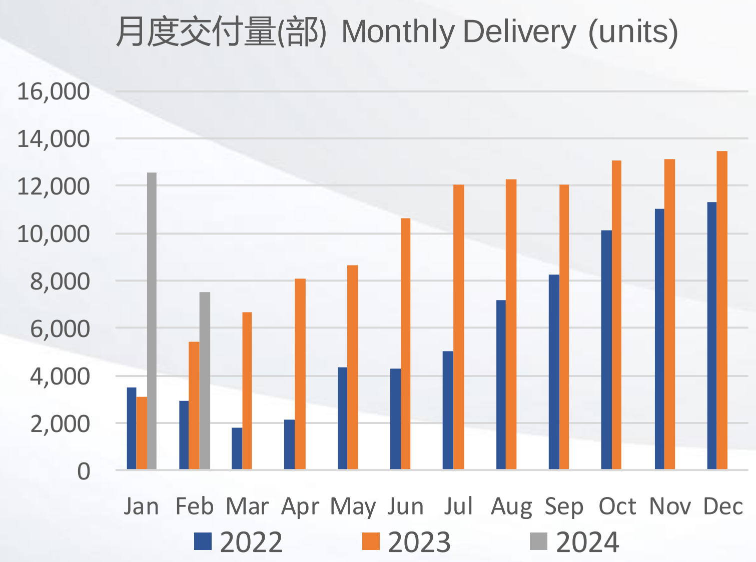

Hamburg, Germany


Munich, Germany


Stockholm, Sweden

- 與吉利控股成立之合營公司，佔比54%。
- 極氪目前在售4款產品，累計交付216,680部，且並無一例自燃記錄。
- 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12月底直銷實體（包括極氪中心及極氪空間）店超過360家。

- A joint venture with Geely Holding at 54% shareholding.
- Zeekr is currently selling 4 models, with a total of 216,680 units delivered, and has not recorded a case of spontaneous combustion.
- Zeekr 001FR launched, 0-100km/h accelerate only 2.02S
- Direct selling business model with over 360+ direct sales stores (incl. Zeekr Centre and Zeekr Space) by Dec of 2023.

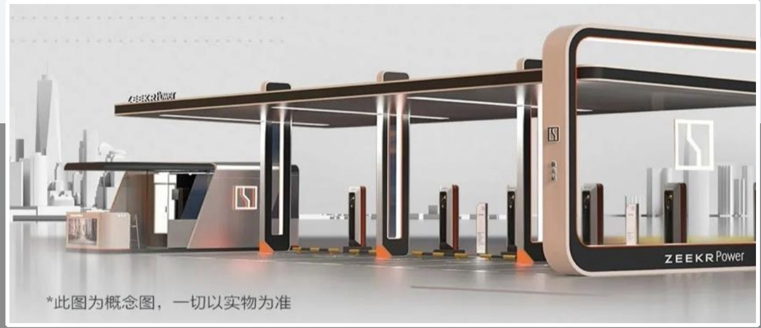


12月底，極氪綫下門店共360家

In Dec 2023, Zeekr have 360 off-line stores.

註：綫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.



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.

汽車金融合資公司 Auto Finance Joint Venture

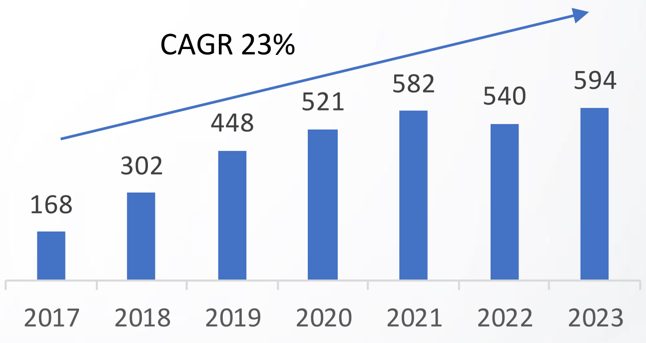
吉致汽车金融 GENIUS AFC

- 與BNPP PF以75%/25%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、銀河、領克、幾何、睿藍、雷達、極氪、沃爾沃和smart
- 零售不良貸款(60天以上)：2023年12月僅為0.22%

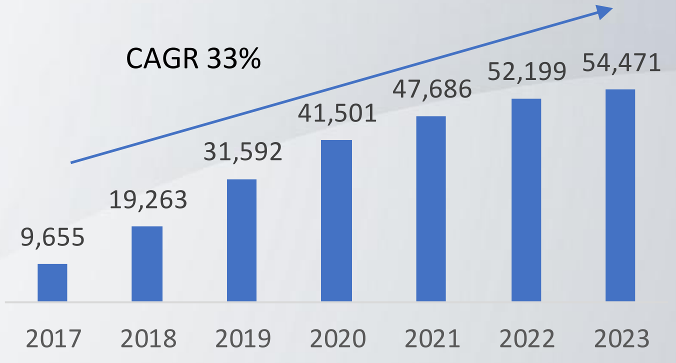
- A joint venture with BNPP PF on a 75%/25% scale
- Provides auto financing services to Geely brands: Geely Auto, Galaxy, Lynk & Co, Geometry, LIVAN, RADAR, Zeekr, Volvo and smart
- Retail NPL (non-performing loan : 60+ days) at 0.22% in Dec 2023

CAGR: Compound Annual Growth Rate 年複合增長率

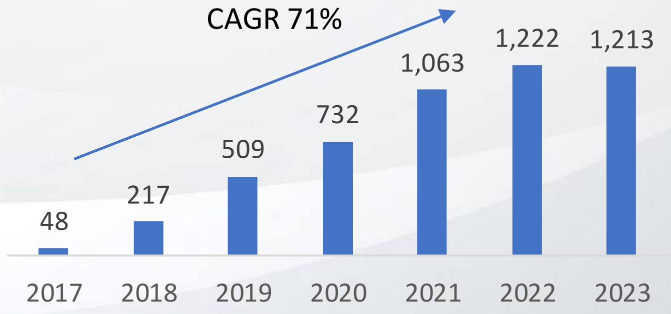
零售合約 (千部)
Retail Contracts (thousand unit)



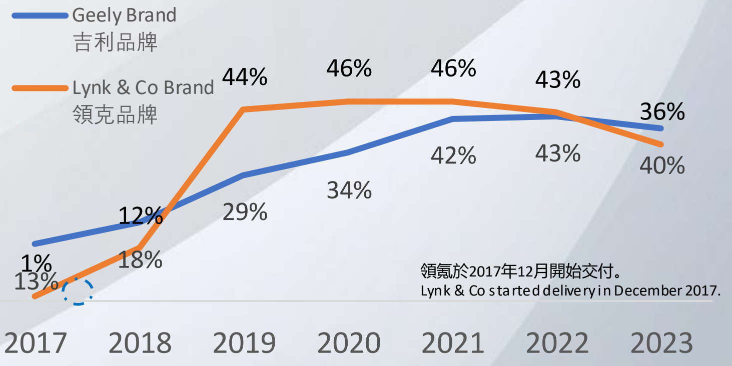
未償還貸款資產總額(人民幣百萬元)
Total Outstanding Loan Assets (RMB Mn)



淨利 (人民幣百萬元)
Net Profit (RMB Mn)



零售滲透率
Retail Penetration



吉利技術-模塊化架構 Geely Technology-Modular Architecture

作爲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 2021. 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

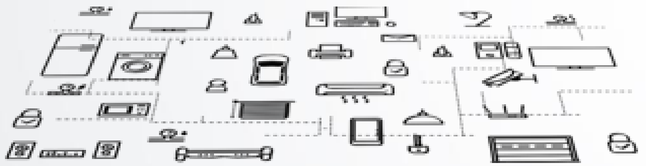
BMA

- 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

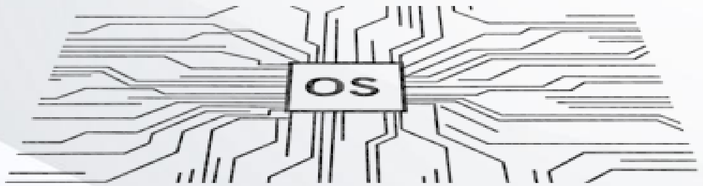
- Modular Architectures (BMA,CMA,SPA,SEA) to cover the entire product line
- A0/A/B/C/D/E segments with versatile powertrain options
- Advanced flexible E/E structure

純電模塊化架構旨在構建智能電動汽車生態

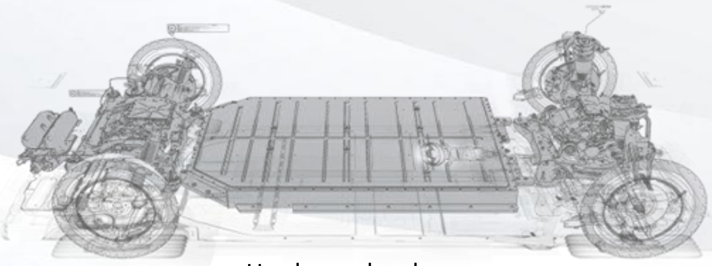
The Pure Electrical Modular Architecture is aiming to build up the Smart EV Ecosystem.



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

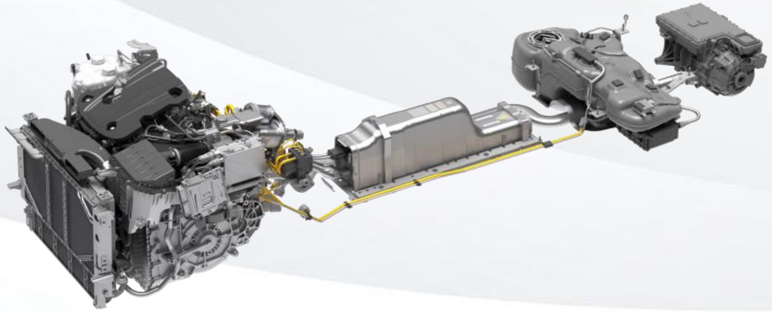
- Seven brands joined SEA ecosystem by 2022 : Zeekr, Geely, Smart, Volvo, Polestar, Lotus, Jidu
- Wide Band width covering A-E segment
- Cloud based electric component management
- Centralized domain control E/E structure
- Fully Autonomous Driving from 2025
- SEA OS to facilitate the future EV ecosystem
- 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

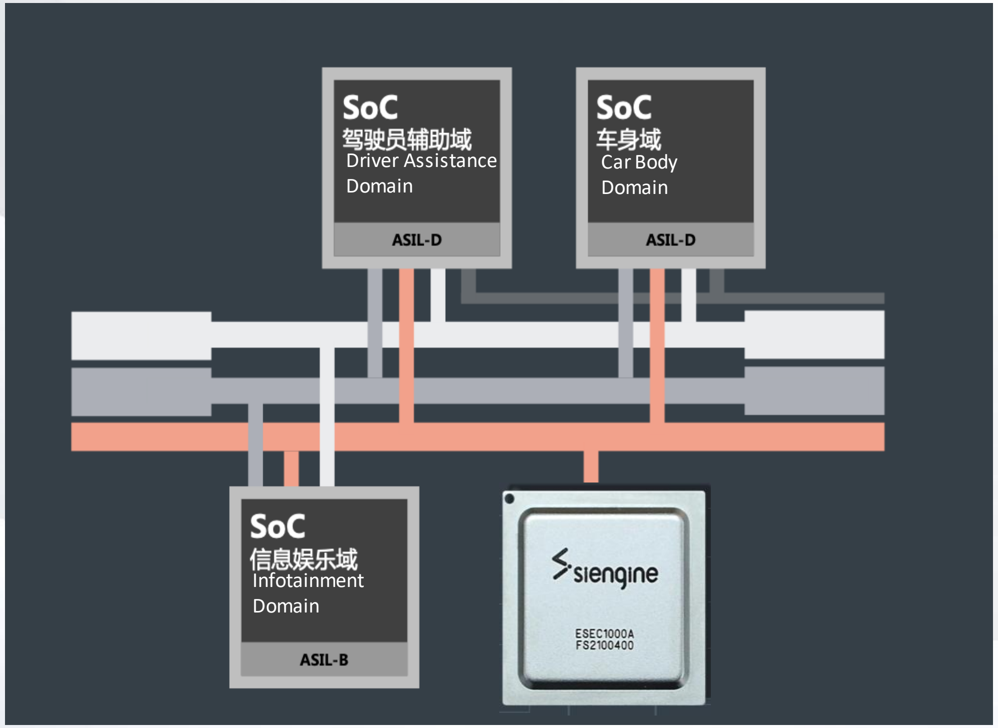


- World class modular intelligent hybrid platform covering HEV, PHEV, REEV
- World class thermal efficiency of 43.32%, Fuel savings up to 40%
- The first to launch 3-speed Dedicated Hybrid Transmission - DHT Pro, Max torque 4920N•m
- FOTA & 20 intelligent driving modes

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統能力

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
- 銀河車機操作系統正式搭載在星越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,
- 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

模塊化架構專爲未來的全自動駕駛而設計。

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

2021

基本駕駛助理

Basic Driver Assistant

- 大規模部署
- 作為數據收集的基礎
- 影子模式
- 支持OTA升級

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

2022

結構道路上的進階自動駕駛

Advanced AD On Structural Road

- 強化連續自動駕駛能力
- 擴展使用場景：跨層泊車、隨機泊車、特定場景下實現L2

- Maximize the duration of continuous auto pilot
- Rich Scenes; cross-layer packing, random parking, hands-off/eyes off in particular scene

2023

開放道路上的進階自動駕駛

Advanced AD On Open Road

- 將L4應用于指定區域的停車場、高速公路、城市等場景

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

2025

全自動駕駛

Fully AD

- 基於全棧SW、高清地圖、超腦等技術
- 實現全自動駕駛

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

2024年1-2月，新能源汽車（包括純電動車及插電混動）銷量達到99,334輛（同比上升208%），佔總銷量的31%；吉利銀河系列銷量達28,343輛，佔新能源車總銷量的29%；

During Jan - Feb 2024, the sales volume of NEVs (including BEVs and PHEVs) reached 99,334 units (+208% YoY), accounting for 31% of the total sales volume; the sales volume of Geely Galaxy series reached 28,343 units, accounting for 29% of the total sales volume of NEVs;

2024年1-2月，純電動車銷量達到56,430輛（同比上升90%），佔公司新能源汽車總銷量的57%。其中，極氪銷量達20,047輛（同比上升134%），佔純電動車總銷量的36%。

During Jan - Feb 2024, the sales volume of BEVs reached 56,430 units (+90% YoY), accounting for 57% of the total NEVs sales volume. Among them, the sales volume of Zeekr reached 20,047 units (+134% YoY), contributing to 36% 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年爲基準年，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年爲基準年）；

  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」評爲最高級別「卓越」，蟬聯汽車榜第一；

  Rated as the highest category "Excellence" and ranked 1st 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，成爲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);

- 成爲氣候相關財務信息披露工作組（TCFD）的支持者，並成爲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).

MSCI ESG 評級提升爲 AA 以及 Sustainalytics ESG 風險評級維持爲「低風險」；

MSCI ESG Rating upgraded to AA and Sustainalytics ESG Risk Rating remained as "low risk";

獲香港會計師公會「最佳企業管治及ESG大獎2023」的ESG評判嘉許（H股公司及其他中國內地企業組別）；

Received Special Mention in ESG Award (H-share Companies and Other Mainland Enterprises Category) of the HKICPAs' "2023 Best Corporate Governance and ESG Awards";

首次獲選爲「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；

Selected for the first time as a constituent of the "Hang Seng Corporate Sustainability Index", comprising 30 eligible Hong Kong-listed companies with the best sustainability performance;

持續獲選爲「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";

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，在「大中華企業可持續發展指數」中位列第13名，並評級爲「前驅者」；

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", with a "Pace-setter" rating;

成爲標普全球《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 1st in 2022 S&P ESG score among Chinese automobile companies;

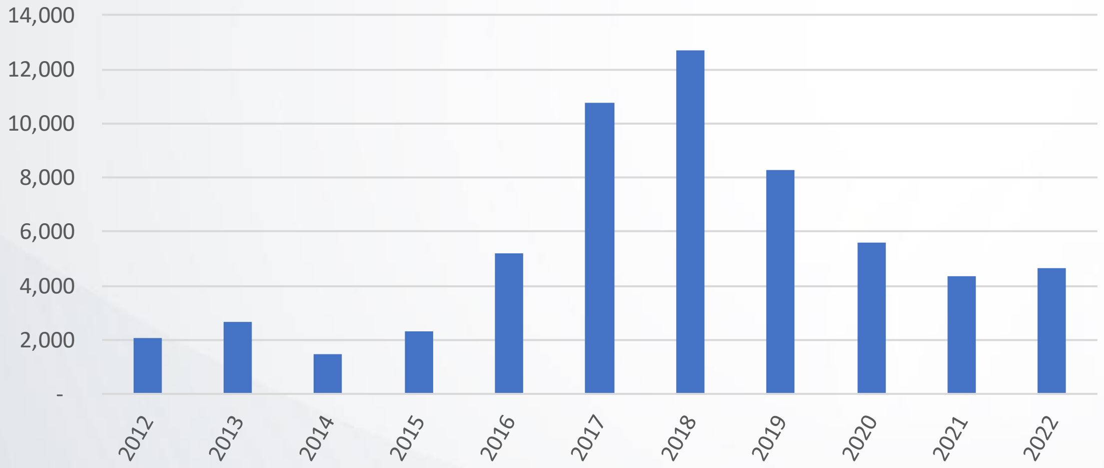
上榜中央廣播電視台發布的「中國ESG上市公司先鋒100」榜單第8名，獲得五星級評價，位列中國車企第一。

Ranked 8th on the China Central Television "China ESG Listed Company Pioneer 100" list, with a five-star rating and ranked 1st among Chinese automobile companies.

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES | SCIENCE BASED TARGETS | SUSTAINALYTICS SECOND-PARTY OPINION | MSCI ESG RATINGS AA | Hang Seng Corporate Sustainability Index Series Member 2023-2024 | FTSE4Good | GLOBAL BUSINESS SUSTAINABILITY INDEX | HKBSI Hong Kong Business Sustainability Index 2022 | 前驅者 Pace-setter | GC BSI Greater China Business Sustainability Index 2022

淨利(人民幣百萬元) Net Profit (RMB Mn)

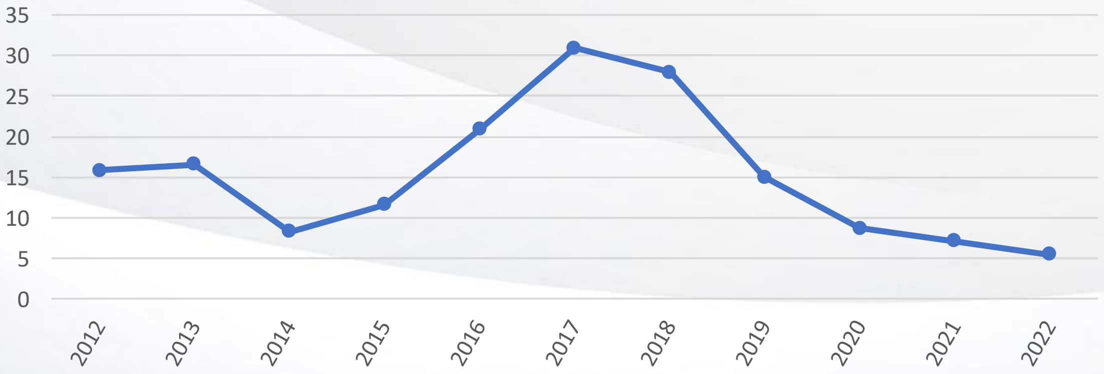
→10Yrs CAGR 8.5%



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

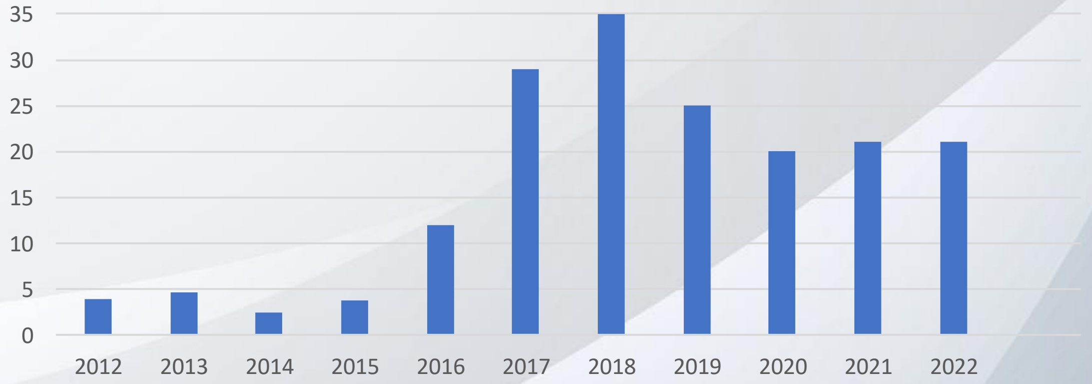
→10Yrs CAGR 7.9%

股本回報率(%) Return of Equity (%)



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

→10Yrs CAGR 10%



CAGR: Compound Annual Growth Rate 年複合增長率

吉利數據 Geely In Figures

起始年份 Year started	1998
總員工人數 Total workforce	53,000 (於2023年06月30日) 53,000 (on 30th Jun 2023)
工廠設置 Manufacturing facilities	11家全資中國工厂 11 fully owned plants in China
產品 Products	4個模塊化架構(CMA, BMA, SPA & SEA)為主，共推出19個主力車型。 19 major models are launched under 4 main modular architectures (CMA, BMA, SPA & SEA)
服務 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。 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) More than 1,014 Geely dealers, 328 Geometry dealers, 376 LYNK & CO dealers and 260 Zeekr direct sales stores in China. 43 sales agents, 379 sales and service outlets in 51 overseas countries (on 31st Dec 2022)
2023年銷量 2023 Sales Volume	1,686,516 部 1,686,516 units
2022年收益 2022 Revenue	188億美元 US$18.8 Billion
信貸評級 Credit Rating	標普：BBB-/負面；穆迪： Baa3/負面 S&P:BBB-/Negative; Moody's: Baa3/Negative
市值 Market Capitalization	110億美元(於2024年3月1日) US$11.0 billion (on March 1st 2023)

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