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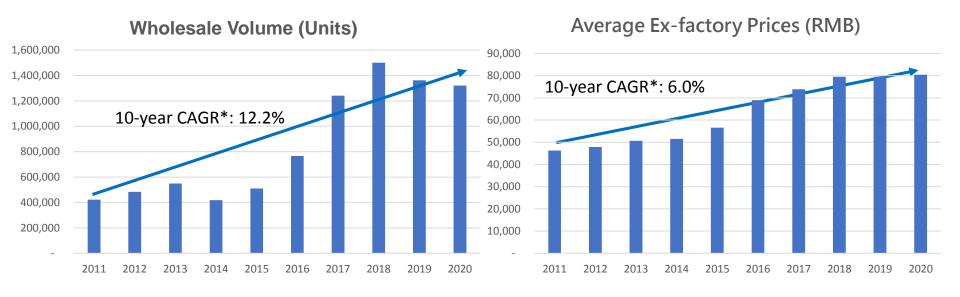
2020 FULL YEAR RESULTS

- Attributable profit -32% to RMB5.53 billion
- Wholesale volume -3% YoY
- Average selling price (including Lynk&Co) +1% YoY
- Lower margins (GP at 16%; OP at 5.4%)
- Still very strong financial position with RMB19 billion cash





SALES PERFORMANCE

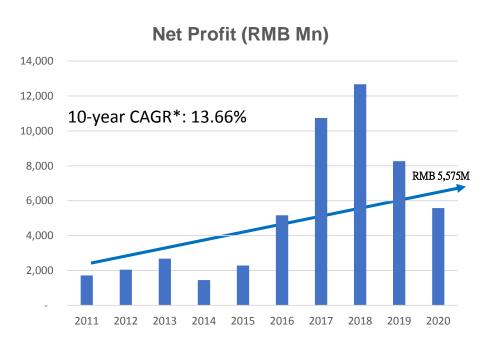


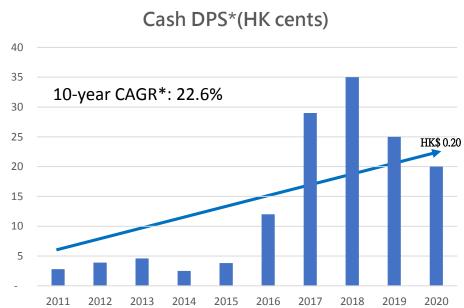
^{*}CAGR: Compound Annual Growth Rate



^{*}Average Ex-factory Prices including Lynk&Co

SHAREHOLDERS' RETURN







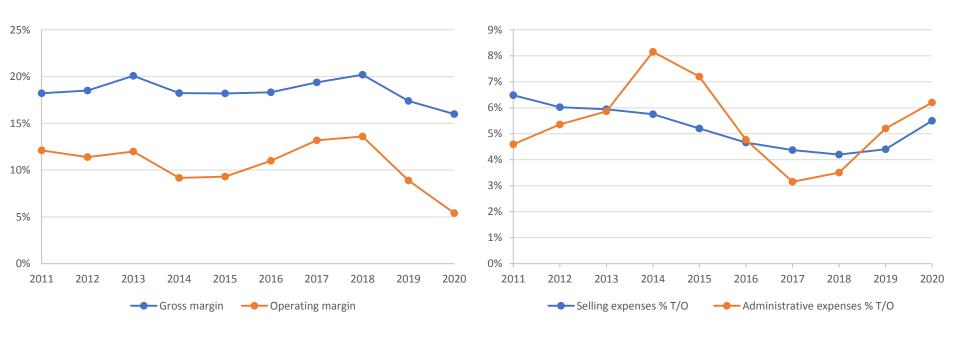
2020 HIGHLIGHTS

- Wholesale market share at 6.5% (2019: 6.4%)
- Profit contribution from jointventures (mainly Genius AFC & Lynk&Co) up 32%
- Placing of 600 million new shares to strengthen capital base
- Total R&D expenses up 22% to maintain competitiveness





PROFITABILITY





GENIUS AFC

- Provision of automobile financing for 3 key auto brands under Zhejiang Geely Group
- BNPP PF exercised Call Option to acquire additional equity interest in Genius AFC
- Loan assets increased from RMB31.6 billion by end of 2019 to RMB41.5 billion by end of 2020
- Relatively low default rate despite
 COVID-19 impact
- Net profit up 44% to RMB732 million (2019: RMB509 million)





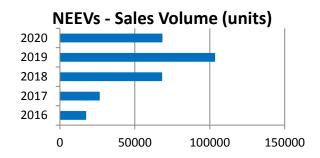
LYNK&CO

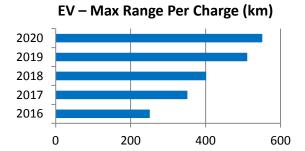
- Sales volume +37% to 175,456 units in 2020
- Launch of "05" & "06" and PHEV version for "06"
- Net profit up 5% YoY to RMB512 million (2019: RMB486 million)
- 280 "LYNK&CO Centres" and 15 "LYNK&CO Spaces" in China
- Entry into European market with 2 "Club"s opened in Amsterdam and Gothenburg





NEW ENERGY AND ELECTRIFIED VEHICLES (NEEVs)











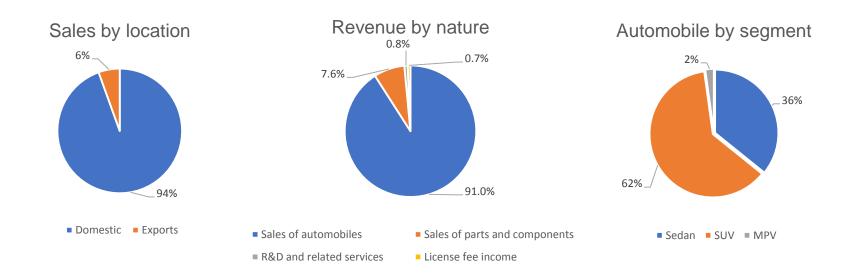
SALES VOLUME BREAKDOWN

(Y/E December) Units	2020	2019	YoY change
Total *	1,320,217	1,361,560	-3%
-Domestic *	1,247,526	1,303,569	-4%
-Exports	72,691	57,991	25%
Sedans *	470,243	530,123	-11%
SUVs *	821,202	799,763	3%
MPVs	28,772	31,674	-9%
Geely	1,134,433	1,221,352	-7%
Geometry	10,328	12,142	-15%
Lynk&Co	175,456	128,066	37%
NEEVs *	68,142	113,067	-40%

^{*} Including sales volume of Lynk&Co vehicles



SALES VOLUME BREAKDOWN (CONTINUED)



Key Models:

Sedan: New Emgrand, Vision, Emgrand GL, Lynk&Co 03, Binrui SUV: Boyue, Vision X6, Vision X3, Emgrand GS, Binyue, Haoyue, Lynk&Co 05, Lynk&Co 01, Lynk&Co 06, Lynk&Co 02, MPV:Jiaji



^{**}Source = China Association of Automobile Manufacturers ("CAAM")

2020 ANNUAL RESULTS

Y/E December	2020	2019	YoY change
Sales Volume (units)	1,320,217	1,361,560	-3%
Revenue (RMB mn)	92,114	97,401	-5%
Gross profit margin ratio*	16.0%	17.4%	-
Operating margin ratio**	5.4%	8.9%	-
Profit after tax (RMB mn)	5,575	8,261	-33%
Attributable profit (RMB mn)	5,534	8,190	-32%
Diluted EPS (RMB cents)#	56.44	89.21	-37%
Cash DPS (HK cents)	20.00	25.00	-20%
	<u>Dec-20</u>	<u>Dec-19</u>	
Shareholders' equity	63,631	54,436	17%
Net cash##	11,829	11,759	1%

^{*} Gross profit margin ratio = gross profit / revenue

[#] Diluted EPS = adjusted profit attributable to equity holders of the Company (diluted) / weighted average number of ordinary shares (diluted) ## Net cash = all cash /bank deposits — all bank borrowings — bonds payables - perpetual capital securities



Operating margin ratio = (pre-tax margin before net finance costs , share-based payments, gain on disposal of subsidiaries and share of results of associates/joint ventures) / revenue

FINANCIAL ANALYSIS

Y/E December	2020	2019	YoY change
Sales of vehicles (RMB m) [#]	83,814	91,843	-9%
Sales of vehicles including Lynk&Co (RMB m)	106,173	108,288	-2%
Average unit price (RMB)#	73,216	74,457	-2%
Average unit price including Lynk&Co (RMB)	80,421	79,532	1%
Return on equity	8.5%	15.0%	-43%
EBITDA ratio*	12.8%	13.6%	
Selling expenses (% of T/O)	5.5%	4.4%	
Admin. expenses (% of T/O)	6.2%	5.2%	

^{*} EBITDA margin ratio = (Profit for the year plus taxes, depreciation and amortization, and finance costs) / revenue # Excluding sales volume of Lynk&Co vehicles



FINANCIAL SUMMARY

- Healthy financial position despite lower revenue and operating profit
- Strong net cash level at RMB11.8 billion
- Placing of 600 million new shares to strengthen financial position against potential prolonged disruption to business activities due to COVID-19 impact
- Standard & Poor's credit rating outlook downgraded from "Stable" to "Negative"
- Moody's credit rating outlook upgraded from "Rating under review" to "Stable"





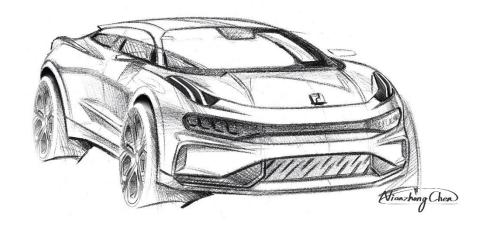
NEW PRODUCTS

"Geely" brand:

- A brand new sedan model;
- A brand new CMA platform SUV model
- Upgrade versions of all major existing models

"Geometry" brand:

• Upgrade version of Geometry A





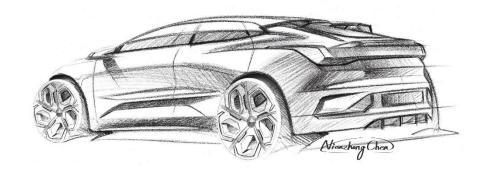
NEW PRODUCTS

"Lynk&Co" brand:

- A brand new full size SUV model
- Upgrade versions of all major existing models.

Under "SEA":

A brand new electric crossover
 SUV model





ENVIRONMENTAL, SOCIAL & GOVERNANCE ("ESG")



75% existing products offer NEEV versions (+18% YoY)

SEA Sustainable Experience Architecture (SEA) accelerates the development of intelligent electric vehicle, creates an exceptional mobility experience, and contributes to global energy conservation and emission reduction



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



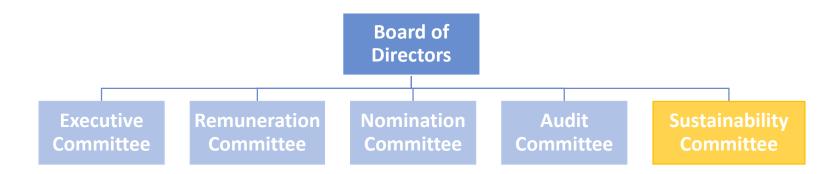
Selected as one of the "Demonstration Enterprises for Industrial Product Green Design" by the MIIT. Geely Auto is the only passenger car company selected in 2020



The production plants in Chunxiao, Baoji, Zhangjiakou, and Linhai were awarded National Green Factory Certification



SUSTAINABILITY COMMITTEE



- To further enhance the governance structure, Sustainability Committee was established in December 2020
- Sustainability Committee comprises two executive directors and one independent non-executive director: Mr. An Cong Hui (Committee's Chairman), Mr. Gui Sheng Yue and Mr. Wang Yang
- Role of the Committee: Assisting the Board in overseeing the Group's development in ESG and providing guidance in the implementation of related measures, in order to promote the Group's sustainability.
- Established a task force on climate change and carbon reduction to further formulate and implement technical routes



BLUE GEELY ACTION PLAN

Plan 1



Intelligent energy-saving and new energy vehicles: hybrid electric vehicles, plug-in hybrid electric vehicles, extended-range plug-in hybrid electric vehicles, and small-displacement energy-saving vehicles

Plan 2



Intelligent pure electric vehicles: establish a brand-new pure electric vehicle company, and actively participate in market competition



CARBON NEUTRALITY ACTION



Geely Auto highly recognizes global climate change's risks and opportunities, and actively supports China's efforts to achieve the goal of carbon neutrality before 2060



We will take the Blue Geely Action Plan as the core to further formulate and implement technical routes, and integrate in the Company's business strategy to contribute to global climate change mitigation



2021 OUTLOOK

- Continued recovery of passenger vehicle demand in China in 2021
- Target sales volume up 16% to 1.53 million units for 2021, and continued increase in market share
- "Blue Geely Action Plan" to speed up migration to "Full Electrification"
- Business combination and collaboration with Volvo Car to improve competitiveness



