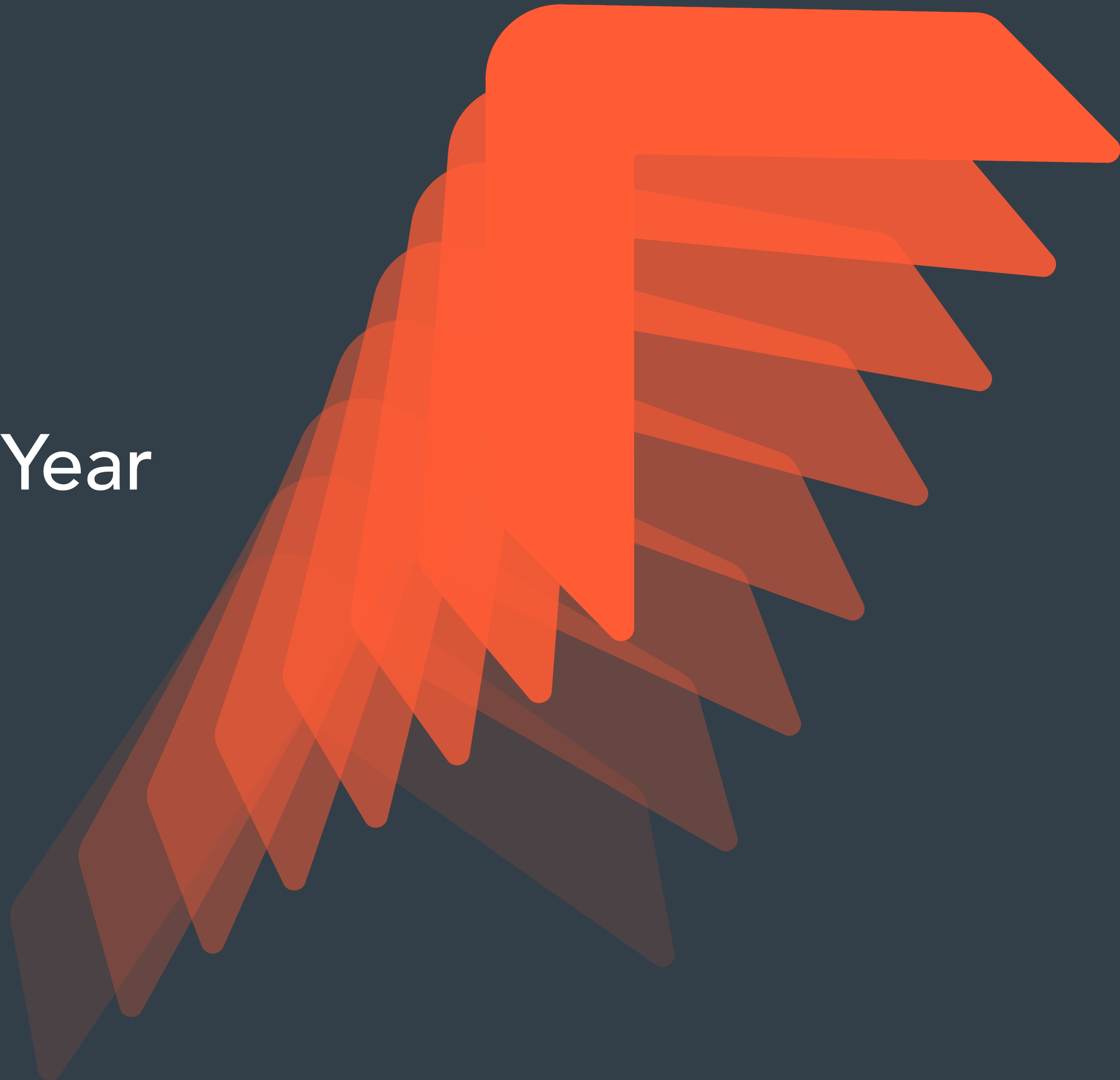




# Fourth Quarter and Full Year 2022 Financial Results

April 24, 2023



# > Disclaimers

## Forward-Looking Statements

This presentation contains statements that are forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based on management's beliefs and expectations as well as on assumptions made by and data currently available to management, appear in a number of places throughout this document and include statements regarding, amongst other things, results of operations, financial condition, liquidity, prospects, growth, strategies and the industry in which we operate. The use of words "expects," "intends," "anticipates," "estimates," "predicts," "believes," "should," "potential," "may," "preliminary," "forecast," "objective," "plan," or "target," and other similar expressions are intended to identify forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to a number of risks and uncertainties that could cause actual results to differ materially, including, but not limited to statements regarding our intentions, beliefs or current expectations concerning, among other things, results of operations, financial condition, liquidity, prospects, growth, strategies, future market conditions or economic performance and developments in the capital and credit markets and expected future financial performance, and the markets in which we operate.

For a discussion of these and other risks and uncertainties that could cause actual results to differ materially from those expressed in any forward-looking statement, see ECARX's filings with the U.S. Securities and Exchange Commission. ECARX undertakes no obligation to update or revise and forward-looking statements to reflect subsequent events or circumstances, except as required by applicable law.

## Translation of results into U.S. dollars

This presentation contains translations of certain Renminbi (RMB) amounts into U.S. dollars (US\$) at a specified rate solely for the convenience of the reader. Unless otherwise noted, the translation of RMB into US\$ has been made at RMB6.8972 to US\$1.00, the noon buying rate in effect on December 30, 2002 as set forth in the H.10 Statistical Release of The Board of Governors of the Federal Reserve System. We make no representation that any Renminbi or U.S. dollar amounts could have been, or could be, converted into U.S. dollars or Renminbi, as the case may be, at any particular rate, or at all.

## Non-GAAP Financial Measure

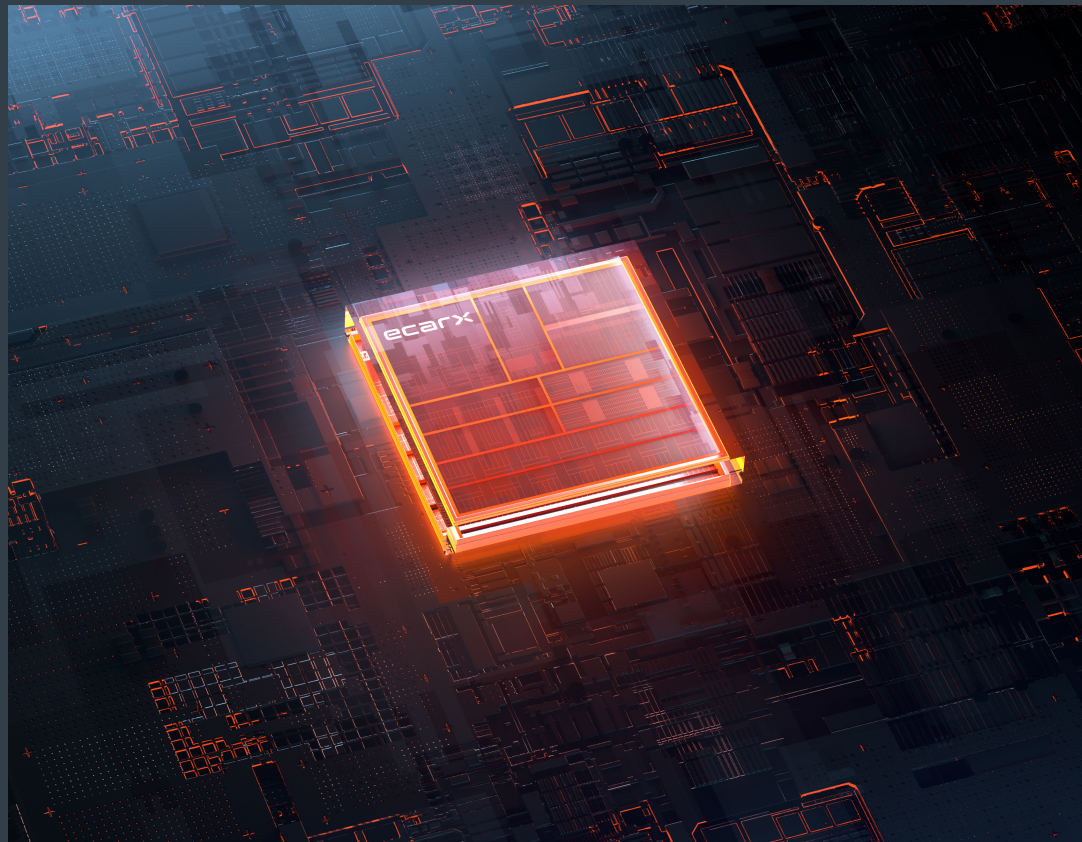
We use adjusted EBITDA in evaluating our operating results and for financial and operational decision-making purposes. Adjusted EBITDA is defined as net loss excluding interest income, interest expense, income tax expenses, depreciation of property and equipment, amortization of intangible assets, and share-based compensation expenses.

We present this non-GAAP financial measures because it is used by our management to evaluate our operating performance and formulate business plans. We believe that adjusted EBITDA helps identify underlying trends in our business that could otherwise be distorted by the effect of certain expenses that are included in net loss. We also believe that the use of the non-GAAP measure facilitates investors' assessment of our operating performance. We believe that adjusted EBITDA provides useful information about our operating results, enhances the overall understanding of our past performance and future prospects and allows for greater visibility with respect to key metrics used by our management in its financial and operational decision making.

Adjusted EBITDA should not be considered in isolation or construed as alternatives to net loss or any other measures of performance or as indicators of our operating performance. Investors are encouraged to compare our historical adjusted EBITDA to the most directly comparable GAAP measure, net loss. Adjusted EBITDA presented here may not be comparable to similarly titled measures presented by other companies. Other companies may calculate similarly titled measures differently, limiting their usefulness as comparative measures to our data. We encourage investors and others to review our financial information in its entirety and not rely on a single financial measure.

For more information on non-GAAP financial measures, please see the table captioned "Unaudited Reconciliation of GAAP and Non-GAAP Results" set forth at the end of our press release issued in connection with these results.

# > Our past, our present, our future



**History**  
2017-2022

- Co-founded in 2017 by Ziyu Shen & Eric Li
- Products integrated into 4.7mn+ cars worldwide
- ~1,500 employees worldwide, with more than 70% involved in R&D
- 10 global operation centers



**NASDAQ Listing**  
2022

- Positioned to capture market share in the rapidly growing and evolving automotive technology industry
- Supports international expansion, strategic acquisitions, investments, and product development



**Strong Growth**  
2023 onwards

- Strong relationships with 12 OEMs across 21 vehicle brands, as well as 8 Tier 1 suppliers
- Strategic collaborations with cutting-edge companies
- Next generation products that offer deeply integrated solutions

> Focused execution against a well-defined growth strategy



**Operate in a large and growing market**

TAM of \$400bn+



**Differentiated technology and product vision**

Vertically integrated full-stack technology solution



**Rapidly growing customer base**

Diversified customer base with strong foundation through Geely ecosystem

> **FY 2022:** Strong demand for products and optimizing operating costs drove strong performance for full year

**Revenue**  
**\$515.7mn**  
 +28% yoy\*

**Gross Profit**  
**\$143.6mn**  
 +21% yoy\*

**Gross Margin**  
**28%**  
 Down 160 bps

**Adj. EBITDA**  
**\$(99.7)mn**  
 Down from (\$122.0mn) yoy

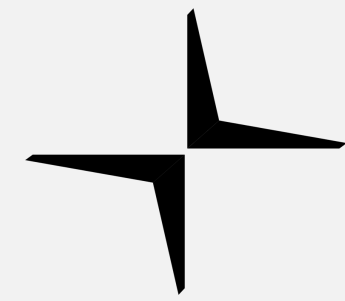
**Cash**  
**\$112.8mn**  
 Down \$17.8mn

**Products in Vehicles**  
**4.7mn**  
 +32% yoy

\*Growth rates at constant currency (non-GAAP)

# > Tech Day Highlights: Enable & Accelerate

Participating OEMs and partners included:



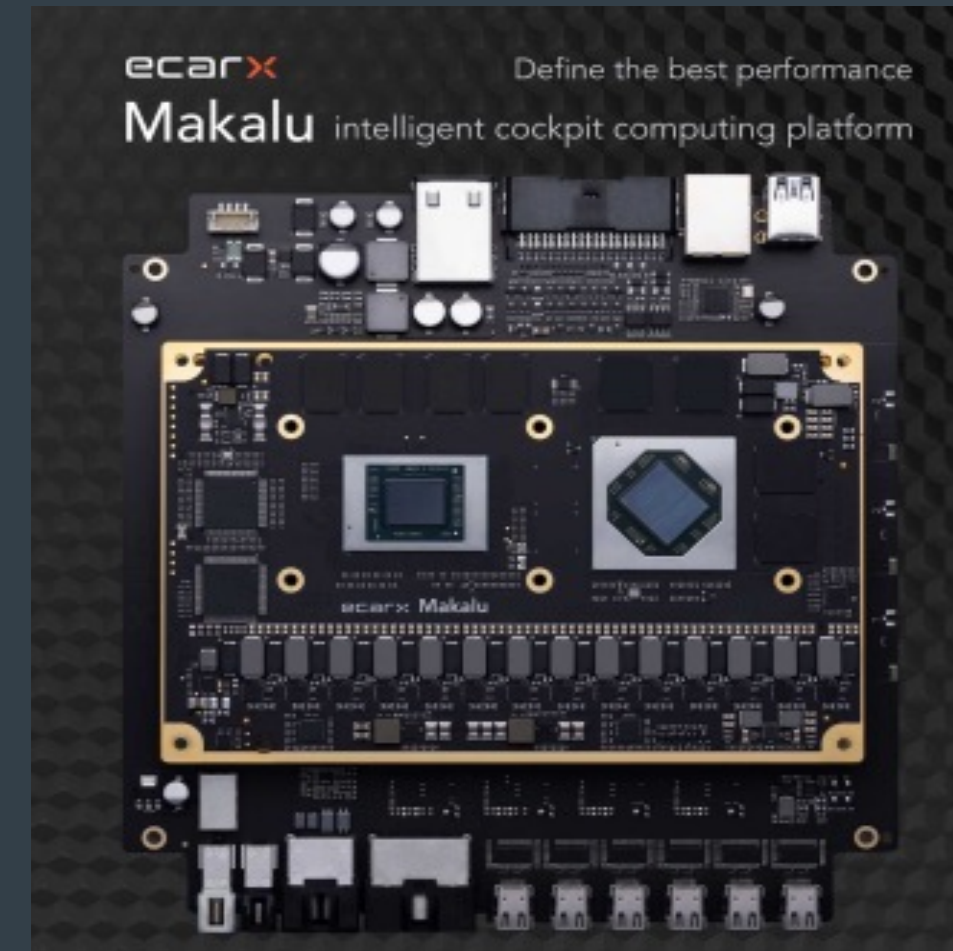
Antora 1000



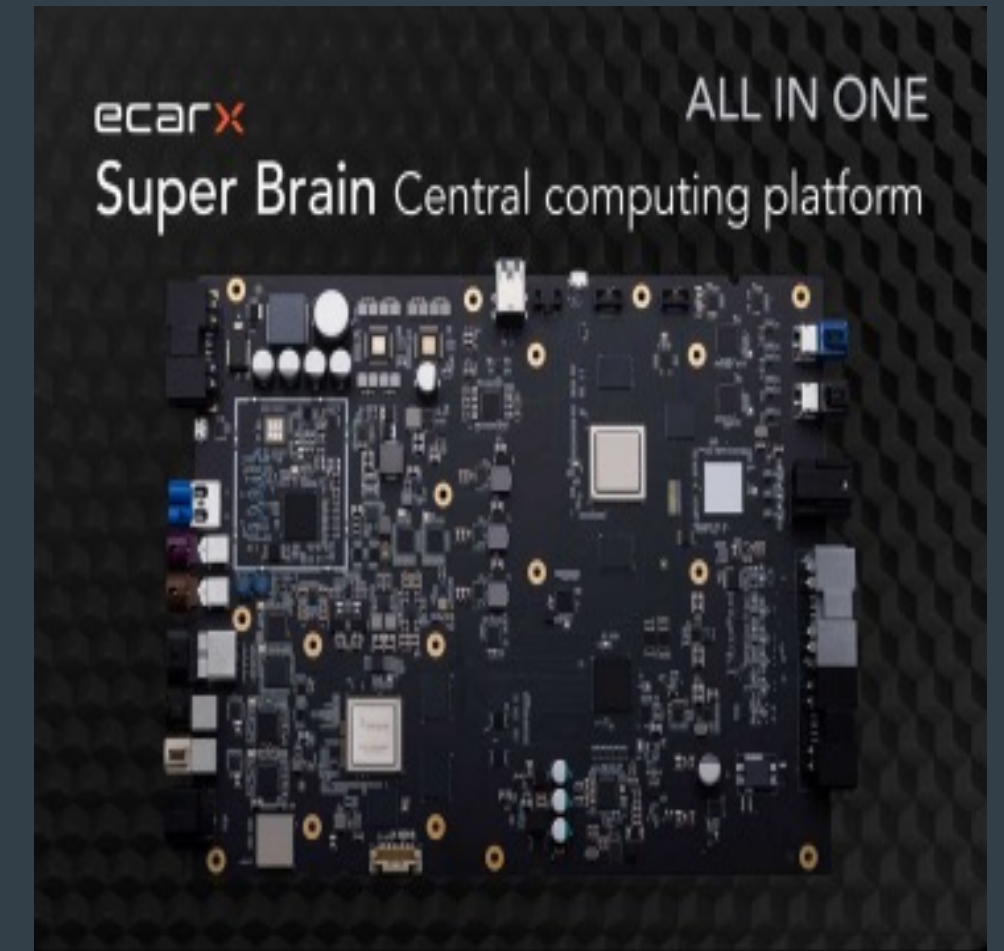
Antora 1000 Pro



ECARX Makalu



Super Brain Central Computing Platform



All powered by **ECARX Cloudpeak**, our cross-domain system capability foundation



# Strategy

# > Antora Series



Powerful 7nm, auto-focused SoC

Certified for functional safety and information security

Enables longer cycles between OEM hardware updates

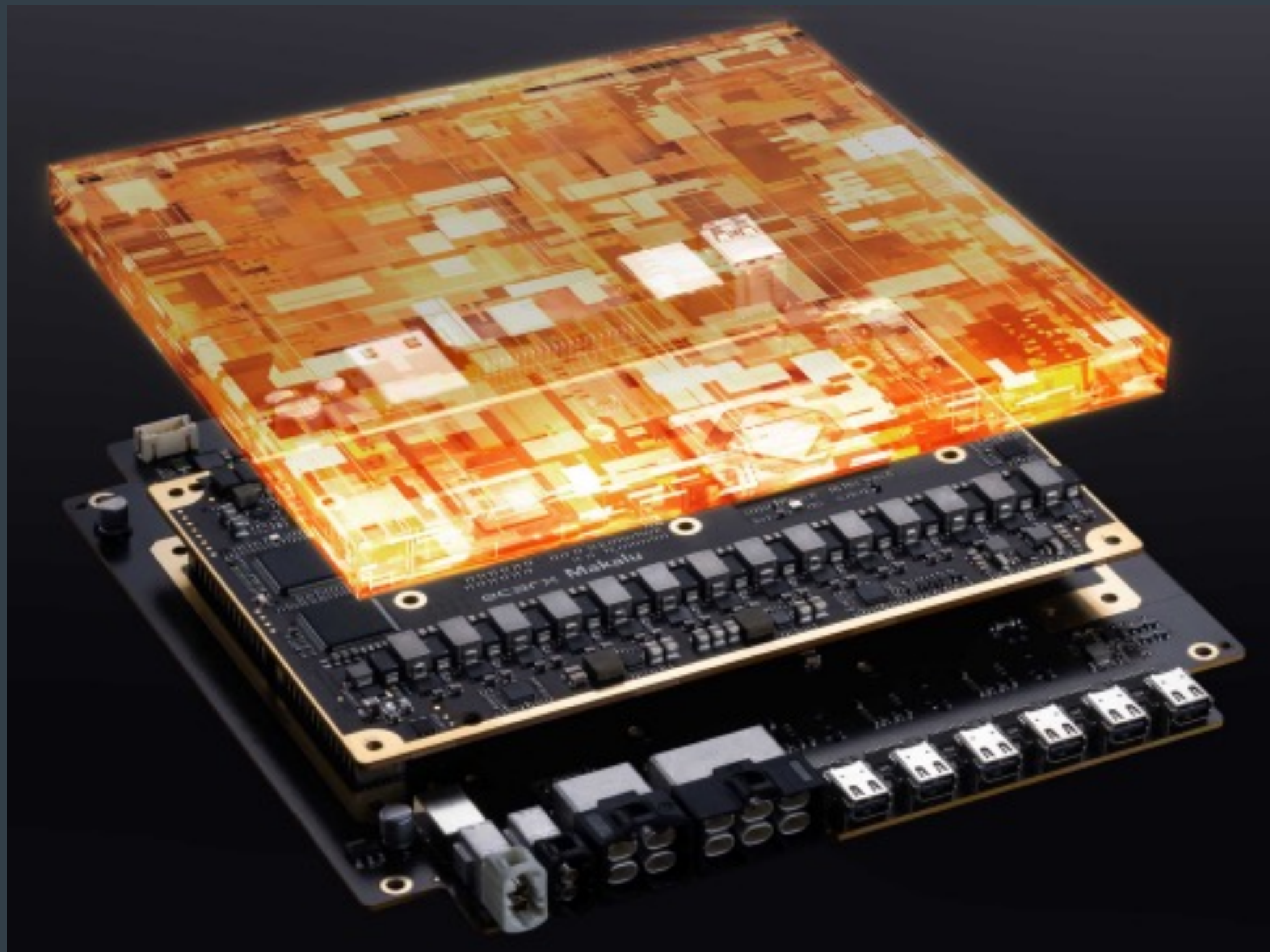
Increases overall computing power of the car with lower power consumption

Increase the overall computing power of the car



## > Makalu

Our next-generation, immersive intelligent cockpit computing platform



Equipped with AMD Ryzen embedded V2000 processor and Radeon RX 6000 series GPU

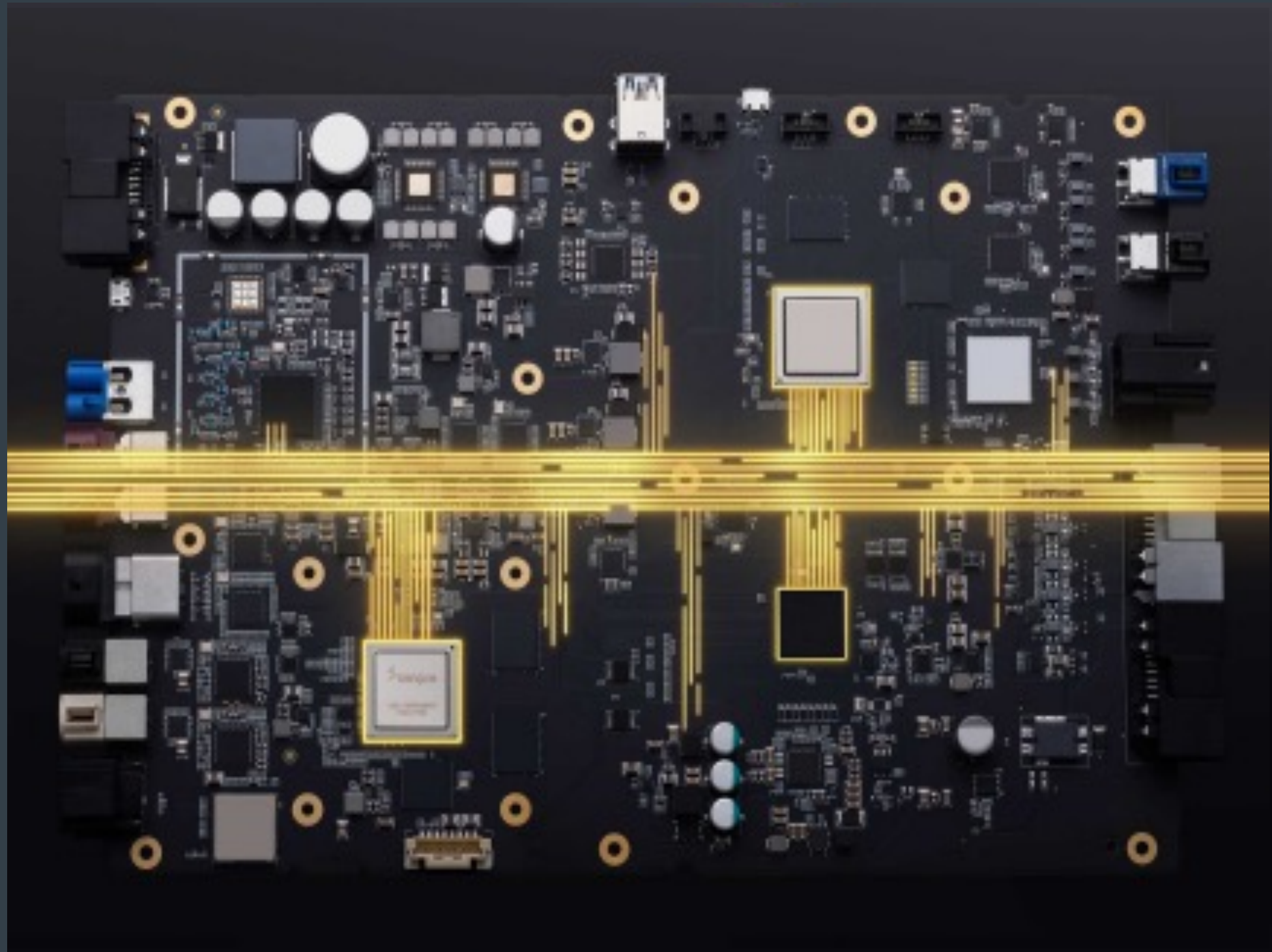
Delivers server-level performance  
Supports latest graphics processing interfaces of PC platforms – ideal for gaming and real-time

3D environment rendering and surrounding spatial audio effects

Planning for mass-production rollout in 2024

## > Super Brain Central Computing Platform

Our “all-in-one” solution that integrates the cockpit, driving, and vehicle control with our full-stack hardware and software technologies



Reduces wiring harness in the entire vehicle by 5%

Cuts R&D costs by 15%

20% BOM savings when compared to distributed controllers

Brings AI performance to its full potential

## > Cloudpeak

Our cross-domain system built by our global R&D teams in collaboration with HaleyTek – the joint venture by ECARX and Volvo



Meets functional safety and information security requirements of vehicles

Supports multiple operating systems and the global mobility ecosystem

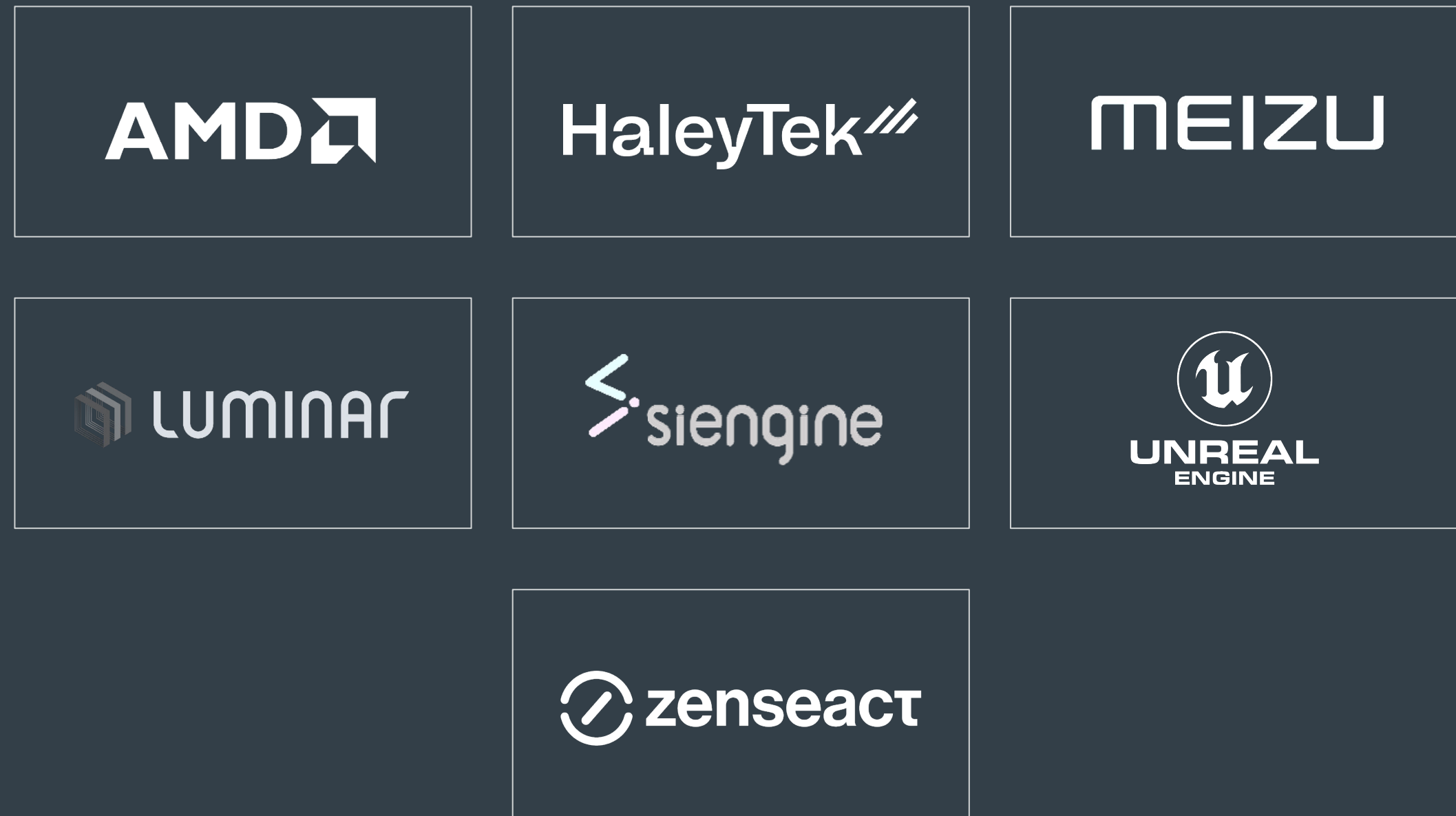
Meets both national and international standards

Compliant with the EAL4 security certification

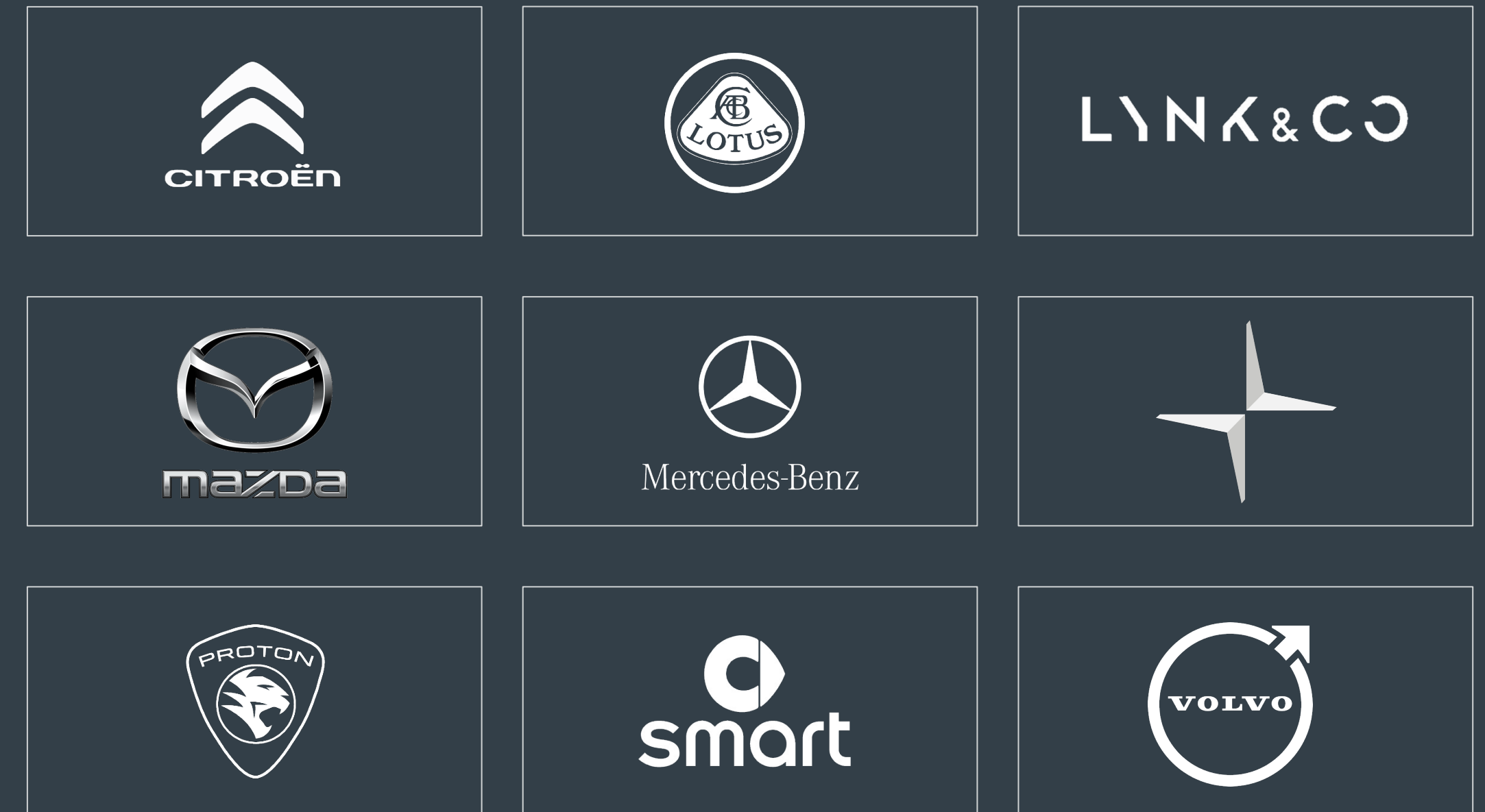
Serves as the capability foundation for global intelligent vehicles

# > Strong Partnerships Across Industries

## Strong Partnerships



## Whose innovations are deployed in



# Financials

> **Q4 2022:** Significant growth driven by strong demand, higher volumes and favorable pricing

**Total revenue**  
**\$221.4mn**  
 +44% yoy\*

**Gross profit**  
**\$62.0mn**  
 +31% yoy\*

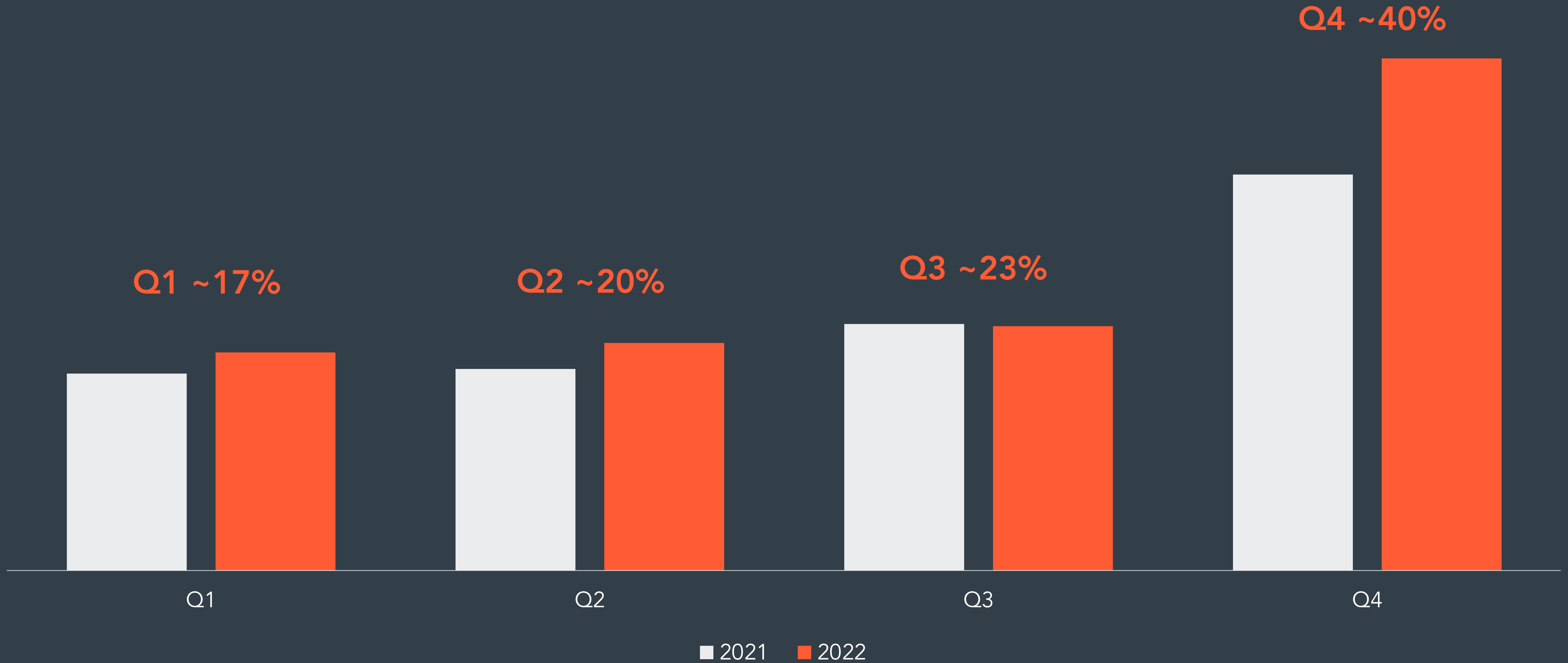
**Adj. EBITDA**  
**\$(30.2)mn**  
 Down from \$(36.0)mn yoy

**International EV launches**

Lotus Eletre	smart #1
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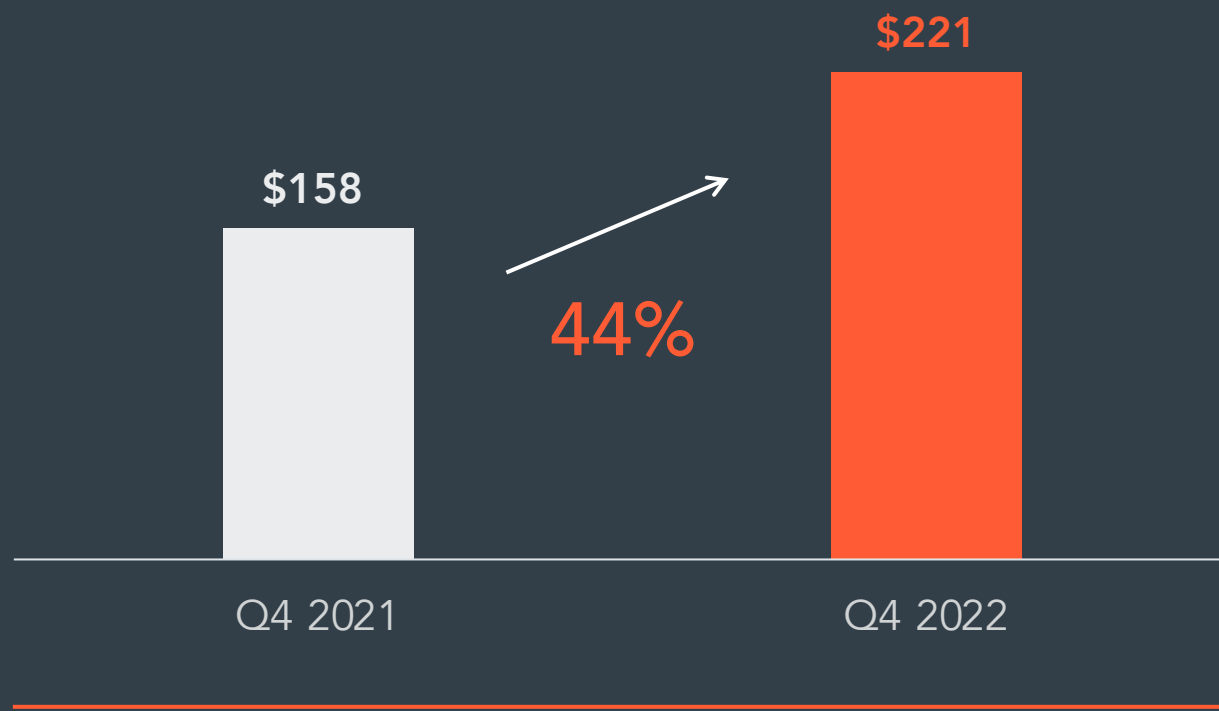
\*Growth rates at constant currency (non-GAAP)

> Revenue by quarter – note seasonality

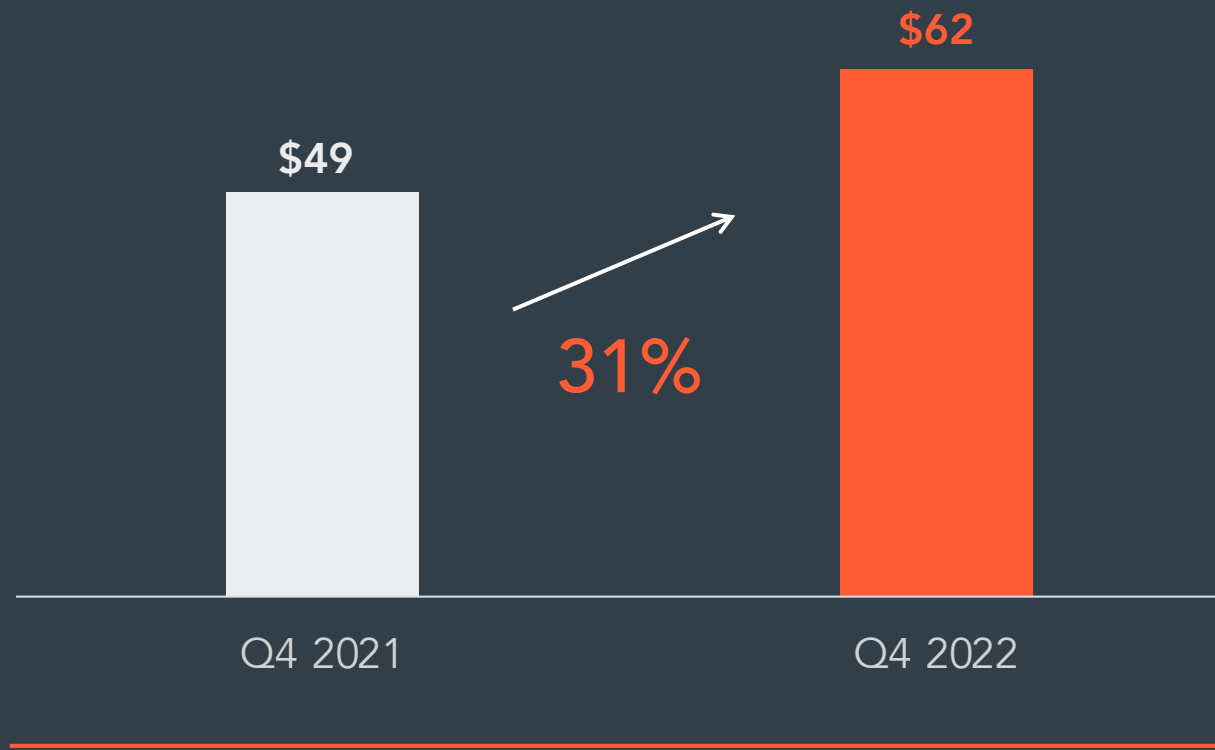


# > Strong Revenue Performance Drives Improved Profitability

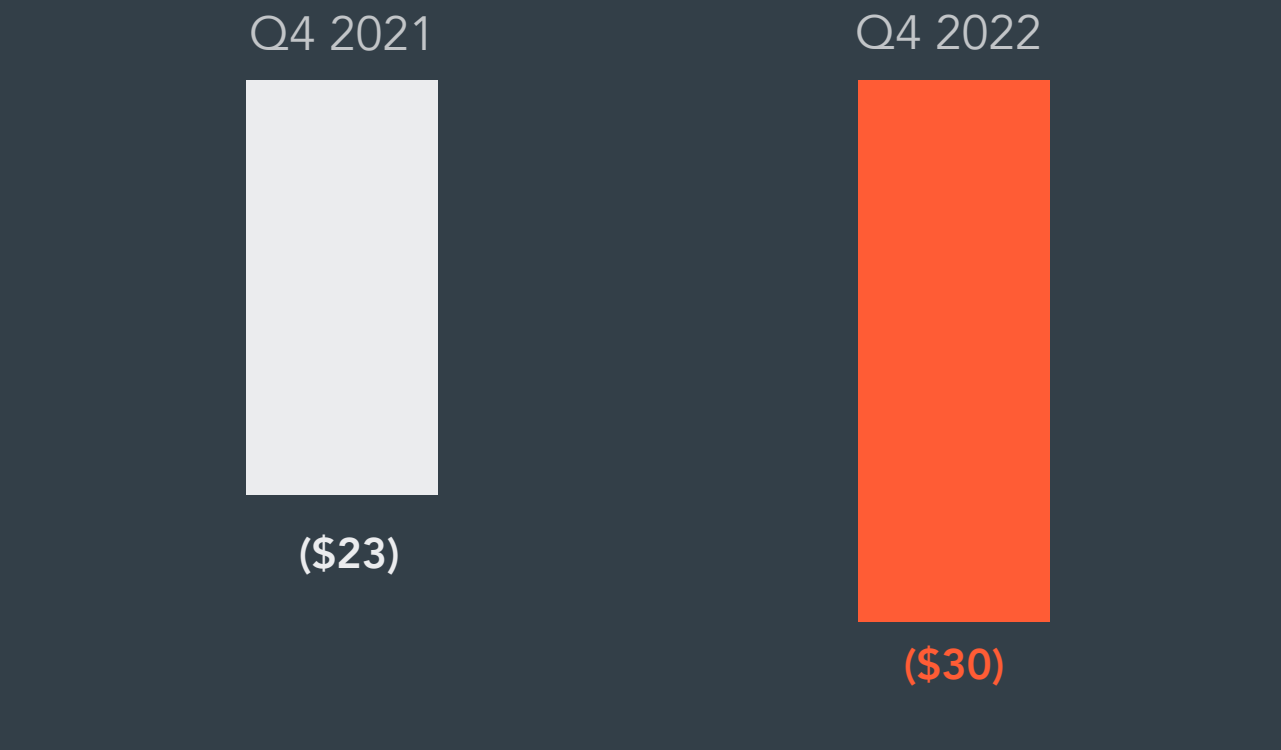
Q4' 22 Total Revenue (\$mn)



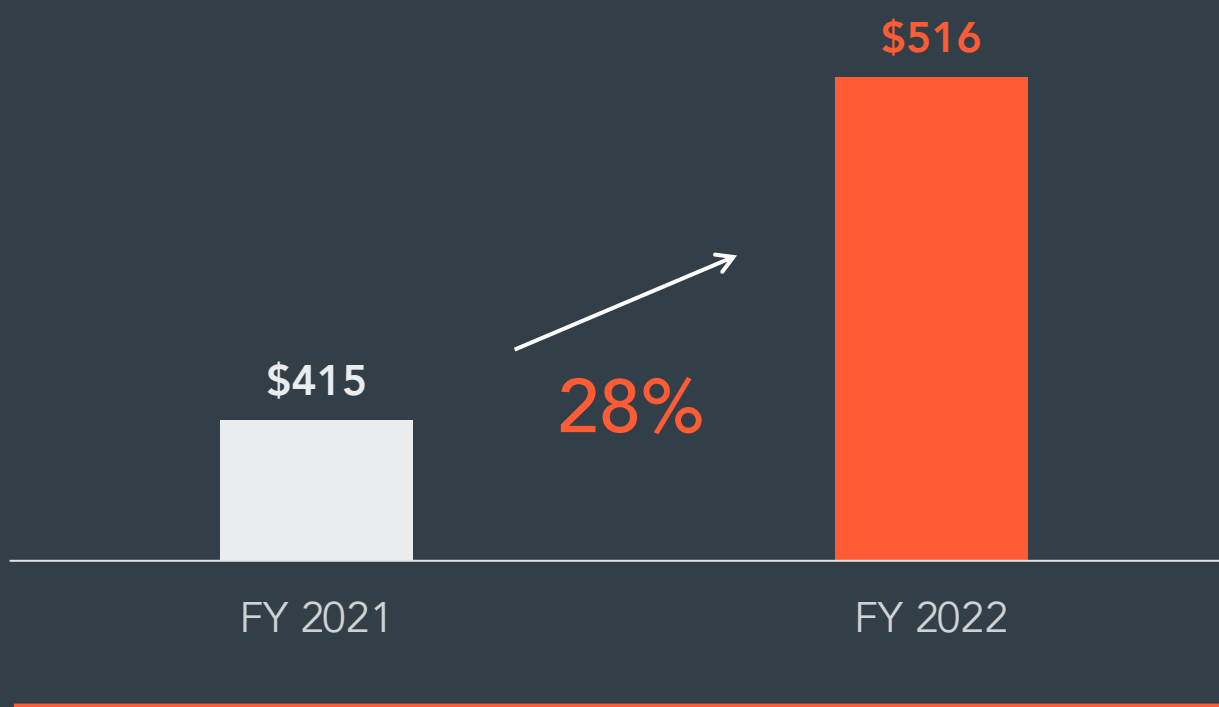
Q4' 22 Gross Profit (\$mn)



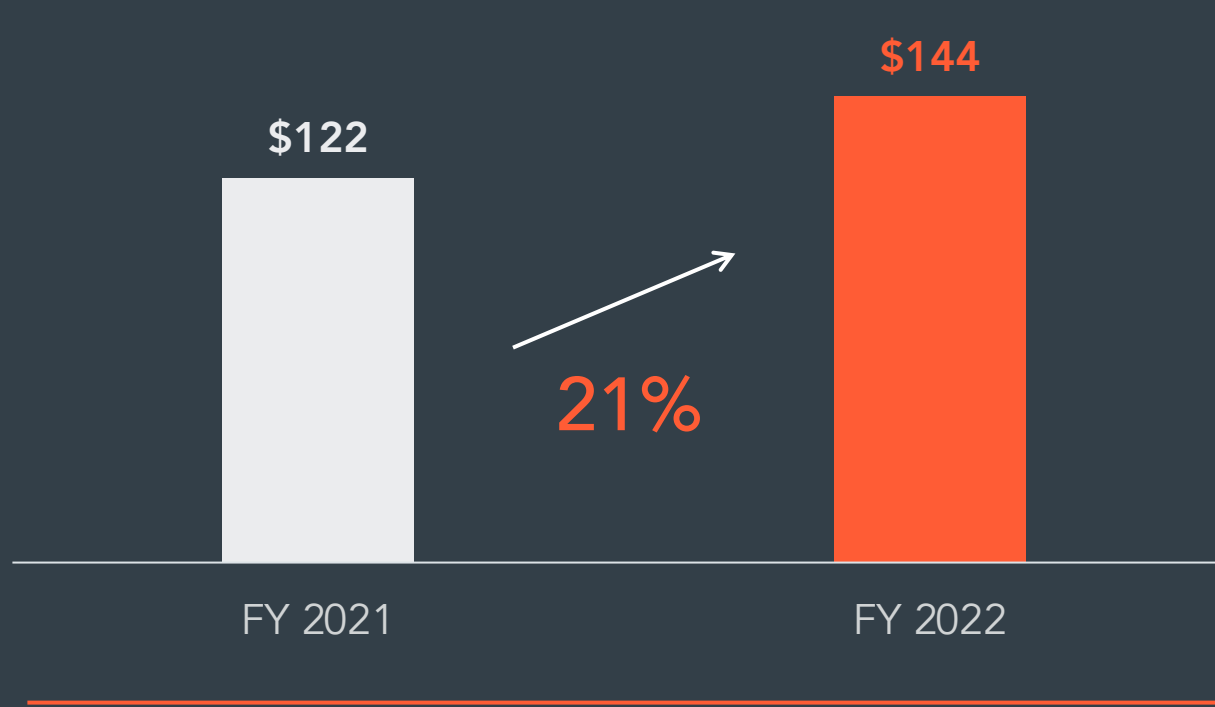
Q4' 22 Adj. EBITDA (\$mn)



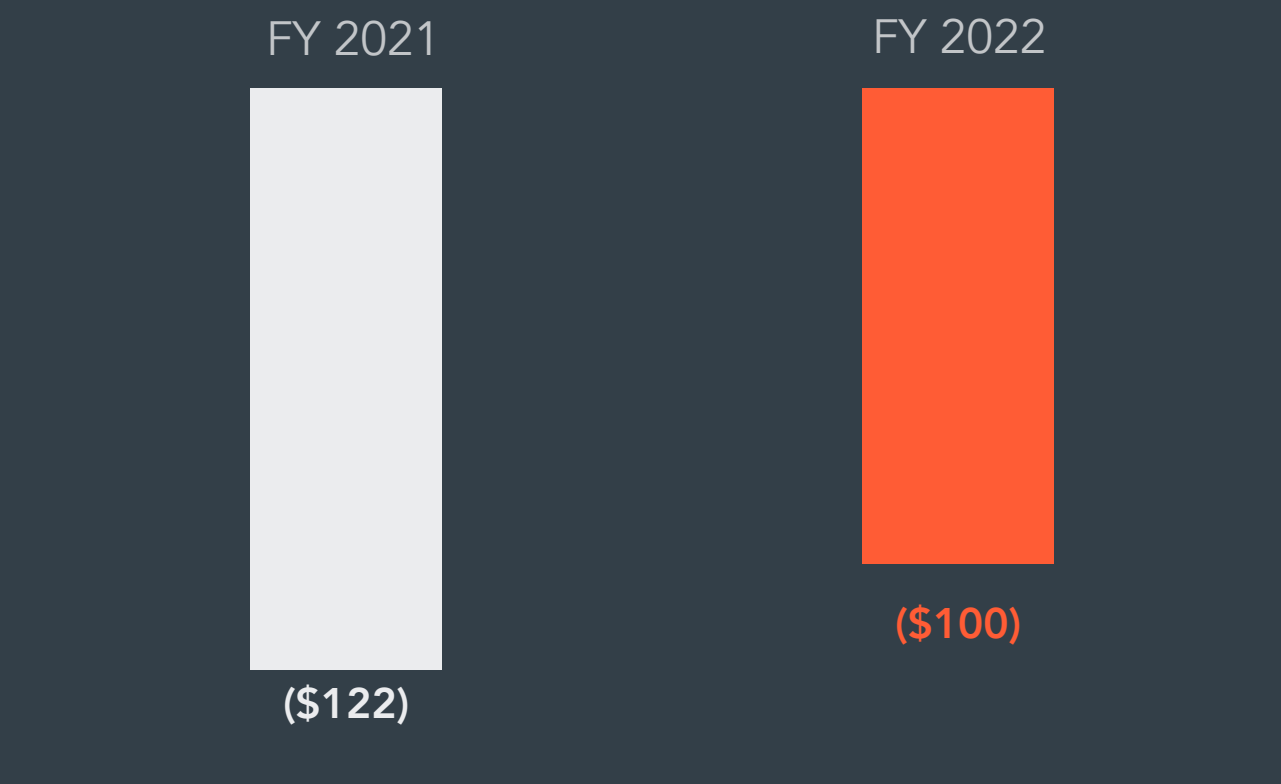
FY' 22 Total Revenue (\$mn)



FY' 22 Gross Profit (\$mn)



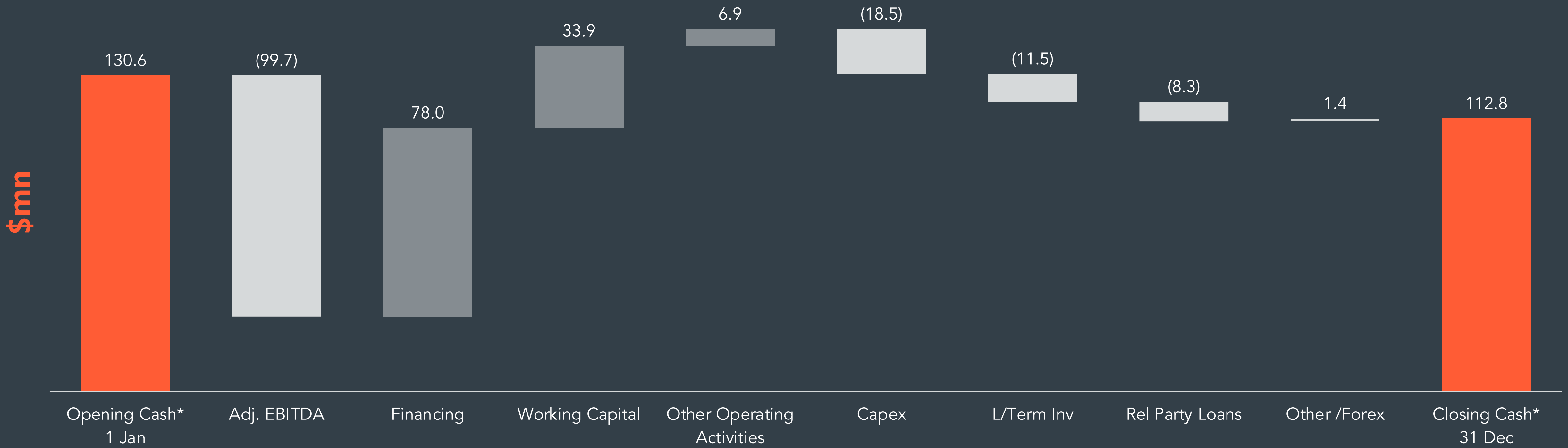
FY' 22 Adj. EBITDA (\$mn)



\*Growth rates at constant currency (NON-GAAP)



# > Strong Balance Sheet and FY22 Cash Flow



\* Cash plus Restricted Cash

## > Guidance

Revenue

\$700mn-\$720mn

Adj. EBITDA

Breakeven by  
end of 2024

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### Investor Day May 9

We will provide an in-depth review of our longer-term financial objectives and strategy during our Investor Day on May 9, 2023 in New York City.

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## > Summary

- Strong FY22 and Q4 results driven by robust partnerships, technology advancement and shift towards fully electric platforms
- Production levels improved throughout the year and the secular adoption of electric vehicles is expected to be a continued tailwind
- Launch of products Antora series, Makalu, Super Brain Central Computing Platform and Cloudpeak software generating excitement with customers and prospects
- Market demand remains strong and is expected to continue
- Clear pathway to Adj. EBITDA profitability by the end Q4 2024
- Healthy balance sheet enables strategic capital deployment

# Appendix

## > Condensed consolidated balance sheets (unaudited)

Millions, otherwise noted	As of December 31 (Unaudited)		
	2021	2022	2022
	RMB	RMB	US\$
<b>ASSETS</b>			
<b>Current assets</b>			
Cash	878.0	737.4	106.9
Restricted cash	23.0	41.0	5.9
Accounts receivable – third parties, net	184.6	418.3	60.6
Account receivable – related parties, net	768.7	483.0	70.0
Notes receivable	137.7	145.4	21.1
Inventories	223.3	131.6	19.1
Amounts due from related parties	41.3	911.6	132.2
Prepayments and other current assets	200.1	412.9	59.9
<b>Total current assets</b>	<b>2,456.7</b>	<b>3,281.2</b>	<b>475.7</b>
<b>Non-current assets</b>			
Long-term investments	1,354.0	489.8	71.0
Property and equipment, net	103.2	118.4	17.2
Intangible assets, net	31.0	36.7	5.3
Operating lease right-of-use assets	-	85.3	12.4
Other non-current assets – third parties	19.9	26.0	3.8
Other non-current assets – related parties	1.9	213.7	31.0
<b>Total non-current assets</b>	<b>1,510.0</b>	<b>969.9</b>	<b>140.7</b>
<b>Total assets</b>	<b>3,966.7</b>	<b>4,251.1</b>	<b>616.4</b>

<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Short-term borrowings	932.0	870.0	126.1
Accounts payable - third parties	650.0	1,024.2	148.5
Accounts payable - related parties	111.5	239.9	34.8
Notes payable	127.3	168.4	24.4
Amounts due to related parties	376.9	191.2	27.7
Contract liabilities, current - third parties	2.7	4.7	0.7
Contract liabilities, current - related parties	363.3	316.7	45.9
Operating lease liabilities, current	-	24.2	3.5
Accrued expenses and other current liabilities	459.0	738.6	107.1
Income tax payable	-	21.6	3.1
<b>Total current liabilities</b>	<b>3,022.7</b>	<b>3,599.5</b>	<b>521.8</b>
<b>Non-current liabilities</b>			
Contract liabilities, non-current - third parties	0.3	0.1	0.0
Contract liabilities, non-current - related parties	472.7	282.1	40.9
Convertible notes payable	-	439.9	63.8
Operating lease liabilities, non-current	-	59.5	8.6
Warrant liabilities, non-current	-	16.5	2.4
Other non-current liabilities	16.3	30.7	4.5
<b>Total non-current liabilities</b>	<b>489.3</b>	<b>828.8</b>	<b>120.2</b>
<b>Total liabilities</b>	<b>3,512.0</b>	<b>4,428.3</b>	<b>642.0</b>
<b>Commitments and contingencies</b>	-	-	-

## > Condensed consolidated balance sheets (unaudited)

Millions, otherwise noted	As of December 31 (Unaudited)		
	2021	2022	2022
	RMB	RMB	US\$
<b>MEZZANINE EQUITY</b>			
Series Angel Redeemable Convertible Preferred Shares	283.6	-	-
Series A Redeemable Convertible Preferred Shares	1,429.3	-	-
Series A+ Redeemable Convertible Preferred Shares	1,386.7	-	-
Series A++ Redeemable Convertible Preferred Shares	475.4	-	-
Series B Redeemable Convertible Preferred Shares	1,117.30	-	-
Subscription receivable from a Series B Redeemable Convertible Preferred Shareholder	(159.4)	-	-
Redeemable non-controlling interests	30.5	-	-
<b>Total mezzanine equity</b>	<b>4,563.4</b>	<b>-</b>	<b>-</b>
<b>SHAREHOLDERS' DEFICIT</b>			
Ordinary Shares	-	-	-
Class A Ordinary Shares	-	-	-
Class B Ordinary Shares	-	-	-
Treasury Shares, at cost	-	-	-
Additional paid-in capital	-	5,919.7	858.3
Accumulated deficit	(4,109.0)	(5,711.0)	(828.0)
Accumulated other comprehensive income/(loss)	6.0	(385.9)	(56.0)
<b>Total deficit attributable to ordinary shareholders</b>	<b>(4,103.0)</b>	<b>(177.2)</b>	<b>(25.6)</b>
Non-redeemable non-controlling interests	(5.7)	-	-
<b>Total shareholders' deficit</b>	<b>(4,108.7)</b>	<b>(177.2)</b>	<b>(25.6)</b>
<b>Liabilities, mezzanine equity and shareholders' deficit</b>	<b>3,966.70</b>	<b>4,251.1</b>	<b>616.4</b>

# > Consolidated statements of operations and comprehensive loss (unaudited)

Millions, otherwise noted	Year Ended December 31			Three Months Ended Dec-31		
	2021	2022	2022	2021	2022	2022
	RMB	RMB	US\$	RMB	RMB	US\$
<b>Revenues</b>						
Sales of goods revenue	1,983.8	2,434.2	352.9	730.1	1,043.90	151.4
Software license revenues	261.3	404.5	58.6	67.9	246.6	35.8
Service revenues	534.0	718.4	104.2	261.9	236.2	34.2
<b>Total revenues</b>	<b>2,779.1</b>	<b>3,557.1</b>	<b>515.7</b>	<b>1,059.9</b>	<b>1,526.7</b>	<b>221.4</b>
Cost of goods sold	(1,749.2)	(1,971.1)	(285.7)	(668.3)	(873.8)	(126.7)
Cost of software licenses	(32.2)	(126.8)	(18.4)	(10.8)	(63.1)	(9.1)
Cost of services	(180.5)	(468.7)	(68.0)	(53.1)	(162.3)	(23.5)
<b>Total cost of revenues</b>	<b>(1,961.9)</b>	<b>(2,566.6)</b>	<b>(372.1)</b>	<b>(732.2)</b>	<b>(1,099.2)</b>	<b>(159.4)</b>
<b>Gross profit</b>	<b>817.2</b>	<b>990.5</b>	<b>143.6</b>	<b>327.6</b>	<b>427.6</b>	<b>62.0</b>
Research and development expenses	(1,209.4)	(1,210.9)	(175.6)	(372.3)	(464.3)	(67.3)
Selling and marketing expenses	(82.8)	(86.6)	(12.6)	(30.2)	(33.5)	(4.9)
General and administrative expenses	(506.9)	(1,180.2)	(171.1)	(171.5)	(613.4)	(88.9)
Other income – related parties	-	22.8	3.3	-	22.8	3.3
Others, net	0.2	(1.9)	(0.3)	(0.2)	(0.1)	(0.0)
<b>Total operating expenses</b>	<b>(1,798.9)</b>	<b>(2,456.8)</b>	<b>(356.2)</b>	<b>(574.2)</b>	<b>(1,088.5)</b>	<b>(157.8)</b>
<b>Loss from operation</b>	<b>(981.7)</b>	<b>(1,466.3)</b>	<b>(212.6)</b>	<b>(246.5)</b>	<b>(660.9)</b>	<b>(95.8)</b>

Interest income	11.8	12.4	1.8	2.6	4.6	0.7
Interest expenses	(131.7)	(51.1)	(7.4)	(1.2)	(17.5)	(2.5)
Loss from equity method investments	(2.5)	(137.4)	(19.9)	(5.1)	(52.7)	(7.6)
Change in fair value of an equity security	-	(16.8)	(2.4)	-	(52.6)	(7.6)
Gains on sales of an equity security	-	59.7	8.7	-	59.7	8.7
Gains on deconsolidation of a subsidiary	10.6	72.0	10.4	-	-	-
Change in fair value of warrant liabilities	(111.3)	(3.2)	(0.5)	-	(3.2)	(0.5)
Government grants	4.5	29.3	4.2	0.0	1.1	0.2
Unrealized exchange (gains)/losses	18.3	(18.2)	(2.6)	5.2	1.7	0.2
<b>Loss before income taxes</b>	<b>(1,182.0)</b>	<b>(1,519.6)</b>	<b>(220.3)</b>	<b>(244.8)</b>	<b>(719.8)</b>	<b>(104.4)</b>
Income tax expenses	(3.4)	(21.6)	(3.1)	(0.1)	(20.0)	(2.9)
<b>Net loss</b>	<b>(1,185.4)</b>	<b>(1,541.2)</b>	<b>(223.5)</b>	<b>(244.9)</b>	<b>(739.8)</b>	<b>(107.3)</b>
<b>Other comprehensive loss:</b>						
Foreign currency translation adjustments, net of nil income taxes	4.6	(391.9)	(56.8)	33.7	97.2	14.1
<b>Comprehensive loss</b>	<b>(1,180.8)</b>	<b>(1,933.1)</b>	<b>(280.3)</b>	<b>(211.2)</b>	<b>(642.6)</b>	<b>(93.2)</b>
Less: Comprehensive loss attributable to non-controlling interests	5.0	1.4	0.2	4.4	-	-
Less: Comprehensive loss attributable to redeemable non-controlling interests	0.8	0.5	0.1	0.8	-	-
<b>Comprehensive loss attributable to ECARX Holdings Inc.</b>	<b>(1,175.0)</b>	<b>(1,931.2)</b>	<b>(280.0)</b>	<b>(206.0)</b>	<b>(642.6)</b>	<b>(93.2)</b>

<b>Loss per ordinary share</b>						
– Basic and diluted loss per share, ordinary shares	(6.02)	(7.92)	(1.15)	-	(1.86)	(0.27)
<b>Weighted average number of ordinary shares used in computing loss per ordinary share</b>						
– Weighted average number of ordinary shares	236,691,093	239,296,386	239,296,386	-	248,341,808	248,341,808

## > Unaudited Reconciliation of GAAP and Non-GAAP Results

We use adjusted EBITDA in evaluating our operating results and for financial and operational decision-making purposes. Adjusted EBITDA is defined as net loss excluding interest income, interest expense, income tax expenses, depreciation of property and equipment, amortization of intangible assets, and share-based compensation expenses. The Company provides revenue growth rates at constant currency, which exclude the impact of foreign currency translation, in order to facilitate a comparison of its current revenue performance to its past revenue performance.

Adjusted EBITDA should not be considered in isolation or construed as alternatives to net loss or any other measures of performance or as indicators of our operating performance. Investors are encouraged to compare our historical adjusted EBITDA to the most directly comparable GAAP measure, net loss. Adjusted EBITDA presented here may not be comparable to similarly titled measures presented by other companies. Other companies may calculate similarly titled measures differently, limiting their usefulness as comparative measures to our data. We encourage investors and others to review our financial information in its entirety and not rely on a single financial measure.

	Year Ended December 31 (Unaudited)			Three Months Ended December 31 (Unaudited)		
	2021	2022	2022	2021	2022	2022
Millions, otherwise noted	RMB	RMB	US\$	RMB	RMB	US\$
Net Loss	(1,185.4)	(1,541.2)	<b>(223.5)</b>	(244.9)	(739.8)	<b>(107.3)</b>
Interest income	(11.8)	(12.4)	<b>(1.8)</b>	(2.5)	(4.5)	<b>0.7</b>
Interest expense	131.7	51.1	<b>7.4</b>	1.2	17.5	<b>2.5</b>
Income tax expenses	3.4	21.6	<b>3.1</b>	0.1	20.0	<b>2.9</b>
Depreciation of property and equipment	43.1	45.1	<b>6.5</b>	10.9	16.0	<b>2.3</b>
Amortization of intangible assets	21.9	22.6	<b>3.3</b>	5.9	4.0	<b>0.6</b>
EBITDA	(997.1)	(1,413.3)	<b>(204.9)</b>	(229.3)	(686.9)	<b>(99.6)</b>
Share-based compensation expenses	179.9	725.7	<b>105.2</b>	78.3	478.5	<b>69.4</b>
Adjusted EBITDA	<b>(817.2)</b>	<b>(687.6)</b>	<b>(99.7)</b>	<b>(151.0)</b>	<b>(208.4)</b>	<b>(30.2)</b>





# Thank you.

**Nasdaq : ECX**

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