

该新闻稿以英文原文为准，由于翻译中可能存在语意差异，中文翻译仅供参考。

亿咖通科技公布 2024 年第三季度财务业绩

2024 年 11 月 7 日，中国，上海 — 全球出行科技公司亿咖通科技控股（纳斯达克股票代码：ECX）（以下简称“ECARX”或“亿咖通科技”或“公司”）今日公布其截至 2024 年 9 月 30 日第三季度未经审计的财务业绩。

亿咖通科技董事长兼首席执行官沈子瑜表示：“尽管全球市场环境面临挑战，但同时仍为公司带来了显著的发展机遇，我们在上半年取得的良好增长势头延续到了第三季度。本季度，公司收入同比增长 31%，单季搭载亿咖通科技的产品及解决方案的车型数量达到 44.2 万辆，证明了我们不畏行业周期，在全球市场中的独特定位。公司不断优化迭代的产品矩阵、多样化的客户结构、全球化运营及丰富的全球战略合作关系成为我们在行业浪潮中抓住机遇的关键因素。”

“市场竞争激烈，价格持续承压，使得本季度毛利率降到 17%。我认为这只是短期的，公司坚持长期主义，并已采取了多项举措优化成本结构、改善利润。公司既定的战略不变，通过不断扩大业务规模尽快实现盈利，公司的收入增长持续超越广泛市场。我们的项目储备保持健康强劲，目前公司有超过 40 款正在研发的车型项目，丰富的技术产品在不同品牌和车型中被加速复制和推广。我们具备商用化并在全全球交付汽车全栈解决方案的能力，这为全球汽车制造商优化了生产成本，并加速了其车型上市的速度。”

2024 年第三季度未经审计财务业绩：

- **总收入**为 14.253 亿元人民币（约 2.031 亿美元），同比增长 31%。
 - **销售收入**为 11.799 亿元人民币（约 1.681 亿美元），同比增长 61%，主要得益于全球需求持续增长，以及安托拉系列和马卡鲁平台数字座舱及自动驾驶控制单元(ADCU)销售量的增加，分别贡献了销售总收入的约 23%和 11%。
 - **软件许可收入**为 8,400 万元人民币（约 1,200 万美元），同比下降 39%，主要是由于与去年同期相比导航和操作系统软件销售量减少。
 - **服务类收入**为 1.614 亿元人民币（约 2,300 万美元），同比下降 26%，主要是由于 2024 年第三季度完成的合同数量和/或价值较去年同期有所下降。
- **总收入成本**为 11.778 亿元人民币（约 1.678 亿美元），同比增长 55%，主要是由于数字座舱和 ADCU 销量的增加。
- **毛利润**为 2.475 亿元人民币（约 3,530 万美元），同比下降 25%，毛利率为 17%。毛利率的下降归因于采用了渗透定价策略来推动汽车计算平台的收入增长，但同时收入结构较前一年产生变化。
- **研发费用**为 3.442 亿元人民币（约 4,900 万美元），同比增长 11%，主要是由于公司在核心产品路线和未来技术储备的持续投资。
- **销售、一般和管理费用及其他费用净额**为 2.116 亿元人民币（约 3,020 万美元），同比下降 19%，主要是由于全球运营效率的提升及第三季度股权激励费用的减少。
- **净亏损**为 3.4 亿元人民币（约 4,840 万美元），相比去年同期的 2.831 亿元人民币有所增加，主要是由于渗透定价策略导致毛利率下降及外汇收益减少，但部分亏损被运营费用减少和衍生工具及股权证券公允价值变动所抵消。

- **调整后 EBITDA**（非通用会计准则，即 non-GAAP）亏损为 2.326 亿元人民币（约 3,310 万美元），高于去年同期的 1.805 亿元人民币。有关非通用会计准则财务指标的更多信息，请参见“非 GAAP 财务指标”及“GAAP 与非 GAAP 财务数据的未审计对账表”。
- 截至 2024 年 9 月 30 日，**现金总额**为 6.884 亿元人民币（约 9,810 万美元），包括 4,340 万元人民币的限制性现金。
- 本季度，公司完成收购湖北东峻汽车电子科技有限公司（“湖北东峻”）的控股财务权益。公司此前持有湖北东峻 49% 的股权。剩余 51% 股权以 2,350 万元人民币的现金对价收购。

2024 年第三季度及近期业务进展：

• 扩大全球业务与深化国际合作

- 截至 2024 年 9 月 30 日，全球已经有超过 730 万辆汽车搭载亿咖通科技的产品和技术。
- 新竞得两个车型项目，这两个车型将搭载亿咖通·安托拉系列计算平台和 Flyme Auto 操作系统。
- 项目储备健康且强劲，目前有超过 40 款车型正在开发中。
- 与 MulticoreWare 合作，围绕智能驾驶解决方案开发高性能软件。
- 亿咖通科技位于富阳的智能制造工厂自 2024 年 4 月启动后，产能迅速攀升，在 8-9 月为吉利银河 E5 车型生产并交付了 30,000 件亿咖通·安托拉 1000 舱泊一体计算平台。

• 产品研发加速，持续量产落地

- 在行车、泊车解决方案中，实现了基于 Unreal 和 Unity 两大主流 3D 引擎的还原世界解决方案。
- 亿咖通科技车载 AI 大模型加速落地，结合微软智能乘客监控系统，实现对车内儿童行为跟踪及监测，以确保安全。
- 亿咖通·安托拉 1000 中央计算平台将舱、行、泊高效融合，作为亿咖通·安托拉 1000 计算平台的最新版本，快速实现了三域功能开发。
- 完成了基于高通骁龙 8295 SoC 的亿咖通·派克计算平台设计，计划于 2025 年在吉利的新车型首发。
- 搭载亿咖通·加利纳计算平台的领克 02 海外版（在中国市场命名为领克 Z20）于 10 月 11 日在米兰首秀，随即正式在欧洲上市。
- smart 首款中型豪华 SUV smart#5 于 10 月 27 日发布，该车型搭载了亿咖通科技自主研发的亿咖通·马卡鲁计算平台，内置 AMD Ryzen 嵌入式 V2000 系列处理器。

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业绩电话及网络会议信息

亿咖通科技将于美国东部时间 2024 年 11 月 7 日星期四上午 8:00 举行业绩电话会议，并提供网络直播。如需通过网络直播接入会议，请浏览亿咖通科技投资者关系网站的“News 和 Events”页面，或访问此链接：<https://edge.media-server.com/mmc/p/5b6hmo8h>

通过电话参加财报电话会议，参会者必须先通过以下链接进行注册：

<https://register.vevent.com/register/BI2314bc9a73fe42728db36f96f5c3de3c>

业绩会议结束后，亿咖通科技的投资者关系网站将提供网络直播回放和演示材料，该资料可在网站的“[results and reports](#)”页面浏览。

关于亿咖通科技：

亿咖通科技(纳斯达克股票代码:ECX)作为全球出行科技企业，始终秉持“加速汽车智能化，创建人车新关系”的发展使命，持续与全球汽车制造商深度合作，共同重塑汽车行业向全面电动化发展的未来格局。在全球汽车制造商不断推出

全新的车载平台的同时，亿咖通科技正在研发包括中央计算机平台、芯片模组(SoCs)及软件的全栈式解决方案，以高效开发和丰富选择，协助客户不断提升车内用户体验。

亿咖通科技成立于 2017 年并于 2022 年在纳斯达克成功上市，现已拥有超 1,800 位团队成员，目前在中国、英国、美国、瑞典、德国和马来西亚拥有 12 个全球运营中心。公司由两位汽车企业家联合创立。创始人之一的沈子瑜先生现担任董事长兼首席执行官，另一位创始人李书福 (Eric Li) 先生则是浙江吉利控股集团(“吉利”)的创始人和董事长，该集团持有股份及投资的国际品牌包括路特斯(Lotus)、领克(Lynk&Co)、吉利银河 (Geely Galaxy)、极星(Polestar)、智马达 (smart)和沃尔沃汽车(Volvo Cars)等。亿咖通科技也和其他知名汽车制造商合作，包括一汽和东风标致雪铁龙。迄今为止，亿咖通科技的技术产品已成功搭载于全球 730 多万辆车型产品之上。

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Forward-Looking Statements

This release 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 forward-looking statements to reflect subsequent events or circumstances, except as required by applicable law.

Translation of results into U.S. dollars

This announcement 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 RMB7.0176 to US\$1.00, the noon buying rate in effect on September 30, 2024 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

The Company uses adjusted EBITDA (non-GAAP) in evaluating its operating results and for financial and operational decision-making purposes. Adjusted EBITDA is defined as net loss excluding interest income, interest expense, income tax expense, depreciation of property and equipment, amortization of intangible assets, and share-based compensation expenses.

The Company presents this non-GAAP financial measure because it is used by the management to evaluate the Company's operating performance and formulate business plans. The Company believes that the non-GAAP measure helps identify underlying trends in its business that could otherwise be distorted by the effects of certain expenses that are included in net loss. The Company also believes that the use of the non-GAAP measure facilitates investors' assessment of its operating performance.

Adjusted EBITDA (non-GAAP) should not be considered in isolation or construed as alternatives to net loss or any other measures of performance or as indicators of the Company's operating performance. Investors are encouraged to compare the Company's historical adjusted EBITDA (non-GAAP) to the most directly comparable GAAP measure, net loss. Adjusted EBITDA (non-GAAP) 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 the Company's data. The Company encourages investors and others to review the financial information in its entirety and not rely on a single financial measure.

For more information on the non-GAAP financial measure, please see the table captioned "Unaudited Reconciliation of GAAP and Non-GAAP Results" set forth at the end of this press release.

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ECARX Holdings Inc.
Unaudited Condensed Consolidated Balance Sheets

Millions, except otherwise noted	As of December 31, 2023	As of September 30, 2024	
	RMB	RMB	USD
ASSETS			
Current assets			
Cash	571.8	645.0	91.9
Restricted cash	27.1	43.4	6.2
Short-term investments	137.9	124.2	17.7
Accounts receivable – third parties, net	285.8	205.3	29.3
Accounts receivable – related parties, net	1,572.7	1,123.3	160.1
Notes receivable	54.6	35.5	5.1
Inventories	160.8	237.2	33.8
Amounts due from related parties	74.1	55.6	7.9
Prepayments and other current assets	443.6	371.4	52.8
Total current assets	3,328.4	2,840.9	404.8
Non-current assets			
Long-term investments	301.0	37.7	5.4
Operating lease right-of-use assets	125.2	144.7	20.6
Property and equipment, net	120.8	165.9	23.6
Intangible assets, net	179.3	288.3	41.1
Goodwill	—	25.7	3.7
Other non-current assets – third parties	28.2	23.8	3.4
Other non-current assets – related parties	224.3	277.6	39.6
Total non-current assets	978.8	963.7	137.4
Total assets	4,307.2	3,804.6	542.2
LIABILITIES			
Current liabilities			
Short-term borrowings	1,200.0	1,607.1	229.0
Accounts payable - third parties	1,820.7	1,384.7	197.3
Accounts payable - related parties	312.8	367.6	52.4
Notes payable	10.0	142.0	20.2
Amounts due to related parties	35.7	384.3	54.8
Contract liabilities, current - related parties	207.0	161.6	23.0
Current operating lease liabilities	35.1	41.1	5.9
Accrued expenses and other current liabilities	615.1	493.6	70.3
Income tax payable	15.8	4.8	0.7
Total current liabilities	4,252.2	4,586.8	653.6
Non-current liabilities			
Contract liabilities, non-current - related parties	134.0	55.7	7.9
Convertible notes payable, non-current	455.7	452.1	64.4
Operating lease liabilities, non-current	107.6	131.8	18.8
Warrant liabilities, non-current	5.1	3.4	0.5
Provisions	90.9	97.3	13.9
Other non-current liabilities - third parties	48.8	98.8	14.1
Other non-current liabilities - related parties	44.5	47.1	6.7
Deferred tax liabilities	—	31.8	4.5

ECARX Holdings Inc.
Unaudited Condensed Consolidated Balance Sheets (continued)

	As of December 31, 2023	As of September 30, 2024	
	RMB	RMB	USD
Millions, except otherwise noted			
Total non-current liabilities	886.6	918.0	130.8
Total liabilities	5,138.8	5,504.8	784.4
SHAREHOLDERS' DEFICIT			
Ordinary Shares	—	—	—
Additional paid-in capital	6,096.7	6,201.6	883.7
Accumulated deficit	(6,670.7)	(7,566.7)	(1,078.2)
Accumulated other comprehensive loss	(344.6)	(353.1)	(50.3)
Total deficit attributable to ordinary shareholders	(918.6)	(1,718.2)	(244.8)
Non-redeemable non-controlling interests	87.0	18.0	2.6
Total shareholders' deficit	(831.6)	(1,700.2)	(242.2)
Liabilities and shareholders' deficit	4,307.2	3,804.6	542.2

ECARX Holdings Inc.
Unaudited Condensed Consolidated Statement of Comprehensive Loss

Millions, except otherwise noted	Nine Months Ended September 30			Three Months Ended September 30		
	2023	2024	2024	2023	2024	2024
	RMB	RMB	USD	RMB	RMB	USD
Revenue						
Sales of goods revenue	1,998.5	2,880.6	410.5	734.2	1,179.9	168.1
Software license revenue	352.2	215.8	30.8	136.6	84.0	12.0
Service revenue	474.5	524.2	74.7	217.8	161.4	23.0
Total revenue	2,825.2	3,620.6	516.0	1,088.6	1,425.3	203.1
Cost of goods sold	(1,566.4)	(2,507.6)	(357.3)	(566.2)	(1,074.6)	(153.1)
Cost of software licenses	(98.5)	(77.5)	(11.0)	(61.3)	(33.4)	(4.8)
Cost of services	(317.3)	(292.2)	(41.6)	(131.6)	(69.8)	(9.9)
Total cost of revenue	(1,982.2)	(2,877.3)	(409.9)	(759.1)	(1,177.8)	(167.8)
Gross profit	843.0	743.3	106.1	329.5	247.5	35.3
Operating expenses						
Research and development expenses	(790.9)	(917.6)	(130.8)	(309.3)	(344.2)	(49.0)
Selling, general and administrative expenses and others, net	(669.0)	(619.7)	(88.3)	(260.6)	(211.6)	(30.2)
Total operating expenses	(1,459.9)	(1,537.3)	(219.1)	(569.9)	(555.8)	(79.2)
Loss from operation	(616.9)	(794.0)	(113.0)	(240.4)	(308.3)	(43.9)
Other income and expenses						
Interest income	22.9	16.5	2.4	5.0	5.3	0.8
Interest expense	(58.1)	(73.4)	(10.5)	(19.9)	(27.9)	(4.0)
Share of results of equity method investments	(35.7)	(76.2)	(10.9)	(10.3)	(8.6)	(1.2)
Foreign currency exchange (losses)/gains	(14.1)	(3.6)	(0.5)	20.6	0.9	0.1
Others, net	13.3	(18.8)	(2.7)	(38.1)	(0.3)	—
Loss before income taxes	(688.6)	(949.5)	(135.2)	(283.1)	(338.9)	(48.2)
Income tax expense	(0.3)	(0.9)	(0.1)	—	(1.1)	(0.2)
Net loss	(688.9)	(950.4)	(135.3)	(283.1)	(340.0)	(48.4)
Net loss attributable to non-controlling interests	47.0	54.4	7.8	16.3	14.6	2.1
Net loss attributable to ECARX Holdings Inc. ordinary shareholders	(641.9)	(896.0)	(127.5)	(266.8)	(325.4)	(46.3)
Net loss	(688.9)	(950.4)	(135.3)	(283.1)	(340.0)	(48.4)
Other comprehensive loss:						
Foreign currency translation adjustments, net of nil income taxes	25.2	(8.5)	(1.2)	(23.8)	5.0	0.7
Comprehensive loss	(663.7)	(958.9)	(136.5)	(306.9)	(335.0)	(47.7)
Comprehensive loss attributable to non-redeemable non-controlling interests	47.0	54.4	7.8	16.3	14.6	2.1
Comprehensive loss attributable to ECARX Holdings Inc.	(616.7)	(904.5)	(128.7)	(290.6)	(320.4)	(45.6)
Loss per ordinary share						
– Basic and diluted loss per share, ordinary shares	(1.90)	(2.66)	(0.38)	(0.79)	(0.97)	(0.14)
Weighted average number of ordinary shares used in computing loss per ordinary share						
– Weighted average number of ordinary shares	337,395,390	336,667,041		337,395,390	334,158,093	

ECARX Holdings Inc.
Unaudited Reconciliation of GAAP and Non-GAAP Results

Adjusted EBITDA

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 expense, depreciation of property and equipment, amortization of intangible assets, and share-based compensation expenses.

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.

	Nine Months Ended			Three Months Ended		
	September 30			September 30		
	2023	2024	2024	2023	2024	2024
Millions, except otherwise noted	RMB	RMB	USD	RMB	RMB	USD
Net Loss	(688.9)	(950.4)	(135.3)	(283.1)	(340.0)	(48.4)
Interest income	(22.9)	(16.5)	(2.4)	(5.0)	(5.3)	(0.8)
Interest expense	58.1	73.4	10.5	19.9	27.9	4.0
Income tax expense	0.3	0.9	0.1	—	1.1	0.2
Depreciation of property and equipment	39.7	40.9	5.8	12.6	13.6	1.9
Amortization of intangible assets	17.8	67.8	9.7	5.8	23.1	3.3
EBITDA	(595.9)	(783.9)	(111.6)	(249.8)	(279.6)	(39.8)
Share-based compensation expenses	121.5	117.9	16.8	69.3	47.0	6.7
Adjusted EBITDA	(474.4)	(666.0)	(94.8)	(180.5)	(232.6)	(33.1)