

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 年第二季度财务业绩

2024 年 8 月 8 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 6 月 30 日的第二季度未经审计财务业绩。

亿咖通科技董事长兼首席执行官沈子瑜表示：“2024 年第二季度，我们再次实现了稳健的增长，延续了年初以来的强劲势头。汽车行业向“软件定义汽车”不断演进，公司持续保持在这一转型中的领先地位。规模化现有解决方案对于我们的可持续增长至关重要，我们在这一方面取得了实质性进展。截至本季度末，已有超过 690 万辆车型产品搭载了亿咖通科技的产品及解决方案，同比增长 32%。随着我们加深与汽车制造商的合作，公司持续扩大全球业务，本季度获得 5 个项目定点，主要是海外车型。我们与腾讯智慧出行和 DXC Luxoft 这样的行业领导者建立合作，从而不断推动创新，为行业树立新的标杆。展望未来，我有信心公司能够推动业务增长，抓住市场机遇，为股东创造长期价值。公司有能力在下半年以及未来继续保持这一发展势头。”

### 2024 年第二季度未经审计财务业绩：

本季度，亿咖通科技收购了 HF Tech Europe AB 的控股财务权益，后者是一家受共同控制的实体。亿咖通科技与 HF Tech Europe AB 的财务信息比较采用权益池法，将资产、负债、收入、费用和权益进行了合并。合并实体之间的所有公司间交易和结余均已消除。

- **总收入**为 12.575 亿元人民币（1.73 亿美元），同比增长 31%。
  - **销售收入**为 9.436 亿元人民币（1.298 亿美元），同比增长 41%，主要得益于全球需求持续增长，以及 Antora 系列数字座舱和自动驾驶控制单元（ADCU）销量的增加，分别贡献了销售总收入的 14%和 8%。
  - **软件许可收入**为 5,650 万元人民币（780 万美元），同比下降 50%，主要是由于知识产权许可收入的减少，去年同期录得知识产权许可收入 8,000 万元人民币。
  - **服务类收入**为 2.574 亿元人民币（3,540 万美元），同比增长 45%，主要得益于 Antora 系列新车型的项目完成交付以及沃尔沃 EX30 市场扩张。
- **总收入成本**为 9.66 亿元人民币（1.329 亿美元），同比增长 46%，主要是由于数字座舱和 ADCU 销量的增加。
- **毛利润**为 2.915 亿元人民币（4,010 万美元），同比下降 3%，毛利率为 23%。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 3.04 亿元人民币（4,180 万美元），同比增长 25%，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 2.163 亿元人民币（2,980 万美元），同比下降 3%，主要是由于全球运营效率的提升，但部分被更高的股权激励费用所抵消。
- **净亏损**为 3.064 亿元人民币（4,230 万美元），相比去年同期的 1.899 亿元人民币有所增加，主要归因于本季度更高的股权投资损失和更高的股权激励费用。
- **调整后 EBITDA**（非通用会计准则，即 non-GAAP）亏损为 2.095 亿元人民币（2,890 万美元），高于去年同期的 1.561 亿元人民币。
- 截至 2024 年 6 月 30 日，**现金总额**为 7.878 亿元人民币（1.084 亿美元），包括 20 万元人民币的限制性现金。

### 2024 年第二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 6 月 30 日，已有超过 690 万辆车搭载了亿咖通科技的技术。
  - 进一步加强与腾讯智慧出行的合作伙伴关系，开发智能驾驶和智能座舱解决方案。
  - 与全球汽车软件系统集成商 DXC Luxoft 建立合作，加速座舱应用的开发。

- 本季度新增项目定点主要为海外车型，包括一家知名欧洲汽车制造商的车型项目，这是在 2024 年第一季度合作该品牌已量产车型之外的新增车型项目。
- 公司在富阳的工厂于 2024 年 4 月正式实现量产，这是公司垂直整合生产和供应链能力的关键里程碑。

#### ● 车型发布

- 去年领克 08 的成功上市后，公司迅速将集成 Antora 1000 Pro 计算平台与 Flyme Auto 的相似方案应用于本季度推出的领克 07 和 LEVC L380，以及目前正在开发的一汽集团红旗的两款车型。
- 近期发布的吉利银河 E5，作为市场上首个将数字座舱和泊车功能集成到单颗芯片面板的车型，其搭载了亿咖通 Antora 1000 计算平台。
- 领克旗舰车型 Z10 在 2024 年 6 月首次亮相，使用了 Makalu 平台，内置 AMD Ryzen 嵌入式 V2000 处理器和 Radeon RX 6000 系列 GPU，这是目前市场上最强大的智能座舱解决方案之一。Smart 精灵 5 也将采用 Makalu 平台，成为 AMD 在汽车行业的进一步探索。

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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 8 月 8 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/fptu2v2s>

#### 参会电话号码：

美国： +1-888-596-4144

中国内地： +86-10-8783-3249

香港： +852-800-961-411

英国： +44-800-260-6470

会议编号： 9530586

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 1,900 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)、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 690 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 RMB7.2672 to US\$1.00, the noon buying rate in effect on June 28, 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.

ECARX Holdings Inc.  
Unaudited Condensed Consolidated Balance Sheets

Millions, except otherwise noted	As of December 31, 2023	As of June 30, 2024	
	RMB	RMB	USD
<b>ASSETS</b>			
<b>Current assets</b>			
Cash	571.8	787.6	108.4
Restricted cash	27.1	0.2	—
Short-term investments	137.9	137.9	19.0
Accounts receivable – third parties, net	285.8	240.0	33.0
Accounts receivable – related parties, net	1,572.7	934.0	128.5
Notes receivable	54.6	171.9	23.7
Inventories	160.8	177.2	24.4
Amounts due from related parties	74.1	91.4	12.6
Prepayments and other current assets	443.6	406.5	55.8
<b>Total current assets</b>	<b>3,328.4</b>	<b>2,946.7</b>	<b>405.4</b>
<b>Non-current assets</b>			
Long-term investments	301.0	220.5	30.3
Operating lease right-of-use assets	125.2	126.8	17.4
Property and equipment, net	120.8	137.3	18.9
Intangible assets, net	179.3	294.0	40.5
Other non-current assets – third parties	28.2	33.8	4.7
Other non-current assets – related parties	224.3	274.4	37.8
<b>Total non-current assets</b>	<b>978.8</b>	<b>1,086.8</b>	<b>149.6</b>
<b>Total assets</b>	<b>4,307.2</b>	<b>4,033.5</b>	<b>555.0</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Short-term borrowings	1,200.0	1,600.0	220.2
Accounts payable - third parties	1,820.7	1,501.4	206.6
Accounts payable - related parties	312.8	403.4	55.5
Notes payable	10.0	—	—
Amounts due to related parties	35.7	375.7	51.7
Contract liabilities, current - third parties	0.6	1.5	0.2
Contract liabilities, current - related parties	207.0	202.9	27.9
Current operating lease liabilities	35.1	37.9	5.2
Accrued expenses and other current liabilities	614.5	425.0	58.5
Income tax payable	15.8	4.1	0.6
<b>Total current liabilities</b>	<b>4,252.2</b>	<b>4,551.9</b>	<b>626.4</b>
<b>Non-current liabilities</b>			
Contract liabilities, non-current - related parties	134.0	78.8	10.8
Convertible notes payable, non-current	455.7	467.6	64.3
Operating lease liabilities, non-current	107.6	114.1	15.7
Warrant liabilities, non-current	5.1	5.5	0.8
Provisions	90.9	97.6	13.4
Other non-current liabilities - third parties	48.8	48.8	6.7
Other non-current liabilities - related parties	44.5	46.4	6.4
Deferred tax liabilities	—	32.7	4.5
<b>Total non-current liabilities</b>	<b>886.6</b>	<b>891.5</b>	<b>122.6</b>

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

Millions, except otherwise noted	As of December 31, 2023	As of June 30, 2024	
	RMB	RMB	USD
<b>Total liabilities</b>	<b>5,138.8</b>	<b>5,443.4</b>	<b>749.0</b>
<b>SHAREHOLDERS' DEFICIT</b>			
Ordinary Shares	—	—	—
Additional paid-in capital	6,096.7	6,156.7	847.2
Accumulated deficit	(6,670.7)	(7,241.3)	(996.4)
Accumulated other comprehensive loss	(344.6)	(358.1)	(49.3)
<b>Total deficit attributable to ordinary shareholders</b>	<b>(918.6)</b>	<b>(1,442.7)</b>	<b>(198.5)</b>
Non-redeemable non-controlling interests	87.0	32.8	4.5
<b>Total shareholders' deficit</b>	<b>(831.6)</b>	<b>(1,409.9)</b>	<b>(194.0)</b>
<b>Liabilities and shareholders' deficit</b>	<b>4,307.2</b>	<b>4,033.5</b>	<b>555.0</b>

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

	Six Months Ended June 30			Three Months Ended June 30		
	2023 RMB	2024 RMB	2024 USD	2023 RMB	2024 RMB	2024 USD
Millions, except otherwise noted						
<b>Revenue</b>						
Sales of goods revenue	1,264.3	1,700.7	234.0	670.4	943.6	129.8
Software license revenue	215.6	131.8	18.1	113.3	56.5	7.8
Service revenue	256.7	362.8	49.9	177.7	257.4	35.4
<b>Total revenue</b>	<b>1,736.6</b>	<b>2,195.3</b>	<b>302.0</b>	<b>961.4</b>	<b>1,257.5</b>	<b>173.0</b>
Cost of goods sold	(1,000.2)	(1,433.0)	(197.2)	(529.2)	(810.8)	(111.6)
Cost of software licenses	(37.2)	(44.1)	(6.1)	(7.0)	(21.9)	(3.0)
Cost of services	(185.7)	(222.4)	(30.6)	(125.0)	(133.3)	(18.3)
<b>Total cost of revenue</b>	<b>(1,223.1)</b>	<b>(1,699.5)</b>	<b>(233.9)</b>	<b>(661.2)</b>	<b>(966.0)</b>	<b>(132.9)</b>
<b>Gross profit</b>	<b>513.5</b>	<b>495.8</b>	<b>68.1</b>	<b>300.2</b>	<b>291.5</b>	<b>40.1</b>
Research and development expenses	(481.6)	(573.4)	(78.9)	(243.7)	(304.0)	(41.8)
Selling, general and administrative expenses and others, net	(408.4)	(408.1)	(56.2)	(222.5)	(216.3)	(29.8)
<b>Total operating expenses</b>	<b>(890.0)</b>	<b>(981.5)</b>	<b>(135.1)</b>	<b>(466.2)</b>	<b>(520.3)</b>	<b>(71.6)</b>
<b>Loss from operation</b>	<b>(376.5)</b>	<b>(485.7)</b>	<b>(67.0)</b>	<b>(166.0)</b>	<b>(228.8)</b>	<b>(31.5)</b>
Interest income	17.9	11.2	1.5	9.5	5.0	0.7
Interest expense	(38.2)	(45.5)	(6.3)	(20.1)	(24.2)	(3.3)
Share of results of equity method investments	(25.4)	(67.6)	(9.3)	(13.5)	(48.4)	(6.7)
Foreign currency exchange losses	(34.7)	(4.5)	(0.6)	(36.9)	(4.8)	(0.7)
Others, net	51.4	(18.5)	(2.5)	37.2	(4.8)	(0.7)
<b>Loss before income taxes</b>	<b>(405.5)</b>	<b>(610.6)</b>	<b>(84.2)</b>	<b>(189.8)</b>	<b>(306.0)</b>	<b>(42.2)</b>
Income tax (expense)/benefit	(0.3)	0.2	—	(0.1)	(0.4)	(0.1)
<b>Net loss</b>	<b>(405.8)</b>	<b>(610.4)</b>	<b>(84.2)</b>	<b>(189.9)</b>	<b>(306.4)</b>	<b>(42.3)</b>
Net loss attributable to non-controlling interests	30.7	39.8	5.5	15.9	22.3	3.1
<b>Net loss attributable to ECARX Holdings Inc. ordinary shareholders</b>	<b>(375.1)</b>	<b>(570.6)</b>	<b>(78.7)</b>	<b>(174.0)</b>	<b>(284.1)</b>	<b>(39.2)</b>
<b>Net loss</b>	<b>(405.8)</b>	<b>(610.4)</b>	<b>(84.2)</b>	<b>(189.9)</b>	<b>(306.4)</b>	<b>(42.3)</b>
<b>Other comprehensive loss:</b>						
Foreign currency translation adjustments, net of nil income taxes	49.0	(13.5)	(1.9)	50.7	4.1	0.6
<b>Comprehensive loss</b>	<b>(356.8)</b>	<b>(623.9)</b>	<b>(86.1)</b>	<b>(139.2)</b>	<b>(302.3)</b>	<b>(41.7)</b>
Comprehensive loss attributable to non-redeemable non-controlling interests	30.7	39.8	5.5	15.9	22.3	3.1
<b>Comprehensive loss attributable to ECARX Holdings Inc.</b>	<b>(326.1)</b>	<b>(584.1)</b>	<b>(80.6)</b>	<b>(123.3)</b>	<b>(280.0)</b>	<b>(38.6)</b>
<b>Loss per ordinary share</b>						
– Basic and diluted loss per share, ordinary shares	(1.11)	(1.69)	(0.23)	(0.52)	(0.84)	(0.12)
<b>Weighted average number of ordinary shares used in computing loss per ordinary share</b>						
– Weighted average number of ordinary shares	337,395,390	337,935,301	337,935,301	337,395,390	337,973,311	337,973,311

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.

	Six Months Ended			Three Months Ended		
	June 30			June 30		
	2023	2024	2024	2023	2024	2024
Millions, except otherwise noted	RMB	RMB	USD	RMB	RMB	USD
<b>Net Loss</b>	<b>(405.8)</b>	<b>(610.4)</b>	<b>(84.2)</b>	<b>(189.9)</b>	<b>(306.4)</b>	<b>(42.3)</b>
Interest income	(17.9)	(11.2)	(1.5)	(9.5)	(5.0)	(0.7)
Interest expense	38.2	45.5	6.3	20.1	24.2	3.3
Income tax expense/(benefit)	0.3	(0.2)	—	0.1	0.4	0.1
Depreciation of property and equipment	27.1	27.3	3.8	13.0	12.1	1.7
Amortization of intangible assets	12.0	44.7	6.2	5.7	19.4	2.7
<b>EBITDA</b>	<b>(346.1)</b>	<b>(504.3)</b>	<b>(69.4)</b>	<b>(160.5)</b>	<b>(255.3)</b>	<b>(35.2)</b>
Share-based compensation expenses	52.2	70.9	9.8	4.4	45.8	6.3
<b>Adjusted EBITDA</b>	<b>(293.9)</b>	<b>(433.4)</b>	<b>(59.6)</b>	<b>(156.1)</b>	<b>(209.5)</b>	<b>(28.9)</b>