

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 年第一季度财务业绩

2024 年 5 月 20 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 3 月 31 日的第一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：“去年我们取得的强劲增长势头延续到了今年第一季度，收入同比增长 21%。软件定义汽车及其底层技术将是决定汽车革命下一阶段赢家的关键。持续的产品创新和强大的合作伙伴生态对于抓住这一机遇至关重要。本季度，我们推出了多项开创性的汽车智能解决方案，并与微软等合作伙伴建立了日益增多的合作关系，这些协同效应是我们重塑全球汽车技术价值链战略的一部分，旨在服务全球更广泛的汽车制造商和品牌。我们的全球客户群正在稳步扩大，除了吉利集团，本季度新增客户有中国一汽集团和一家知名欧洲汽车制造商。这为我们提供了展示独特优势的机会，我们致力于通过提供具有成本效益的解决方案，与汽车制造商建立更牢固的联系，并随着业务规模增长实现可持续盈利。”

### 2024 年第一季度未经审计财务业绩：

- 总收入为 9.279 亿元人民币（1.285 亿美元），同比增长 21%。
  - 销售收入为 7.571 亿元人民币（1.049 亿美元），同比增长 27%，主要得益于上个季度推出的新数字座舱项目的持续需求增长，以及自动驾驶控制单元（ADCU）销量的增加，后者销售收入占销售总收入的 5%。
  - 软件许可收入为 7,530 万元人民币（1,040 万美元），同比下降 26%，主要是由于与去年同期相比，运营软件销量的下降。
  - 服务类收入为 9,550 万元人民币（1,320 万美元），同比增长 39%，得益于本季度路特斯新款车型的服务完成和交付。
- 总收入成本为 7.226 亿元人民币（1.001 亿美元），同比增长 30%，主要是由于数字座舱销量的增加、ADCU 和服务收入的增长。
- 毛利润为 2.053 亿元人民币（2,840 万美元），同比下降 2%，毛利率为 22%。毛利率的下降归因于采取的渗透定价策略以促进汽车计算平台收入增长，以及相比上一年度收入结构的变化。
- 研发费用为 2.694 亿元人民币（3,730 万美元），同比增长 13%，主要是由于对公司核心产品组合、未来技术及拓展国际研发的投资增加。
- 销售、一般和管理费用及其他费用净额为 1.905 亿元人民币（2,640 万美元），同比增长 2%，主要由于本季度公司对全球拓展的投资增加，但部分被股权激励费用减少所抵消。
- 净亏损为 3.022 亿元人民币（4,200 万美元），与去年同期的 2.194 亿元人民币相比，同比增长主要归因于研发费用增加和股权投资公允价值的变化。
- 调整后 EBITDA（非通用会计准则，即 non-GAAP）亏损为 2.220 亿元人民币（3,080 万美元），高于去年同期的 1.413 亿元人民币。
- 截至 2024 年 3 月 31 日，现金总额为 3.584 亿元人民币（4,960 万美元）。

### 2024 年第一季度及近期业务进展：

- 扩展全球业务与深化国际合作
  - 截至 2024 年 3 月 31 日，已有超过 640 万辆汽车搭载了亿咖通科技的产品及解决方案。
  - 加强与一汽集团的战略合作伙伴关系，为其最新车型开发下一代智能座舱。
  - 客户方面，本季度新增一家知名欧洲汽车制造商，并已经开始量产。
  - 在去年沃尔沃 EX30 成功推出后，从沃尔沃汽车获得了一个新项目。
  - 与微软合作，开发和整合新产品和技术，将先进的语言大模型运用到全球越来越多的车型。
  - 签署协议收购湖北东峻汽车电子科技有限公司，标志着构建中国本土生产能力的重要一步。
- 产品矩阵的多样化与技术提升

- 近期推出了三款全新的系统级芯片（SoC）计算平台，亿咖通·阿特拉斯计算平台（ECARX Atlas Computing Platform）、亿咖通·派克计算平台（ECARX Pikes Computing Platform）和亿咖通·乔戈里计算平台（ECARX Qogir Computing Platform）。
- 亿咖通·天穹® Pro（ECARX Skyland Pro）平台取得重大技术改进并引入了新的 ADAS 功能。
- 在科技生态日，展示了亿咖通·汽车大脑®安托拉 1000 计算平台（ECARX Super Brain Antora1000 Computing Platform）和亿咖通·汽车大脑®安托拉 1000 Pro 计算平台（ECARX Super Brain Antora1000 Pro Computing Platform），这两个新的中央计算平台将为汽车制造商提供高性价比的舱行泊一体解决方案。
- 在 2024 年 1 月收购苏州光之矩光电科技有限公司控股权后，推出了拥有 200 米探测距离的长距半固态激光雷达和紧凑型短距全固态激光雷达，进一步确立了公司作为智能汽车增量零部件供应商的战略定位。

## 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 5 月 20 日星期一上午 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/ji9r3h9b>

如需通过电话接入业绩电话会议，参与者须预先注册，注册后将收到拨入信息。请点击以下链接进行注册：

<https://register.vevent.com/register/Bleacb8a83827e45b4a0aa74556624b2c5>

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 2,000 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 640 多万辆车型产品之上。

## 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 RMB7.2203 to US\$1.00, the noon buying rate in effect on March 29, 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 expenses, depreciation of property and equipment, amortization of intangible assets, and share-based compensation expenses.

The Company presents the 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.

### **投资者联络:**

**Rene Du**

ir@ecarxgroup.com

### **媒体联络:**

ecarx@christensencomms.com

ECARX Holdings Inc.  
Condensed Consolidated Balance Sheets

Millions, otherwise noted	As of December 31, 2023	As of March 31, 2024 (Unaudited)	
	RMB	RMB	USD
<b>ASSETS</b>			
<b>Current assets</b>			
Cash	561.1	358.4	49.6
Restricted cash	27.1	—	—
Short-term investments	137.9	173.8	24.1
Accounts receivable – third parties, net	285.8	176.0	24.4
Accounts receivable – related parties, net	1,545.8	1,300.5	180.1
Notes receivable	54.6	21.7	3.0
Inventories	160.8	192.3	26.6
Amounts due from related parties	74.1	101.4	14.0
Prepayments and other current assets	441.7	409.9	56.9
<b>Total current assets</b>	<b>3,288.9</b>	<b>2,734.0</b>	<b>378.7</b>
<b>Non-current assets</b>			
Long-term investments	301.0	268.7	37.2
Operating lease right-of-use assets	125.2	115.5	16.0
Property and equipment, net	120.8	120.1	16.6
Intangible assets, net	179.3	304.2	42.1
Other non-current assets – third parties	28.2	35.7	4.9
Other non-current assets – related parties	224.3	271.2	37.6
<b>Total non-current assets</b>	<b>978.8</b>	<b>1,115.4</b>	<b>154.4</b>
<b>Total assets</b>	<b>4,267.7</b>	<b>3,849.4</b>	<b>533.1</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Short-term borrowings	1,200.0	1,200.0	166.2
Accounts payable - third parties	1,818.0	1,408.7	195.1
Accounts payable - related parties	278.8	344.5	47.7
Notes payable	10.0	2.6	0.4
Amounts due to related parties	35.7	439.3	60.8
Contract liabilities, current - third parties	0.6	1.2	0.2
Contract liabilities, current - related parties	207.0	221.5	30.7
Current operating lease liabilities	35.1	33.6	4.7
Accrued expenses and other current liabilities	614.5	429.1	59.5
Income tax payable	15.8	13.8	1.9
<b>Total current liabilities</b>	<b>4,215.5</b>	<b>4,094.3</b>	<b>567.2</b>
<b>Non-current liabilities</b>			
Contract liabilities, non-current - related parties	134.0	104.7	14.5
Convertible notes payable, non-current	455.7	464.0	64.3
Operating lease liabilities, non-current	107.6	104.1	14.4
Warrant liabilities, non-current	5.1	5.3	0.7
Provisions	90.9	94.2	13.0
Other non-current liabilities	93.3	94.3	13.1
Deferred tax liabilities	—	31.9	4.4
<b>Total non-current liabilities</b>	<b>886.6</b>	<b>898.5</b>	<b>124.4</b>
<b>Total liabilities</b>	<b>5,102.1</b>	<b>4,992.8</b>	<b>691.6</b>

ECARX Holdings Inc.  
Condensed Consolidated Balance Sheets (continued)

Millions, otherwise noted	As of December 31, 2023	As of March 31, 2024 (Unaudited)	
	RMB	RMB	USD
<b>SHAREHOLDERS' DEFICIT</b>			
Ordinary Shares	—	—	—
Additional paid-in capital	6,093.7	6,118.8	847.4
Accumulated deficit	(6,670.4)	(6,955.1)	(963.3)
Accumulated other comprehensive loss	(344.7)	(362.2)	(50.2)
<b>Total deficit attributable to ordinary shareholders</b>	<b>(921.4)</b>	<b>(1,198.5)</b>	<b>(166.1)</b>
Non-redeemable non-controlling interests	87.0	55.1	7.6
<b>Total shareholders' deficit</b>	<b>(834.4)</b>	<b>(1,143.4)</b>	<b>(158.5)</b>
<b>Liabilities and shareholders' deficit</b>	<b>4,267.7</b>	<b>3,849.4</b>	<b>533.1</b>

ECARX Holdings Inc.  
Condensed Consolidated Statement of Comprehensive Loss

	Three Months Ended March 31 (Unaudited)		
	2023	2024	2024
Millions, otherwise noted	RMB	RMB	USD
<b>Revenue</b>			
Sales of goods revenue	593.9	757.1	104.9
Software license revenue	102.3	75.3	10.4
Service revenue	68.9	95.5	13.2
<b>Total revenue</b>	<b>765.1</b>	<b>927.9</b>	<b>128.5</b>
Cost of goods sold	(471.0)	(622.2)	(86.2)
Cost of software licenses	(30.2)	(22.2)	(3.1)
Cost of services	(54.0)	(78.2)	(10.8)
<b>Total cost of revenue</b>	<b>(555.2)</b>	<b>(722.6)</b>	<b>(100.1)</b>
<b>Gross profit</b>	<b>209.9</b>	<b>205.3</b>	<b>28.4</b>
Research and development expenses	(237.9)	(269.4)	(37.3)
Selling, general and administrative expenses and others, net	(186.0)	(190.5)	(26.4)
<b>Total operating expenses</b>	<b>(423.9)</b>	<b>(459.9)</b>	<b>(63.7)</b>
<b>Loss from operation</b>	<b>(214.0)</b>	<b>(254.6)</b>	<b>(35.3)</b>
Interest income	8.4	6.1	0.8
Interest expense	(18.1)	(21.3)	(3.0)
Share of results of equity method investments	(11.9)	(19.2)	(2.7)
Foreign currency exchange gains/(losses)	2.2	(0.1)	—
Others, net	14.2	(13.7)	(1.9)
<b>Loss before income taxes</b>	<b>(219.2)</b>	<b>(302.8)</b>	<b>(42.1)</b>
Income tax (expense)/benefit	(0.2)	0.6	0.1
<b>Net loss</b>	<b>(219.4)</b>	<b>(302.2)</b>	<b>(42.0)</b>
Net loss attributable to non-controlling interests	14.8	17.5	2.4
<b>Net loss attributable to ECARX Holdings Inc. ordinary shareholders</b>	<b>(204.6)</b>	<b>(284.7)</b>	<b>(39.6)</b>
<b>Net loss</b>	<b>(219.4)</b>	<b>(302.2)</b>	<b>(42.0)</b>
<b>Other comprehensive loss:</b>			
Foreign currency translation adjustments, net of nil income taxes	(1.6)	(17.5)	(2.4)
<b>Comprehensive loss</b>	<b>(221.0)</b>	<b>(319.7)</b>	<b>(44.4)</b>
Comprehensive loss attributable to non-redeemable non-controlling interests	14.8	17.5	2.4
<b>Comprehensive loss attributable to ECARX Holdings Inc.</b>	<b>(206.2)</b>	<b>(302.2)</b>	<b>(42.0)</b>
<b>Loss per ordinary share</b>			
– Basic and diluted loss per share, ordinary shares	<b>(0.61)</b>	<b>(0.84)</b>	<b>(0.12)</b>
<b>Weighted average number of ordinary shares used in computing loss per ordinary share</b>			
– Weighted average number of ordinary shares	337,395,390	337,897,291	337,897,291

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.

	<b>Three Months Ended</b>		
	<b>March 31</b>		
	<b>2023</b>	<b>2024</b>	<b>2024</b>
Millions, otherwise noted	<b>RMB</b>	<b>RMB</b>	<b>USD</b>
<b>Net Loss</b>	<b>(219.4)</b>	<b>(302.2)</b>	<b>(42.0)</b>
Interest income	(8.4)	(6.1)	(0.8)
Interest expense	18.1	21.3	3.0
Income tax expense/(benefit)	0.2	(0.6)	(0.1)
Depreciation of property and equipment	14.1	15.2	2.1
Amortization of intangible assets	6.3	25.3	3.5
<b>EBITDA</b>	<b>(189.1)</b>	<b>(247.1)</b>	<b>(34.3)</b>
Share-based compensation expenses	47.8	25.1	3.5
<b>Adjusted EBITDA</b>	<b>(141.3)</b>	<b>(222.0)</b>	<b>(30.8)</b>