

EHang Holdings Limited

Q1 2022 Earnings Highlights

May 31, 2022



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OPERATIONAL HIGHLIGHTS FOR Q1 2022 AND RECENT BUSINESS DEVELOPMENTS



CAAC's Special Conditions for EH216-S Type Certification

- In February 2022, the Civil Aviation Administration of China (“CAAC”) formally adopted the *Special Conditions for Type Certification of EH216-S Unmanned Aircraft System*, according to CAAC’s *Regulations on Certification of Civil Aviation Products and Parts (CCAR-21)*. The Special Conditions provide clear safety requirements for the certification of EH216-S, including flight performance, aircraft structures, design and constructions, propulsion systems, systems and equipment, data link, ground control station, etc.



亿航EH216-S型无人驾驶航空器系统专用条件

Newly-Appointed Chief Operating Officer to Oversee Sales and Operations

- In February 2022, EHang appointed Mr. Xin Fang as the Chief Operating Officer. With more than 20 years of business administration and operational experience in the sales of IT products and system integration solutions, tourism operations and management, Mr. Fang is in charge of the Company's daily operations with a focus on the sales of EHang AAV products and solutions and the commercialization of Urban Air Mobility ("UAM") services.



AirX's Pre-Order for 50 Units of EHang 216 Series in Japan

- In January 2022, EHang received a pre-order for 50 units of EHang 216 series in Japan from AirX Inc. (“AirX”), a leading Japanese air mobility digital platform company with more than 100 helicopter sightseeing operating routes and private helicopter charter services. The pre-order of EHang 216 series AAVs is planned to facilitate various UAM projects in Japan and has a prospect of providing “air taxi” services for the 2025 World Expo in Osaka, Kansai, Japan.



AEROTREE's Pre-Order for 50 Units of EHang 216 Series and 10 Units of VT-30 in Malaysia

- In March 2022, EHang entered into a strategic partnership with Aerotree Flight Services Sdn. Bhd. (“AEROTREE”), a subsidiary of leading Malaysian aviation company AEROTREE Group, for developing UAM businesses, including Maintenance, Repair and Overhaul (“MRO”) and training in Malaysia. AEROTREE placed a pre-order for 50 units of EHang 216 series, which include EHang 216, EHang 216L, and EHang 216F, as well as 10 units of VT-30. Prior to this pre-order, AEROTREE had purchased one unit of EHang 216 from the Company.



Prestige Aviation's Pre-Order for 100 Units of EHang 216 in Indonesia

- In April 2022, EHang received a pre-order for 100 units of EHang 216 from Prestige Aviation, an Indonesian aviation company and a subsidiary of Prestige Corp. Prestige Aviation had purchased one unit of EHang 216 from the Company with successful flight demonstrations conducted in Bali and Jakarta, Indonesia.



Strategic Partnership with C.P. Group to Introduce AAVs to Thailand

- In May 2022, EHang formed a strategic partnership with Charoen Pokphand Group Co., Ltd. (“C.P. Group”), one of the largest conglomerates in Thailand, with an intent to establish a joint venture in Thailand for AAV sales and UAM operations.



EHANG

FINANCIAL HIGHLIGHTS FOR Q1 2022



Q1 2022 Financial Summary

(RMB '000)	Q1 2022 (Unaudited)	Q4 2021 (Unaudited)	QoQ
Total revenues	5,790	8,701	-33.5%
Gross profit	3,616	5,227	-30.8%
Gross margin	62.5%	60.1%	2.4Pp ²⁾
Adjusted gross profit ¹⁾	3,616	5,227	-30.8%
Adjusted gross margin ¹⁾	62.5%	60.1%	2.4Pp ²⁾
Adjusted operating expenses ¹⁾	(46,064)	(90,422)	-49.1%
Adjusted operating loss ¹⁾	(41,670)	(83,771)	-50.3%
Adjusted net loss ¹⁾	(40,869)	(82,207)	-50.3%

(RMB '000)	As of March 31, 2022 (Unaudited)
Cash, cash equivalents, restricted cash and short-term investments	236,922

Notes:

1) The Company uses Non-GAAP Financial Measures in evaluating its operating results and for financial and operational decision-making purposes. Please refer to the press release for more details.

2) Pp represents percentage points.

Unaudited Condensed Consolidated Balance Sheets

(RMB '000)

As of December 31, 2021

As of March 31, 2022

Current assets:

Cash and cash equivalents	246,863	204,109
Restricted cash	160	-
Short-term investments	65,108	32,813
Accounts receivable	56,189	53,846
Inventories, net	78,075	85,778
Prepayments and other current assets	29,395	47,854
Others, net	1,360	-

Total current assets

477,150 424,400

Non-current assets:

Property and equipment, net	33,821	32,057
Operating lease right-of-use assets, net	-	20,689
Long term loans receivable	15,208	1,845
Long-term investments	6,143	6,156
Others, net	3,112	3,058

Total non-current assets

58,284 63,805

Total assets

535,434 488,205

Current liabilities:

Short-term bank loans	10,000	9,794
Accounts payable	45,560	40,194
Contract liabilities	14,831	14,145
Current portion of long-term borrowings	3,000	15,000
Accrued expenses and other liabilities	61,851	58,219
Current portion of lease liabilities	-	11,426
Others, net	1,205	1,020

Total current liabilities

136,447 149,798

Non-current liabilities:

Long-term bank loans	17,000	5,000
Mandatorily redeemable non-controlling interests	40,000	40,000
Lease liabilities	-	10,625
Others, net	7,941	7,752

Total non-current liabilities

64,941 63,377

Total liabilities

201,388 213,175

Total shareholders' equity

334,046 275,030

Total liabilities and shareholders' equity

535,434 488,205

Unaudited Condensed Consolidated Statements of Comprehensive Loss

(RMB '000)	2021 Q1	2021 Q4	2022 Q1
Total revenues	22,977	8,701	5,790
Costs of revenues	(8,451)	(3,474)	(2,174)
Gross profit	14,526	5,227	3,616
Operating expenses:			
Sales and marketing expenses	(9,486)	(12,241)	(12,697)
General and administrative expenses	(46,059)	(61,675)	(23,510)
Research and development expenses	(27,854)	(38,826)	(32,001)
Total operating expenses	(83,399)	(112,742)	(68,208)
Other operating income	2,667	1,424	778
Operating loss	(66,206)	(106,091)	(63,814)
Other income/(expense):			
Interest and investment income	1,957	1,198	1,370
Interest expenses	(394)	(461)	(475)
Foreign exchange loss	(306)	(397)	(423)
Other non-operating income/(expenses), net	2,541	1,505	(5,489)
Total other income/(expense)	3,798	1,845	(5,017)
Loss before income tax and (loss)/income from equity method investment	(62,408)	(104,246)	(68,831)
Income tax expenses	(117)	(5)	2
Loss before (loss)/income from equity method investment	(62,525)	(104,251)	(68,829)
(Loss)/income from equity method investment	-	(276)	13
Net loss	(62,525)	(104,527)	(68,816)
Net loss (income) attributable to non-controlling interests	361	(897)	155
Net loss attributable to ordinary shareholders	(62,164)	(105,424)	(68,661)

Investment Highlights



1. World's First Publicly Traded Urban Air Mobility Company
2. Massive, Fast-Growing Target Market Ready for True Disruption
3. Global Market Leader and First Mover of Commercialization Ahead of Competition
4. World's Leading Scalable Urban Air Mobility Platform with Integrated Product Suite
5. Continuous, Industry-Disruptive Regulatory Breakthroughs
6. Compelling High Growth and Margin Business Model
7. Ecosystem Enabler with Global Partnership Network
8. Experienced and Entrepreneurial Management Team

THANK YOU



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