

EHANG 亿航 EH | Nasdaq Listed

EHang Holdings Limited Virtual Investor Conference

April 22, 2020 at 8:00 PM EST



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EHANG

BUSINESS OVERVIEW



Our Mission



Enable *safe, autonomous* and eco-friendly
air mobility for everyone

US\$1.5Tn TAM by 2040*

*If you're bullish on autonomous cars,
it's time to start looking at autonomous aircraft*

- Autonomous Urban Air Mobility TAM from Morgan Stanley Research titled "Flying Cars: Investment Implications of Autonomous Urban Air Mobility" dated December 2, 2018.
- TAM represents Total Addressable Market.

Who We Are



Note: AAV represents Autonomous Aerial Vehicle.

Our Technology Platform

Autonomous Aerial Vehicles (AAVs)

Comprehensive portfolio of high-performing AAVs for a multitude of applications

Passenger-grade AAVs



EHang 216
(Two seats)



EHang 116
(One seat)

Non-passenger-grade AAVs



Falcon B



GD 2.0X



V 100

EHANG

AAV OPERATING PLATFORM

Operating systems and extended infrastructure that facilitate management and operations of AAVs at scale

AAV Operating Systems



+

Command-and-control
Centers



+

Landing Pads and Charging
Systems



What is Passenger-grade AAV



Safe and Reliable



Autonomous and Intelligent



Cluster Management Capable



Connected

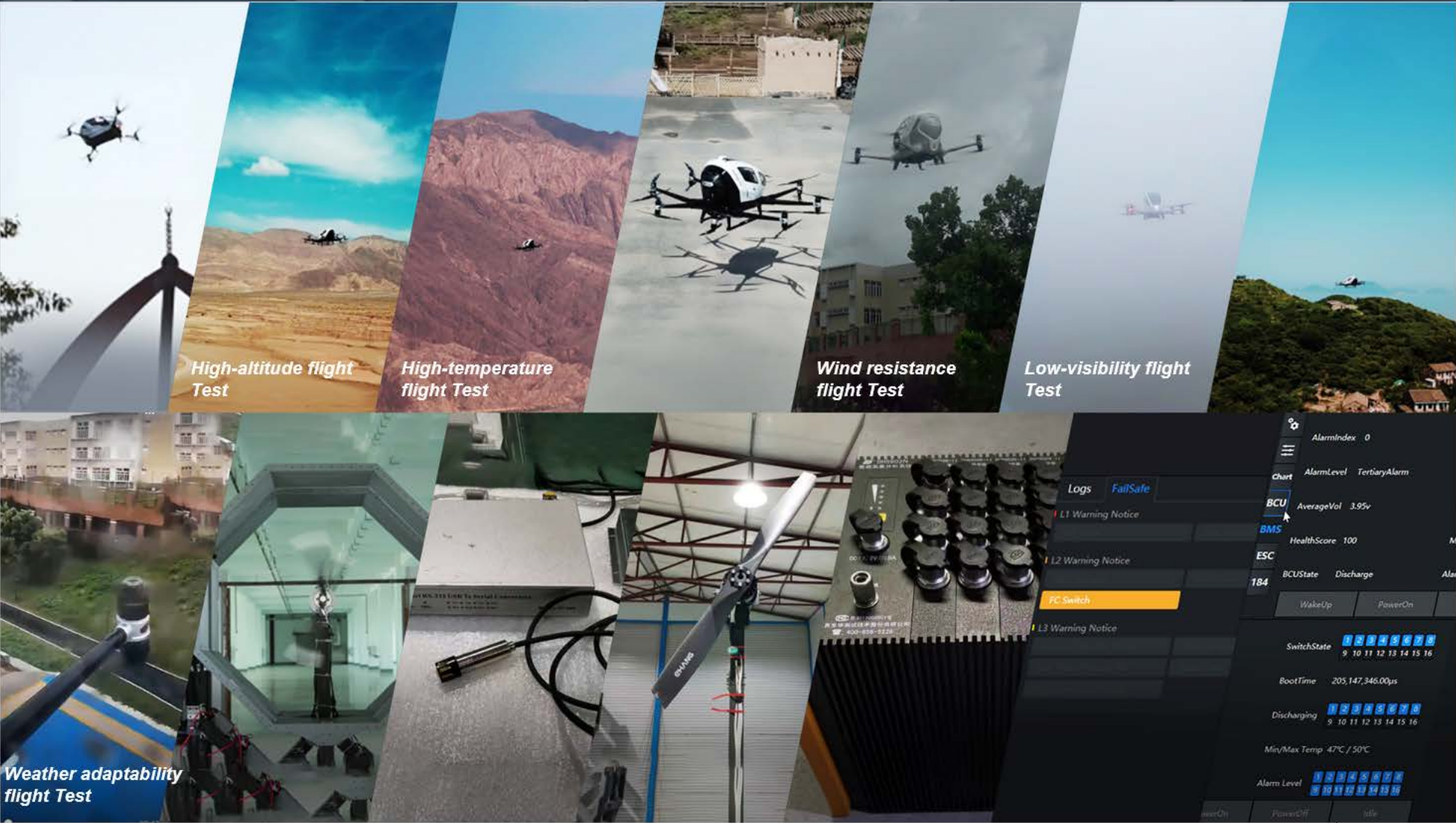


Eco-friendly

Commercial Delivery of Passenger-grade AAVs



4,000+ Trial or Demo Flights of Passenger-grade AAVs



*as of March 24, 2020

World Flight Footprint of AAVs



*as of March 24, 2020

Innovative AAV Commercial Solutions

Air Mobility

Passenger Transportation



- Short- to medium-distance air transportation solutions and services employing passenger-grade AAVs

Logistics



- Provision of logistics solutions and services, with a focus on urban air deliveries enabled by AAVs, both passenger-grade and non-passenger-grade

Smart City Management



- Encompass traffic management, public safety, emergency response, disaster relief, and forest fire inspection using integrated AAV solutions on a centralized command-and-control platform

Aerial Media



- Manage and choreograph a fleet of small AAVs into a series of moving images

Global and China Target Market Sizes

Commercial UAV

2023E market size: US\$103.7bn

2018-2023E CAGR: 94.5%

Urban air mobility



Passenger transportation



Logistics



Smart city management



Aerial media



Other applications

2023E Market size:	US\$3.0bn	US\$46.1bn	US\$27.7bn	US\$0.3bn	US\$26.6bn
China share of global market:	33%	45%	61%	68%	41%
2018-2023E Overall CAGR:	531%	740%	90%	79%	59%

Air Mobility - Case Study

Passenger Transportation

1



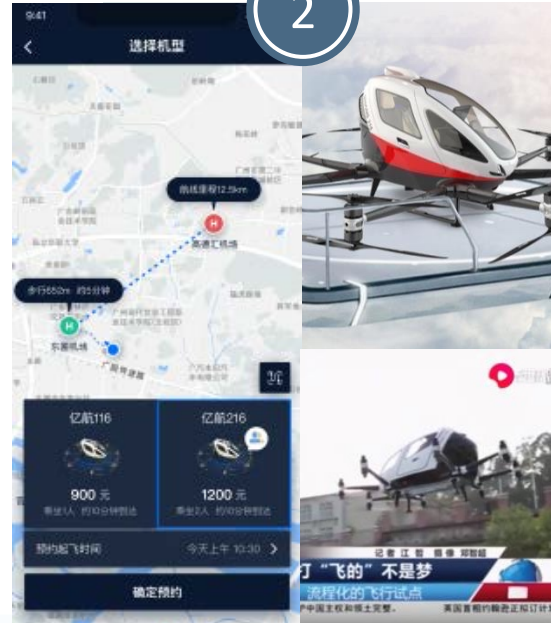
Customer

- A PRC AAV distributor in the tourism industry

Use Cases

- Tourism
- Aerial sightseeing

2



Guangzhou, China

- Announced first urban air mobility pilot city program in partnership with Guangzhou Government
- Showcased first in-city demo flight for sightseeing operation of flying taxis

Use Case

- Air taxi service

Logistics

3



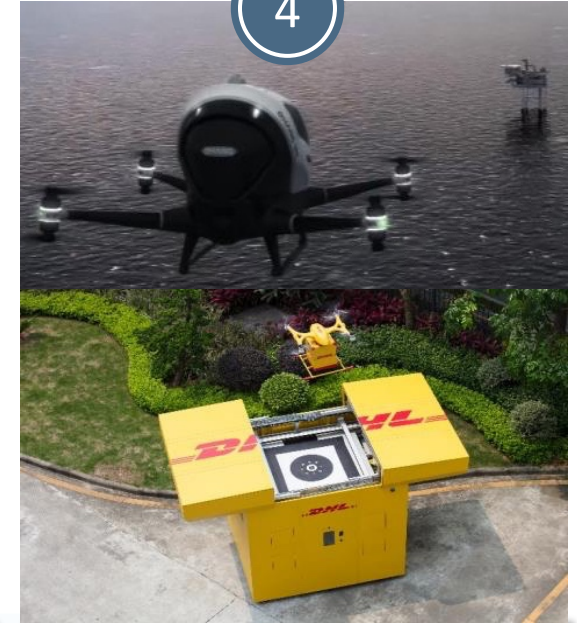
Customer

- A Nasdaq-listed U.S. biotechnology company and pioneer in organ transplant biotechnology

Use Case

- Medical emergency transport

4



Customers

- A Norwegian electric vehicle and electric aerial vehicle distributor
- DHL-Sinotrans, DHL China JV operations

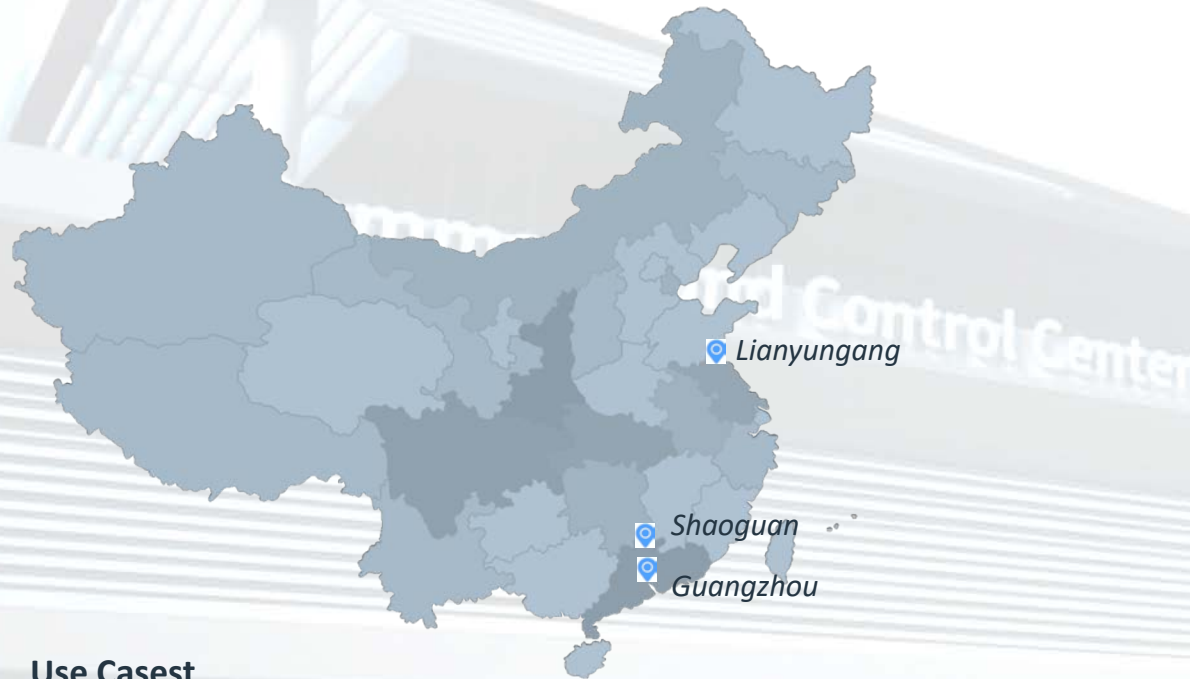
Use Cases

- Logistics support to offshore oil platforms
- Urban air delivery

Smart City Management

Our Command-and-Control Center Network in China

We are the **first** company to successfully build integrated command-and-control centers that centralize and coordinate a wide range of AAV applications simultaneously



Use Cases

- Traffic management
- Public safety
- Emergency response
- Disaster relief
- Forest fire inspection
- Other industrial applications, i.e. aerial mapping, news reporting, etc.

Smart City Management Use Cases



Shaoguan Command-and-control Center



Lianyungang Command-and-control Center



Power Inspection



Emergency Response



Environmental Inspection



Traffic Management



In October 2019, we also entered into an agreement to establish a command-and-control center in the **international airport of Baku, the capital of Azerbaijan.**

AAV formations, synchronized movement and accurate display of two-dimensional and three-dimensional configurations, brand logos or messages

Reinventing the Aerial Landscape

Large-scale outdoor aerial formations choreographed into light-based images against the backdrop of the night sky

Global Leading Technology

Simultaneous control of more than 1,000 of AAVs by a command-and-control system with highly precise positioning powered by real-time kinematic satellite-based navigation technology

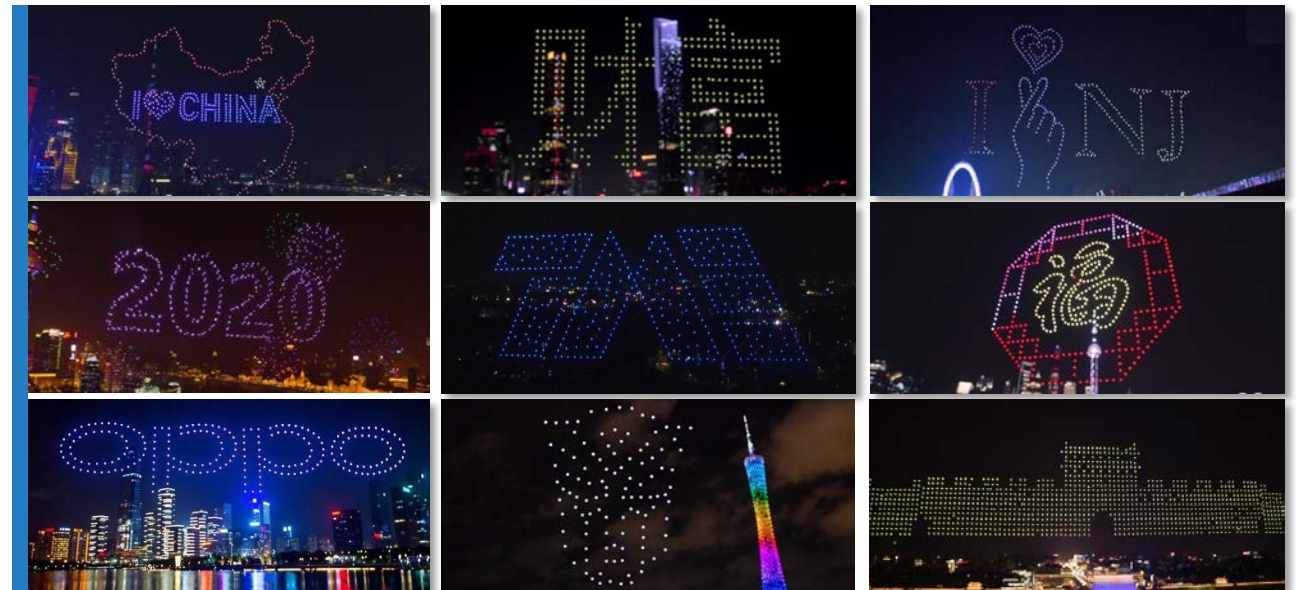
World Record Breaking

Guinness World Record in April 2018 for the most AAVs in a drone performance show with over 1,300 AAVs

Entertaining and Viral

Unique means of advertising and entertainment that is highly dynamic, impactful and eco-friendly

Aerial Media Customer Cases



Our Path Forward



Extend our **technological leadership**

Expand development and **manufacturing capabilities**

Expand our **AAV portfolio** and strengthen our platform

Continue **commercialization** and promote adoption, e.g. air taxi services

Explore new **monetization opportunities**

Pursue **strategic partnerships** in production and technology

2019 Business Highlights



PIONEER



IPO (Nasdaq: EH)

- Successfully completed IPO on Nasdaq on December 12, 2019
- Became the world's first publicly traded Urban Air Mobility (UAM) company

World Flight Tour

- Trial / demo flights in 15 cities across China & Europe in 2019, as a leader in the UAM industry

Breakthroughs in Regulations & Certifications

- A member of the CAAC Special Expert Taskforce
- The first AAV company to achieve Certificate of Unmanned Aircraft System (UAS) Safety Level II



COMMERCIALIZATION



World's First Commercial Deliveries

- 61 units* of passenger-grade AAVs in '19

* Note: including 60 units of EHang 216, the two-seat model and 1 unit of EHang 116, the one-seat model.



PARTNERSHIPS



2 UAM Pilot Cities

- Guangzhou, China
- Linz, Austria

Partnerships for UAM Ecosystem



- an Azerbaijani Co.

Challenges of COVID-19 Outbreak

Short-term turbulence on business and operations

1

Commercial activities affected

Our general commercial activities and international sales of our AAVs were materially affected by lock-downs, travel restrictions and quarantines imposed by governments on a global scale, particularly in Asia, North America and Europe.

2

Production and supplier fulfillment delayed

In response to intensifying efforts to contain the spread of this coronavirus, we postponed the normal return to work of our employees after the Chinese New Year holiday.

We have experienced delayed fulfillments across our supply chain, which could affect our production of AAVs.

3

Tourism customers' demands and orders reduced

Currently our passenger-grade AAVs are typically sold to tourism operators for sightseeing. The COVID-19 outbreak has had a short-term disruption on global tourism industry, which may affect the tourism operators' demands and orders for our products.

Opportunities of COVID-19 Outbreak

New market demands and proved air mobility solutions for medical emergency response and transport

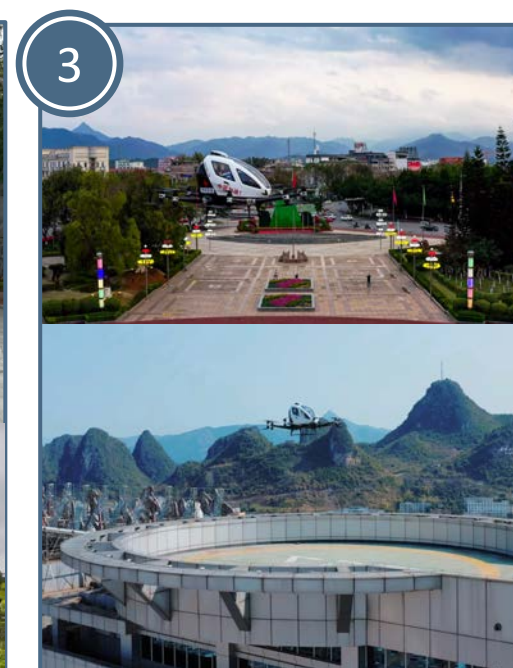
Success Use Cases



Falcon B assisted local governments with **air inspection and broadcast of instructions above populated areas** in Hezhou and Shaoguan, China.



Falcon B **delivered medical supplies to the hospital** in Guangzhou, China.



EHang 216 **transported medical supplies and personnel to the hospital** in Hezhou, China.

Advantages of Air Mobility Solutions

Efficient response

Autonomous flight without pilot

Centralized monitoring and management

Point-to-point fast transport

No restrictions by quarantined areas

Non-contact delivery

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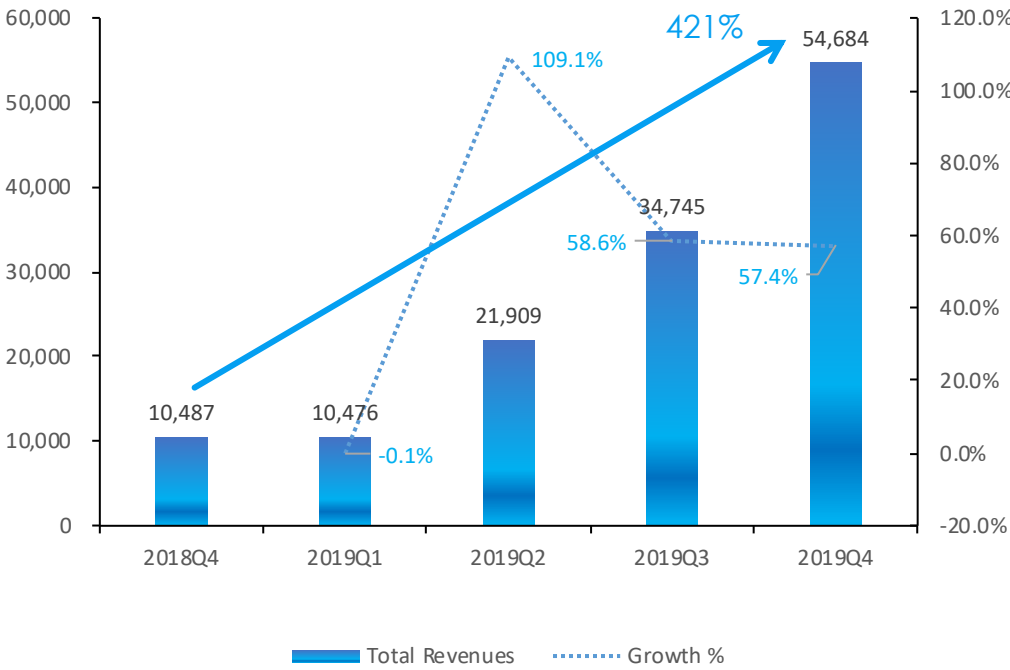
FINANCIAL OVERVIEW



Q4 2019 Financial Performance

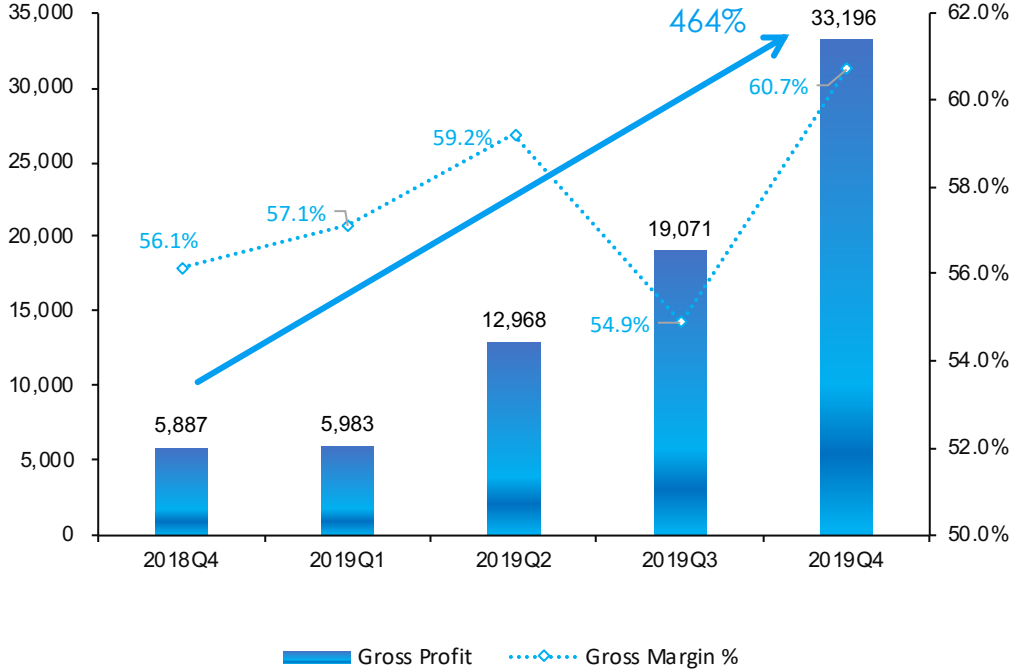
Total Revenues

RMB'000



Gross Profit

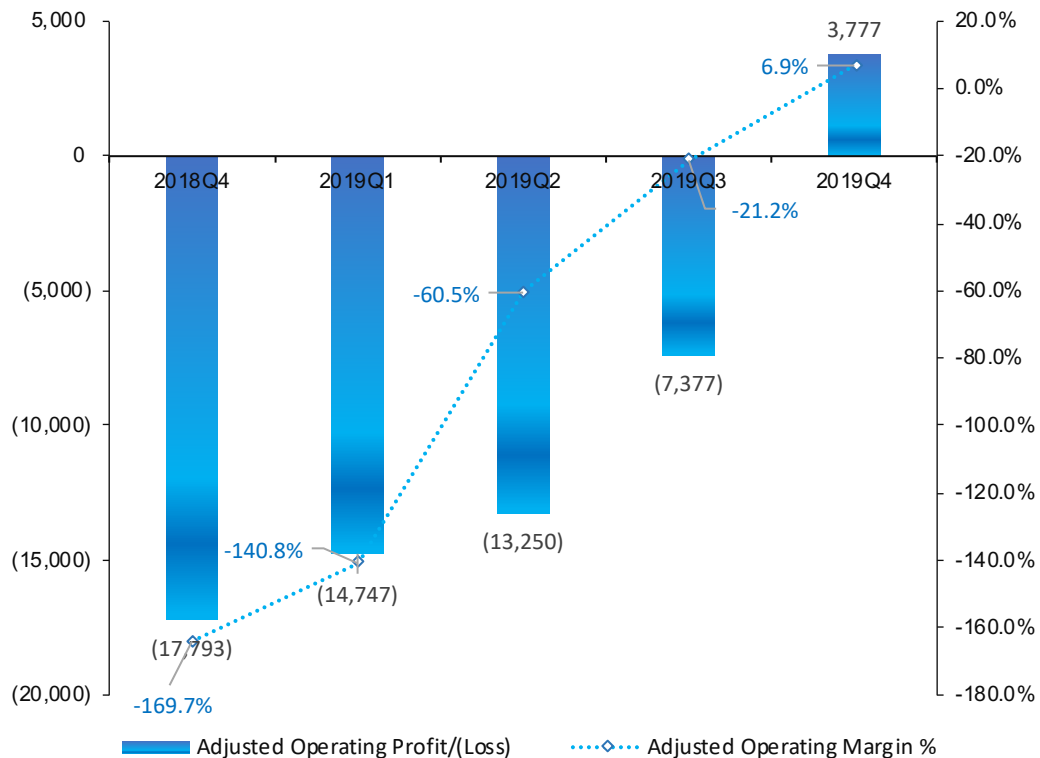
RMB'000



Q4 2019 Financial Performance

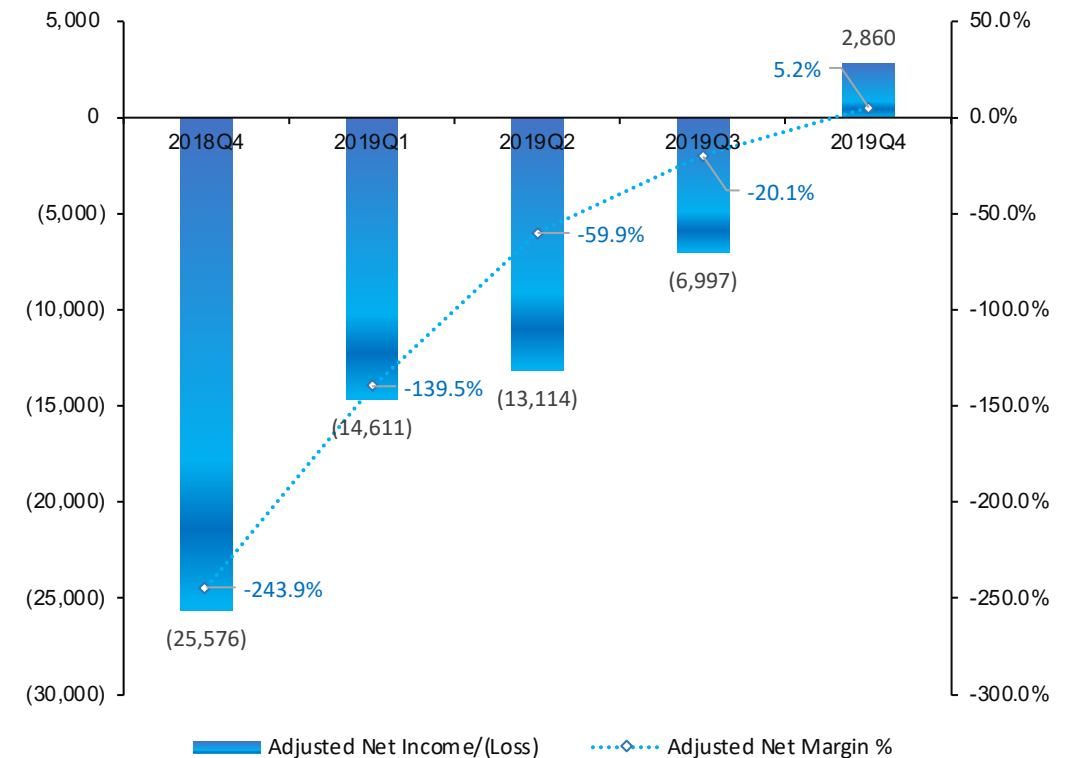
Adjusted Operating Profit / (Loss)

RMB'000



Adjusted Net Income / (Loss)

RMB'000



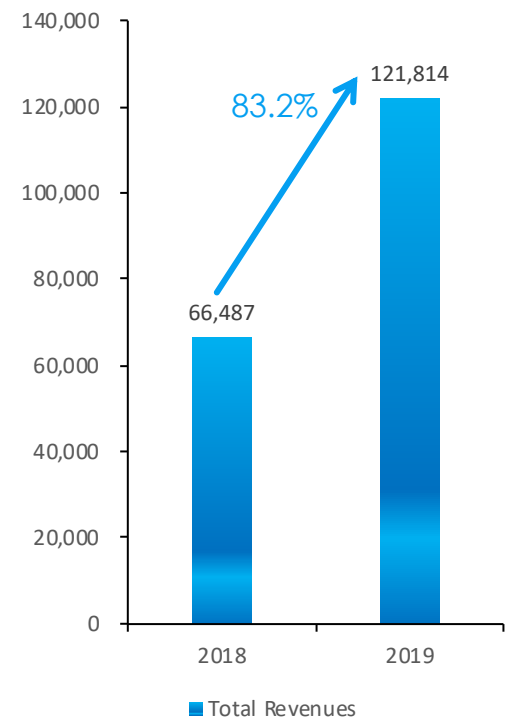
Notes:

- 1) Adjusted operating profit / (loss) is defined as operating profit / (loss) excluding share-based compensation expenses.
- 2) Adjusted net income / (loss) is defined as net income / (loss) excluding share-based compensation expenses and a one-time non-operational item.

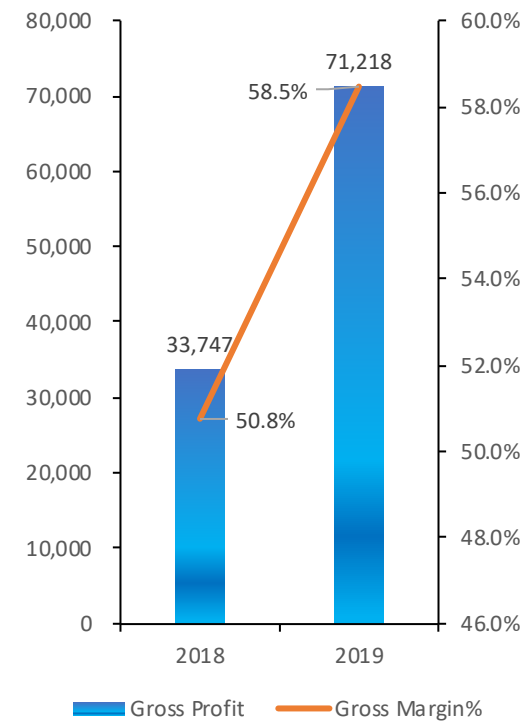
2019 Financial Performance

RMB'000

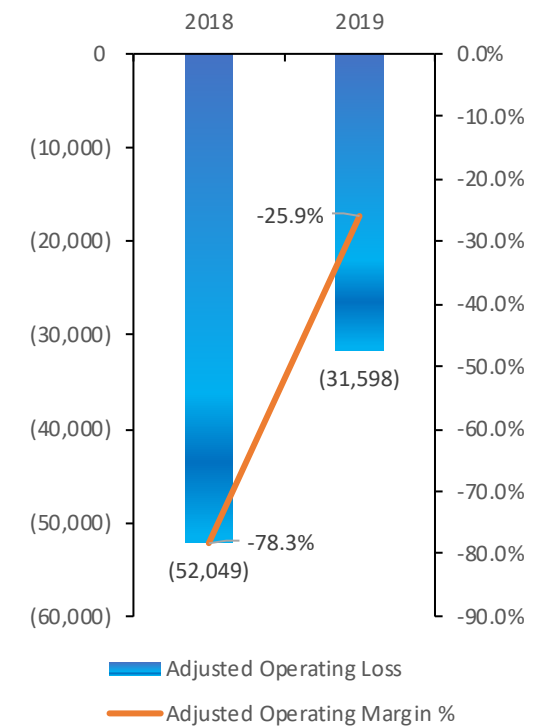
Total Revenues



Gross Profit



Adjusted Operating Loss



Note:
Adjusted operating profit / (loss) is defined as operating profit / (loss) excluding share-based compensation expenses.

Thank You

www.ehang.com

Investor Contact: ir@ehang.com