

**EHANG** | 亿航 EH | Nasdaq Listed

# EHang Holdings Limited Investor Presentation

December 2020



Seoul, Korea

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## BUSINESS OVERVIEW



# Our Mission



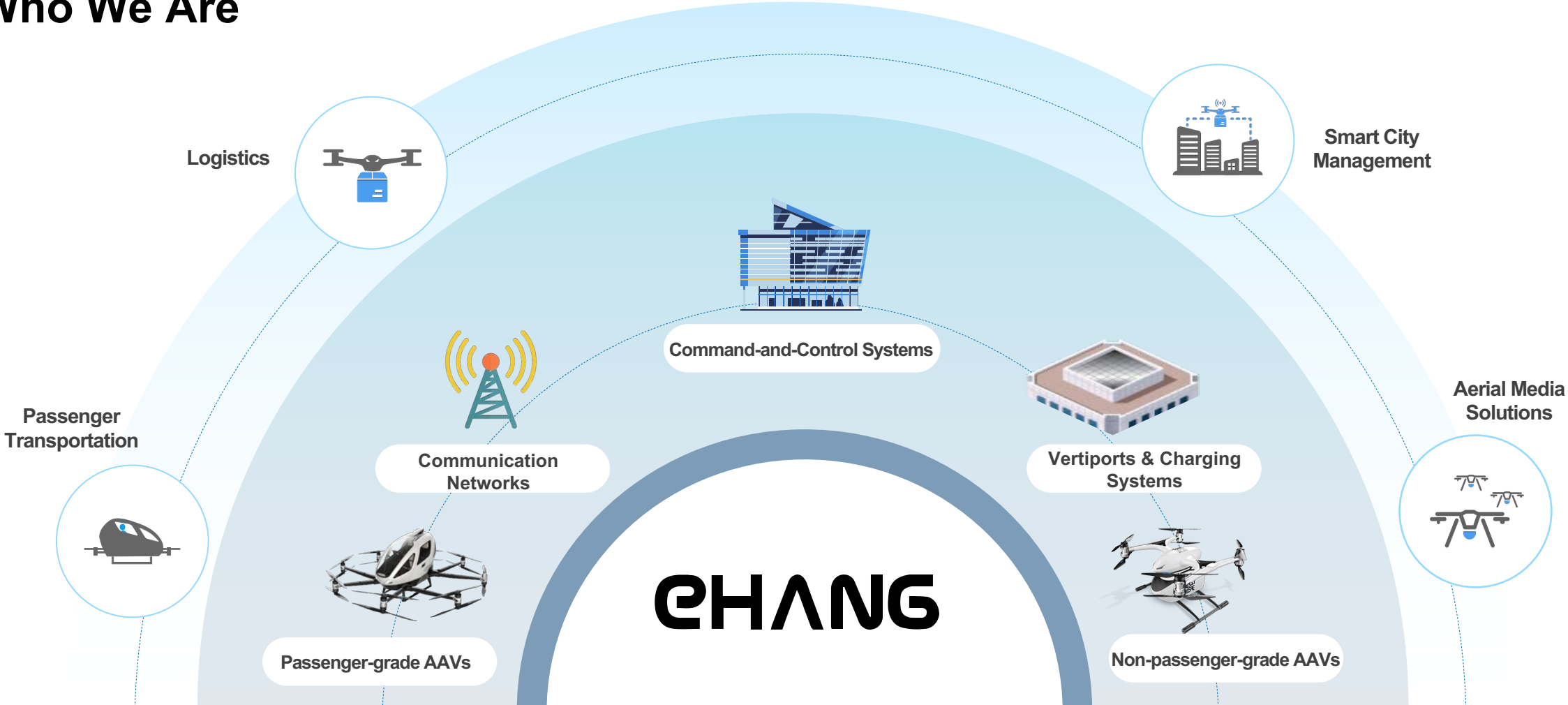
Enable **safe, autonomous** and eco-friendly  
**air mobility for everyone**

**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



**We are an Urban Air Mobility Platform Operator**

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



EH216 (Two seats)



EH216F (Firefighting)



EH216L (Logistics)



EH116 (One seat)

### Non-passenger-grade AAVs



Falcon B



GD 2.0X



V100

## AAV OPERATING PLATFORM

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

AAV Operating Systems



Command-and-control Systems



Vertiports and Charging Systems



# What is Passenger-grade AAV



**Safe and Reliable**



**Autonomous and Intelligent**



**Cluster Management Capable**



**Connected**



**Eco-friendly**

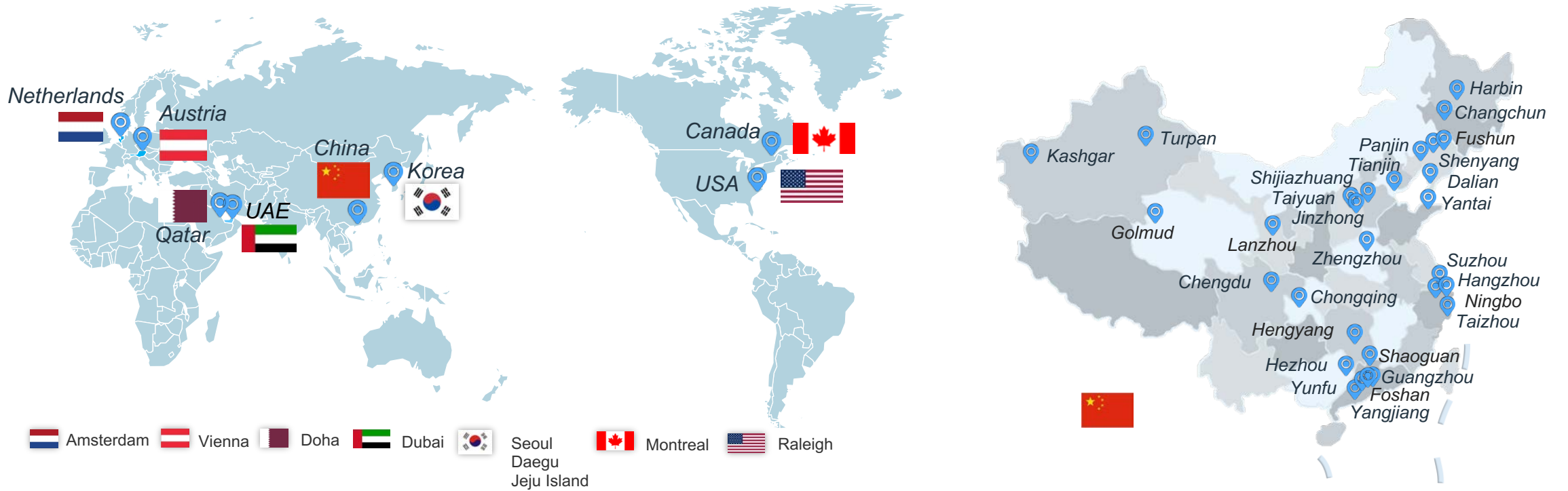
# First Mover in Commercialization of Passenger-grade AAVs





# World Flight Map of EHang Passenger-grade AAVs

38 cities from 8 countries across the globe \*



## 4 UAM Pilot Cities of EHang

- Guangzhou, China
- Linz, Austria
- Seville, Spain
- Llíria, Spain

# Industry-Leading Regulatory Breakthroughs



- The China's State Council proposes to bring the development of UAM into China's National Strategies
- China's first and only passenger-grade AAV airworthiness certification pilot company
- The world's first commercial pilot operation approval of passenger-grade AAVs for air logistics uses
- Key AAV player to cooperate with CAAC's 13 Unmanned Civil Aviation Experimental Zones in China
- The first AAV company to achieve Certificate of Unmanned Aircraft System (UAS) Safety Level II
- A member of the CAAC Special Expert Taskforce to work on AAV standards and regulations



- EHang 216 obtained Korea's first Special Certificate of Airworthiness to passenger-grade AAVs.
- It was the first AAV of its kind in Korea being officially registered under the Nationality and Registration Mark "HL008X".



- EHang 216 obtained the European first operational permit for flight testing of the passenger-grade AAVs from the Civil Aviation Authority of Norway, laying a solid foundation for future UAM operations in other European countries.



- EHang achieved the first-ever flight in the U.S. of the passenger-grade AAVs in the state of North Carolina, which is known in aviation history for the Wright Brothers initial flight there a century ago.
- It was underpinned by permit and other support from the North Carolina Department of Transportation (NCDOT) and the U.S. Federal Aviation Administration (FAA).



- EHang 216 obtained a Special Flight Operations Certificate (SFOC) issued by Transport Canada Civil Aviation (TCCA). It was the first of this kind permit for periodic operations of passenger-grade AAVs in North America.

# 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

# Use Cases – Aerial Sightseeing

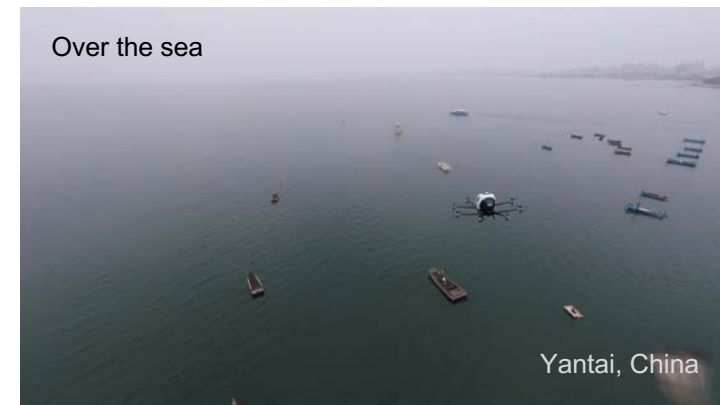
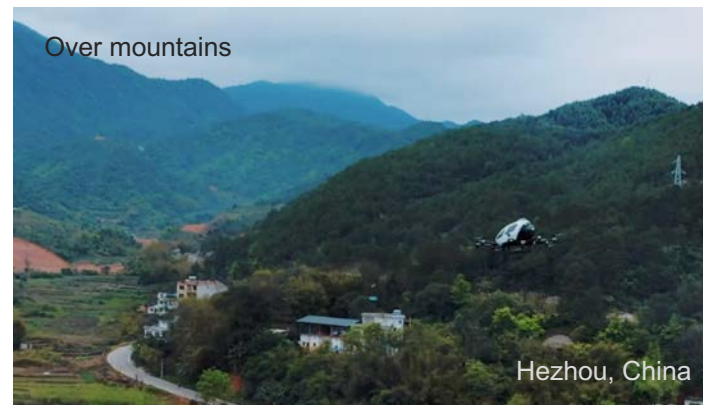
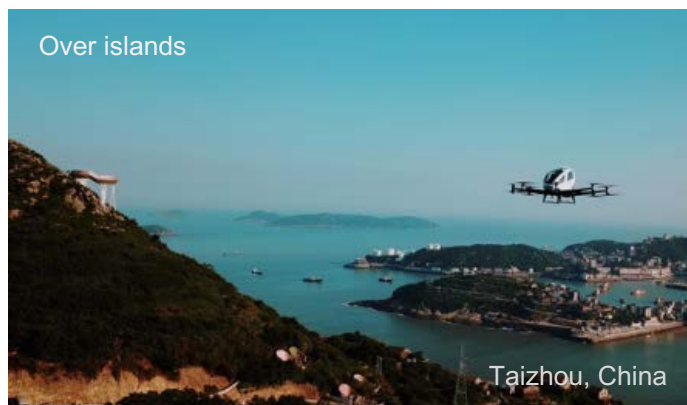
*Use Case #1: Urban Aerial Tour*



*Use Case #2: Aerial Tourism for Coastal Resort Hotel*



*Use Case #3: Scenic Resort Sightseeing*



# Use Cases – Aerial Logistics & Emergency Transport

## Aerial Logistics

**Use Case #1: Heavy-lift Cargo Transport**



**Use Case #2: Offshore O&G Platform Cargo Transport**



**Use Case #3: Urban Aerial Delivery**



## Emergency Transport

**Use Case #1: Emergency Medical Transport**



**Use Case #2: Transplant Organ Transport**



**Use Case #3: Flying Ambulance**



# Use Cases - Aerial Firefighting



## Status Quo

- China had 6,974 high-rise fires occurred in 2019, an increase of 10.6% YoY;
- Potential delays caused by traffic congestions;
- Average 50-70 meters height limit for conventional ladders and fire engines.

## Advantages of EH216F

- High-rise firefighting at 600 meters height;
- Centralized platform command-control with cluster management;
- Remote unmanned operation;
- Capacity to carry 150-liters foams with 6 extinguisher projectiles.

## Potential Market

- China's number of high-rise buildings is probably the highest in the world \*
  - ✓ 347,000 high-rise buildings (above 24 meters)
  - ✓ 6,000 super-high-rise buildings (above 100 meters)
  - ✓ 7,032 urban fire stations and 9,755 suburban fire stations in China

# Smart City Management

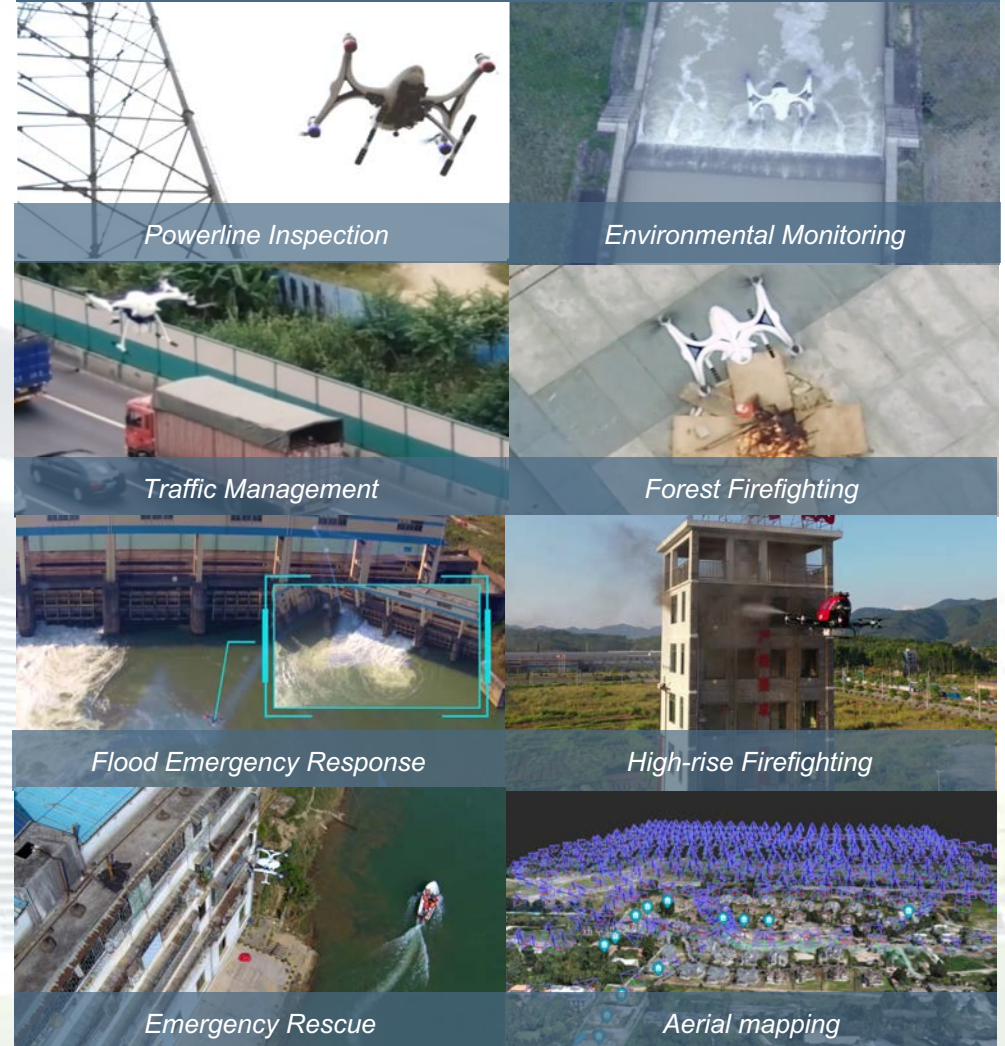
## Our Command-and-Control Center Network in China

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



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

## Smart City Management Use Cases



# Aerial Media

## Reinventing the Aerial Landscape

Large-scale outdoor aerial formations of AAVs 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

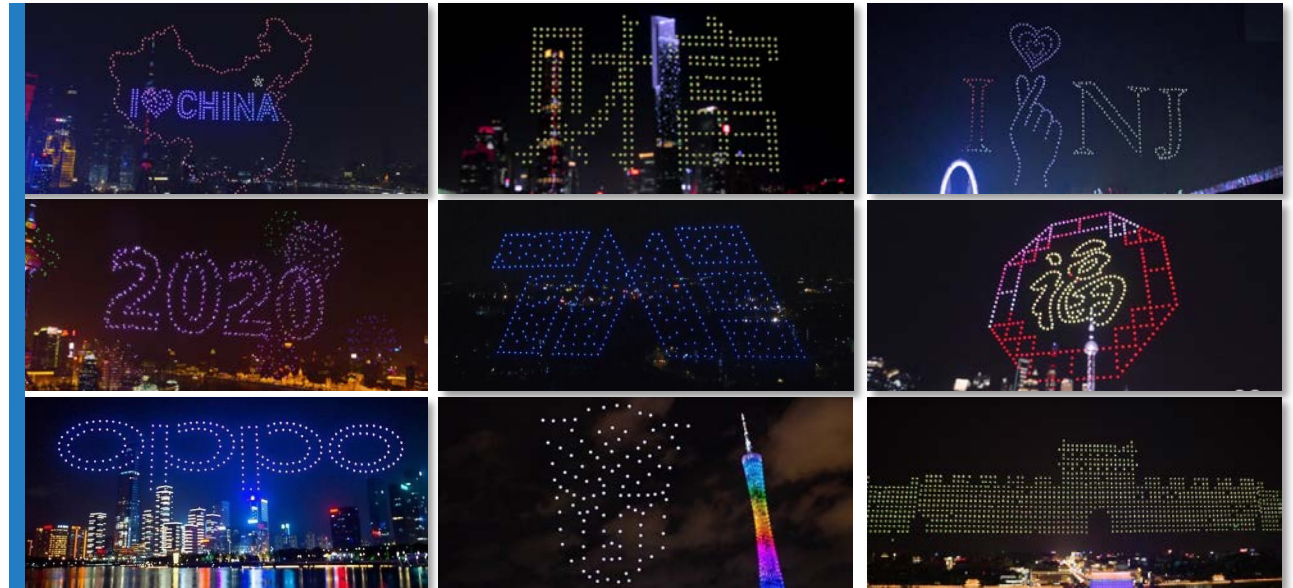
### World Record Breaking

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





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## FINANCIAL HIGHLIGHTS

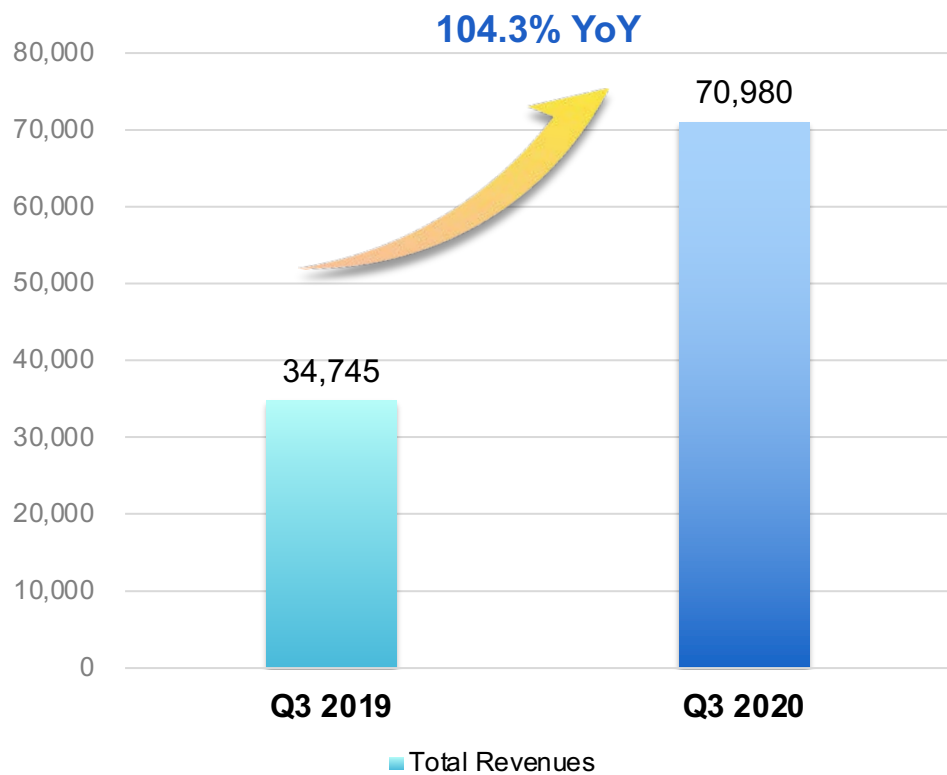


# Q3 2020 Financial Highlights

- Achieved Record High Quarterly Revenues and Gross Profit
- Maintained Stable and High Gross Margin

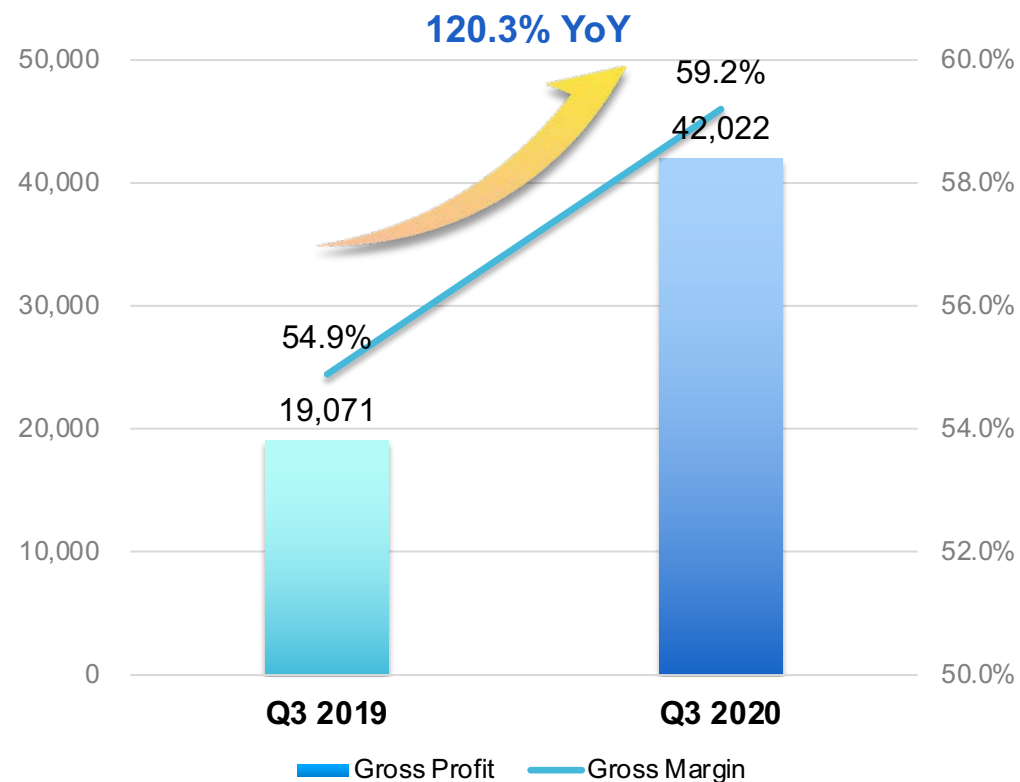
## Total Revenues

RMB'000



## Gross Profit

RMB'000

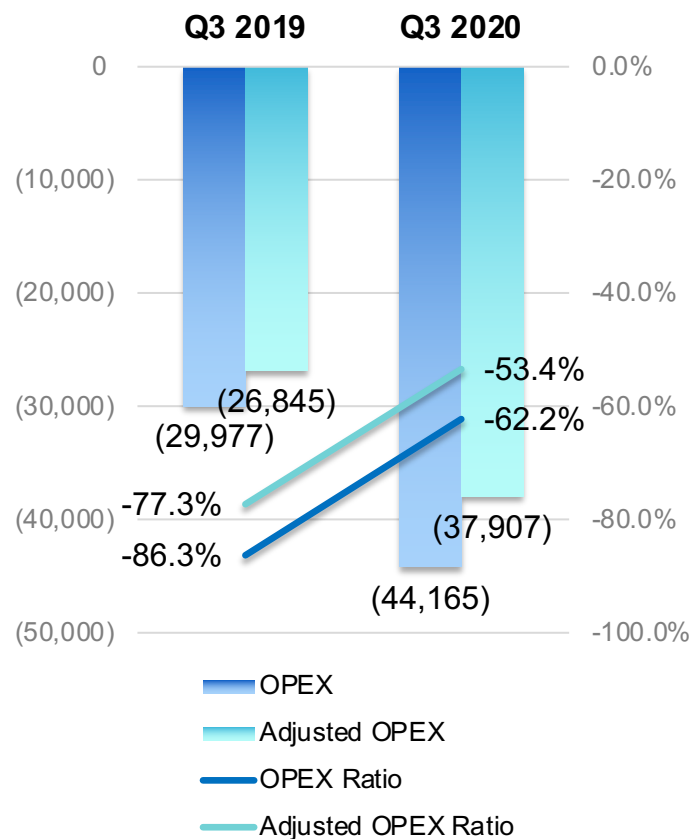


# Q3 2020 Financial Highlights

➤ *Attained Second Quarter of Adjusted Operating Profitability*

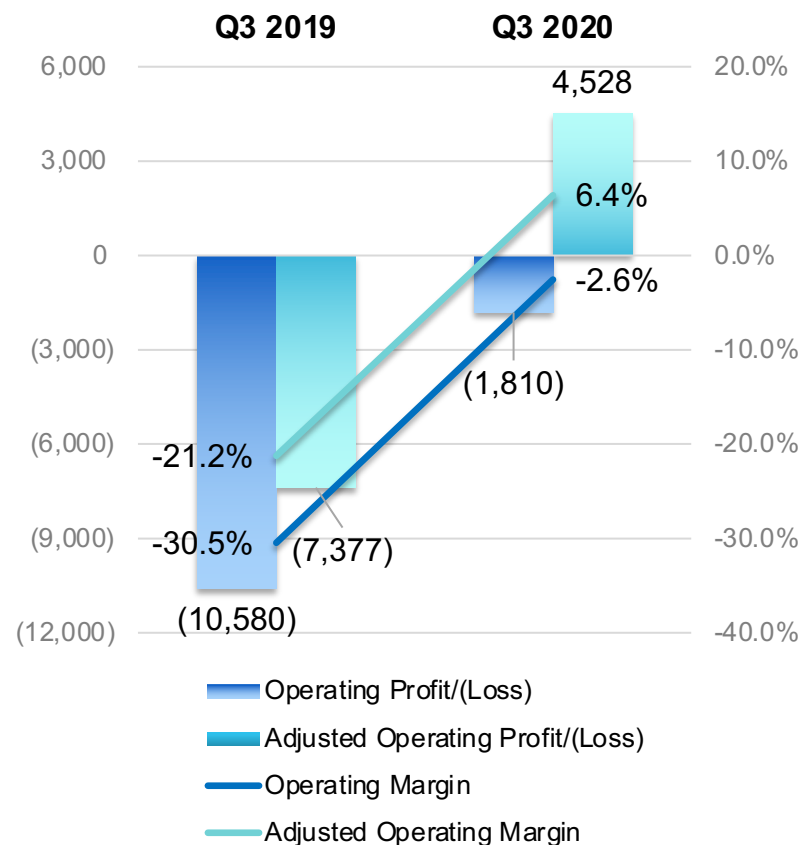
## Adjusted OPEX

RMB'000



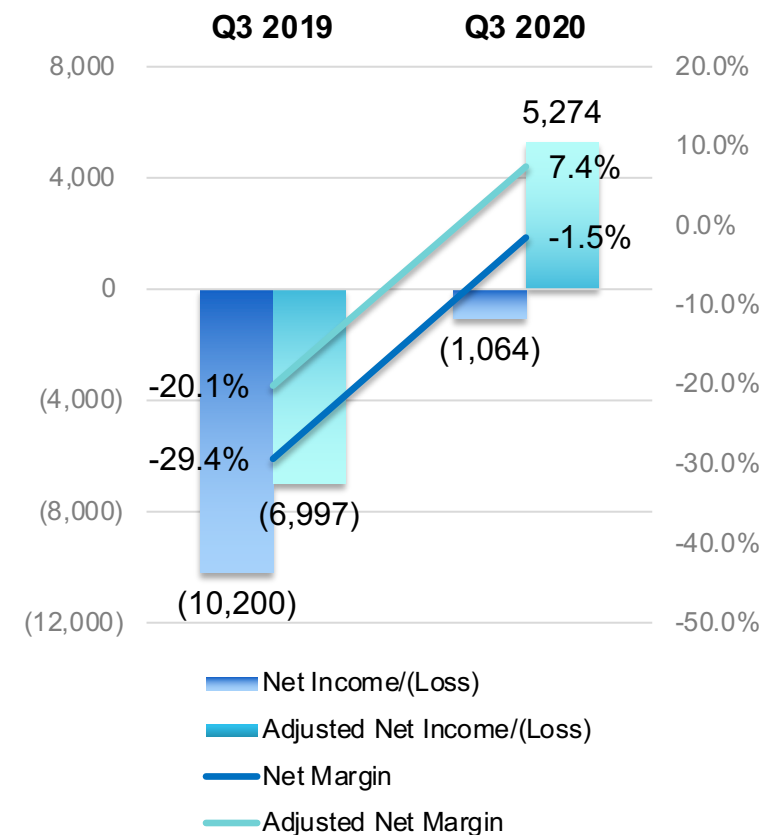
## Adjusted Operating Profit/(Loss)

RMB'000



## Adjusted Net Income/(Loss)

RMB'000



# Investment Highlights

- 1** *World's First and Only 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, Entrepreneurial Management Team*



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# *Fly into the Future*



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