

1ST QUARTER 2024 RESULTS



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ICONIC BRAND WITH RACING HERITAGE

1957

Lotus Eleven

First Le Mans Win (750cc Index Class) 1960

Type 18

First Grand Prix Win-Monte Carlo 1963

Type 25

First Formula 1 Constructors' Championship

First Formula 1 Drivers' Championship

Type 38

First INDY 500 Victory

1965

1978

Lotus Sunbeam

First World Rally Constructors' Championship

2019

Lotus

"Luxury brand of the year" at prestigious Luxury Briefing Áwards 2020

Lotus Evija

2020 MUSE Global Design Awards

2023

Lotus Eletre

2023 GQ SUV of the Year 2024

Lotus

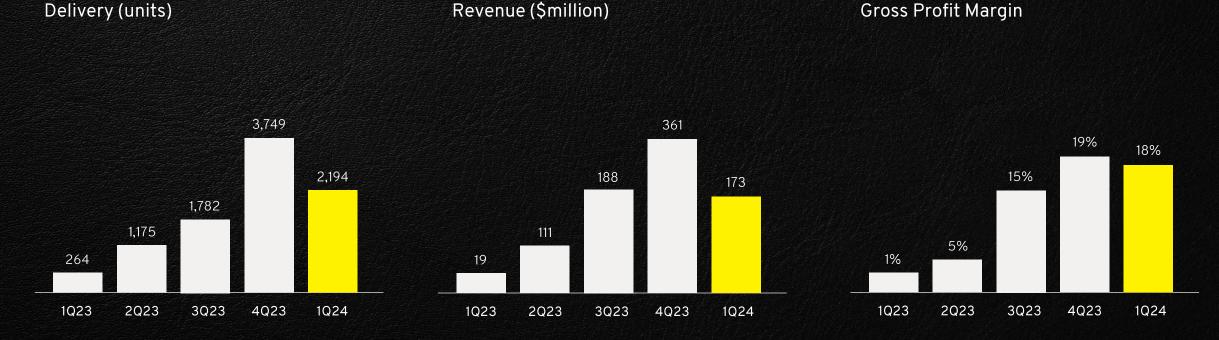
Carwow "Brand of the Year" Listing of Lotus Tech





1ST QUARTER 2024 KEY NUMBERS

- The Company achieved total revenue of \$173 million in the quarter, a year-on-year growth of 811%, with total deliveries of approximately 2,200 vehicles
- Gross profit margin of 18%, enabled by Lotus Tech's asset-light business model as well as growth in high-margin business including R&D services, accessories, etc.



Notes: Unaudited Number

5 LOTUSTECH

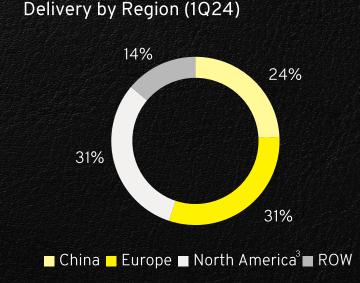
1ST QUARTER 2024 KEY NUMBERS

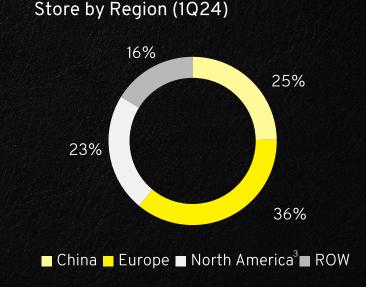
- Global markets outside China contributed over 75% of the Company's deliveries in 1Q2024
- Customer deliveries of Emira started in US in the beginning of 2024, boosting up the shares of sportscars in total deliveries in the first quarter
- With a global sales network of over 200 stores in prime locations around the world, the Company began accepting orders in more than 10 new markets in 1Q2024

52%

Lifestyle vehicles² ■ Sportscars²

Delivery¹ Breakdown (1Q24)





^{1.} Invoiced deliveries, including commissioned deliveries.

^{2.} Lifestyle model includes Eletre, Sportscar models include Emira and other models.

^{3.} North America includes the U.S. and Canada; Europe includes the UK and others; ROW includes rest of Asia, Australia, the Middle East, South Africa and parts of South America, etc.



OUR ICE SPORTSCAR EMIRA

- The most powerful four-cylinder Lotus sportscar ever
- Customer deliveries started in China and Europe in 2023
- US customer deliveries started in 102024



'CAR OF THE YEAR' 2023

> 180 mph 290 KM/H **MAX SPEED**

400 hp 298KW

POWER

BEST PERFORMANCE CAR'

UKCOTY

1,405 kg² LIGHTWEIGHT SPORTS CAR

2022

430 Nm1 **TORQUE**

'SPORTS CAR OF THE YEAR'

4.3 s1

0-62 MPH

AM

'NEW CAR OF THE YEAR' 2023

THROTTLE HOUSE

2023

1. Figure for Emira v6 models 2. In its lightest form

OUR ELECTRIC HYPER-SUV ELETRE

- Lotus' first full-electric lifestyle model
- Unveiled in 2022 and deliveries started in March 2023
- Global award-winner with outstanding performance
- Orders accepted in more than 10 new markets⁴ in the first quarter



'SUV OF THE YEAR' 2023



'THE BEST OF THE NEW'
2023

HAGERTY

"A remarkable demonstration of engineering."

<20 min

CHARGING SPEED

(10-80% CHARGE)

US\$100K+

AVERAGE MSRP

1. Figure for Eletre R models

- 2. Figure for Eletre S models
- 3. WLTP: Worldwide Harmonised Light Vehicle Test Procedure
- 4. Across the regions of Middle East, Asia and the Americas

JASON CAMISSA

ELETRA

"Completely unlike anything I've felt in any other car."

905 hp1

675KW

Auto&Design

CAR DESIGN AWARDS 'FINALIST' 2022



'BEST EV PERFORMANCE SUV AWD OF THE YEAR' 2023

THE TOPHER

"This car is seriously impressive; the interior is jaw-droppingly cool"

2.95 s1

0-100 KM/H 0-62 MPH 600 km²

TARGET RANGE (WLTP3 COMBINED CYCLE)

OUR ELECTRIC HYPER-GT EMEYA

- Lotus' second BEV model and the first four-door hyper-GT
- Debuted in September 2023 and delivery commenced in March 2024
- Highly rated by industry and warmly received by customers
- Orders are now being accepted in the European countries

TOPGEAR

"Watch out Porsche Taycan; Lotus Emeya revealed as twin-motor, four-door GT."

MARQUES BROWNLEE

"A luxury GT absolutely loaded with tech that I really like."

CAR DESIGN NEWS

"The launch of Emeya brings the company closer to its sports car roots... to continue boosting sales as Lotus redefines itself as an EV manufacturer."

US\$100K+

AVERAGE MSRP

18 min¹

CHARGING SPEED (10-80% CHARGE)

905 hp¹ 675KW

Treesenson of the

0-1

2.8 s¹ 0-100 KM/H 0-62 MPH

WALLPAPER

"An electric car with striking lines."

AUTOTRADER

"A GT that's straight out of the supercar playbook."

HYPEBEAST

"Designed to set a new standard for luxury and performance in the electric vehicle market."

150 km¹

RANGE WITH 5 MINS OF CHARGING TIME

OUR ELECTRIC HYPERCAR EVIJA

- Ultra-luxury model with customization and performance tuning potential
- One of the most powerful cars to enter series production
- Runs 3rd-fastest Nürburgring time ever
- Customer deliveries started in 102024

TOP GEAR

"Lotus' brutal Evija X has just set the third fastest-ever Nürburgring lap time."

AUTOCAR

"The Lotus engineering team continues to push the boundaries of what's possible with the Evija and the world's most powerful EV powertrain."

JALOPNIK

"1,984-HP Lotus Evija X EV Is Here To Destroy Lap Records."





The One to Watch, 2021 Electric Awards



Product Design of the Year, 2021

MUSE

Transportation. 2020 Global Design Awards



Lotus Evija X Runs Third-Fastest Nürburgring Time Ever

CHAPMAN BESPOKE, LAUNCHED AT BEIJING AUTO SHOW



EMEYA 繁花绽放
EMEYA BLOSSOM COLLECTION

中国市场限量发行31台

人民币 1,368,000元起

LOTUS®

EMEYA STATE

LOTUS CHAPMAN BESPOKE

ONE-OF

Create the unique Lotus that your heart desires

COLLECTION

Limited-edition designs in collaboration with global artists

- Prestige Chapman Bespoke services proudly launched
- Bespoke services bolster the unique scarcity of the brand, thereby further amplifying its worth

TAILOR-MADE

Stamp your individuality with exclusive personal touches

CHAPMAN BESPOKE, LAUNCHED AT BEIJING AUTO SHOW



Collection - Lotus Evija Fittipaldi



Collection - Lotus Emeya Blossom

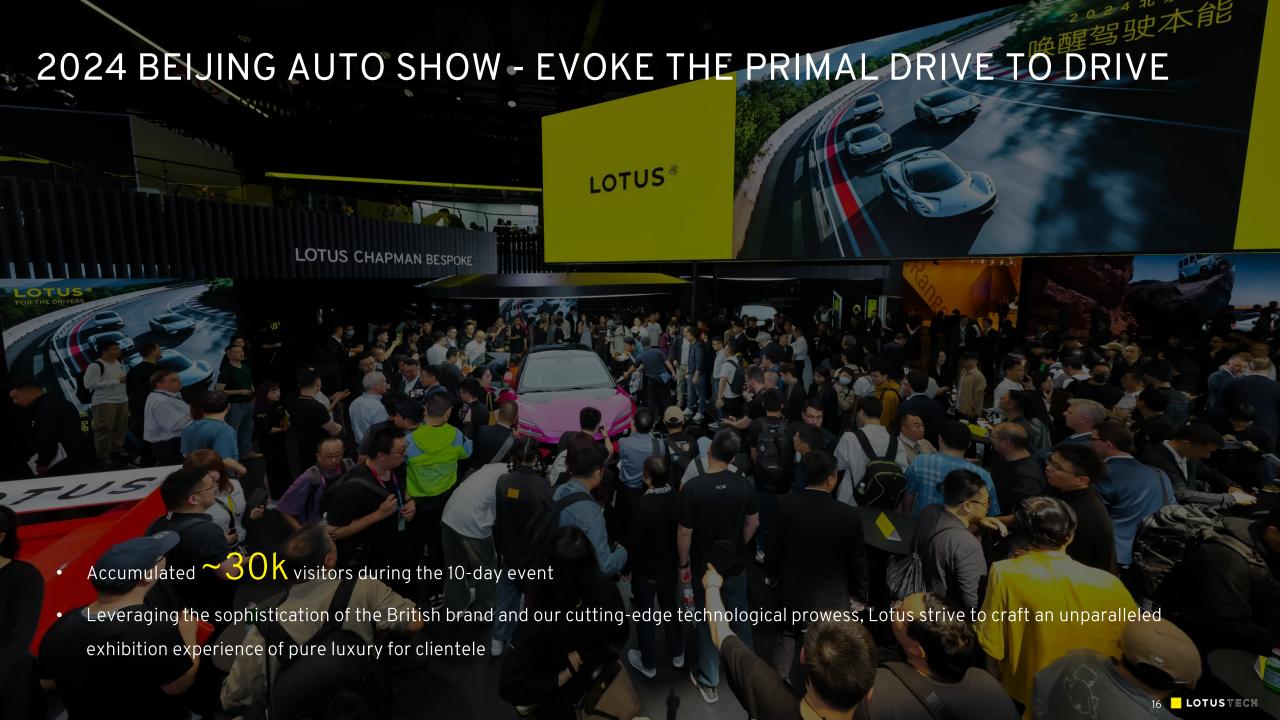


Tailor Made - Lotus Eletre Type 79

CONTINUED EXPANSION OF PREMIUM CHARGING STATIONS



CUSTOMER CONNECTION AND ENGAGEMENT Social Media Engagement Live Viewing Numbers **Guest Satisfaction** Lotus Day kicks off year-round Lotus customer engagement fostering racing culture and inspiring driving passion In 2024 Lotus Day: Evija Fittipaldi limited-edition debuted track driving in China Racecar Type 66 2nd public display, a dream design from half a century ago come to reality Emeya delivery commenced Immersive experience of professional racer training and track race 15 LOTUSTECH



GLOBAL MARKETING

- Tokyo Auto Salon (JP)
- Salon Prive London (UK)
- Riyadh Auto Show (SA)
- Egypt Eletre Launch (EG)
- Goodwood Media Day (UK)
- Scotland Media Drive (UK)
- Emira Media Drive + Hethel tour (EU)
- Emira Media Drive (US)





GLOBAL SALES NETWORK & MANUFACTURING ARRANGEMENTS

- Lotus Tech is responsible for the global distribution of the Lotus brand vehicles, inclusive of the lifestyle BEVs¹ and the Sportscars² to worldwide network
- Global manufacturing capabilities in Hethel (UK) and Wuhan (China)



^{1.} Lifestyle BEVs: includes Eletre, Emeya, and other future models 2. Sportscars: including Evija, Emira, and certain other future models

WORLD-CLASS R&D CAPABILITIES SUPPORTED BY DEDICATED CENTRES



Lotus Technology Creative Centre Coventry, UK Design, future vehicle concepts





Shanghai, China Global system integration & network security



Lotus Technology Research Institute Ningbo, China Electric architecture, charging & power system

Lotus Technology Innovation Centre Frankfurt, Germany

Innovative vehicle technologies and architecture, regional application



RECOGNITION FROM THE INDUSTRY



'LUXURY BRAND OF THE YEAR' 2019



LOTUS TRACK
DIGITAL COCKPIT APPLICATIONS 2024



ELETRE: 'SUV OF THE YEAR' 2023



'PRODUCT DESIGN OF THE YEAR' 2021



HYPER OS: 'SMART BEST AWARDS' 2024



DESIGN TEAM: 'BEST COLLABORATION AWARD' 2024



EMIRA: 'NEW CAR OF THE YEAR AWARD' 2023



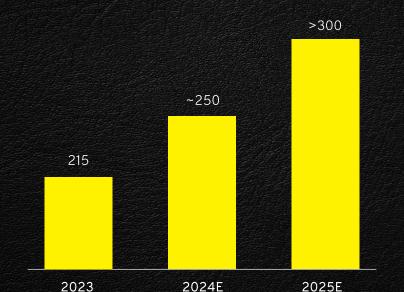
LOTUS DC FLASH CHARGER EV CHARGER 2024



'BRAND OF THE YEAR'
'PLEASURE OF DRIVING AWARD'
2024

EXPANDING GLOBAL PRESENCE AND MARKET PENETRATION

Continue to Expand Global Presence -Lotus Global Point of Sales

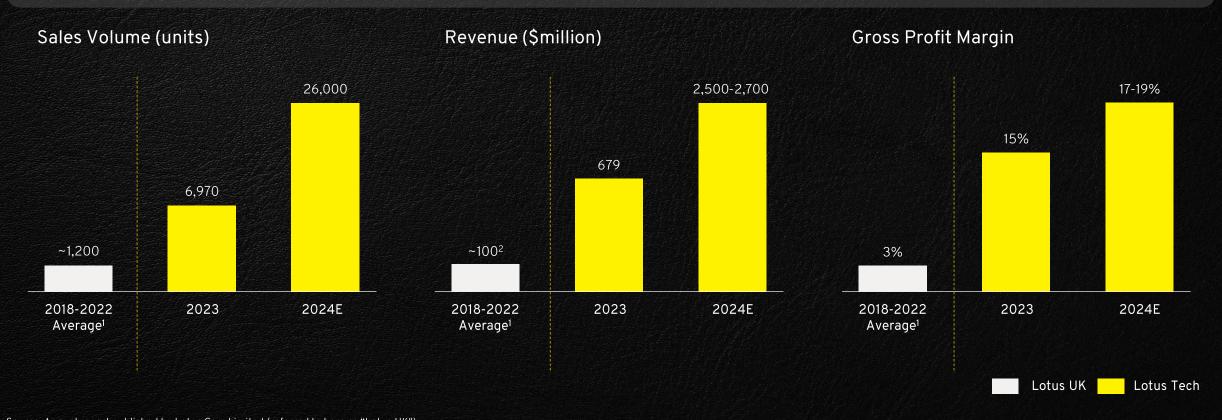


Growing Penetration in Expanding Global Sales Network -Model Availability as a Percentage of Stores¹



2024 - A YEAR OF GROWTH

- Transformation to an intelligent luxury mobility provider, with BEV models to drive surging volume and profit margin improvement
- Expect to achieve threefold year-on-year increase in deliveries in 2024, further nurturing our client base with 4 models in delivery
- Keep improving operational efficiency and sales per store



1ST QUARTER 2024 KEY FINANCIALS

| US\$, all amounts in millions, unaudited | 1Q2024 | 1Q2023 | % Change (YoY) | FY2023 |
|---|--------|--------|----------------|--------|
| Deliveries ¹ (in units) | 2,194 | 264 | 731% | 6,970 |
| Revenue | 173 | 19 | 811% | 679 |
| Cost of revenues | (143) | (19) | 653% | (577) |
| Gross profit | 30 | 0.2 | | 102 |
| Gross profit margin (%) | 18% | 1% | 17% | 15% |
| Net Loss | (258) | (160) | 61% | (750) |
| Adjusted EBITDA ² | (204) | (154) | 32% | (693) |

^{1.} Invoiced deliveries, including commissioned deliveries

^{2.} Non-GAAP measure. See "Non-GAAP Financial Measures" and "Appendix – Unaudited Reconciliation of GAAP and Non-GAAP results (Adjusted Net Loss & Adjusted EBITDA)" for details and a reconciliation of adjusted metrics to the nearest GAAP measure.



LOTUS TECH 2023 ESG REPORT SHOWCASING ESG COMMITMENT

TRANSITION TO CLEAN MOBILITY 91.4% material recyclability rate of Emeya Advanced sustainable materials including WYRON Two years carbon accounting covering over 100 sites truecycled®, Alcantara, etc.

LEADING WITH INTEGRITY

- Independent third-party ESG report verification by TÜV NORD
- 100% suppliers signed the Code of Conduct with supply chain ESG management system using blockchain technology



DRIVING CHANGE TOWARDS EXCELLENCE



Proud participant of UNGC

Supporter of IFRS Sustainability Disclosure Standards



Lead EV industry in Reuters Vision 2045 Campaign with $150\,\mathrm{k}$ views



Gold certification of LEED

awarded to Lotus Tower, Shanghai



National level "Green Factory" in China awarded to Lotus Global Smart Factory



100% renewable energy utilization

in Germany and partial office space in London

DRIVING CHANGE FOR THE NEXT GENERATION AND OUR PLANET

"Guided by our ESG "Driving Change" vision, we are committed to implementing global initiatives to achieve sustainable, inclusive and equitable growth. In addition to delivering eco-friendly, intelligent products and experiences to our drivers worldwide, we will strive to collaborate with our partners including our employees, suppliers, customers, and community to create a greater sustainable impact for all."

— Alexious Lee, Chairman of ESG Committee

100%

Electric portfolio by 2028

Carbon Neutral

Across the entire value chain by 2038

Responsible

Top rankings of sustainability performance





LEADING PRODUCT PORTFOLIO

| | | Launch year | MSRP (US\$)1 | Exp. annual sales volume ² |
|-------------------|--|-------------|--------------|---------------------------------------|
| | Evija ³ (BEV Sports car) | 2019 | 2,200,000+ | 25 |
| | Emira ⁴ (ICE Sports car) | 2021 | 85,000+ | 5k-6k |
| All new | Eletre (BEV SUV) | 2022 | 100,000+ | 40k-50k |
| All new models at | Emeya (BEV Sedan) | 2023 | 100,000+ | 30k-40k |
| after 2022 | Type 134 (BEV SUV) | 2025 | 70,000+ | 70k-80k |
| are BEVs | Type 135 (BEV Sportscar) | 2026 | 95,000+ | 10k-15k |

Source: Company information, management estimates

^{1.} Average Manufacturer's Suggested Retail Price (MSRP)
2. Forecasted annual sales volume in years when production level and sales volume are relatively stable: Evija (~2023 onwards), Emira (~2024 onwards), Eletre (~2026 onwards), Emeya (~2028 onwards), Type 134 (~2030 onwards), Type 135 (~2030 onwards)

^{3.} Developed and launched by Lotus UK

^{4.} Originally released as the last ICE car by Lotus UK, the Emira is expected to be converted to BEV from 2027 onwards

LONG TERM GROWTH SUPPORTED BY STRATEGIC PARTNERS



- Iconic Brand and Heritage
- Pioneer in Advanced Auto Technology
- Well-balanced Global Presence
- The Only Geely-affiliated Brand with Sportscar DNA

GEELY

- Procurement and Supply Chain
- Manufacturing Support
- Incubation and Human Capital Support
- Ancillary Revenue to Geely's Group of Companies

L CATTERTON

- Consumer Insights
- Brand Building Expertise
- Strategic Relationships with LVMH and Financière Agache (formerly known as Groupe Arnault)
- Capital Markets Credibility

VISION80 - A LONG-TERM BUSINESS TRANSFORMATION STRATEGY





Build distribution, launch models, drive volume, aftermarket services

Technology-related growth

IP licensing, intelligent cabin, autonomous driving, fast charging solutions

Ecosystem-related growth

Gross Profit Margin

Lifestyle products, customised premium services, in-car purchases

2018

2019

2020

2021

2022

2023

2024

2025

2026

2027

2028

Source: Oliver Wyman, LLC, Company information, Management estimates 1. Industry data estimate from OliverWyman





INTEGRATED SYSTEMS AND VEHICLE DYNAMICS POWERED BY 800V EPA

Chassis & Dynamics



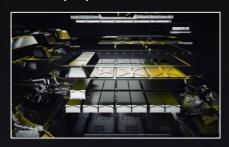
- 5 link suspension, RWS¹, ARC¹
- Digital integrated chassis control system

EDS Motor & E-drivetrain



- Up to 905 hp with 985 Nm
- Dual speed transmission

Battery System



- 800V technology with intelligent heat management operating system
- 112kWh battery pack capacity

Hyper Intelligent EE **Architecture Connectivity**



- High speed 1G bps ethernet, 5G, V2X connectivity
- LOTUS Hyper OS

Super Charging



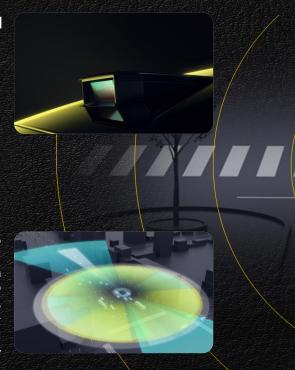
- Range of up to 600 km
- 10-80% charge in 20 min



LEADING INTELLIGENT DRIVING CAPABILITIES

Hardware Embedded

State of the art in terms of hardware readiness 4 LiDARs, 7 HD Cameras, 6 long/short range millimeter radars, 12 ultrasonic radars



E2E Platform Capability

ADAS software and feature upgradable, given fully embedded L4 hardware capability

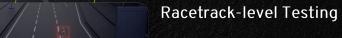
Perception Coverage

360° (5x) perception coverage with LiDARs, HD cameras, radars and USS (ultrasonic sensor system) redefining travel safety





500 - 1000 TOPS powered by dual NVIDIA Orin X chips



Built and tested under race track conditions and high speed for extreme processing and decision



UNAUDITED CONSOLIDATED BALANCE SHEETS

| US\$, All amounts in thousands | As | of | | As | of |
|---|--------------|--------------|--|--------------|--------------|
| | Mar 31, 2024 | Dec 31, 2023 | | Mar 31, 2024 | Dec 31, 2023 |
| ASSETS | | | LIABILITIES, MEZZANINE EQUITY AND SHAREHOLDERS' EQUITY (DEFICIT) | | |
| Current assets: | | | Current liabilities: | | |
| Cash | 232,859 | 418,941 | Short-term borrowings – third parties | 462,801 | 226,772 |
| Restricted cash | 275,657 | 7,873 | Accounts payable – third parties | 50,418 | 20,123 |
| Securities pledged to an investor | 187,568 | | Accounts payable – related parties | 394,185 | 340,419 |
| Accounts receivable – third parties, net | 78,293 | 76,664 | Contract liabilities – third parties | 62,118 | 44,184 |
| Accounts receivable – related parties, net | 67,784 | 22,430 | Contract liabilities – related parties | 227 | |
| Inventories | 368,514 | 265,190 | Operating lease liabilities – third parties | 16,186 | 16,760 |
| Prepayments and other current assets – third parties, net | 87,961 | 63,870 | Accrued expenses and other current liabilities – third parties | 412,910 | 419,422 |
| Prepayments and other current assets – related parties, net | 34,085 | 28,744 | Accrued expenses and other current liabilities – related parties | 303,669 | 290,686 |
| Total current assets | 1,332,721 | 883,712 | Exchangeable notes | | 378,638 |
| | | | Convertible notes | | 20,277 |
| Non-current assets: | | | | | |
| Restricted cash | 1,154 | 321 | Total current liabilities | 1,702,514 | 1,757,281 |
| Investment securities – related parties | 2,063 | 3,326 | | | |
| Securities pledged to an investor | 309,613 | | | | |
| Loans receivable from a related party | 202,969 | | | | |
| Property, equipment and software, net | 352,329 | 354,617 | | | |
| Intangible assets | 116,359 | 116,360 | | | |
| Operating lease right-of-use assets | 168,442 | 173,103 | | | |
| Other non-current assets – third parties | 55,146 | 50,533 | | | |
| Other non-current assets – related parties | 2,701 | 2,706 | | | |
| Total non-current assets | 1,210,776 | 700,966 | | | |
| Total assets | 2,543,497 | 1,584,678 | | | |

UNAUDITED CONSOLIDATED BALANCE SHEETS (CONT'D)

| US\$, All amounts in thousands | As | of | | A: | s of |
|---|--------------|--------------|--|--------------|--------------|
| | Mar 31, 2024 | Dec 31, 2023 | | Mar 31, 2024 | Dec 31, 2023 |
| Non-current liabilities: | | | MEZZANINE EQUITY: | | |
| Contract liabilities - third parties | 6,468 | 6,245 | Series Pre-A Redeemable Convertible Preferred Shares | | 184,509 |
| Operating lease liabilities – third parties | 88,268 | 91,929 | Series A Redeemable Convertible Preferred Shares | - | 199,021 |
| Operating lease liabilities – related parties | 11,735 | 12,064 | Total mezzanine equity | | 383,530 |
| Put option liabilities – third parties | 169,808 | | | | |
| Put option liabilities – related parties | 38 | 11,884 | SHAREHOLDERS' EQUITY (DEFICIT) | | |
| Exchangeable notes | 76,371 | 75,678 | Ordinary shares | 7 | 21 |
| Convertible notes | 80,692 | 81,635 | Additional paid-in capital | 1,848,517 | 358,187 |
| Warrant liabilities | 7,287 | | Accumulated other comprehensive income | 23,677 | 25,267 |
| Deferred income | 270,396 | 270,097 | Accumulated deficit | (1,846,642) | (1,588,773) |
| Other non-current liabilities – third parties | 108,560 | 103,403 | | | |
| Other non-current liabilities – related parties | 1,561 | 1,634 | Total shareholders' equity (deficit) attributable to ordinary shareholders | 25,559 | (1,205,298) |
| | | | Noncontrolling interests | (5,760) | (5,404) |
| Total non-current liabilities | 821,184 | 654,569 | Total shareholders' equity (deficit) | 19,799 | (1,210,702) |
| | | | | | |
| Total liabilities | 2,523,698 | 2,411,850 | Total liabilities, mezzanine equity and shareholders' equity (deficit) | 2,543,497 | 1,584,678 |

UNAUDITED CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS

| US\$, All amounts in thousands | For the Three | Months Ended | | For the Three | Months Ended |
|---|---------------|--------------|--|---------------|--------------|
| | Mar 31, 2024 | Mar 31, 2023 | | Mar 31, 2024 | Mar 31, 2023 |
| Revenue | 173,082 | 19,121 | Loss before income taxes | (258,083) | (159,664) |
| Cost of revenues | (142,768) | (18,944) | Income tax benefit (expense) | (142) | 89 |
| Gross profit | 30,314 | 177 | Net loss . | (258,225) | (159,575) |
| | | | Less: Net loss attributable to noncontrolling interests | (356) | (1,918) |
| Operating expenses | | | Net loss attributable to ordinary shareholders | (257,869) | (157,657) |
| Research and development expenses | (104,692) | (65,494) | Accretion of Redeemable Convertible Preferred Shares | (2,979) | (7,248) |
| Selling and marketing expenses | (103,489) | (51,776) | Net loss available to ordinary shareholders | (260,848) | (164,905) |
| General and administrative expenses | (56,970) | (45,284) | Loss per ordinary share Basic and diluted | (0.47) | (0.35) |
| Government grants | 1,519 | 605 | Weighted average # of ordinary shares outstanding used in computing net loss per ordinary share Basic and diluted | 558,429,003 | 474,621,603 |
| Total operating expenses | (263,632) | (161,949) | | | |
| | | | Net loss | (258,225) | (159,575) |
| Operating loss | (233,318) | (161,772) | | | |
| Interest expenses | (3,947) | (434) | Other comprehensive loss: | | |
| Interest income | 1,665 | 2,769 | Fair value changes of mandatorily redeemable noncontrolling interest, exchangeable notes and convertible notes due to instrument-specific credit risk, net of nil income taxes | (175) | (1,042) |
| Investment loss, net | (1,394) | (2,163) | Foreign currency translation adjustment, net of nil income taxes | (1,415) | (7,037) |
| Share of results of equity method investments | 201 | (465) | Total other comprehensive loss | (1,590) | (8,079) |
| Foreign currency exchange gains (losses), net | (6,667) | 3,062 | | | |
| Changes in fair values of mandatorily redeemable noncontrolling interest, exchangeable notes and convertible notes, excluding impact of instrument-specific credit risk | 8,404 | (2,535) | Total comprehensive loss | (259,815) | (167,654) |
| Changes in fair values of warrant liabilities | 4,853 | | Less: Total comprehensive loss attributable to noncontrolling interests | (356) | (1,918) |
| Changes in fair values of put option liabilities | (27,880) | 1874 | Total comprehensive loss attributable to ordinary shareholders | (259,459) | (165,736) |

UNAUDITED RECONCILIATION OF GAAP AND NON-GAAP RESULTS (ADJUSTED NET LOSS & ADJUSTED EBITDA)

| US\$, All amounts in thousands | For the Three | Months Ended |
|-----------------------------------|---------------|--------------|
| | Mar 31, 2024 | Mar 31, 2023 |
| Net loss | (258,225) | (159,575) |
| Share-based compensation expenses | 35,323 | |
| Adjusted net loss | (222,902) | (159,575) |
| | | |
| Net loss | (258,225) | (159,575) |
| Interest expenses | 3,947 | 434 |
| Interest income | (1,665) | (2,769) |
| Income tax expense (benefit) | 142 | (89) |
| Depreciation | 16,174 | 7,604 |
| Share-based compensation expenses | 35,323 | |
| Adjusted EBITDA | (204,304) | (154,395) |

