



**VIOMI 云米<sup>®</sup>**

— AI + IoT @ Home —

## 2H&FY 2023 Results Presentation

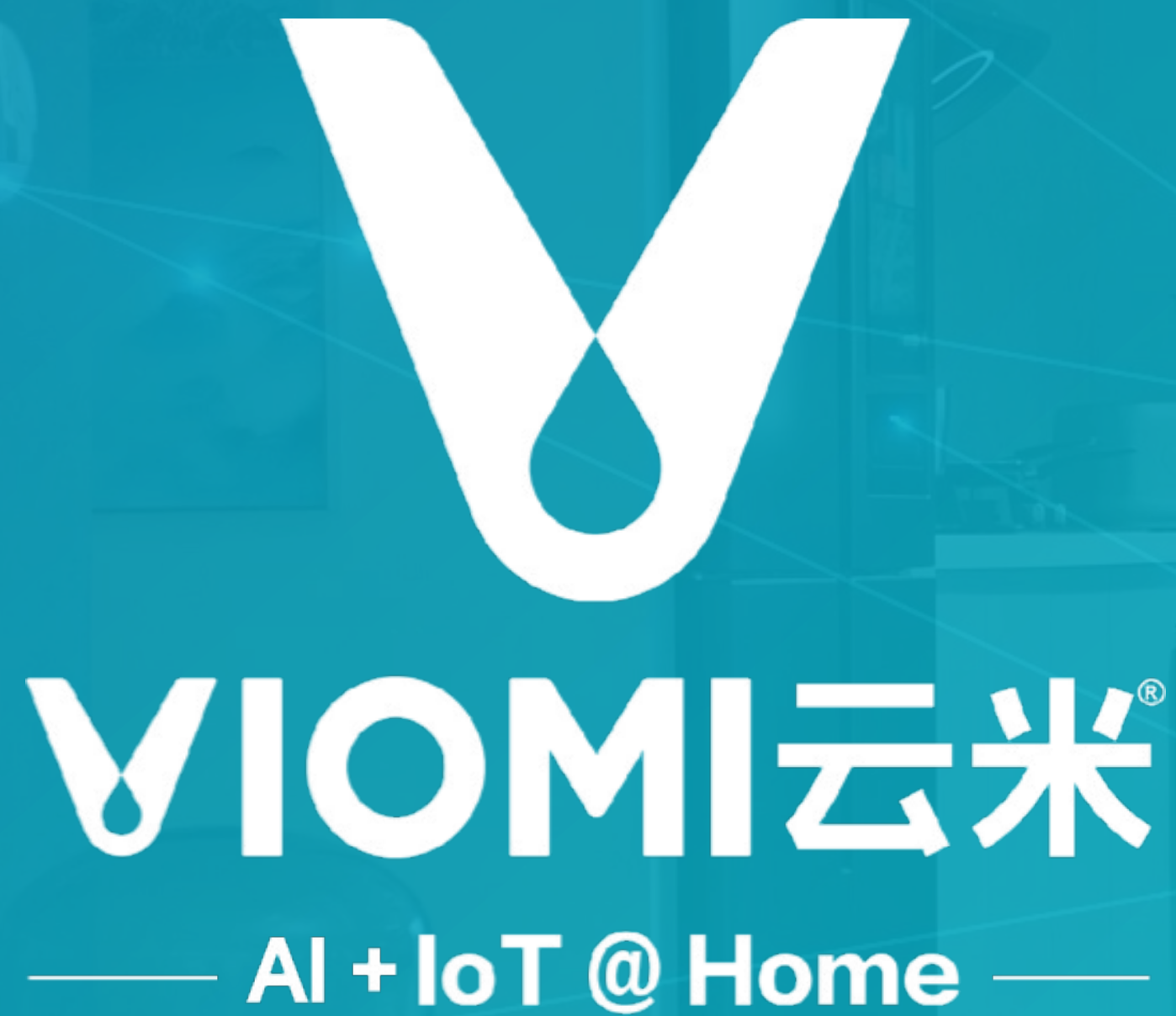
March 2024



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## Agenda

1. Financial and Operating Highlights
2. Recent Developments
3. Appendix

# 2H 2023 Financial Highlights

Net Revenues

RMB1,189.0 MM

Gross Profit Margin

23.8%  
(+2.2% y-o-y)

Cash Assets<sup>(1)</sup>

RMB927.9 MM



Note  
1. Cash assets include cash and cash equivalents, short-term deposits and short-term investments.

# FY 2023 Financial Highlights

Net Revenues

RMB2,493.4 MM

Gross Profit Margin

22.8%

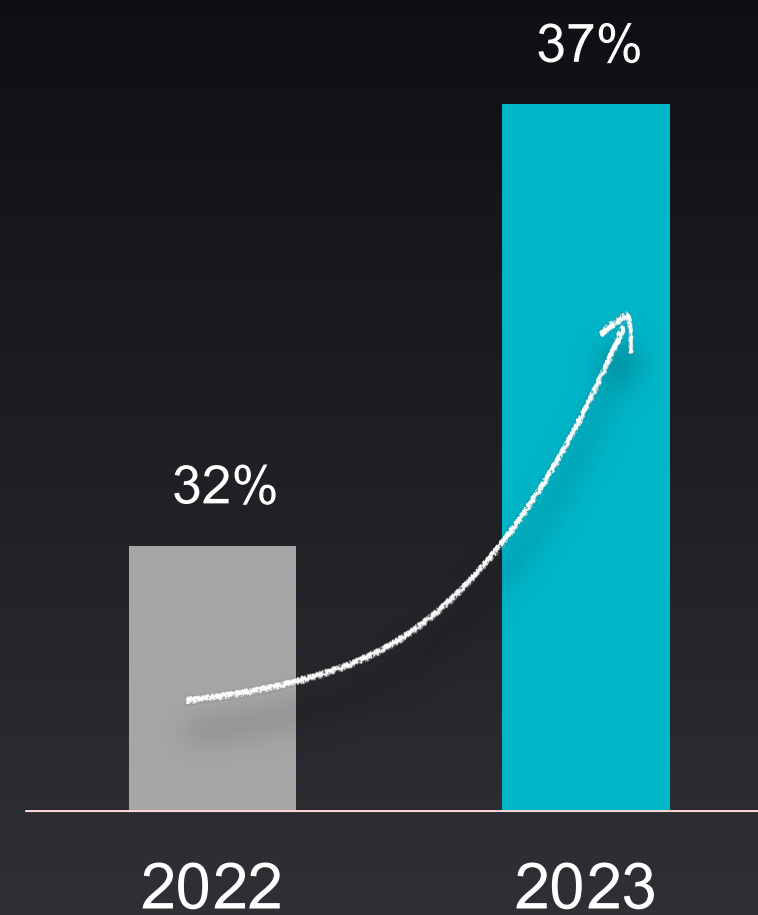


# FY 2023 Financial Highlights (Cont.)

## 1. Focus

Focus on core products

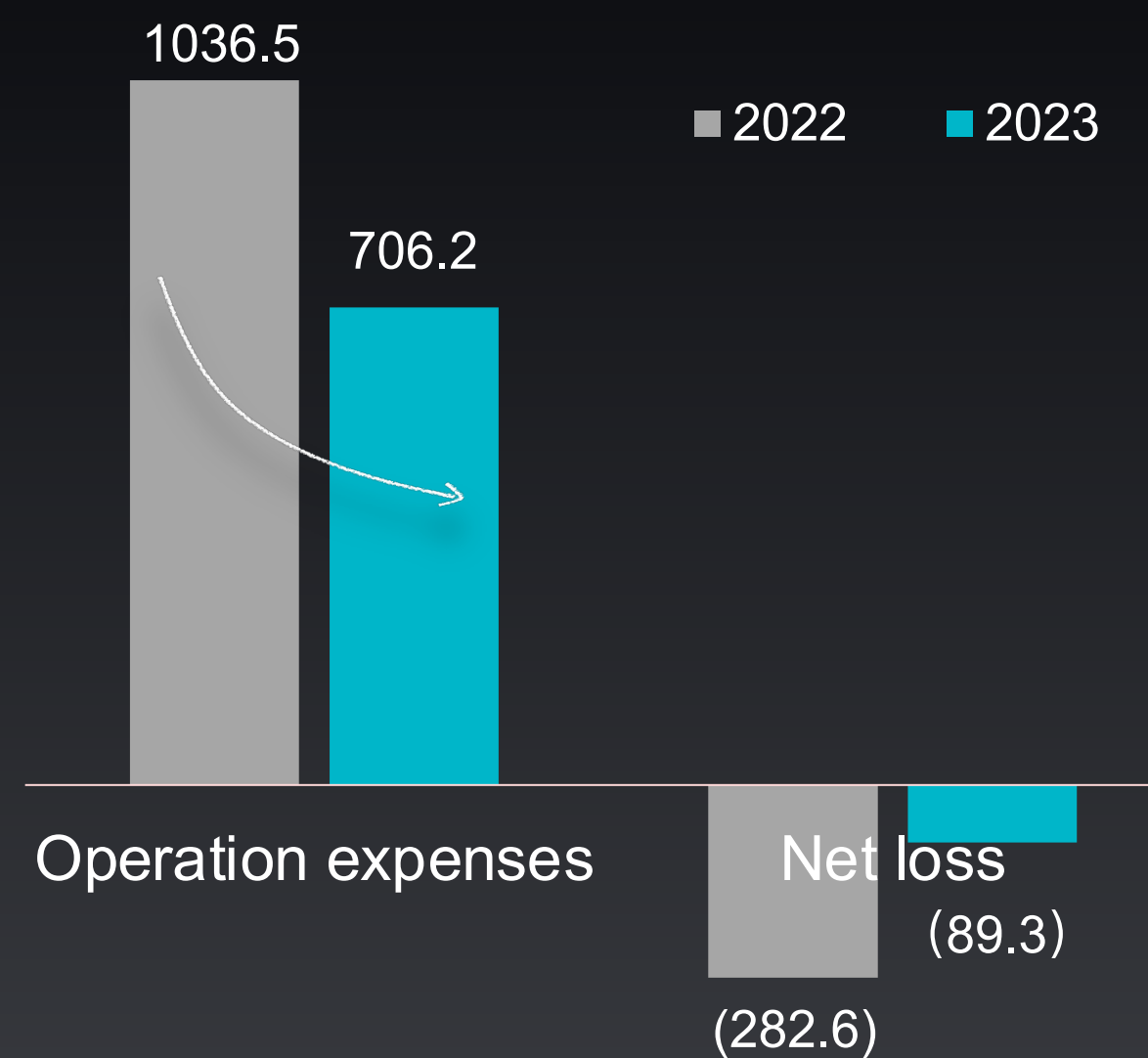
Revenue Contribution of Home Water and Consumables Products



## 2. Optimize

Disciplined cost control

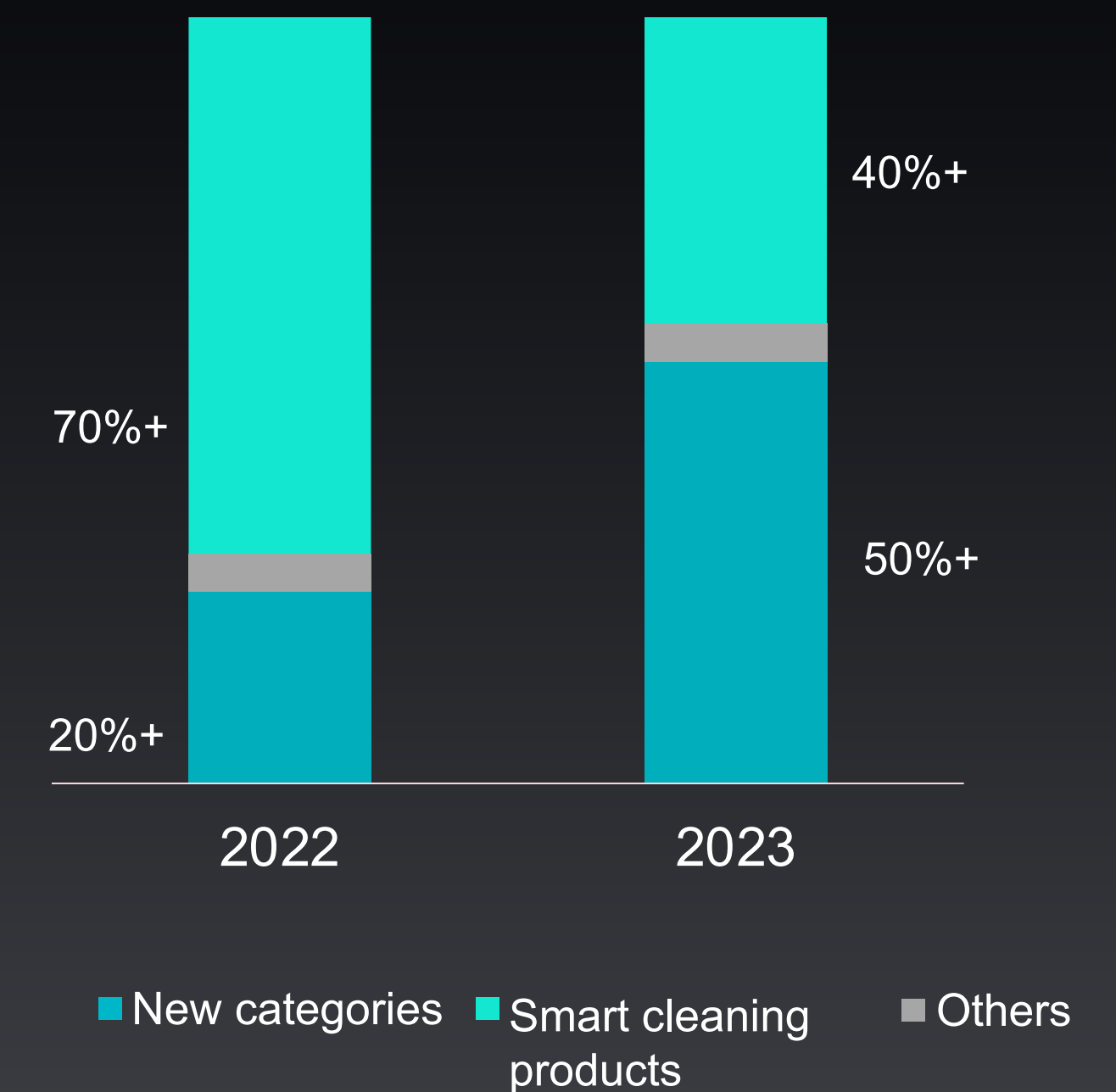
Decreased Total Operating Expenses and Narrowed Net Loss (RMB million)



## 3. Expand

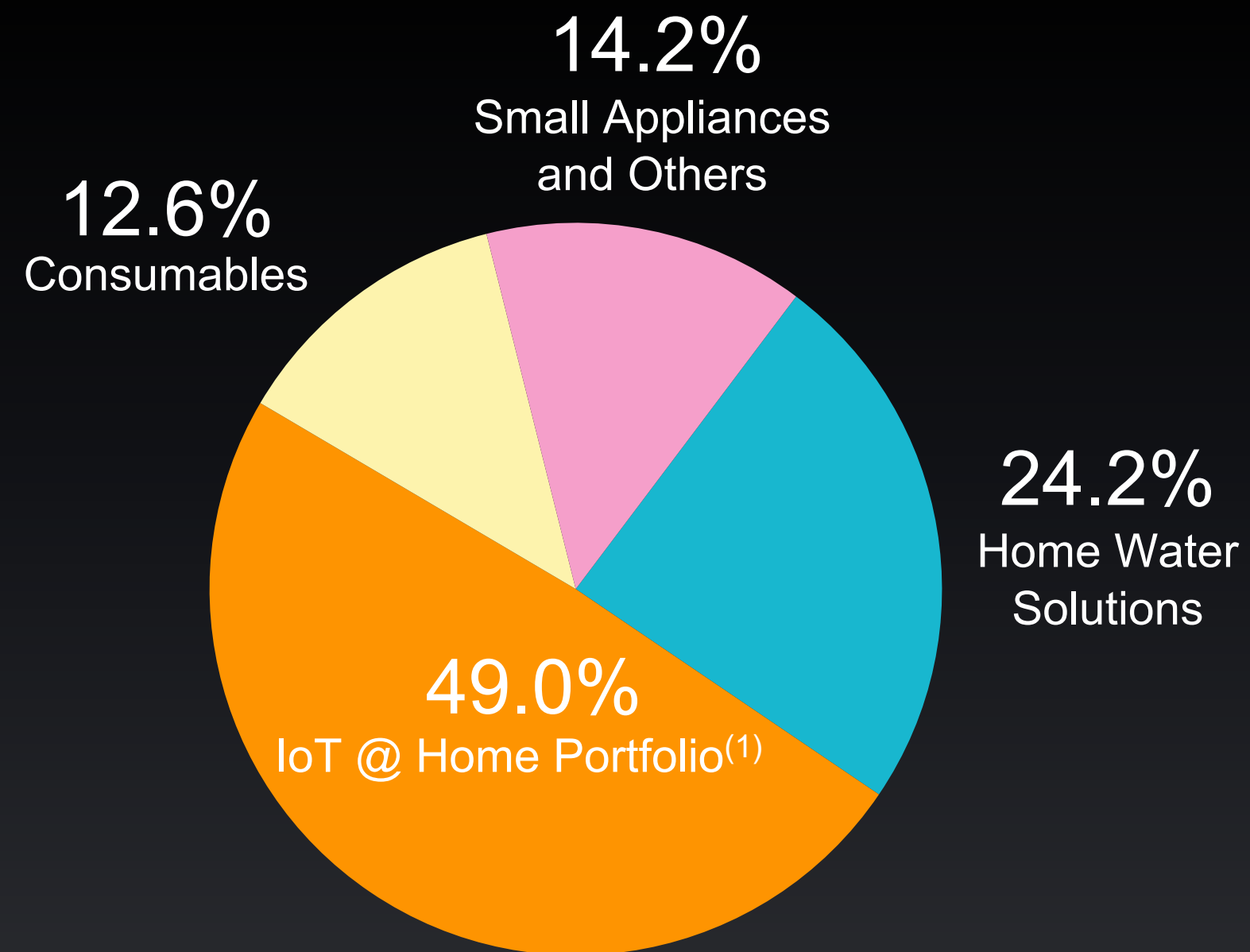
Enriched overseas products

Overseas Market Revenue by Products Categories

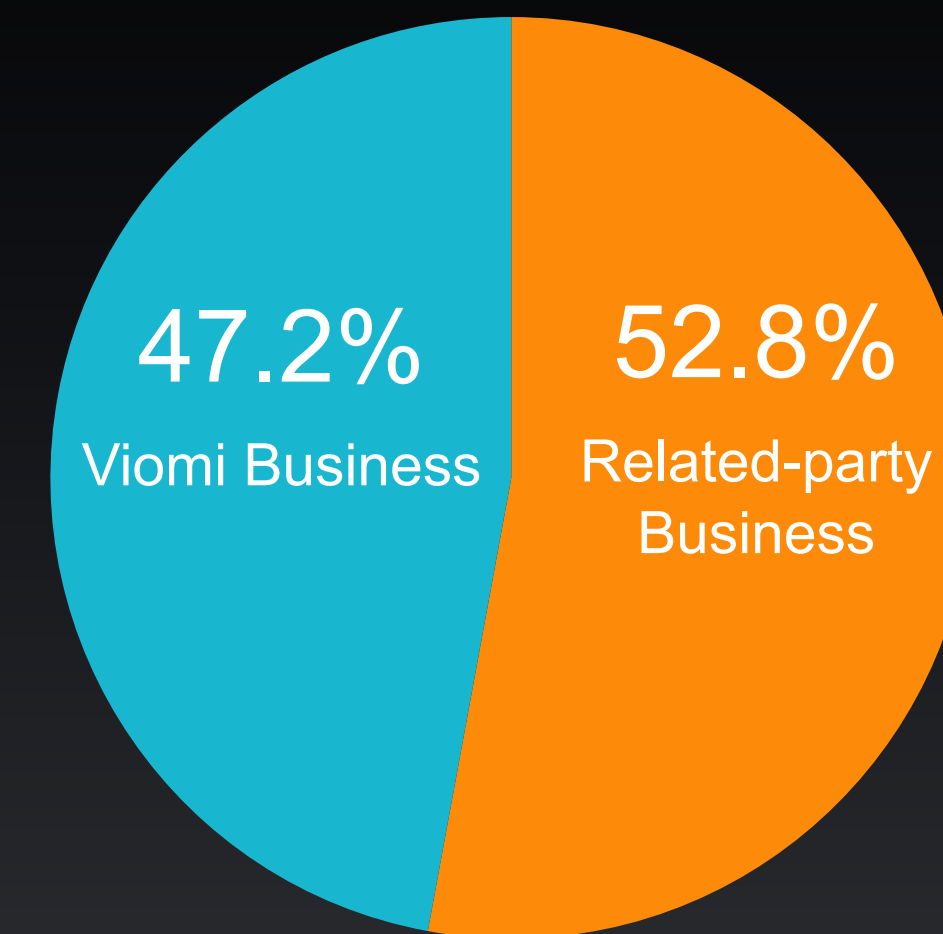


# Further Product and Channel Diversification (FY 2023)

## Revenue Breakdown by Product Category



## Revenue Breakdown by Channel



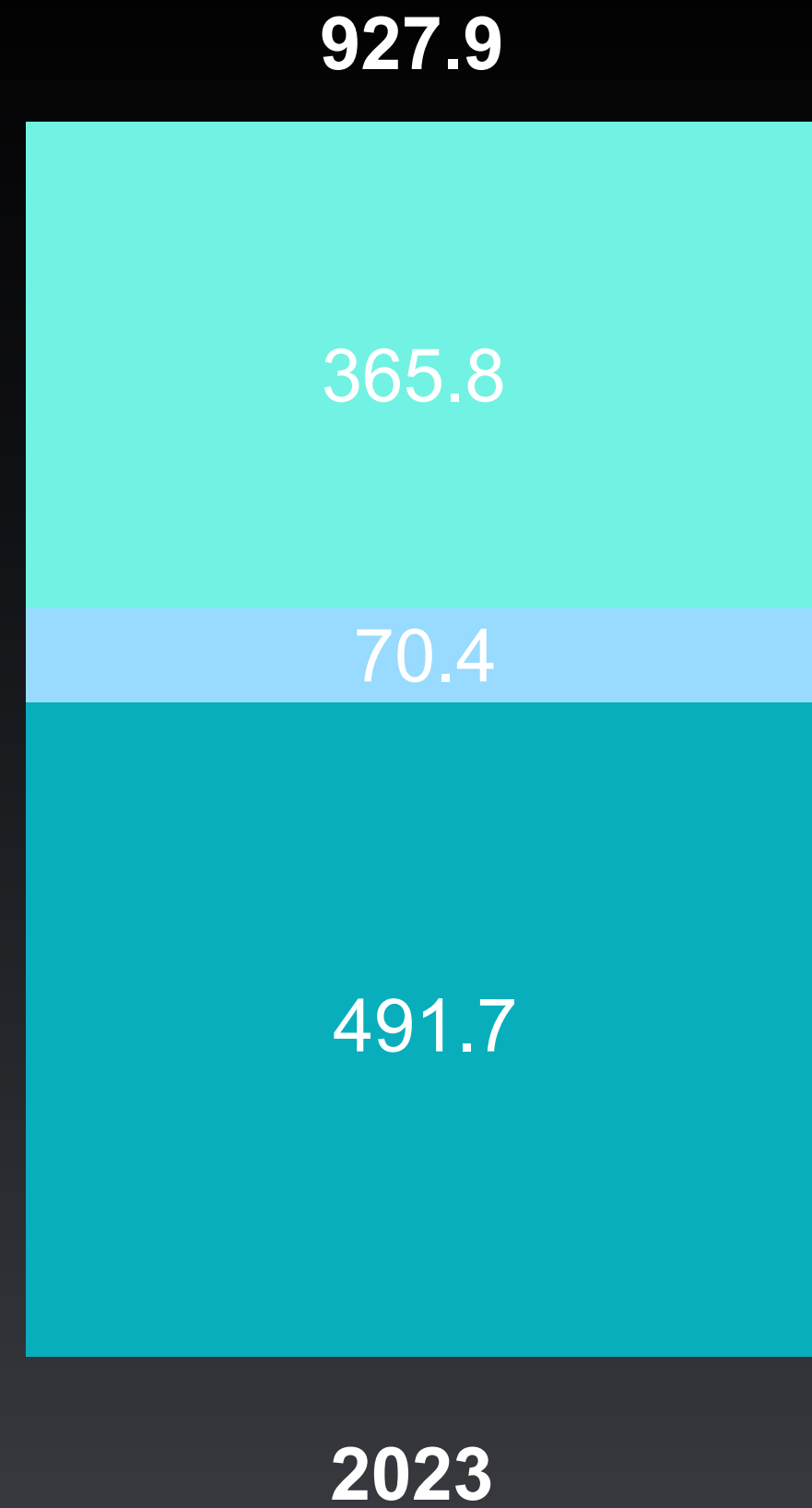
Note

1. IoT @ Home Portfolio includes smart kitchen (refrigerator, dish washer, range hood, stove, oven), air conditioner, washing machine, water heater, sweeper robot, and smart home device category.

# Healthy Balance Sheet

## Liquidity Position<sup>(1)</sup> (RMB MM)

- Short-term deposits
- Short-term investments
- Cash and cash equivalents

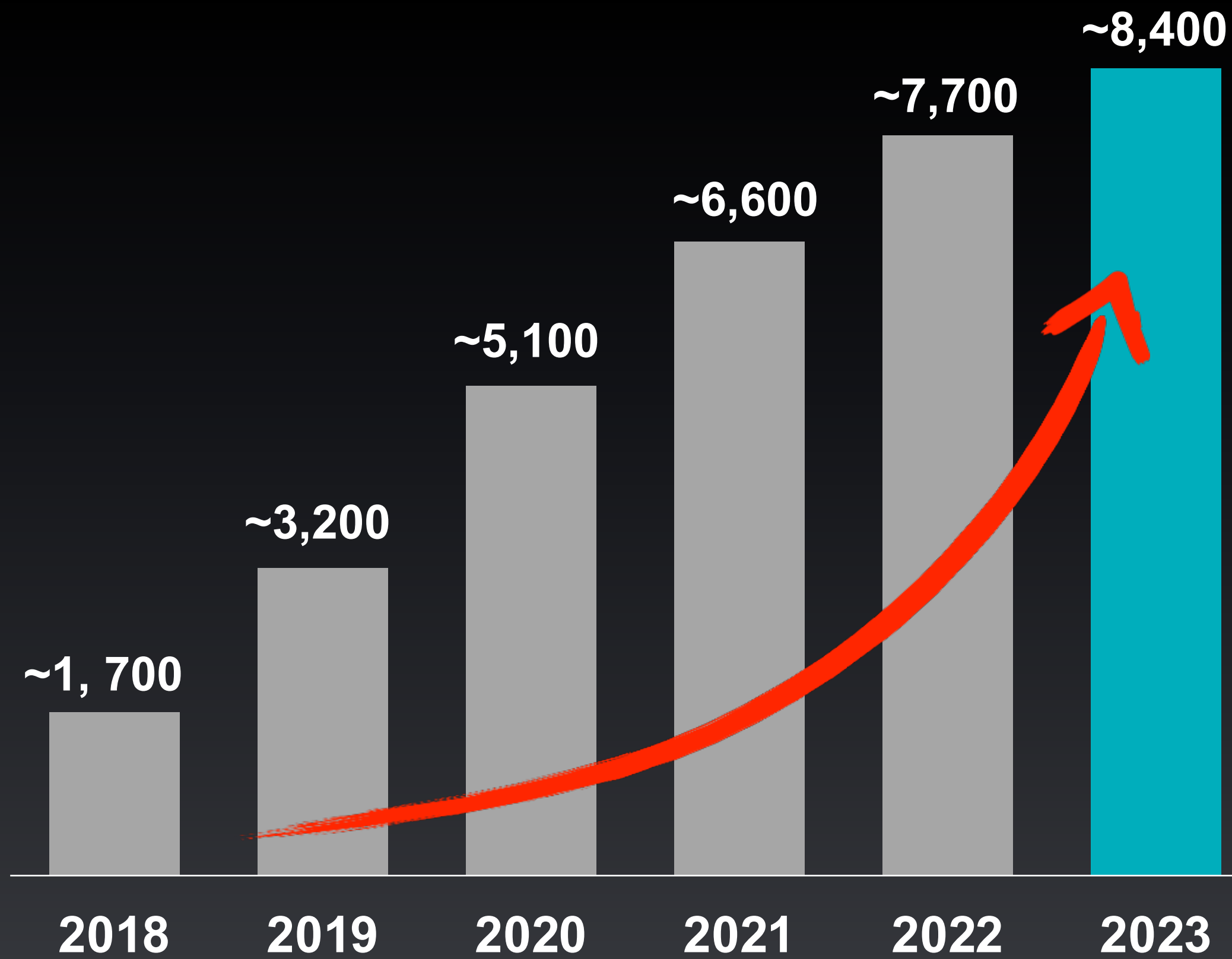


Note  
1. As of December 31, 2023.

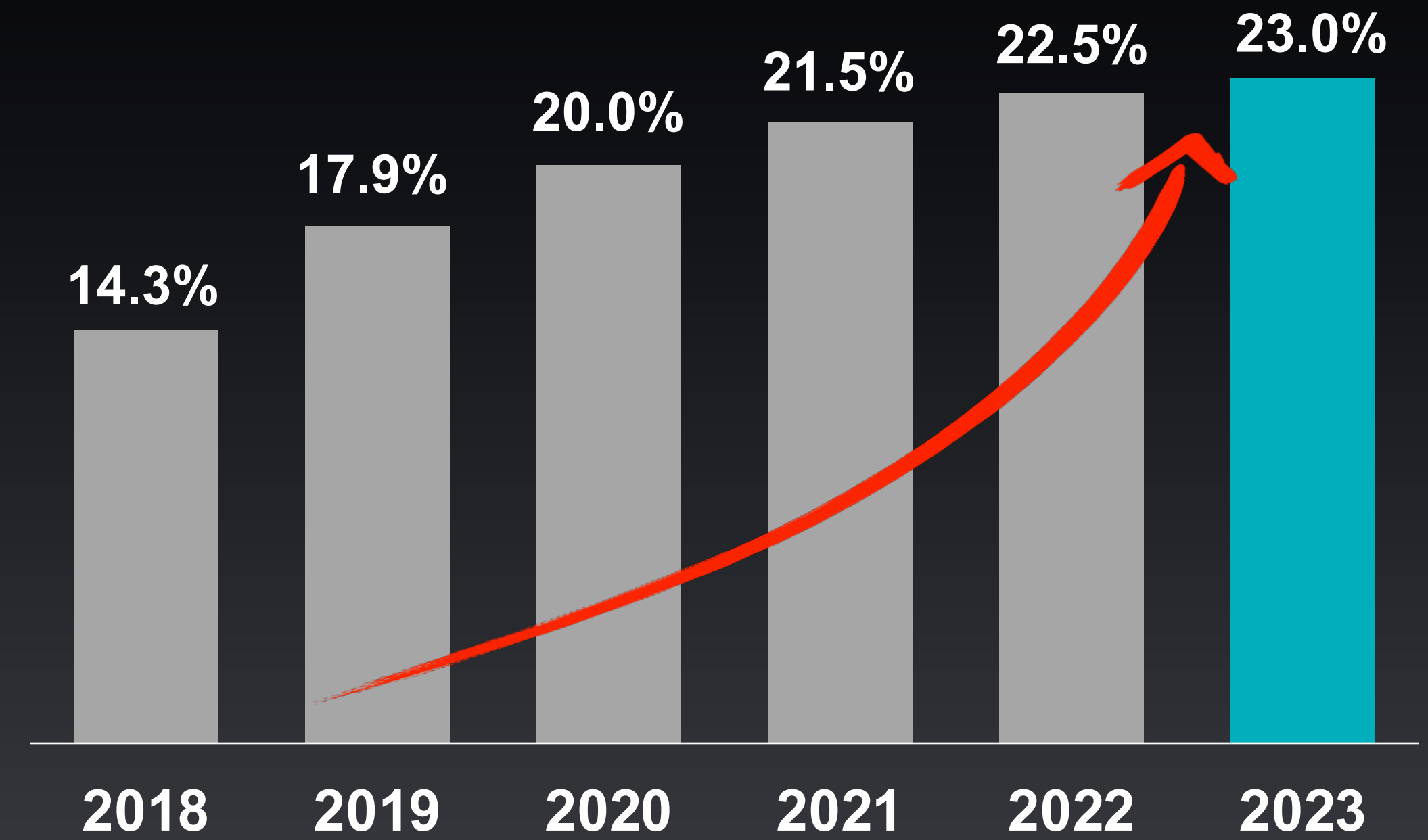


# Continued Increase in Household Users and Product Penetration

**Number of Cumulative Household Users<sup>(1)</sup>**  
(‘000)



**Percentage of Household Users with at least 2 Connected Products<sup>(1)</sup>**



Note  
1. At end of respective period.

# Continued Product Innovation with Increasing Patent Record

Cumulative registered patents

6,578

Cumulative authorized patents

4,379

Cumulative registered patents for inventions

2,668





# Recent Developments

# Our Corporate History and Roadmap

## 2015 First Product Launch

Initial launch of Xiaomi water purifier



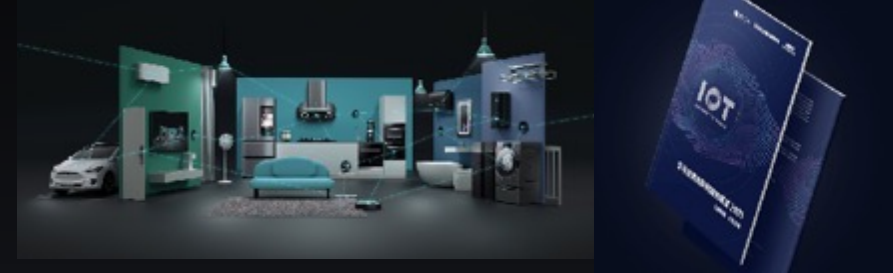
## 2017 Developed Smart Kitchen Product Portfolio

- Introduced a series of kitchen products, including IoT range hoods, gas stoves and refrigerators
- Invited top celebrity Yang Mi as product spokesperson



## 2019 5G<sup>IoT</sup> Announced 5G + IoT Strategy

- Jointly published “Consumer IoT Outlook 2025” with IDC
- Established 5G research institute with major network carriers
- Introduced WUKONG AI chip



## 2021 5G<sup>IoT</sup> Product Portfolio Optimization and Channel Expansion

- Hosted 2021 strategic new product launch event with "AI: Helpful" theme
- Accelerated overseas market expansion
- Published “trending tech” brand positioning



## 2023 Dual-emphasis on AI Water and AIoT@Home

- Upgraded water purification business to an independent SBU
- Announced global brand spokesperson Ms. Xiwei Tian
- Relocated the Lizi Water Purification Super Factory to the Viomi IoT Tech. Park



## 2014 Company Founded



## 2016 First Viomi-branded Product Launch

- Introduced first Viomi-branded water purifier
- Opened first Viomi offline experience store
- Listed as China's High and New-Technology Enterprise



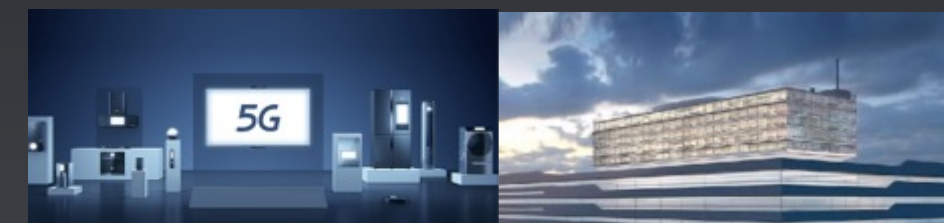
## 2018 Established IoT @ Home Positioning

- Expanded product lines across home scenarios, including living room, bedroom, kitchen, bathroom and balcony
- Listed on Nasdaq in September



## 2020 5G<sup>IoT</sup> Announced 2030 “3511” Long-term Strategic Vision

- Enhanced 5G IoT strategic vision and introduced next-gen products and services, including premium water purifier brand Quanxian
- Developed Viomi-branded sweeper robots and overseas business
- Established agreement with local government for Viomi IoT Tech. Park project



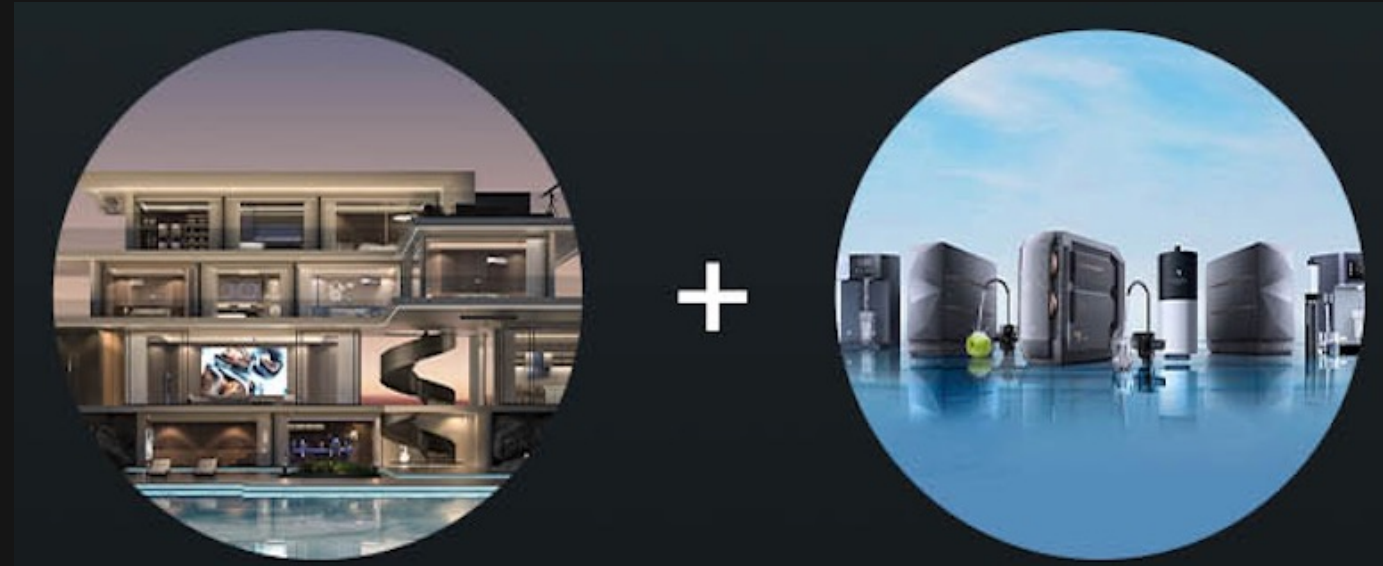
## 2022 5G<sup>IoT</sup> Hosted 2022 AI Software Launch Event

- Introduced upgraded IoT @ Home solutions “AI: Helpful 2.0”
- Introduced a series of premium new products and bundled solution offerings



# Recent Developments

2023



AIoT @ Home  
全屋智能

AI Water  
净水事业

Elevated water purification department to an independent strategic business unit, focusing on two major businesses: AIoT@Home and AI Water

November 2023



Viomi IoT Tech. Park completed construction and relocated Lizi Water Purification Super Factory to the park

March 2024



Participated in AWE and hosted 2024 New Spring Product Launch Event with upgraded AI Water and AIoT@Home solutions

October 11, 2023



Invited well-known Chinese actress, Ms. Xiwei Tian as global brand spokesperson

# Recent Developments (Cont.)

June 15, 2023



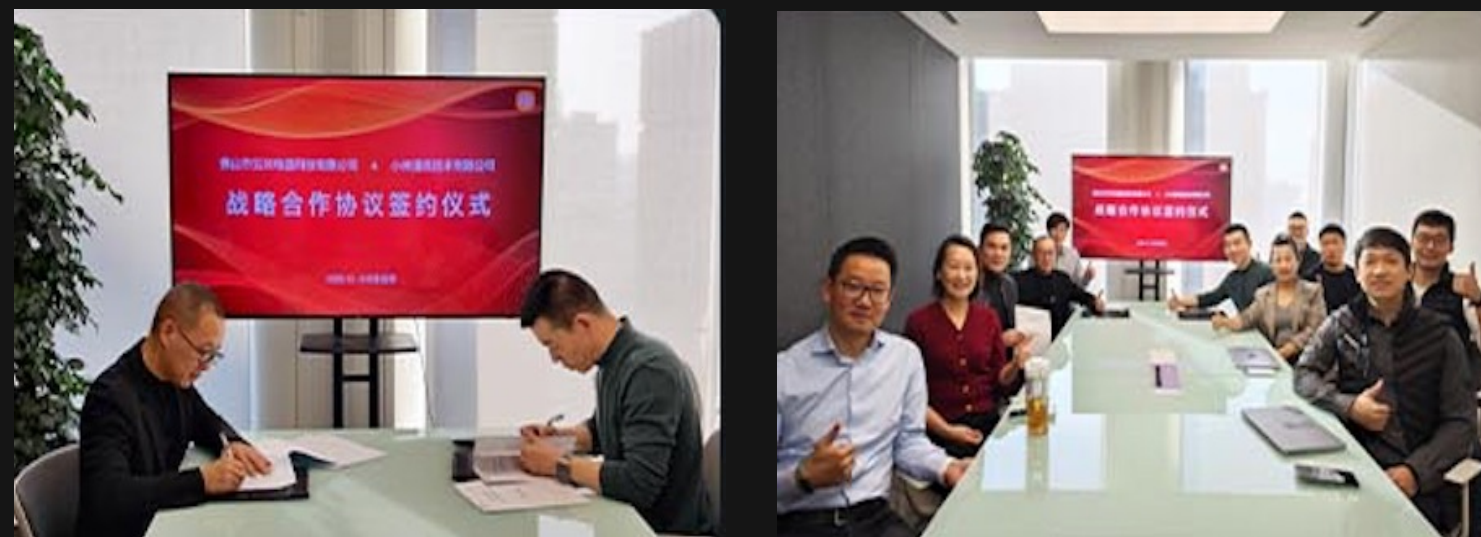
Ranked 443<sup>rd</sup> on the list of “2023 China’s Top 500 Brand” with a brand valuation of RMB13.385 billion

July 14, 2023



Guangdong Lizi Technology Co. Ltd., one of our subsidiaries, was designated as a national-level specialized and innovative “Little Giant” enterprise

December 28, 2023



Renewed strategic cooperation agreement with Xiaomi Corporation for the integrated innovation of multi-category smart home appliances

February 13, 2024



Reached strategic cooperation with top distributor in Turkey, expanding the product range in overseas market

# Recent Developments (Cont.)

October 2023



Listed as one of the Top 100 Enterprises together with Guangdong Lizi in Shunde District, Foshan

November 2023

排名	申请人	专利数量/件
1		6152
2		3606
3		3595
4		3360
5		3011
6		1802
7		1581
8		1530
9		1145
10		1142
...		...
75	云米互联	149
76		144

Included in the Top 100 Global Smart Home Invention Patents in 2023

November 2023



Listed as one of the Top 500 manufacturing company in Guangdong

December 2023



Won awards issued by the Artificial Intelligence Industry Association for our AI innovation and application capabilities



Appendix

# Selected Unaudited Financial Data



# Selected Unaudited Income Statement Data

(in thousands)	For the Year Ended		
	December 31, 2022 (RMB)	December 31, 2023 (RMB)	December 31, 2023 (USD)
<b>Net Revenues</b>	3,232,731	2,493,386	351,186
Cost of Revenues	(2,495,638)	(1,923,866)	(270,971)
<b>Gross Profit</b>	<b>737,093</b>	<b>569,520</b>	<b>80,215</b>
Operating Expenses			
Research and Development Expenses	(299,950)	(222,911)	(31,396)
Selling and Marketing Expenses	(614,887)	(401,766)	(56,588)
General and Administrative Expenses	(121,702)	(81,508)	(11,480)
<b>Total Operating Expenses</b>	<b>(1,036,539)</b>	<b>(706,185)</b>	<b>(99,464)</b>
Other Income, Net	22,135	17,510	2,466
<b>Loss From Operations</b>	<b>(277,311)</b>	<b>(119,155)</b>	<b>(16,783)</b>
Interest Income and Investment Income, Net	10,368	29,893	4,210
Other Non-operating Income	2,487	1,664	234
<b>Loss Before Income Tax Expenses</b>	<b>(264,456)</b>	<b>(87,598)</b>	<b>(12,339)</b>
Income Tax Expenses	(18,174)	(1,735)	(244)
Less: Net Loss Attributable to the Non-controlling Interest Shareholders	(7,115)	(4,659)	(656)
<b>Net Loss Attributable to Ordinary Shareholders of the Company</b>	<b>(275,515)</b>	<b>(84,674)</b>	<b>(11,927)</b>
Share-based Compensation Expenses	19,560	106	14
<b>Non-GAAP Net Loss Attributable to Ordinary Shareholders of the Company<sup>(1)</sup></b>	<b>(255,955)</b>	<b>(84,568)</b>	<b>(11,913)</b>

Note  
1. "Non-GAAP net loss attributable to ordinary shareholders of the Company" is defined as net loss attributable to ordinary shareholders of the Company excluding share-based compensation expenses.

# Selected Unaudited Balance Sheet Data

(in thousands)	As of December 31, 2022 (RMB)	As of December 31, 2023 (RMB)	As of December 31, 2023 (USD)
<b>Assets</b>			
<b>Current Assets</b>			
Cash and Cash Equivalents	737,139	491,715	69,257
Restricted Cash	76,070	144,640	20,372
Short-term Deposits	171,541	365,838	51,527
Short-term Investments	197,058	70,369	9,911
Accounts and Notes Receivable From Third Parties	241,652	226,802	31,944
Accounts Receivable From a Related Party	360,497	324,223	45,667
Other Receivables From Related Parties	25,021	224	32
Inventories	502,291	442,219	62,285
Prepaid Expenses and Other Current Assets	183,708	186,672	26,292
Long-term Deposits-current Portion	-	30,000	4,225
<b>Total Current Assets</b>	<b>2,494,977</b>	<b>2,282,702</b>	<b>321,512</b>
<b>Total Non-current Assets</b>	<b>390,717</b>	<b>471,686</b>	<b>66,435</b>
<b>Total Assets</b>	<b>2,885,694</b>	<b>2,754,388</b>	<b>387,947</b>
<b>Current Liabilities</b>			
Accounts and Notes Payable	844,058	666,333	93,851
Advances From Customers	118,369	131,338	18,499
Amount due to Related Parties	11,548	18,468	2,601
Accrued Expenses and Other Liabilities	308,845	302,214	42,565
Short-term Borrowing	-	100,000	14,085
Income Tax Payables	16,674	17,779	2,504
Lease Liabilities due Within One Year	7,233	2,410	339
Long-term Borrowing due Within One Year	20,215	28,029	3,948
<b>Total Current Liabilities</b>	<b>1,326,942</b>	<b>1,266,571</b>	<b>178,392</b>
Long-term Borrowing	114,552	128,701	18,127
<b>Total Non-current Liabilities</b>	<b>129,589</b>	<b>144,180</b>	<b>20,308</b>
<b>Total Liabilities</b>	<b>1,456,531</b>	<b>1,410,751</b>	<b>198,700</b>
<b>Total Shareholders' Equity</b>	<b>1,429,163</b>	<b>1,343,637</b>	<b>189,247</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>2,885,694</b>	<b>2,754,388</b>	<b>387,947</b>



**Thank You!**

IR Contact: [ir@viomi.com](mailto:ir@viomi.com)

