



# 1H23 Results Presentation

August 2023



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## Agenda

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

# 1H 2023 Financial Highlights

Net Revenues

RMB1,304.4 MM

Gross Profit Margin

22.0%

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

RMB1.0 Bn



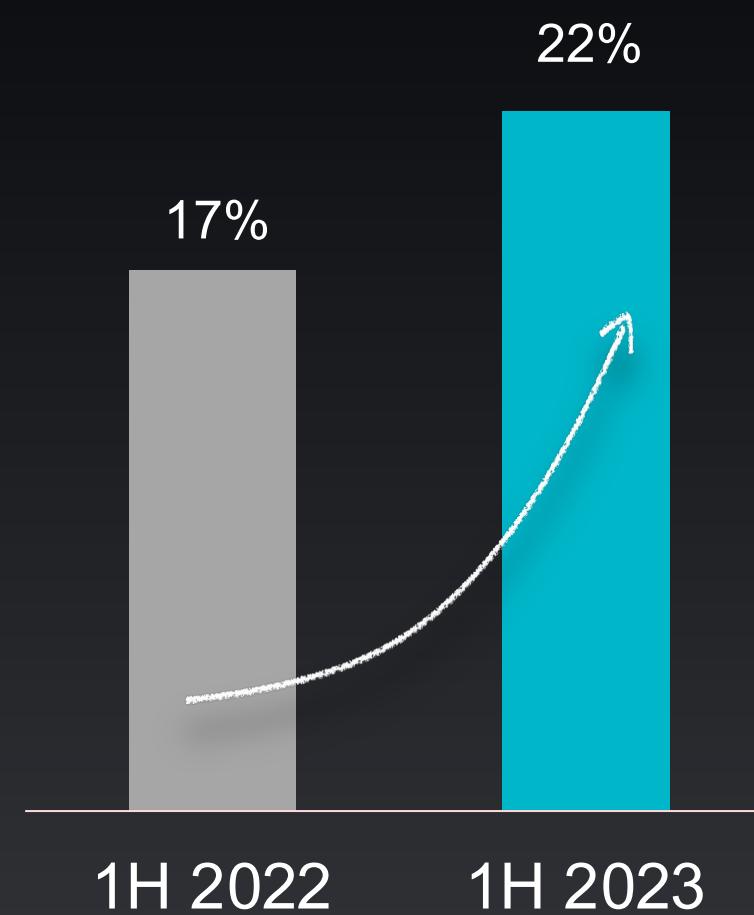
Note  
1. Cash assets include cash and cash equivalents, short-term deposits and short-term investments.

# 1H2023 Financial Highlights (Cont.)

## 1. Focus

Focus on core products

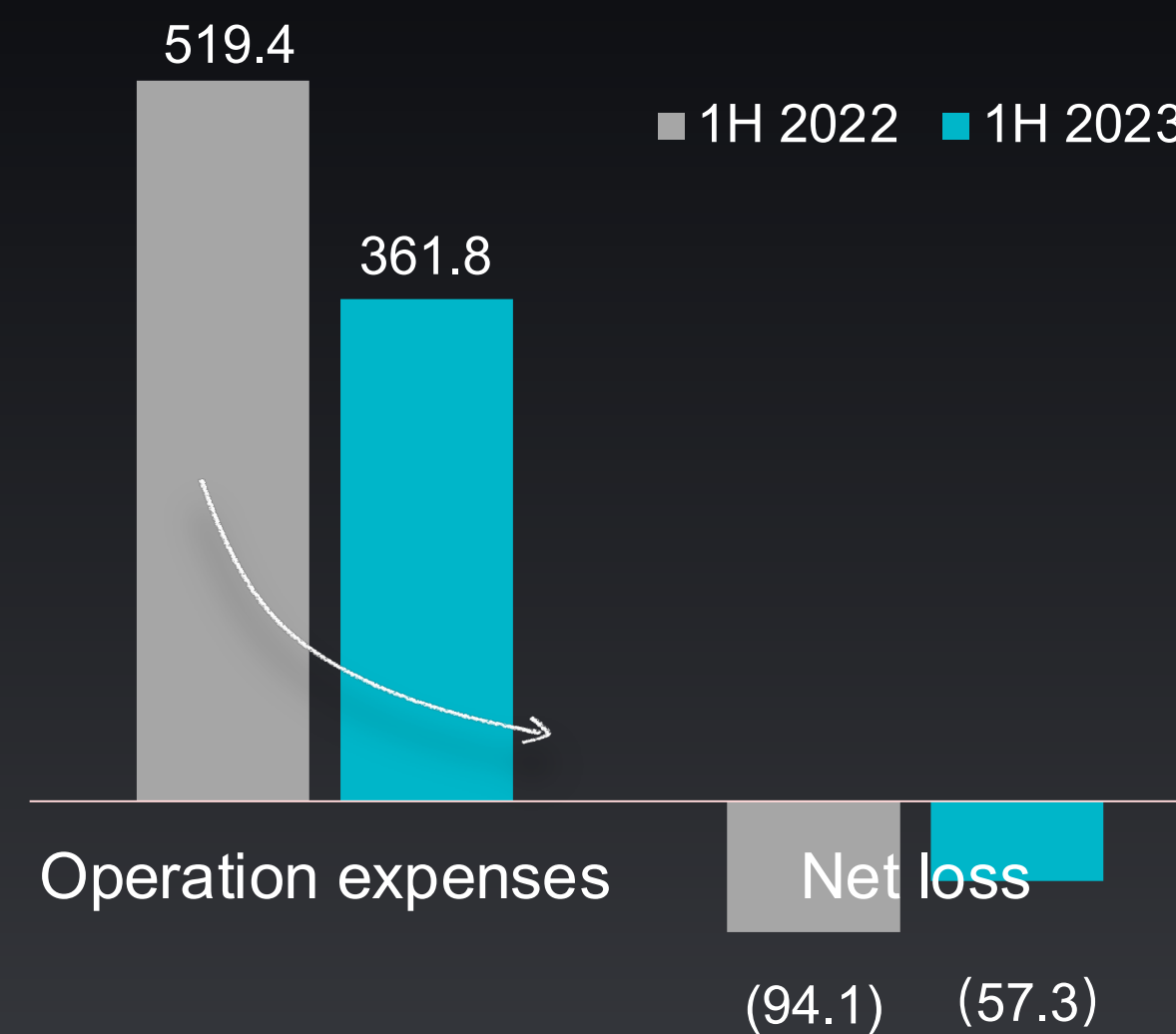
■ Revenue Contribution of Water Purification Products



## 2. Optimize

Disciplined cost control

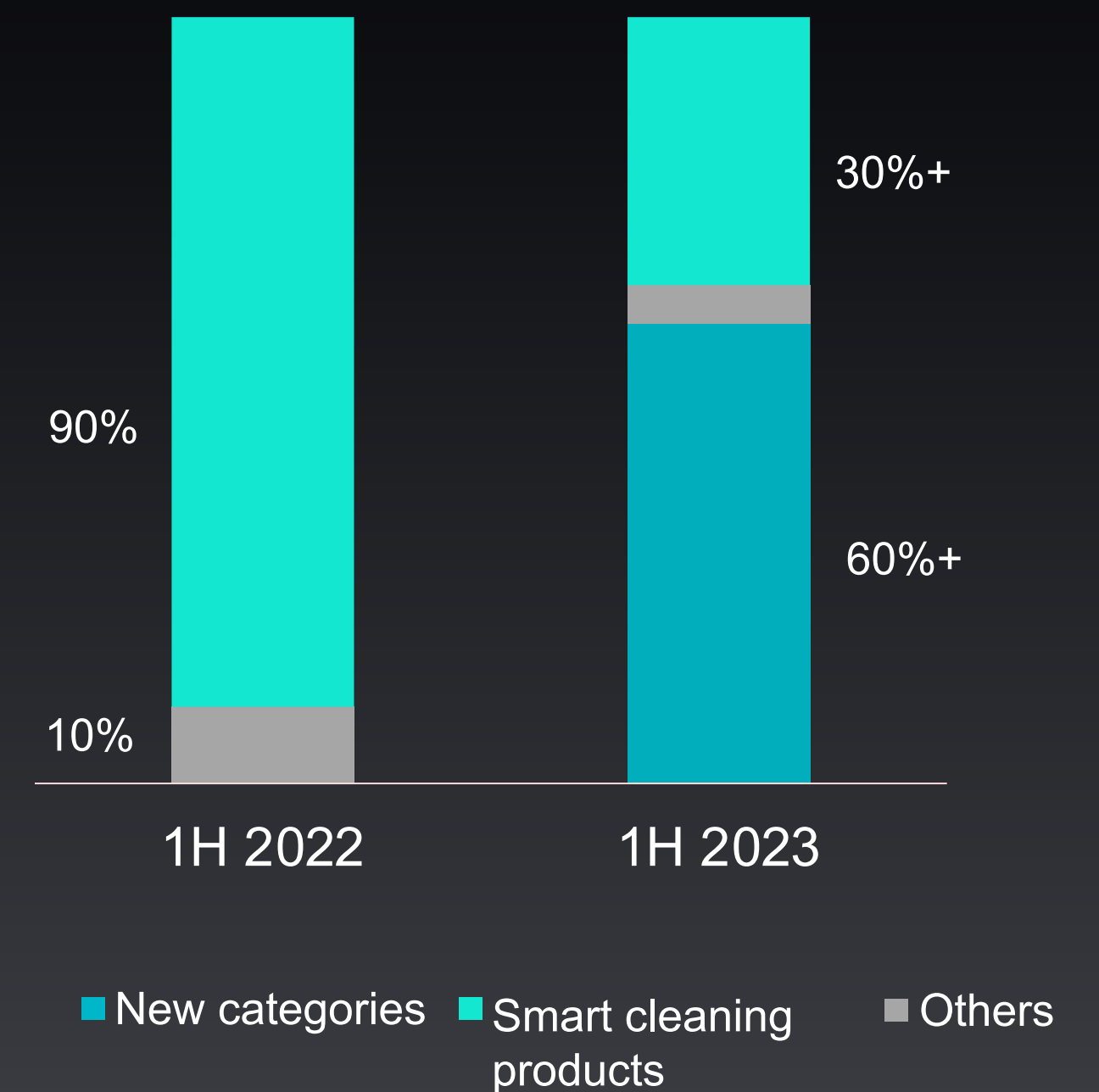
■ Decreased Total Operating Expenses and Narrowed Net Loss (RMB million)



## 3. Expand

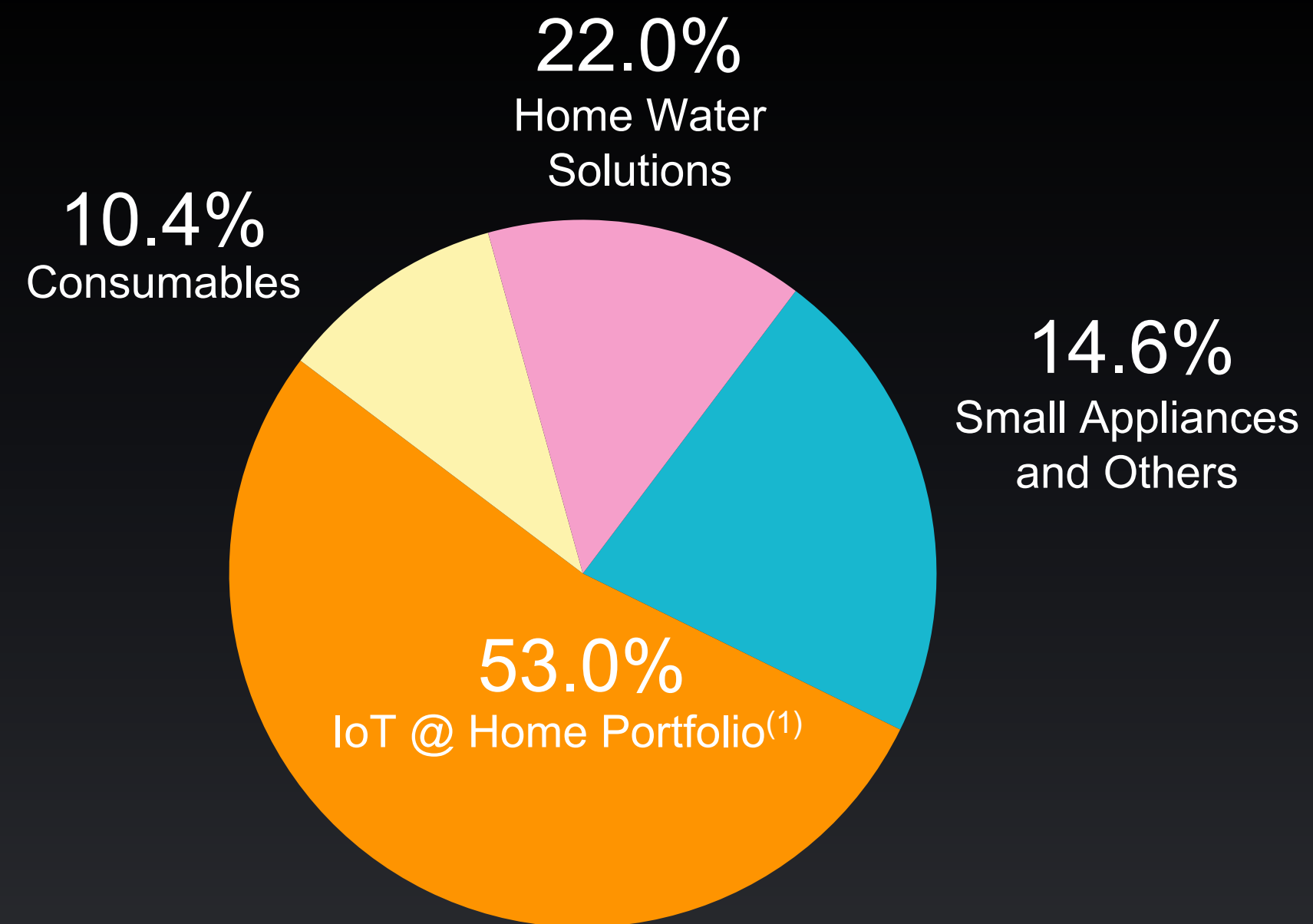
Enriched overseas products

■ Overseas Market Revenue by Products Categories

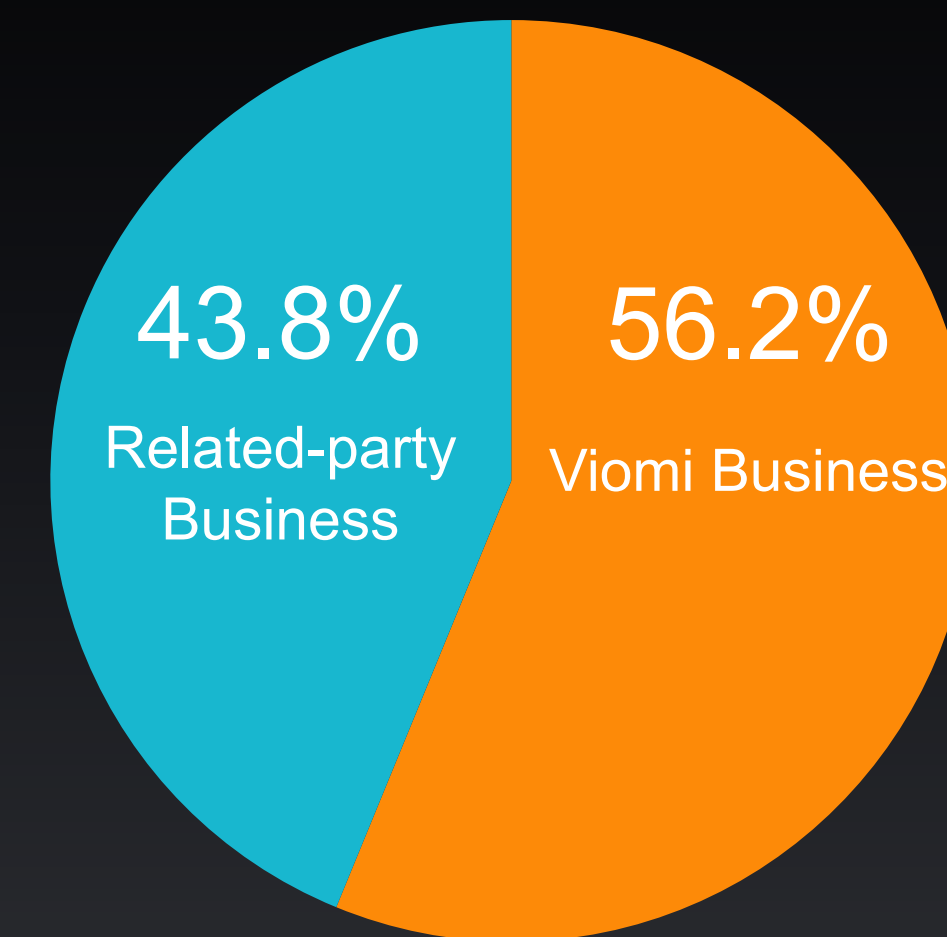


# Further Product and Channel Diversification (1H 2023)

## Revenue Breakdown by Product Category



## Revenue Breakdown by Channel



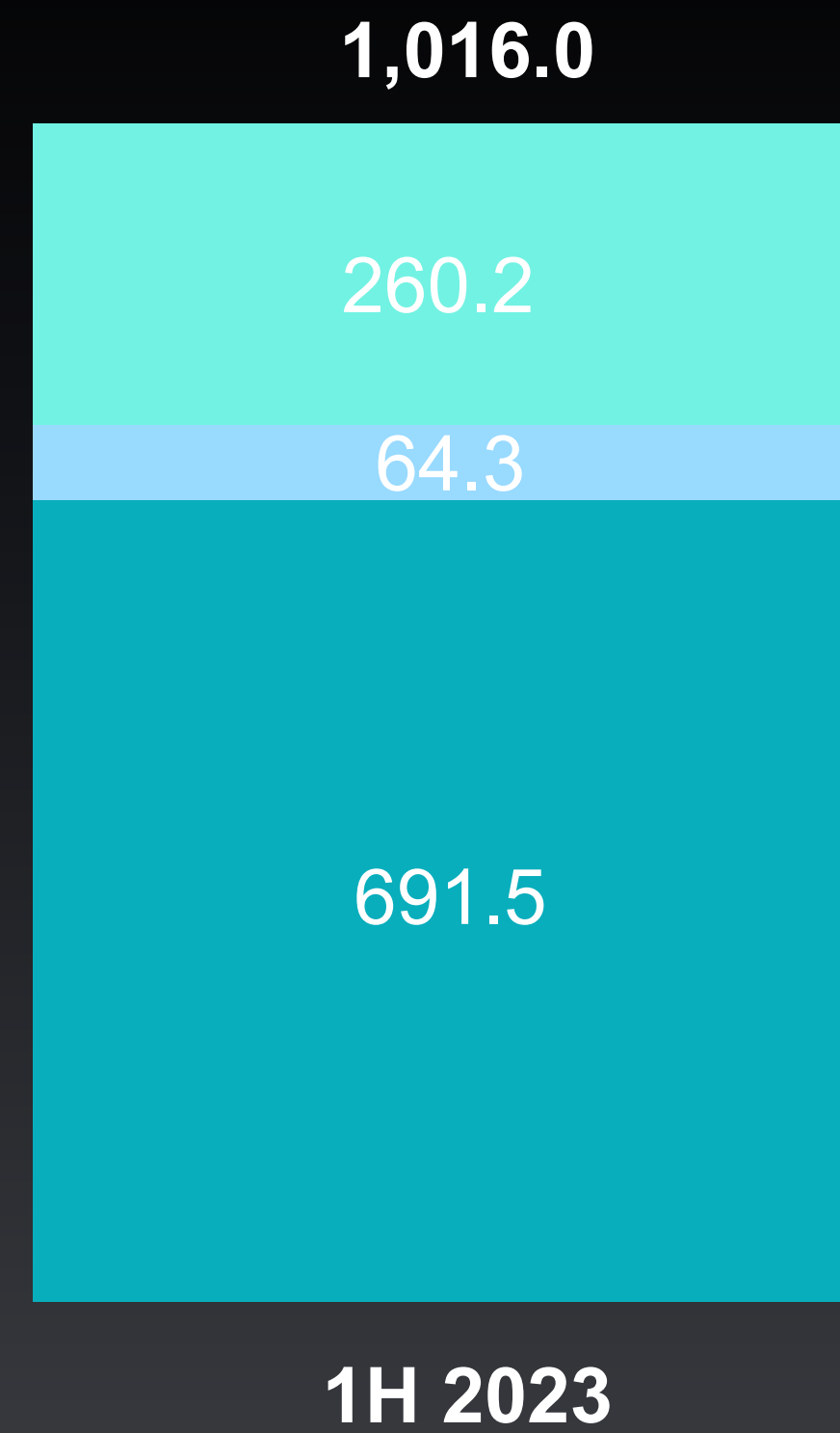
Note

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

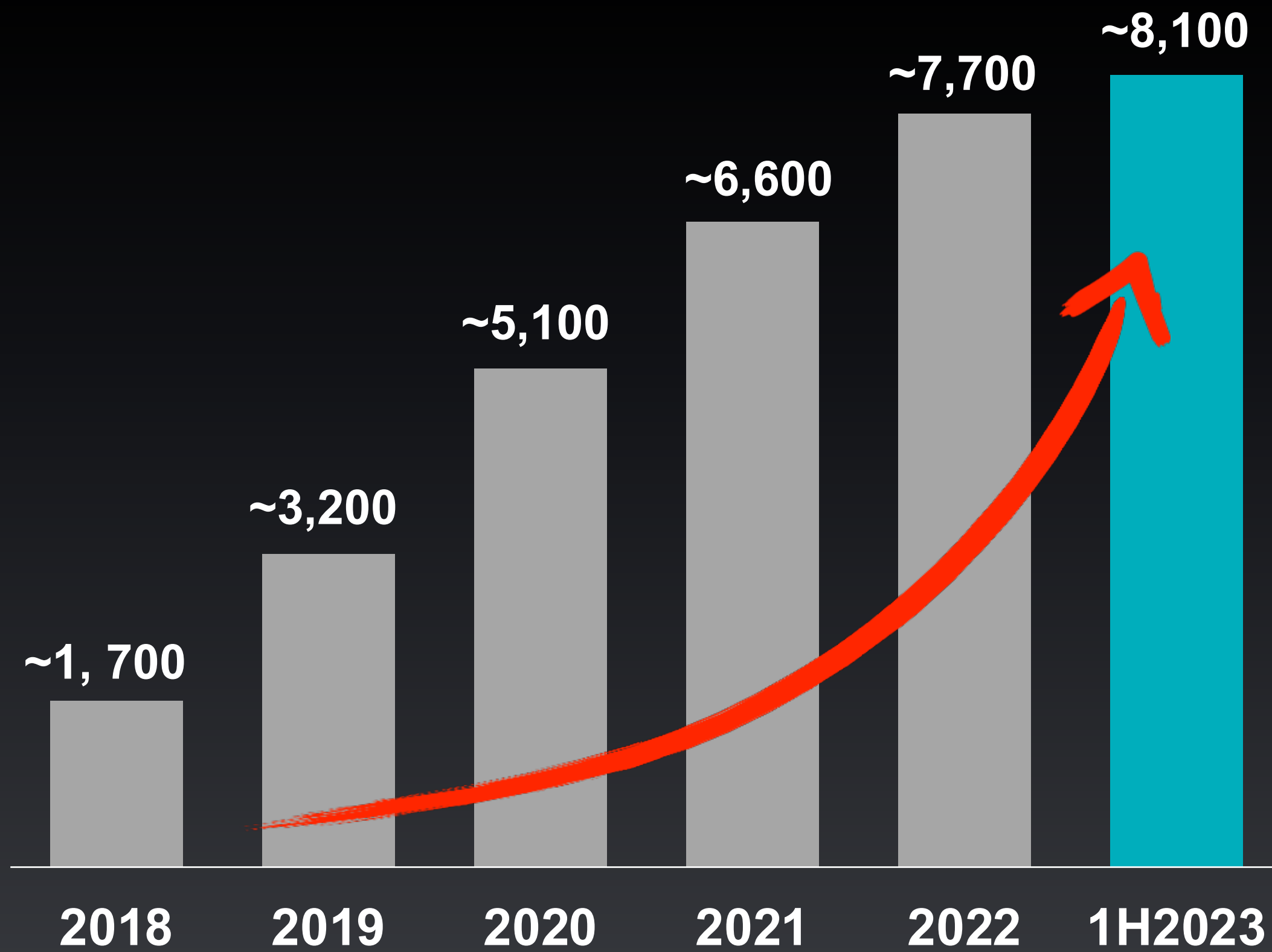
## Liquidity Position<sup>(1)</sup> (RMB MM)

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

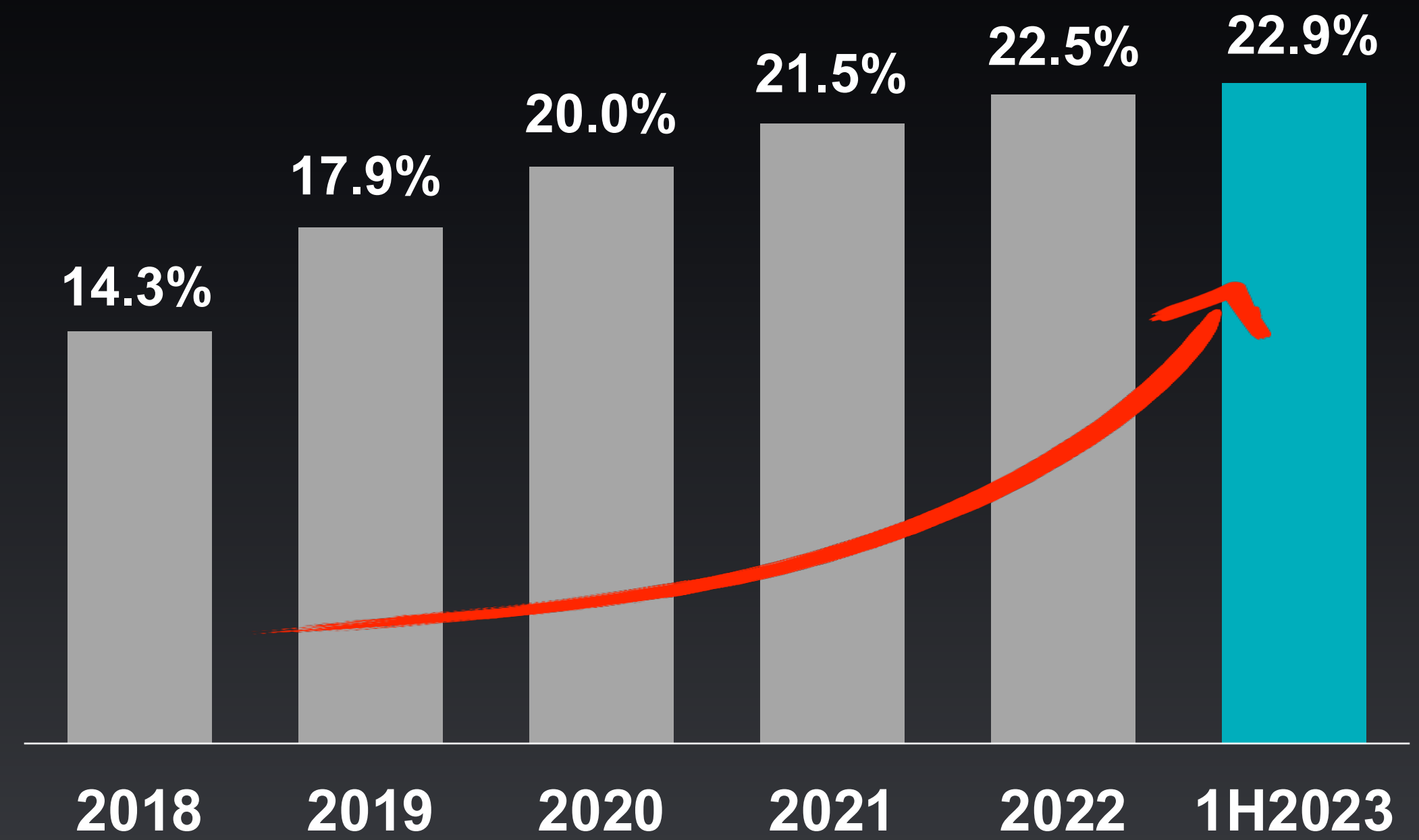


# Continued Increase in Household Users and Product Penetration

**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

6,322

Cumulative authorized patents

4,086

Cumulative registered patents for inventions

2,606



# 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



## 1H 2023 5G<sup>IoT</sup> The Era of Perception

- Participated in AWE and hosted 2023 Spring New Product Launch Event with enhanced one-stop IoT home solutions
- Whole house intelligent entering 2.0 phase: the Era of Perception
- Listed on “2023 China’s Top 500 Brands” with a RMB 13.39Bn brand valuation



## 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



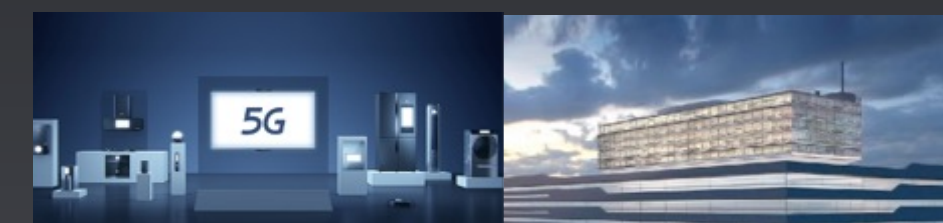
## 2018 Established IoT @ Home Positioning

- 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

April 28, 2023



Hosted 2023 Spring New Product Launch Event with enhanced one-stop IoT home solutions

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

April - July 2023



Participated in several large-scale exhibitions, including the AWE, the Shenzhen Creative Week, and the China International Building Decoration

1H 2023



Enriched product offerings for overseas market

# Recent Developments (Cont.)

July 14, 2023



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

July 2023



Won the China Excellent Patent Awards for three consecutive years

June 18, 2023



Won the Silver Award for our brand cultivation capacity on the first “Bay Business Competition”

June - July 2023



AI smart door lock eyeLink 2F Pro and range hood Super 2 Pro won the FT Quality Awards



Appendix

## Selected Unaudited Financial Data

# Selected Unaudited Income Statement Data

For the Six Months Ended June 30

(in thousands)

	June 30, 2022 (RMB)	June 30, 2023 (RMB)	June 30, 2023 (USD)
Net Revenues	1,636,359	1,304,391	179,884
Cost of Revenues	(1,244,861)	(1,017,584)	(140,332)
Gross Profit	391,498	286,807	39,552
Operating Expenses			
Research and Development Expenses	(158,746)	(109,494)	(15,100)
Selling and Marketing Expenses	(320,744)	(213,544)	(29,449)
General and Administrative Expenses	(39,901)	(38,801)	(5,351)
Total Operating Expenses	(519,391)	(361,839)	(49,900)
Other Income, Net	7,022	6,827	941
Loss from Operations	(120,871)	(68,205)	(9,407)
Interest Income and Short-term Investment Income, Net	7,237	15,595	2,151
Other Non-operating Income	1,199	1,839	254
Loss before Income Tax Expenses	(112,435)	(50,771)	(7,002)
Income Tax Credits (Expenses)	18,349	(6,513)	(898)
Less: Net Loss Attributable to the Non-controlling Interest Shareholders	(4,485)	(2,358)	(325)
Net Loss Attributable to Ordinary Shareholders of the Company	(89,601)	(54,926)	(7,575)
Share-based Compensation Expenses	13,974	1,260	174
Non-GAAP Net Loss Attributable to Ordinary Shareholders of the Company <sup>(1)</sup>	(75,627)	(53,666)	(7,401)

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 June 30, 2023 (RMB)	As of June 30, 2023 (USD)
Assets			
Current Assets			
Cash and Cash Equivalents	737,139	691,458	95,356
Restricted Cash	76,070	128,133	17,670
Short-term Deposits	171,541	260,181	35,881
Short-term Investments	197,058	64,290	8,866
Accounts and Notes Receivable From Third Parties	241,652	295,933	40,811
Accounts Receivable From a Related Party	360,497	330,161	45,531
Other Receivables From Related Parties	25,021	39,030	5,382
Inventories	502,291	509,860	70,313
Prepaid Expenses and Other Current Assets	183,708	202,831	27,973
Total Current Assets	2,494,977	2,521,877	347,783
Total Non-current Assets	390,717	391,868	54,041
Total Assets	2,885,694	2,913,745	401,824
Current Liabilities			
Accounts and Notes Payable	844,058	821,473	113,286
Advances From Customers	118,369	132,169	18,227
Amount due to Related Parties	11,548	4,157	573
Accrued Expenses and Other Liabilities	308,845	275,656	38,015
Short-term Borrowing	-	100,000	13,791
Income Tax Payables	16,674	17,416	2,402
Lease Liabilities due Within One Year	7,233	4,096	565
Long-term Borrowing due Within One Year	20,215	25,735	3,549
Total Current Liabilities	1,326,942	1,380,702	190,408
Long-term Borrowing	114,552	129,355	17,839
Total Non-current Liabilities	129,589	142,203	19,611
Total Liabilities	1,456,531	1,522,905	210,019
Total Shareholders' Equity	1,429,163	1,390,840	191,805
Total Liabilities and Shareholders' Equity	2,885,694	2,913,745	401,824



# Thank You!

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

