

1 **ROBOSENSE TECHNOLOGY CO., LTD.**
2 **2024 1st Quarter Earnings Conference Call Script**

3
4 **Company Participants**

5 Ms. Grace Ye – IR Manager

6 Mr. Mark Qiu - CEO

7 Mr. Kelvin Lau - CFO

8
9 **Operator:**

10
11 Good evening ladies and gentlemen, thank you for standing by, and welcome to the 1st Quarter of
12 2024 Robosense Technology Co., Ltd. Earnings Conference Call. All participants will be in listen-
13 only mode. Should you need assistance, please signal a Conference Specialist by pressing the star
14 key followed by Zero.

15
16 After today's presentation, there will be an opportunity to ask questions. Please note, this
17 conference is being recorded.

18
19 I would now like to turn the conference over to Ms. Grace Ye, the Investor Relationship Manager.
20 Thank you. Please go ahead.

21
22 **Grace Ye:**

23
24 Thank you, Operator. Hello, everyone, and welcome to Robosense's Earnings Conference Call for
25 the 1st Quarter of 2024. The company's earnings results were released earlier today and are available
26 on our IR website, www.ir.robosense.ai, the website of Hong Kong Stock Exchange,
27 <http://www.hkexnews.hk> as well as on Newswire services.

28
29 Today, you will hear from Mr. Mark Qiu, our CEO, and Mr. Kelvin Lau, our CFO, who will take
30 you through the company's operational and financial results for the 1st Quarter of 2024. After their
31 prepared remarks, Mark and Kelvin will be available to answer your questions.

32
33 Before we continue, please note that the discussion today may contain certain forward-looking
34 statements which involve known and unknown risks, uncertainties and other factors which are
35 beyond our control, and may cause our actual results, performance or achievements, or industry
36 results, to be materially different from any future results, performance or achievements expressed
37 or implied by the forward-looking statements. In light of the risks and uncertainties, the inclusion
38 of forward-looking statements in this discussion should not be regarded as representations by the
39 Board of Directors or Robosense that the plans and objectives will be achieved, and shareholders
40 and investors of the Company should not place undue reliance on such statements. Robosense does
41 not assume any obligation to update any forward-looking statements except as required under
42 applicable law.

43
44 Also, please note that some of the information to be discussed includes non-IFRS financial measures

45 are not required by, or presented in accordance with IFRS. The IFRS financial measures and
46 information reconciling these non-IFRS financial measures to Robosense's financial results
47 prepared in accordance with IFRS are included in Robosense's annual results announcement,
48 which has been posted on the company's IR website at www.ir.robosense.ai and the website of Hong
49 Kong Stock Exchange, <http://www.hkexnews.hk>.

50
51 Finally, as a reminder, this conference call is being recorded. In addition, a webcast of this
52 conference call is available on Robosense's Investor Relations website.

53
54 I will now turn the call over to Mark Qiu, the CEO of Robosense.

55
56 **CEO – Mr. Mark Qiu**

57
58 谢谢 Grace。

59
60 首先感谢各位今天拨冗参加 RoboSense 速腾聚创 2024 年第一季度的业绩发布电话会，很开心
61 心在此与大家分享我们第一季度的业绩表现，并展望我们未来的发展方向。

62
63 我们非常欣喜地宣布，我们 2024 年第一季度的总收入达到了人民币 3.6 亿元，同比增长
64 149.1%，其中 ADAS 激光雷达销量达到约 116,200 台，同比增长 542.0%，整体毛利率从 2023
65 年全年的 8.4%进一步改善至 2024 年第一季度的 12.3%。

66
67 速腾聚创在激光雷达规模化应用领域取得了显著的市场表现与量产实力。截至 2024 年第一
68 季度末，我们的激光雷达累计总销量已突破 46 万台。截至 5 月 17 日，我们与全球 22 家整
69 车厂及一级供货商的紧密合作，并获得 71 款车型的定点，其中包括一家 2021-2022 年全球
70 销量最大的整车厂，标志着我们业务全球化发展的重要里程碑。同时，我们已经为前述的 22
71 家客户中 12 家的 25 款车型的大规模量产落地提供了助力。我们预计今年将有更多的车型
72 开始 SOP。这些成绩的取得，得益于我们优越性能的激光雷达产品和领先的环境感知技术，
73 是我们团队努力的结果，也是我们产品创新和市场竞争力的体现。

74
75 公司在 2024 年国际消费电子展(CES 2024)开展首日 2024 年 1 月 9 日正式发布首款 940nm
76 的超 长距激光雷达 M3。M3 是全球首款通过 940nm 激光技术实现 300m@10%反射率测距
77 能力的 超远距激光雷达，且具有 0.05°×0.05°的最佳角分辨率，等效 500 线的超高清三维成
78 像能力，成功打破「只有 1550nm 激光收发方案才能实现大于 250m@10%测距」的行业认
79 知。

80
81 2024 年 4 月新的激光雷达产品 MX 的推出，是我们在芯片化激光雷达领域的成果，它实现
82 了扫描、处理、收发模块的全栈系统芯片化重构，引领行业进入「千元机」时代。MX 将
83 帮助我们的合作伙伴以更低的成本实现激光雷达硬件产品的无缝升级，保持业内领先的高
84 阶智驾竞争力，发布即获得 3 个定点，第一个定点项目将于 2025 年上半年进入规模化量产。
85 在刚结束的 2024（第十八届）北京国际汽车展览会上，根据第三方媒体统计共展出了 72 款
86 配备激光雷达的车型，其中 37 款车型搭载的都为 RoboSense 激光雷达，占有率超过 51%。
87 同时，我们展示了与智己汽车和小鹏汽车等合作伙伴的持续深度协作成果。我们共同聚焦科
88 技平权，基于速腾聚创新一代中长距激光雷达 MX 的综合产品优势，展开车规级前装规模

89 化量产的探索。我们的目标是让人民币 15 万元的车也能配置激光雷达，让更多的消费者享
90 受到高阶智驾带来的更安全、更便捷的智能出行体验。

91
92 全球汽车产业，特别是在中国，正在经历一段对新能源汽车和智能驾驶需求高速发展的时期，
93 速腾聚创继续坚守以市场需求为核心的理念，专注于技术与产品的创新与打磨。我们致力于
94 帮助智能汽车升级 AI 智驾能力，让智驾更安全、更有效率。

95
96 在机器人方向的商业应用上，我们也取得了显著的进展。我们的激光雷达在传统机器人 行
97 业的应用持续领先，同时，我们也在积极拓展新的应用场景，如家庭服务机器人。我 们相
98 信，随着技术的不断进步和市场的不断开拓，速腾聚创将在机器人领域扮演越来越重要的角
99 色。

100
101 我们的使命是“让世界更安全，让生活更智能”。为了实现这一使命，我们将继续加大在硬件、
102 AI、芯片等核心领域的研发投入，不断推动技术创新和产品升级。我们的目标是在未来 10
103 年内，成为全球领先的机器人技术平台公司。

104
105 最后，我要感谢所有支持和信任速腾聚创的朋友们。我们深知，前方的道路还很漫长，但我
106 们有信心，也有决心，与大家一起，共同开创速腾聚创更加辉煌的未来。

107
108 感谢大家。下面有请 CFO——Kelvin 为您们带来 2024 年第一季度的财务数据介绍。

109
110 Thank you, Grace.

111
112 First of all, I would like to extend my sincerest greetings to everyone for joining our Earnings
113 Conference Call for Q1 2024. Today, I am honored to share with you the performance of RoboSense
114 in the first quarter of 2024 and to look into our future development strategy.

115
116 We are very pleased to announce that our total revenue for Q1 2024 reached RMB 361.0 million,
117 representing a year-on-year increase of 149.1%, of which the sales volume of ADAS LiDAR
118 reached approximately 116,200 units, representing a year-on-year increase of 542.0%, and the
119 overall gross margin improved from 8.4% for the full year of 2023 to 12.3% for Q1 2024.

120
121 RoboSense has demonstrated its remarkable market performance and strength in mass production
122 in the field of LiDAR scaling applications. By the end of Q1 2024, our cumulative total sales volume
123 of LiDAR products has exceeded 460,000 units. As of May 17,2024, we have established close
124 cooperation with 22 global automotive OEMs and Tier 1 suppliers and have obtained design wins
125 for 71 vehicle models, including an OEM who is the top global seller in the years from 2021 to 2022,
126 indicating a milestone of progress for our global business development. At the same time, we have
127 provided support in achieving SOP for 25 vehicle models for 12 of the aforementioned 22 customers.
128 We anticipate that more vehicle models will start their SOP this year. These achievements
129 demonstrate the excellent performance of our LiDAR products and our leading environmental
130 perception technology, resulted from our team's R&D efforts, and demonstrated our strength in
131 technological innovation and market competitiveness.

132

133 On January 9, 2024, the first day of the 2024 International Consumer Electronics Show (CES 2024),
134 the Company officially launched the first 940nm ultra-long-range LiDAR, M3, which is the world's
135 first ultra-long-range LiDAR to achieve a 300m@10% reflectivity detection capability by using
136 940nm laser technology. M3 has ultra-high-definition three-dimensional imaging capabilities with
137 its best angular resolution of 0.05°×0.05° and equivalent to 500 lines. It successfully breaks through
138 the industry's perception that "only 1550nm laser transmission and reception schemes can achieve
139 more than 250m@10% detection."

140
141 In April 2024, we launched our new LiDAR product MX, which is the result of our research and
142 development in the field of chips-based LiDAR. It has achieved a full-stack system-on-chip
143 reconstruction of scanning, processing, and transmission reception modules, leading the industry
144 into the "thousand-yuan machine" era. The MX will help our partners seamlessly upgrade LiDAR
145 hardware products at a lower cost, whilst maintaining a leading competitive edge in high-level
146 intelligent driving. We have obtained design wins for three vehicle models shortly after we launched
147 MX and the first design win project is expected to start its SOP in the first half of 2025.

148
149 At the 18th Beijing International Automobile Exhibition 2024 that was recently concluded,
150 according to the statistics by third party media, out of the 72 vehicle models installed with LiDAR
151 products presented in the Exhibition, 37 vehicle models are equipped with Robosense's LiDAR
152 products contributing to over 51%. Moreover, we have showcased the achievements of results of
153 continuous close collaboration with our cooperative partners such as SAIC's IM Motors and Xpeng.
154 We together focus on the topic of "democratization of technology", by exploring the implementation
155 of mass production and installation of automotive-grade LiDARs based on the comprehensive
156 product advantages of our new generation mid-range LiDAR MX. Our goal is to enable vehicles
157 priced at RMB150,000 to also be equipped with LiDAR, so as to allow more consumers to enjoy
158 safer and more convenient intelligent driving experience brought by high-level intelligent driving.

159
160 The global automotive industry is experiencing a high demand for rapid development of new energy
161 cars and advanced driving assistance system functions. RoboSense shall continue to adhere to the
162 market demand, and focus on the innovation and refinement of technologies and products. We are
163 committed to assist smart cars to upgrade their AI driving capabilities, and to make driving safer
164 and more efficient.

165
166 In the commercial application of the robotics sector, we have also accomplished significant progress.
167 We continue to hold a leading position in the application of LiDAR products in the traditional
168 robotics industry. At the same time, we are actively exploring new application scenarios, such as
169 home service robots. We believe that, with continuous technological advancement and market
170 development, RoboSense will play an increasingly important role in the field of robotics.

171
172 Our mission is to "make the world safer and our living smarter." To achieve this mission, we will
173 continue to increase our investment in core areas such as hardware, AI, and chips, continuously
174 promoting technological innovation and product upgrades. Our vision is to become a world's leading
175 robotics technology platform company in the next ten years.

176

177 Finally, I would like to thank all friends who have been supporting and believing in RoboSense. We
178 are well aware that the road ahead is still long, but we are confident and determined to work with
179 you to jointly create a brilliant future for RoboSense.

180

181 Thank you all. Now, please welcome our CFO, Kelvin, who will present the 1st Quarter of 2024
182 financial data to you.

183

184 CFO – Mr. Kelvin Lau

185

186 Thank you, Mark. Now I would like to take you through the 1st Quarter of 2024 financial highlights.

187

188 Our total revenue was RMB361.0 million for Q1 2024, representing an increase of 149.1% from
189 RMB144.9 million for the same period of 2023. The year-on-year increase was mainly attributable
190 to the increased sales of products in Q1 2024.

191

192 Our revenue from the sales of products was RMB345.1 million for Q1 2024, representing an
193 increase of 200.8% from RMB114.7 million for the same period of 2023. The year-on-year increase
194 was mainly attributable to the increased sales of products for ADAS applications, such as our
195 automotive-grade solid-state LiDAR. In Q1 2024, our revenue generated from sales of our LiDAR
196 products for ADAS applications increased to RMB305.9 million from RMB71.6 million in Q1 2023,
197 representing a significant year-on-year growth of 327.0%. The total number of our LiDAR
198 products sold increased to approximately 120,400 units in Q1 2024 from approximately 21,600 units
199 in Q1 2023. The number of LiDAR products sold for ADAS applications increased significantly to
200 approximately 116,200 units in Q1 2024 from approximately 18,100 units in Q1 2023. The revenue
201 growth of LiDAR products for ADAS applications driven by the increase in sales volume of
202 products was partially offset by the decrease in the average unit price of products for ADAS
203 applications to approximately RMB2,600 per unit in Q1 2024 from approximately RMB4,000 per
204 unit in Q1 2023, as we sold more mass-produced LiDARs, which were typically priced at a lower
205 unit price than their respective prototypes, in Q1 2023. Our revenue generated from sales of products
206 for robotics and others decreased from RMB43.1 million in Q1 2023 to RMB39.2 million in Q1
207 2024, representing a year-on-year reduction of 8.9%. Despite the number of LiDAR products sold
208 for robotics and others increased from approximately 3,500 units in Q1 2023 to approximately 4,200
209 units in Q1 2024, the average unit price of product decreased from approximately RMB12,300 per
210 unit in Q1 2023 to approximately RMB9,300 per unit in Q1 2024, primarily because the sales of
211 lower priced Helios sand Bpearl series increased whilst the sales of higher priced Ruby series
212 decreased in Q1 2024.

213

214 Our revenue from the sales of solutions was RMB15.4 million for Q1 2024, representing a decrease
215 of 48.0% from RMB29.6 million for the same period of 2023. Despite the number of delivered
216 solutions projects increased from 54 projects in Q1 2023 to 108 projects in Q1 2024, the average
217 selling price per project decreased from approximately RMB548,400 in Q1 2023 to approximately
218 RMB142,500 in Q1 2024, primarily attributable to decrease in demand for additional customized
219 perception related solution requirements from customers and increase in market competition.

220

221 Our revenue from the provision of services and others was RMB0.5 million for Q1 2024,
222 representing a decrease of 16.1% from RMB0.6 million for the same period of 2023.

223

224 Our cost of sales was RMB316.5 million for Q1 2024, representing an increase of 109.9% from
225 RMB150.8 million for the same period of 2023. The year-on-year increase was mainly attributable
226 to the increased sales of products for ADAS applications.

227

228 We recorded a gross profit of RMB44.5 million in Q1 2024 whilst our gross loss was RMB5.9
229 million in Q1 2023. Accordingly, the gross margin improved significantly to gross profit margin of
230 12.3% in Q1 2024 from a gross loss margin of 4.1% in Q1 2023.

231

232 Our overall gross margin was largely affected by the changes in the sales contribution from different
233 product categories. The increase in overall gross margin was mainly attributable to the significant
234 gross margin improvement of our LiDAR products for ADAS applications.

235

236 In particular, for our LiDAR products for ADAS applications, we recorded a gross profit of
237 RMB32.5 million in Q1 2024 whilst a gross loss of RMB41.9 million in Q1 2023. The gross margin
238 for this product category improved significantly to gross profit margin of 10.6% in Q1 2024 from a
239 gross loss margin of 58.5% in Q1 2023. The gross margin improvement was primarily attributable
240 to the economies of scales, as the scale of our production volume for LiDAR products for ADAS
241 applications in Q1 2024 was significantly higher than the production volume in Q1 2023.

242

243 For our sales of LiDAR products for robotics and others, we recorded a gross profit of RMB11.4
244 million and RMB29.0 million in Q1 2024 and Q1 2023, respectively. The gross profit margin for
245 this product category decreased to 29.0% in Q1 2024 from 67.2% in Q1 2023. The increase in sales
246 of Helios and Bpearl series, which have gross margins lower than that of Ruby series, caused the
247 gross margin of products for robotics and others to decrease in Q1 2024.

248

249 For our provision of LiDAR perception solutions, we recorded a gross profit of RMB7.7 million
250 and RMB17.4 million in Q1 2024 and Q1 2023, respectively. The gross profit margin for this
251 product category decreased to 49.8% in Q1 2024 from 58.9% in Q1 2023. This was primarily
252 attributable to the decrease in average selling price per project in Q1 2024.

253

254 For our provision of services, we recorded a gross loss of RMB7.1 million and RMB10.4 million in
255 Q1 2024 and Q1 2023, respectively. The gross loss margin for this product category was 1,474.9%
256 and 1,818.1% in Q1 2024 and Q1 2023, respectively. Costs related to one-off technology
257 development services offered to our certain key customers decreased since most of the projects have
258 been completed in Q1 2024.

259

260 Our R&D expenses were RMB148.6 million for Q1 2024, representing an increase of 97.4% from
261 RMB75.3 million for the same period of 2023. The year-on-year increase was mainly attributable
262 to (i) the higher employee benefit expenses, which were mainly attributable to (a) the increase in
263 share-based compensation of RMB35.3 million, and (b) the increase in the number of R&D
264 personnel to 576 in Q1 2024 from 504 in Q1 2023, and improved remuneration package for our

265 R&D personnel; and (ii) the increased R&D equipment, resulting in higher depreciation and
266 amortization expenses. We recruited additional R&D personnel specialized in the development of
267 proprietary chips, who enjoyed better remuneration package. Our R&D expenses excluding share-
268 based compensation as a percentage of revenue reduced to 31.4% in Q1 2024 from 51.9% in Q1
269 2023.

270

271 Our sales and marketing expenses were RMB28.4 million for Q1 2024, representing an increase of
272 52.1% from RMB18.7 million for the same period of 2023. The year-on-year increase was mainly
273 attributable to (i) the higher employee benefit expenses, which were mainly attributable to (a) the
274 increase in share-based compensation of RMB2.2 million, and (b) improved remuneration package
275 for our employees; and (ii) the increase in business development and promotional activities as the
276 number of customers and relevant business activities have been increased. Our sales and marketing
277 expenses excluding share-based compensation as a percentage of revenue reduced to 7.2% in Q1
278 2024 from 12.9% in Q1 2023.

279

280 Our general and administrative expenses were RMB38.3 million for Q1 2024, representing an
281 increase of 11.7% from RMB34.3 million for the same period of 2023. The year-on-year increase
282 was mainly attributable to the increase in share-based compensation of RMB6.2 million, resulting
283 in the higher employee benefit expenses in Q1 2024. Our general and administrative expenses
284 excluding share-based compensation and listing expenses as a percentage of revenue reduced to 8.9%
285 in Q1 2024 from 19.6% in Q1 2023.

286

287 Our net loss was RMB130.7 million for Q1 2024, representing a decrease of 61.9% from net loss
288 of RMB342.8 million for the same period of 2023.

289

290 This concludes my financial highlight section. Operator, we are ready for questions.

291

292 Operator

293

294 We will now begin the question-and-answer session. To ask a question you may press * then 1 on
295 your touch-tone phone. If you are using a speakerphone, please pick up your handset before
296 pressing the keys. To withdraw your question, please press * then 2. At this time, we will pause
297 momentarily to assemble our roster.

298

299 Q&A section

300

301 We don't have any other questions as of the moment. Presenters, please continue.

302

303 Ms. Grace Ye

304

305 Thank you, Operator. If there are no further questions at present, we would like to conclude by
306 thanking everyone for joining our conference call. We welcome you to reach out to our Investors
307 Relations department directly by e-mailing at www.ir@robosense.ai. Should you have any questions
308 or requests for additional information, we encourage you to visit our Investor Relations site at

309 www.ir.robosense.ai. Thank you.

310

311 Operator

312

313 Ladies and gentlemen, that does conclude our call for today. Thank you for participating. You may

314 all disconnect.