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Disclaimer

Forward-Looking Statements

This communication contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements about future financial and operating results, our plans, objectives, expectations and intentions with respect to future operations, products and services; and other statements identified by words such as “will likely result,” “are expected to,” “will continue,” “is anticipated,” “estimated,” “believe,” “intend,” “plan,” “projection,” “guidance,” “outlook” or words of similar meaning. Such forward-looking statements are based upon the current beliefs and expectations of our management and are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are difficult to predict and generally beyond our control.

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Non-GAAP Financial Measures

This presentation contains adjusted gross profit, adjusted operating loss and adjusted net loss, which are non-GAAP financial measures. Adjusted gross profit is GAAP gross profit as adjusted for non-cash stock-based compensation expense included in cost of revenues. Adjusted operating loss is GAAP operating loss as adjusted for non-cash stock-based compensation expense included in cost of revenues and operating expense. Adjusted net loss is GAAP net loss as adjusted for non-cash stock-based compensation expense and change in on valuation of warrant liabilities and convertible notes. In addition to Microvast’s results determined in accordance with GAAP, Microvast’s management uses these non-GAAP financial metrics to evaluate the company’s ongoing operations and for internal planning and forecasting purposes. We believe that this non-GAAP financial information, when taken collectively, may be helpful to investors in assessing Microvast’s operating performance. We believe that the use of these non-GAAP metrics provides an additional tool for investors to use in evaluating ongoing operating results and trends because it eliminates the effect of financing, non-recurring items, capital expenditures, and non-cash expenses.

In addition, our presentation of adjusted gross profit, adjusted operating loss and adjusted net loss should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items. Our computation of non-GAAP financial metrics may not be comparable to other similarly titled measures computed by other companies because not all companies calculate these measures in the same fashion. Because of these limitations, these non-GAAP financial metrics should not be considered in isolation or as a substitute for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using non-GAAP financial metrics on a supplemental basis. Investors should review the reconciliations in this presentation and not rely on any single financial measure to evaluate our business.

Q1 2024 Overview

Record First Quarter



\$81M
Q1 Revenue



21.2%
Q1 Gross Margin



APAC (ex. China)
Revenue
\$23M
>600% increase Y/Y

EMEA
Revenue
\$29M
>180% increase Y/Y

Revenues
73% increase Y/Y
Adj. Gross Margin
+9.1 percentage points Y/Y



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Robust Q1 Revenue Growth

Expanding Commercial Vehicle Reach

Successes

- Expanding commercial vehicle footprint in the Americas and Europe.
- Continued OEM customer production ramp ups.
- Additional prototype developments underway.

Challenges

- Current market sentiment towards clean tech companies.
- U.S. financing hurdles for our Clarksville facility.

Q1 2024 Key Stats

\$81.4M

Revenue

\$348M

Backlog

73%

Y/Y Revenue Growth

22.6%

Adj. Gross Margin

HIGHLIGHTS



Entered partnership with German Commercial Vehicle OEM Enginius



Tapped into Canadian commercial vehicle market



Gen 4 product delivery to leading American LCV OEM, ramp-up expected in Q2



Business Developments

Growing New Markets

OEM	U.S. Leading CV OEM <i>Confidential</i>	Global Leading CV Tier 1 <i>Confidential</i>	
Vehicle	Speciality Vehicle	e-Trailer	Fuel Cell Truck
Battery Type	HpCO 53.5Ah Gen 4 MV-C pack	HpCO-53.5Ah Gen 4 MV-B/C pack	HpCO-53.5Ah Gen 4 MV-C pack
Highlights	Production underway, volume ramp up starts May 2024. 	First prototype orders received, discussing next project with Tier 1. 	First prototype orders received, demo vehicle debut at IAA Hannover 2024. 

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Q1 2024 P&L

(\$ in thousands)

GAAP Income Statement

	Three-Months Ended Mar. 31		
	2023	2024	Y/Y (%)
Revenue	46,973	81,351	73%
Cost of revenues	(42,115)	(64,126)	52%
Gross Profit	4,858	17,225	255%
Gross Margin	10.3%	21.2%	105%
General and administrative expenses	(20,385)	(23,794)	17%
Research and development expenses	(10,861)	(11,492)	6%
Selling and marketing expenses	(4,988)	(5,591)	12%
Operating expense	(36,234)	(40,877)	13%
Subsidy Income	77	534	594%
Operating loss	(31,299)	(23,118)	-26%
Change in fair value of warrant liability	17	42	147%
Others	1,711	(1,749)	-202%
Loss before income tax	(29,571)	(24,825)	-16%
Income tax	0	0	
Net loss	(29,571)	(24,825)	-16%
Less: net income attributable to noncontrolling interests	10	0	
Net loss attributable shareholders	(29,581)	(24,825)	-16%



Q1 2024 Adjusted Financials – Non-GAAP

(\$ in thousands)

	Three-Months Ended Mar. 31	
	2023	2024
Revenue	46,973	81,351
Adjusted Cost of sales (non-GAAP)	(40,611)	(62,988)
Adjusted gross (loss) / profit (non-GAAP)	6,362	18,363
Adjusted gross margin (non-GAAP)	13.5%	22.6%
Adjusted Operating Expense	(19,817)	(30,148)
Adjusted Operating Loss (non-GAAP)	(13,378)	(11,251)
Adjusted Net Loss (non-GAAP)	(11,667)	(13,000)

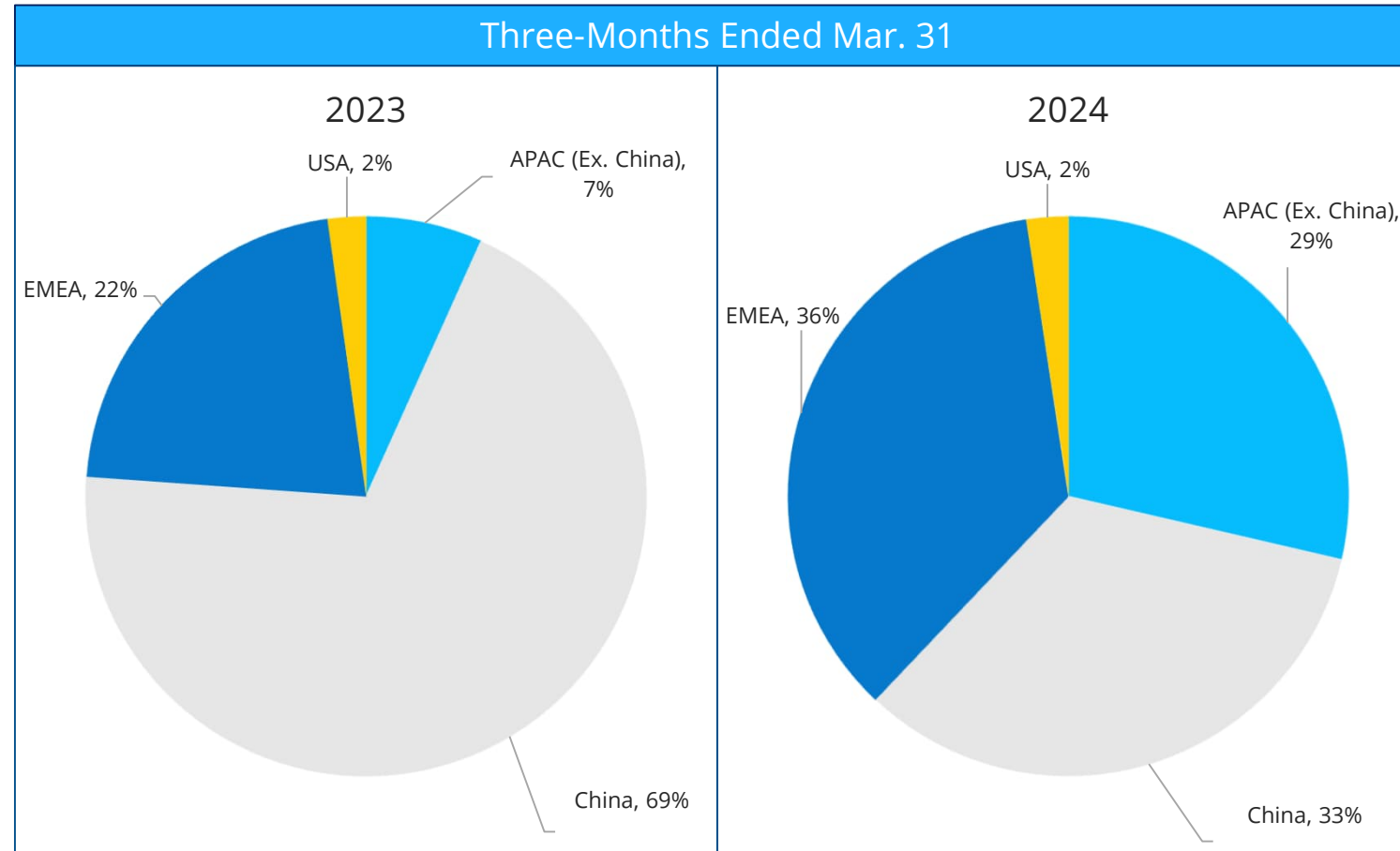
Cost of Sales Adjustments		
	Three-Months Ended Mar. 31	
	2023	2024
Non-Cash Settled SBC	1,504	1,138

Operating Expense Adjustments		
	Three-Months Ended Mar. 31	
	2023	2024
Non-Cash Settled SBC	16,417	10,729

Net Loss Adjustments		
	Three-Months Ended Mar. 31	
	2023	2024
Fair Value Changes	(17)	(42)

Q1 2024 Revenue by Region

(\$ in thousands)



Revenue by region	Three-Months Ended Mar. 31		
	2023	2024	Y/Y %
APAC (Ex. China)	3,149	23,294	640%
China	32,612	27,192	-17%
EMEA	10,185	28,921	184%
USA	1,027	1,944	89%
Total	46,973	81,351	73%

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OUTLOOK



Q2 2024 Outlook

20-30%

Anticipated Q2 Revenue Growth Y/Y



\$90-98M

Q2 Revenue Guidance



20-25%

Targeted Gross Margin

APAC

» **Huzhou facility** delivering 48Ah & 53.5Ah cells to customers.

🎯 **Targeting** market share growth in Southeast Asian markets and continued R&D progress.

EMEA

» **Q2 Revenue** anticipated to grow more than double Y/Y.

🎯 **Expected** to deliver prototypes to new commercial vehicle customers, embarking on additional projects.

Americas

» **Remain** focused on fulfilling planned expansion and growth.

🎯 **Exploring** new commercial vehicle markets in Canada.

Global

» **Profitability focus** driving regional efficiency and growth.

🎯 **Targeting** positive adjusted EBITDA contributions from APAC and EMEA in 2024.