



**1H24 Results Presentation**

**August 2024**

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## Agenda

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

# 1H 2024 Financial Highlights

Net Revenues

**RMB1,040.2 MM**

Gross Profit Margin

**24.8%**  
**(+2.8% y-o-y)**

Net Income

**RMB5.6 MM**

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

**RMB914.3 MM**

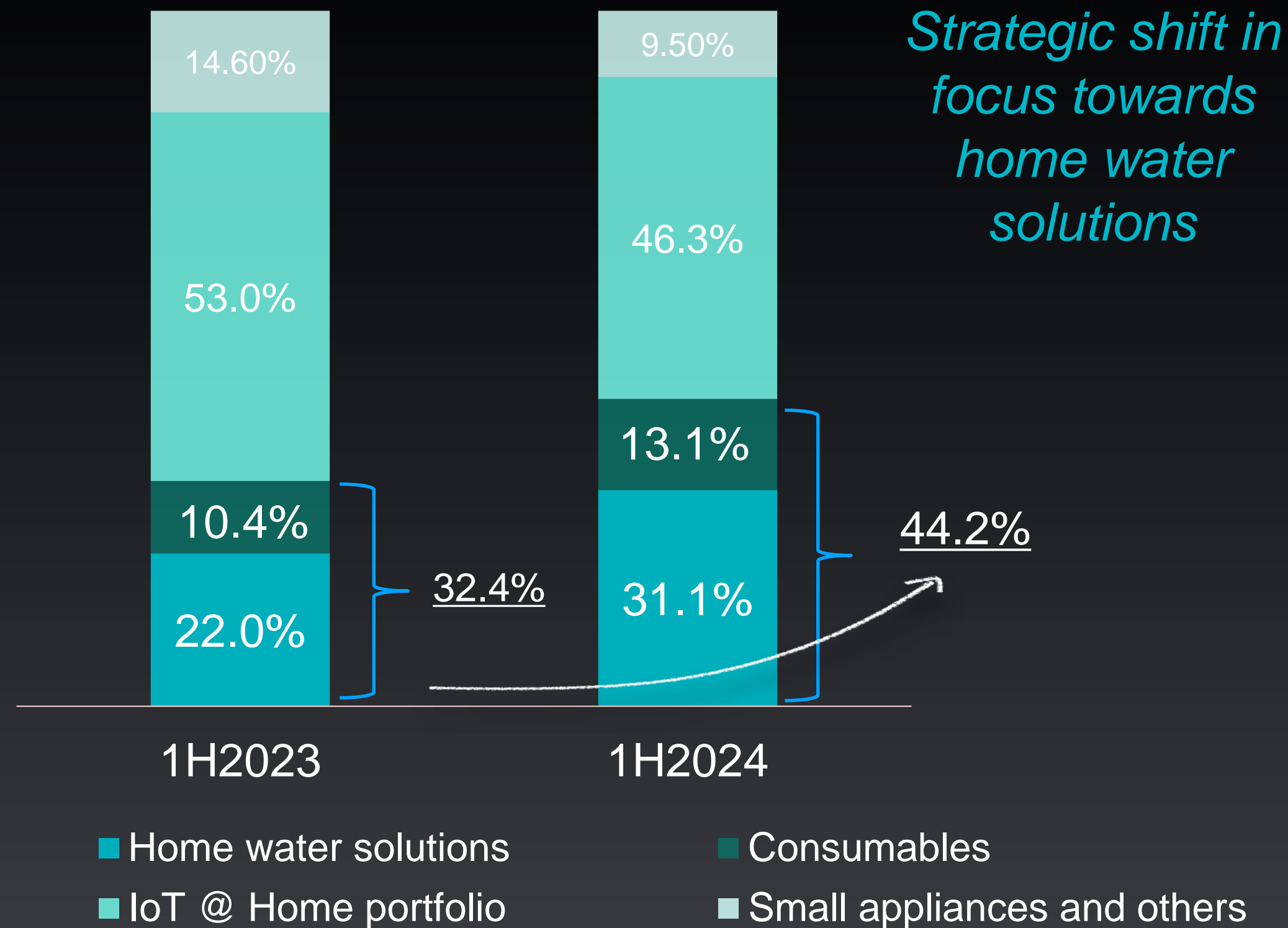


Note  
1. Cash assets include cash and cash equivalents, short-term deposits and short-term investments.

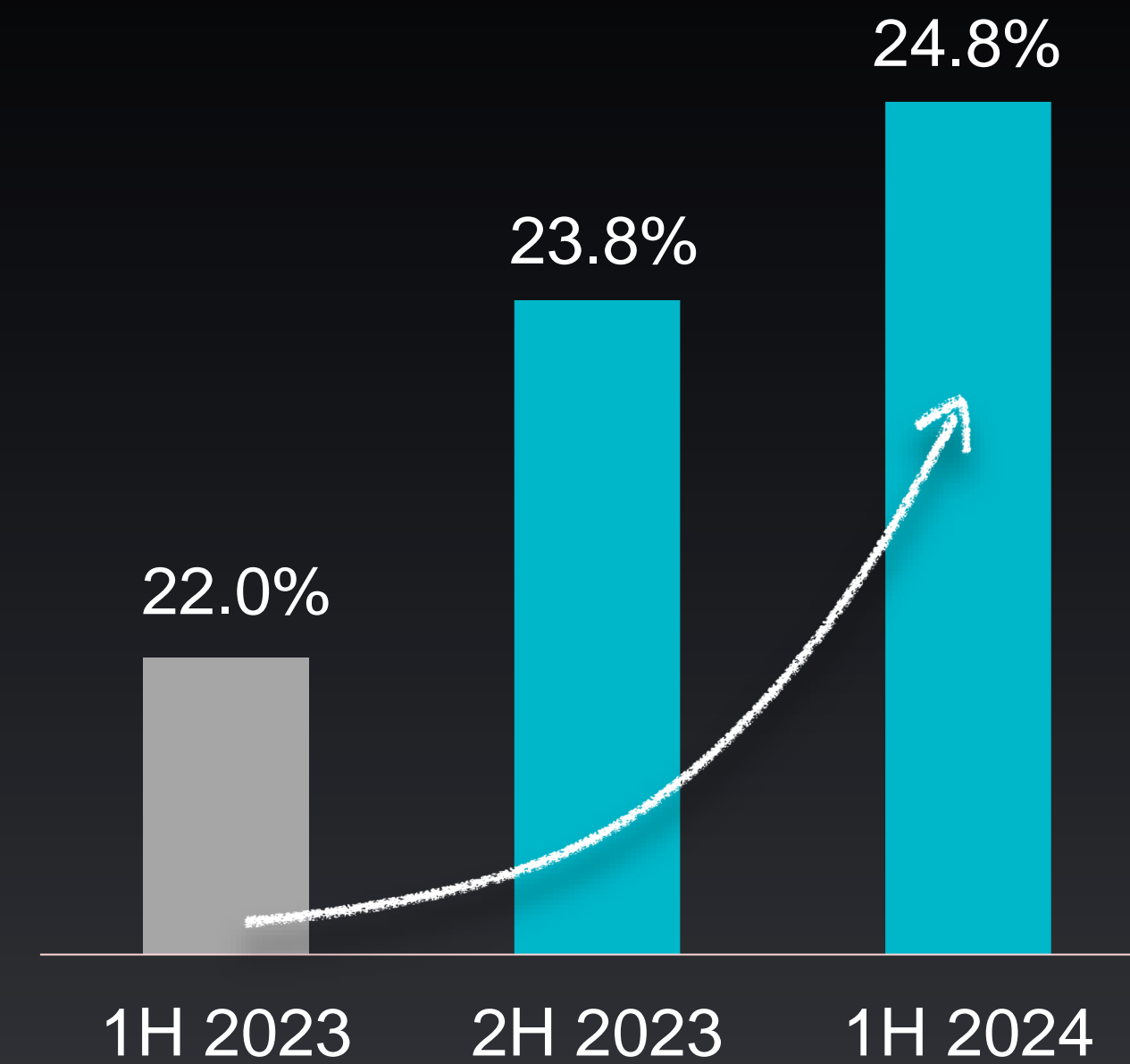
# 1H 2024 Financial Highlights (Cont.)

## Optimized Revenue Structure Brings a Gross Margin Expansion

Revenue Contribution by Product Category



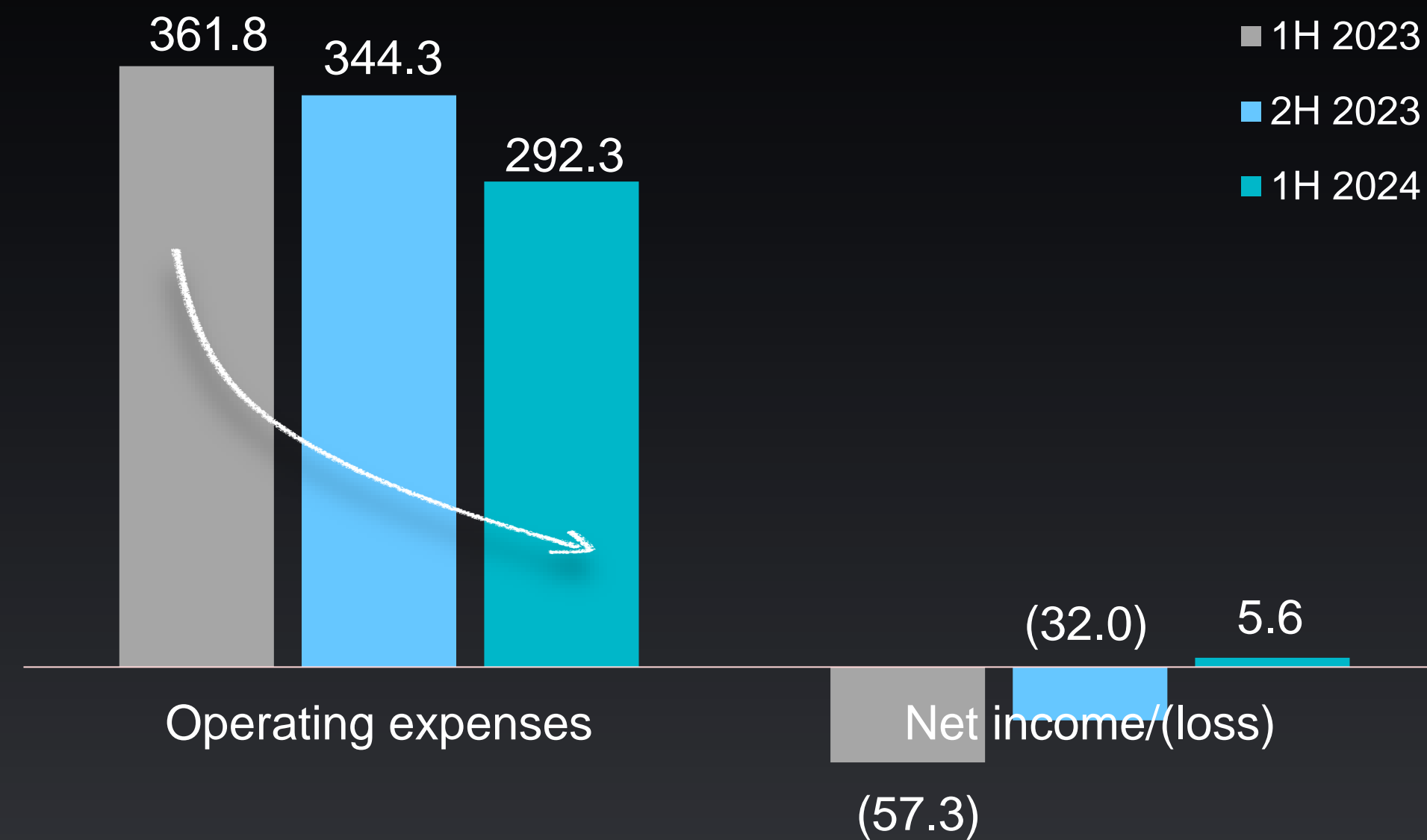
Gross Margin Improved Since 1H2023



# 1H 2024 Financial Highlights (Cont.)

## Improved Operational Efficiency Leads to a Net Income Position

Operating Expenses Decreased Since 1H2023  
(RMB million)



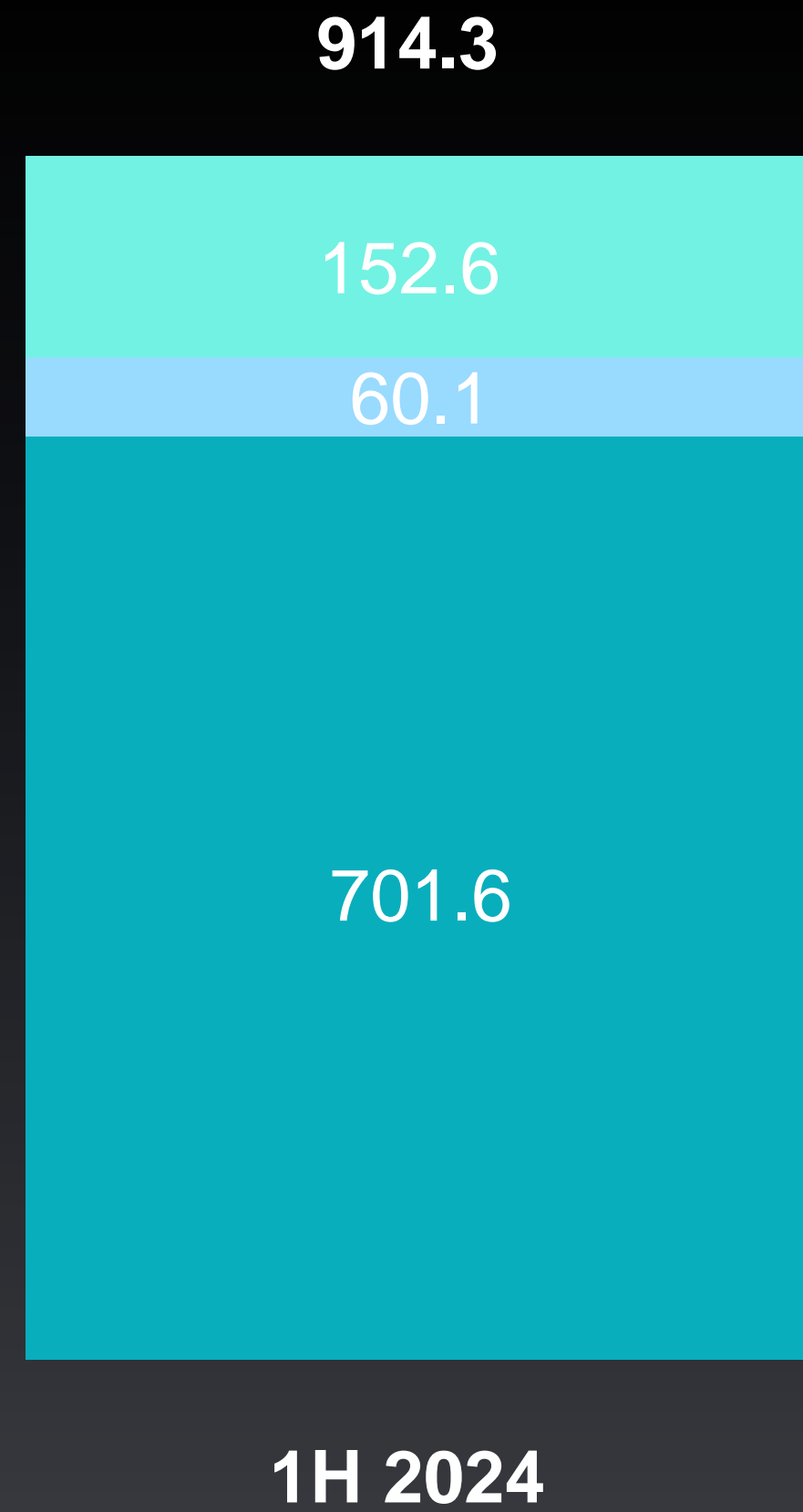
Returning to a **Net Income Position**

Non-GAAP Net Income of **RMB16.1 Million**

# Healthy Cash Assets

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

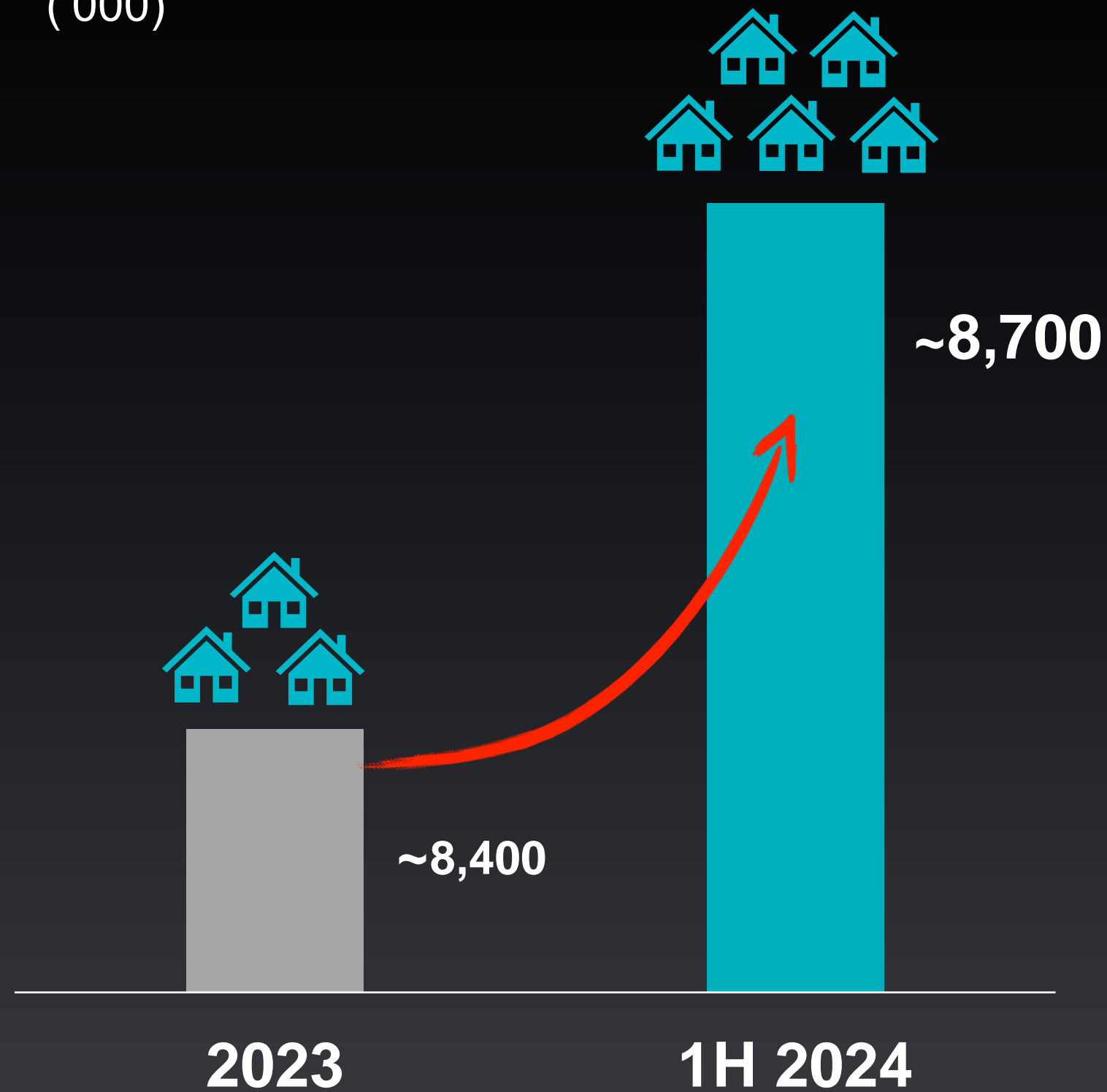
- Short-term deposits
- Short-term investments
- Cash and cash equivalents



# 1H 2024 Operating Highlights

## Continued Increase in Household Users

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



## Continued Product Innovation with Increasing Patent Record

 Cumulative **registered** patents **6,682**

 Cumulative **authorized** patents **4,598**

 Cumulative registered patents for **inventions** **2,748**



# Outlook of the Continuing Businesses<sup>1</sup>

**FY  
2024**

**Revenues:**

**RMB1.7 billion to RMB1.9 billion**

**Income from Operations:**

**RMB 110 million to RMB 130 million**

**Note**

1. As announced on July 19, 2024, the Company has entered into definitive agreements with Mr. Xiaoping Chen to divest the Company's IoT@Home portfolio products (excluding range hoods, gas stoves, and water heaters) (the "Divested Business") The transaction is subject to certain closing conditions and is expected to close by the end of August 2024. As of the date of this earnings release, the transaction has not been closed yet. Each of the estimated revenues and income from operations of the Continuing Businesses is based on the Company's preliminary estimates based on currently available information. In estimating the revenues and income from operations of the Continuing Businesses, the management of the Company has taken into consideration of revenues, cost of revenues, and operating expenses directly attributable to the Continuing Businesses and indirect operating expenses allocated to the Continuing Businesses as deemed appropriate by the management of the Company. The term "Continuing Businesses" refers to the Company's businesses excluding the Divested Business.



# 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



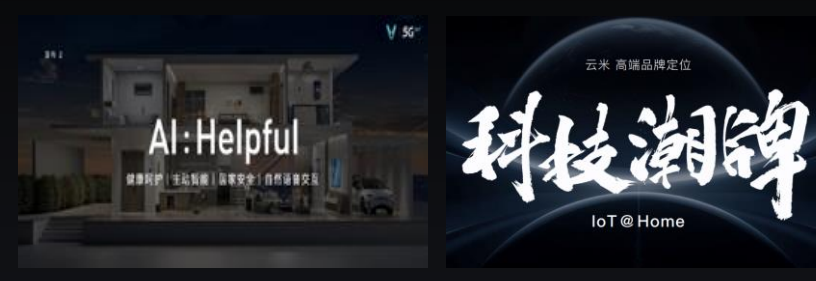
## 2019 5G<sup>IoT</sup> Announced 5G + IoT Strategy

- 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 Brand Promotion

- Hosted 2021 strategic new product launch event with "AI: Helpful" theme
- 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



## 1H 2024 Focus on Home Water Solutions, Divest Underperforming Businesses

- "AI for Better Water", utilizing AI to provide better drinking water solutions worldwide
- Water Purifier Gigafactory



## 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



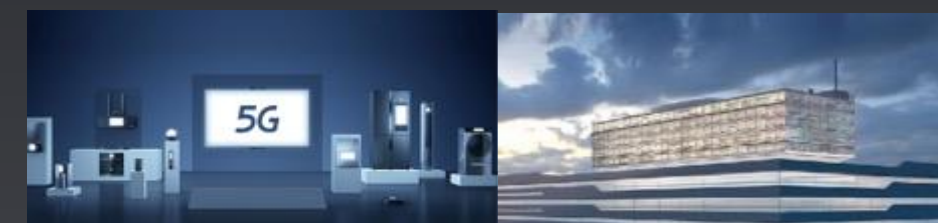
## 2018 Established IoT @ Home Positioning

- 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



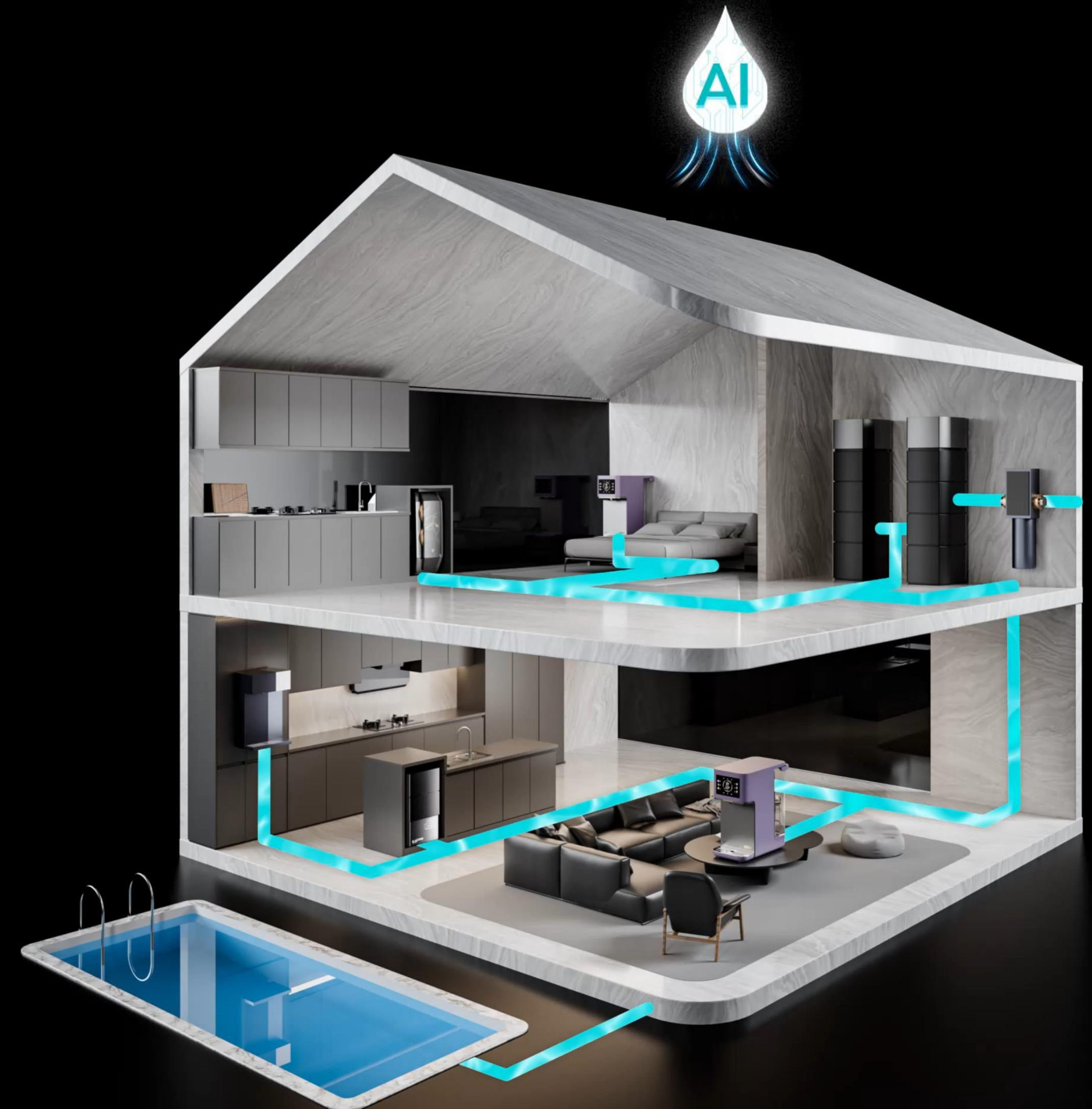
# Strategic Business Reorganization

## Focus on Home Water Solutions, Divest Underperforming Businesses

Our Mission **AI for Better Water**

Our Vision **Global Water**

On July 19, 2024, the Company announced a strategic business reorganization, divesting underperforming segments to focus on home water solutions. By leveraging its extensive expertise in AI technology application, smart hardware and software development, Viomi aims to redefine the home water solutions industry.



# Global Leading, Integrated 「Water Purifier Gigafactory」

## Four Major Capabilities

①  
Integrated & Comprehensive  
Industrial Chain

②  
High Level of Automation

③  
High-Standard Hygienic  
Production

④  
End-to-End Traceable Quality  
Control System



# Recent Developments

May 8, 2024



Embraced the 10<sup>th</sup> Anniversary at the Viomi Tech. Park

June 19, 2024



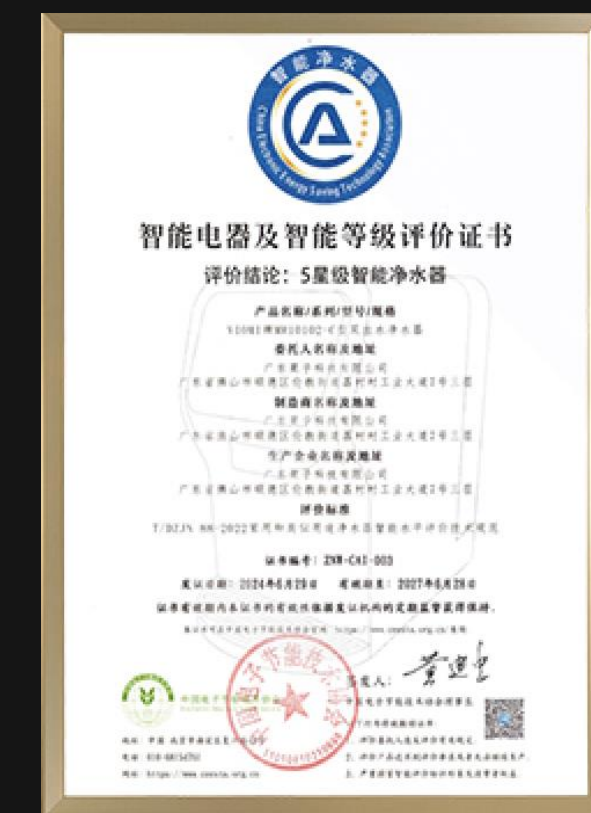
Ranked 439<sup>th</sup> on the list of "2024 China's Top 500 Brand" with a brand value of RMB15.34 billion



Three products have been recognized as "Excellent-brand and High-Tech Products" in Guangdong



Recognized as Water Purification Technology Innovation and Application Laboratory in Foshan



Obtained Smart Appliance and Smart Rating Certification



Appendix

# **Selected Unaudited Financial Data**

# Selected Unaudited Income Statement Data

(in thousands)	Six Months Ended		
	June 30, 2023 (RMB)	June 30, 2024 (RMB)	June 30, 2024 (USD)
<b>Net Revenues</b>	<b>1,304,391</b>	<b>1,040,158</b>	<b>143,131</b>
Cost of Revenues	(1,017,584)	(782,075)	(107,617)
<b>Gross Profit</b>	<b>286,807</b>	<b>258,083</b>	<b>35,514</b>
Operating Expenses			
Research and Development Expenses	(109,494)	(108,210)	(14,890)
Selling and Marketing Expenses	(213,544)	(142,930)	(19,668)
General and Administrative Expenses	(38,801)	(41,208)	(5,670)
<b>Total Operating Expenses</b>	<b>(361,839)</b>	<b>(292,348)</b>	<b>(40,228)</b>
Other Income, Net	6,827	20,882	2,873
<b>Loss from Operations</b>	<b>(68,205)</b>	<b>(13,383)</b>	<b>(1,841)</b>
Interest Income and Investment Income, Net	15,595	13,436	1,849
Other Non-operating Income	1,839	-	-
<b>(Loss) Income Before Income Tax Expenses</b>	<b>(50,771)</b>	<b>53</b>	<b>8</b>
Income Tax (Expenses) Credits	(6,513)	5,516	759
Less: Net Loss Attributable to the Non-controlling Interest Shareholders	(2,358)	(414)	(57)
<b>Net (Loss) Income Attributable to Ordinary Shareholders of the Company</b>	<b>(54,926)</b>	<b>5,983</b>	<b>824</b>
Share-based Compensation Expenses	1,260	10,550	1,452
<b>Non-GAAP Net (Loss) Income Attributable to Ordinary Shareholders of the Company<sup>(1)</sup></b>	<b>(53,666)</b>	<b>16,533</b>	<b>2,276</b>

Note

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



# Selected Unaudited Balance Sheet Data

(in thousands)	As of December 31, 2023 (RMB)	As of June 30, 2024 (RMB)	As of June 30, 2024 (USD)
<b>Assets</b>			
<b>Current Assets</b>			
Cash and Cash Equivalents	491,715	701,626	96,547
Restricted Cash	144,640	206,858	28,465
Short-term Deposits	365,838	152,629	21,002
Short-term Investments	70,369	60,061	8,265
Accounts and Notes Receivable From Third Parties	226,802	181,368	24,957
Accounts Receivable From a Related Party	324,223	375,206	51,630
Other Receivables From Related Parties	224	224	31
Inventories	442,219	389,000	53,528
Prepaid Expenses and Other Current Assets	186,672	204,747	28,174
Long-term Deposits-current Portion	30,000	30,000	4,128
<b>Total Current Assets</b>	<b>2,282,702</b>	<b>2,301,719</b>	<b>316,727</b>
<b>Total Non-current Assets</b>	<b>471,686</b>	<b>457,784</b>	<b>62,994</b>
<b>Total Assets</b>	<b>2,754,388</b>	<b>2,759,503</b>	<b>379,721</b>
<b>Current Liabilities</b>			
Accounts and Notes Payable	666,333	686,681	94,490
Advances From Customers	131,338	128,003	17,614
Amount due to Related Parties	18,468	9,544	1,313
Accrued Expenses and Other Liabilities	302,214	298,698	41,103
Short-term Borrowing	100,000	120,000	16,513
Income Tax Payables	17,779	9,336	1,285
Lease Liabilities due Within One Year	2,410	4,403	606
Long-term Borrowing due Within One Year	28,029	28,870	3,973
<b>Total Current Liabilities</b>	<b>1,266,571</b>	<b>1,285,535</b>	<b>176,897</b>
Long-term Borrowing	128,701	89,842	12,363
<b>Total Non-current Liabilities</b>	<b>144,180</b>	<b>105,541</b>	<b>14,523</b>
<b>Total Liabilities</b>	<b>1,410,751</b>	<b>1,391,076</b>	<b>191,420</b>
<b>Total Shareholders' Equity</b>	<b>1,343,637</b>	<b>1,368,427</b>	<b>188,301</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>2,754,388</b>	<b>2,759,503</b>	<b>379,721</b>



**VIOMI云米<sup>®</sup>**  
— AI water —

**Thank You!**

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