



# FIRST QUARTER 2025 RESULTS



<PUBLIC>

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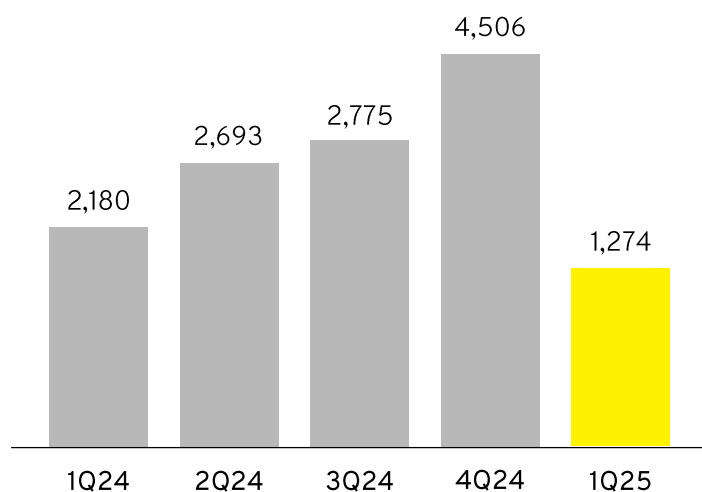
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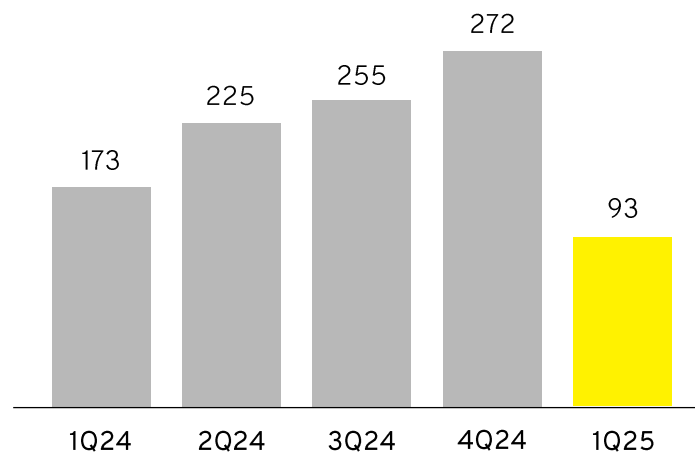
# 1<sup>ST</sup> QUARTER 2025 KEY NUMBERS

- Total deliveries<sup>1</sup> of close to 1,300 vehicles, reflecting the scheduled transition period before upgraded models commence Q2 deliveries
- Gross profit margin of 12%, marking a significant return to a positive range and early signs of recovery, as the impact from prior destocking efforts eased
- Customer deliveries of upgraded models kicked-off in the second quarter in China, and is expected to start in Europe in the third quarter

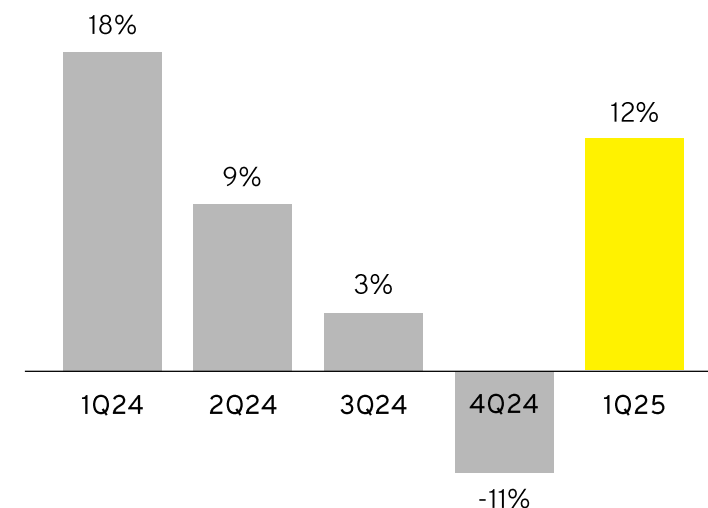
**Delivery<sup>1</sup> (units)**



**Revenue (\$million)**



**Gross Profit Margin**



Notes: Unaudited Number

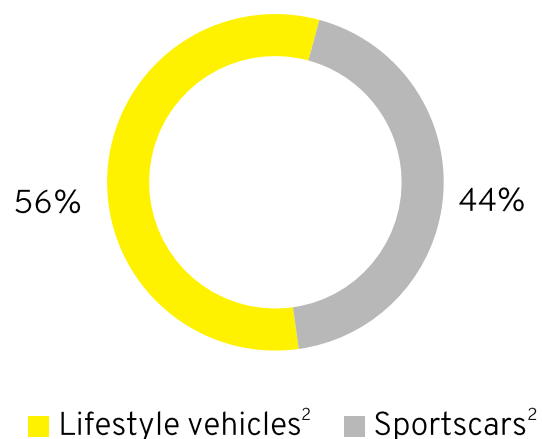
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1. Invoiced deliveries, including commissioned deliveries in the U.S. market.

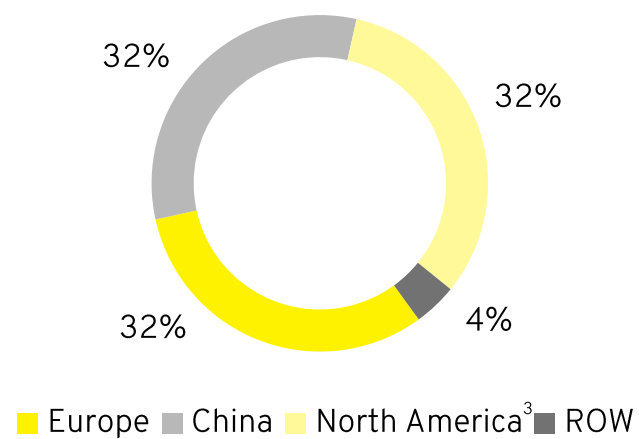
# 1<sup>ST</sup> QUARTER 2025 KEY NUMBERS

- Deliveries of lifestyle vehicles contributed 56% of total deliveries
- Sales structure across the global regions has temporarily become more concentrated in major markets such as Europe, China and North America, mainly due to prior destocking effects, as well as strategic shipment reallocation in response to global trade uncertainties
- We anticipate this variation to be transient in nature, with the long-term outlook maintaining expectations for a more balanced geographical distribution pattern

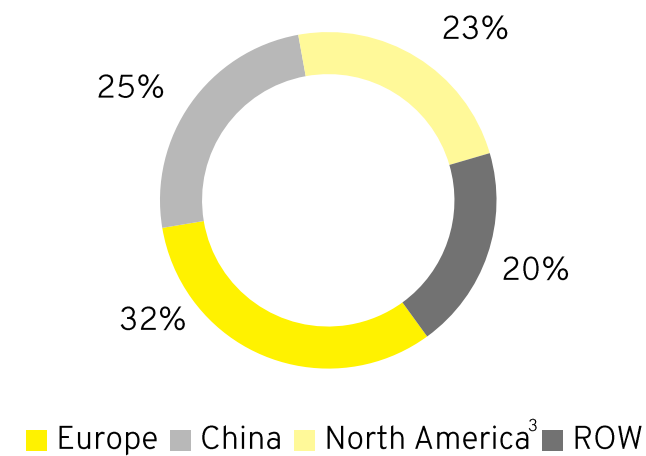
Delivery<sup>1</sup> Breakdown (1Q25)



Delivery<sup>1</sup> by Region (1Q25)



Store by Region (1Q25)



1. Invoiced deliveries, including commissioned deliveries in the U.S. market.

2. Lifestyle model includes Eletre and Emeya, Sportscar models include Emira and other models.

3. North America includes the U.S. and Canada; Europe includes the UK and others ; ROW includes rest of Asia, Australia, the Middle East, South Africa and parts of South America, etc.

# 1<sup>ST</sup> QUARTER 2025 FINANCIALS

| US\$, all amounts in millions, unaudited | 1Q2025 | 1Q2024 | % Change (YoY) |
|------------------------------------------|--------|--------|----------------|
| <b>Deliveries<sup>1</sup> (in units)</b> | 1,274  | 2,194  | (42%)          |
| <b>Revenues</b>                          | 93     | 173    | (46%)          |
| <b>Cost of revenues</b>                  | 82     | 143    | (43%)          |
| <b>Gross profit</b>                      | 11     | 30     | (63%)          |
| <b>Gross profit margin (%)</b>           | 12%    | 18%    | (6%)           |
| <b>Operating Loss</b>                    | (103)  | (233)  | (56%)          |
| <b>Net Loss</b>                          | (183)  | (258)  | (29%)          |
| <b>Adjusted Net Loss<sup>2</sup></b>     | (183)  | (223)  | (18%)          |
| <b>Adjusted EBITDA<sup>2</sup></b>       | (136)  | (204)  | (33%)          |

1. Invoiced deliveries, including commissioned deliveries in the U.S. market.

2. Non-GAAP measure. See “Non-GAAP Financial Measures” and “Appendix – Unaudited Reconciliation of GAAP and Non-GAAP results. (Adjusted net loss/Adjusted EBITDA)” for details and a reconciliation of adjusted metrics to the nearest GAAP measure.

# KEY ACHIEVEMENTS & RECENT DEVELOPMENT

## Lotus GT Racing Series

- On May 30, Lotus launched a national-level GT single-make racing series, featuring five rounds spanning China and Malaysia. The racing series stands as China's premier FIA-recognized GT series eligible for International C-license upgrades

## Release of 2024 ESG Report

- On May 26, the Company released its 2024 ESG Report, highlighting its progress in advancing sustainable practices, developing innovative green products, and demonstrating global leadership in clean mobility

## PHEV Model

- Lotus is set to unveil its first PHEV model this year. The model is built on Hyper Hybrid EV Technology which was launched in late 2024. The 900V Hyper Hybrid EV Technology features a Hybrid Electric Drivetrain and Dual Hyper Charging Technology



# PRODUCT PIPELINE



EVIJA  
Hypercar (BEV)



EMIRA  
Sportscar (ICE)



ELETRE  
E-class SUV (BEV)



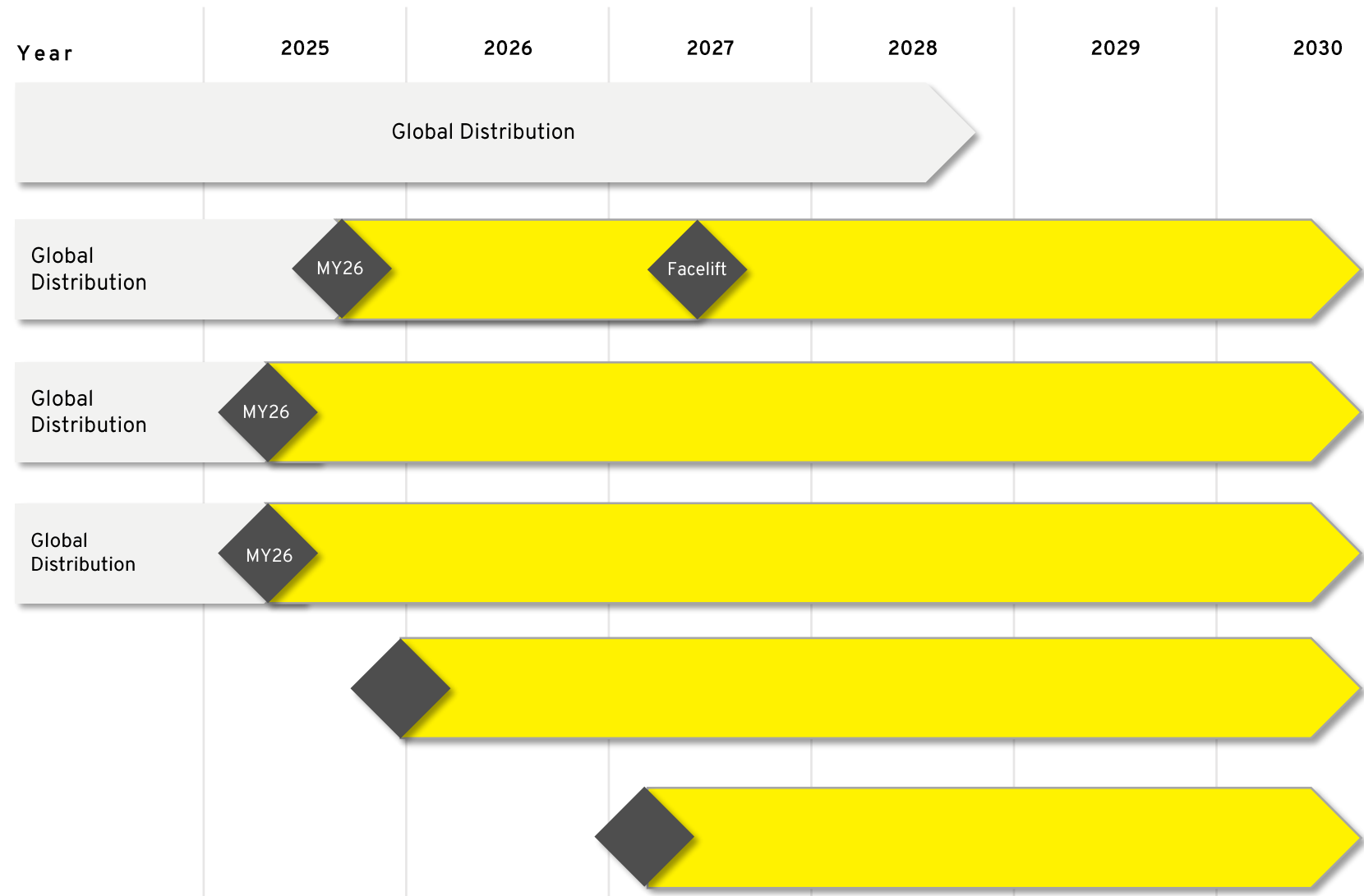
EMEYA  
E-class Sedan (BEV)



New Model  
(PHEV)



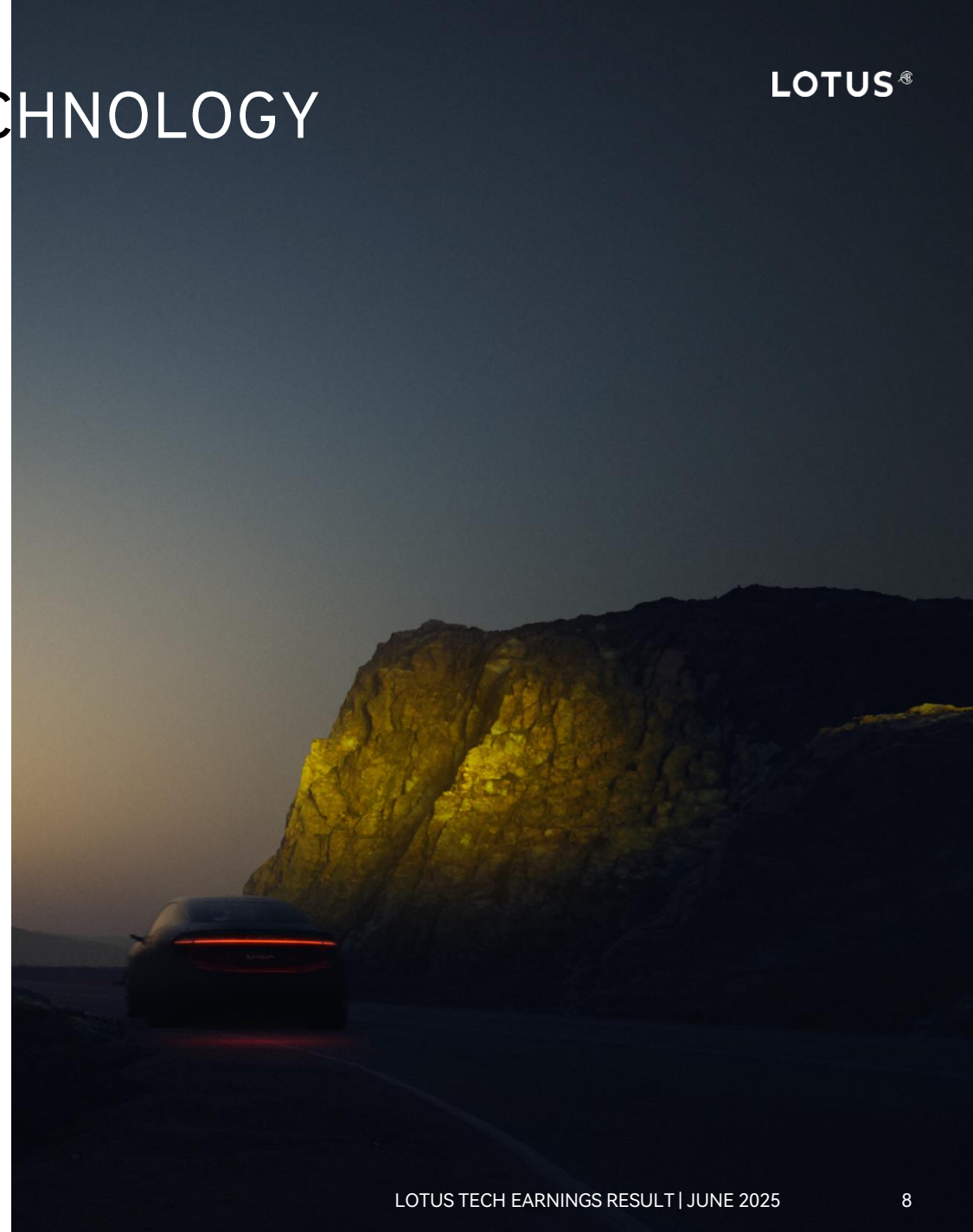
New Model 2



# NEW MODEL WITH 900V HYBRID EV TECHNOLOGY

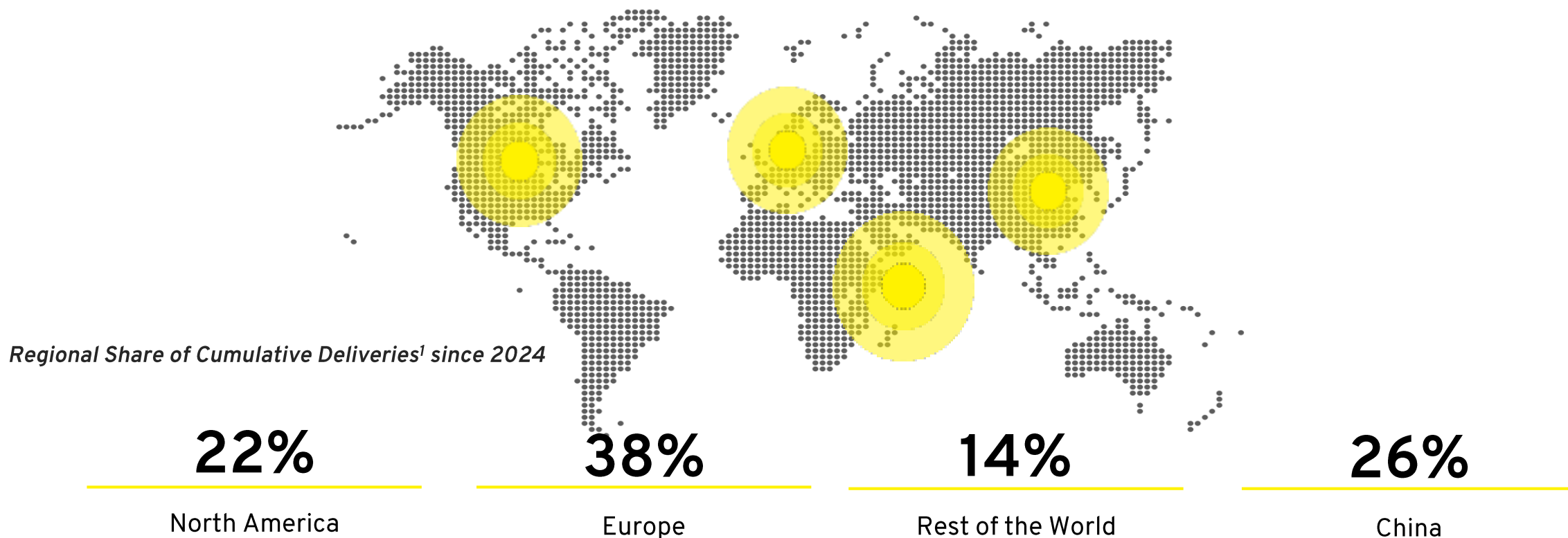
## Highlights of 900V Hybrid EV Technology

- Combined driving range of over 1,000 km
- Industry leading Dual Hyper Charging technology: Ultra-Fast Plug-In Charging and Ultra-Fast On-The-Drive Charging
- The Ultra-Fast Plug-In Charging speed is industry leading, similar to a battery swap
- On-The-Drive Charging rate of 5 times the power consumption of typical driving, providing uninterrupted electric performance in any situation, including acceleration at high speeds and in extreme cold weather
- Lotus is set to unveil its first PHEV model this year. Deliveries of the model is expected to commence in 2026



# GLOBAL MARKET

- Achieved well-balanced global deliveries allocation across extended periods, leveraging our well-established global distribution network and established branding
- Remain closely attuned to evolving dynamics in key markets such as the U.S., and are actively evaluating strategic pathways as well as localization opportunities to further strengthen our presence and expand sales operations in the global markets
- Develop customized pricing and product strategies aligned with localized market demands across global regions



# APPENDIX

# UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

| US\$, All amounts in thousands                              | As of            |                  |                                                                  | As of            |                  |
|-------------------------------------------------------------|------------------|------------------|------------------------------------------------------------------|------------------|------------------|
|                                                             | Mar 31, 2025     | Dec 31, 2024     |                                                                  | Mar 31, 2025     | Dec 31, 2024     |
| <b>ASSETS-Current assets:</b>                               |                  |                  | Other non-current assets – related parties                       | 1,199            | 1,113            |
| Cash                                                        | 122,581          | 103,072          | <b>Total non-current assets</b>                                  | <b>1,253,134</b> | <b>1,242,725</b> |
| Restricted cash                                             | 406,441          | 379,293          | <b>Total assets</b>                                              | <b>2,266,871</b> | <b>2,285,663</b> |
| Accounts receivable – third parties, net                    | 63,931           | 117,076          |                                                                  |                  |                  |
| Accounts receivable – related parties, net                  | 118,416          | 107,816          | <b>LIABILITIES AND SHAREHOLDERS' DEFICIT</b>                     |                  |                  |
| Inventories                                                 | 143,394          | 188,582          | <b>Current liabilities:</b>                                      |                  |                  |
| Prepayments and other current assets – third parties, net   | 91,021           | 72,541           | Short-term borrowings – third parties                            | 675,818          | 602,949          |
| Prepayments and other current assets – related parties, net | 67,953           | 74,558           | Short-term borrowings – related parties                          | 314,446          | 199,570          |
|                                                             |                  |                  | Accounts payable – third parties                                 | 62,277           | 61,752           |
| <b>Total current assets</b>                                 | <b>1,013,737</b> | <b>1,042,938</b> | Accounts payable – related parties                               | 302,210          | 410,433          |
|                                                             |                  |                  | Contract liabilities – third parties                             | 32,223           | 33,964           |
| <b>Non-current assets:</b>                                  |                  |                  | Operating lease liabilities – third parties                      | 13,757           | 14,094           |
| Restricted cash                                             | 2,525            | 2,572            | Accrued expenses and other current liabilities – third parties   | 391,485          | 389,791          |
| Investment securities – related parties                     | 1,326            | 2,221            | Accrued expenses and other current liabilities – related parties | 215,356          | 214,760          |
| Securities pledged to an investor                           | 321,357          | 315,796          | Exchangeable notes                                               | -                | -                |
| Loans receivable from a related party                       | 281,800          | 269,539          | Share buyback forward liabilities                                | 122,771          | 117,059          |
| Property, equipment and software, net                       | 310,864          | 316,447          | Put option liabilities – third parties                           | -                | 309,115          |
| Intangible assets                                           | 116,492          | 116,500          | Convertible notes - related parties                              | 116,089          | 113,910          |
| Operating lease right-of-use assets                         | 141,078          | 144,029          | Convertible notes - third parties                                | -                | -                |
| Equity method investments                                   | 7,458            | 7,499            |                                                                  |                  |                  |
| Other non-current assets – third parties                    | 69,035           | 67,009           | <b>Total current liabilities</b>                                 | <b>2,246,432</b> | <b>2,467,397</b> |

# UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

| US\$, All amounts in thousands                  | As of            |                  | As of                                                                    |                    |
|-------------------------------------------------|------------------|------------------|--------------------------------------------------------------------------|--------------------|
|                                                 | Mar 31, 2025     | Dec 31, 2024     | Mar 31, 2025                                                             | Dec 31, 2024       |
| <b>Non-current liabilities:</b>                 |                  |                  | <b>SHAREHOLDERS' DEFICIT</b>                                             |                    |
| Contract liabilities - third parties            | 7,899            | 8,683            | Ordinary shares                                                          | 7                  |
| Operating lease liabilities – third parties     | 65,550           | 68,331           | Additional paid-in capital                                               | 1,785,749          |
| Operating lease liabilities – related parties   | 10,696           | 10,729           | Accumulated other comprehensive income                                   | 57,302             |
| Put option liabilities – third parties          | 377,853          | -                | Accumulated deficit                                                      | (2,876,521)        |
| Warrant liabilities                             | 1,974            | 3,340            |                                                                          |                    |
| Exchangeable notes                              | 114,776          | 102,999          | <b>Total shareholders' deficit attributable to ordinary shareholders</b> | <b>(1,033,463)</b> |
| Convertible notes – third parties               | 69,997           | 74,246           | Noncontrolling interests                                                 | (7,748)            |
| Deferred income                                 | 294,324          | 293,923          | <b>Total shareholders' deficit</b>                                       | <b>(1,041,211)</b> |
| Other non-current liabilities – third parties   | 117,183          | 114,770          | <b>Total liabilities and shareholders' deficit</b>                       | <b>2,266,871</b>   |
| Other non-current liabilities – related parties | 1,398            | 1,471            |                                                                          | <b>2,285,663</b>   |
|                                                 |                  |                  |                                                                          |                    |
| <b>Total non-current liabilities</b>            | <b>1,061,650</b> | <b>678,492</b>   |                                                                          |                    |
|                                                 |                  |                  |                                                                          |                    |
| <b>Total liabilities</b>                        | <b>3,308,082</b> | <b>3,145,889</b> |                                                                          |                    |

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS

| US\$, All amounts in thousands,<br>except for share and per share                          | For the Three Months Ended |                  |                                                                                                                                        | For the Three Months Ended |                    |
|--------------------------------------------------------------------------------------------|----------------------------|------------------|----------------------------------------------------------------------------------------------------------------------------------------|----------------------------|--------------------|
|                                                                                            | March 31, 2025             | March 31, 2024   |                                                                                                                                        | March 31, 2025             | March 31, 2024     |
| Revenue                                                                                    | 92,823                     | 173,082          | Income tax expense                                                                                                                     | (632)                      | (142)              |
| Cost of revenues                                                                           | (81,674)                   | (142,768)        | <b>Net loss</b>                                                                                                                        | <b>(182,825)</b>           | <b>(258,225)</b>   |
| Gross profit                                                                               | 11,149                     | 30,314           | Less: Net loss attributable to noncontrolling interests                                                                                | (2)                        | (356)              |
|                                                                                            |                            |                  | <b>Net loss attributable to ordinary shareholders</b>                                                                                  | <b>(182,823)</b>           | <b>(257,869)</b>   |
| <b>Operating expenses:</b>                                                                 |                            |                  | Accretion of Redeemable Convertible Preferred Shares                                                                                   | -                          | (2,979)            |
| Research and development expenses                                                          | (48,602)                   | (104,692)        | <b>Net loss available to ordinary shareholders</b>                                                                                     | <b>(182,823)</b>           | <b>(260,848)</b>   |
| Selling and marketing expenses                                                             | (39,584)                   | (103,489)        | Loss per ordinary share <sup>1</sup> Basic and diluted                                                                                 | (0.28)                     | (0.47)             |
| General and administrative expenses                                                        | (30,664)                   | (56,970)         | <b>Weighted average # of ordinary shares outstanding used in computing net loss per ordinary share<sup>1</sup> - Basic and diluted</b> | <b>659,330,406</b>         | <b>558,429,003</b> |
| Government grants                                                                          | 4,706                      | 1,519            |                                                                                                                                        |                            |                    |
| <b>Total operating expenses</b>                                                            | <b>(114,144)</b>           | <b>(263,632)</b> | <b>Net loss</b>                                                                                                                        | <b>(182,825)</b>           | <b>(258,225)</b>   |
|                                                                                            |                            |                  |                                                                                                                                        |                            |                    |
| <b>Operating loss</b>                                                                      | <b>(102,995)</b>           | <b>(233,318)</b> | <b>Other comprehensive income (loss) :</b>                                                                                             |                            |                    |
| Interest expenses                                                                          | (34,268)                   | (3,947)          | Fair value changes of liabilities due to instrument-specific credit risk, net of nil income taxes                                      | 6,778                      | (175)              |
| Interest income                                                                            | 6,666                      | 1,665            | Foreign currency translation adjustment, net of nil income taxes                                                                       | (4,641)                    | (1,415)            |
| Investment income (losses), net                                                            | 4,640                      | (1,394)          | <b>Total other comprehensive income (loss)</b>                                                                                         | <b>2,137</b>               | <b>(1,590)</b>     |
| Share of results of equity method investments                                              | (412)                      | 201              |                                                                                                                                        |                            |                    |
| Foreign currency exchange gains (losses) , net                                             | 13,847                     | (6,667)          | <b>Total comprehensive loss</b>                                                                                                        | <b>(180,688)</b>           | <b>(259,815)</b>   |
| Changes in fair values of liabilities, excluding impact of instrument-specific credit risk | (69,671)                   | (14,623)         | Less: Total comprehensive loss attributable to noncontrolling interests                                                                | (2)                        | (356)              |
| <b>Loss before income taxes</b>                                                            | <b>(182,193)</b>           | <b>(258,083)</b> | <b>Total comprehensive loss attributable to ordinary shareholders</b>                                                                  | <b>(180,686)</b>           | <b>(259,459)</b>   |

1. Shares outstanding for all periods reflect the adjustment for recapitalization upon the consummation of merger transaction in February 2024.

# UNAUDITED RECONCILIATION OF GAAP AND NON-GAAP RESULTS (ADJUSTED NET LOSS/ADJUSTED EBITDA) LOTUS®

| US\$, All amounts in thousands                                           | Three Months Ended |                  |  |
|--------------------------------------------------------------------------|--------------------|------------------|--|
|                                                                          | March 31, 2025     | March 31, 2024   |  |
| <b>Net loss</b>                                                          | <b>(182,825)</b>   | <b>(258,225)</b> |  |
| Share-based compensation expenses, net of tax effect of nil <sup>1</sup> | 61                 | 35,323           |  |
| <b>Adjusted net loss</b>                                                 | <b>(182,764)</b>   | <b>(222,902)</b> |  |
|                                                                          |                    |                  |  |
| <b>Net loss</b>                                                          | <b>(182,825)</b>   | <b>(258,225)</b> |  |
| Interest expenses                                                        | 34,268             | 3,947            |  |
| Interest income                                                          | (6,666)            | (1,665)          |  |
| Income tax expense                                                       | 632                | 142              |  |
| Share-based compensation expenses                                        | 61                 | 35,323           |  |
| Depreciation                                                             | 18,127             | 16,174           |  |
| <b>Adjusted EBITDA</b>                                                   | <b>(136,403)</b>   | <b>(204,304)</b> |  |

1. Share-based compensation expenses were non-deductible expenses in accordance with the regulations of the relevant tax jurisdictions. Therefore, there is no tax impact for share-based compensation expenses adjustment for non-GAAP financial measures.

# ICONIC BRAND

|                                 |                                  |                                                                                     |                            |                                        |                                                                  |                                |                         |                                                  |
|---------------------------------|----------------------------------|-------------------------------------------------------------------------------------|----------------------------|----------------------------------------|------------------------------------------------------------------|--------------------------------|-------------------------|--------------------------------------------------|
| 1956                            | 1960                             | 1963                                                                                | 1965                       | 1981                                   | 2019                                                             | 2020                           | 2023                    | 2024                                             |
| Lotus Eleven                    | Type 18                          | Type 25                                                                             | Type 38                    | Lotus Sunbeam                          | Lotus                                                            | Lotus Evija                    | Lotus Eletre            | Lotus                                            |
| First Le Mans Win (S1100 class) | First Grand Prix Win-Monte Carlo | First Formula 1 Constructors' Championship<br>First Formula 1 Drivers' Championship | First Indianapolis 500 Win | World Rally Constructors' Championship | "Luxury brand of the year" at prestigious Luxury Briefing Awards | 2020 MUSE Global Design Awards | 2023 GQ SUV of the Year | Carwow "Brand of the Year" Listing of Lotus Tech |



7

FIA Formula 1 Constructors' World Champions

6

FIA Formula 1 Drivers' World Championships

81

FIA Formula 1 Grand Prix Wins

9

Le Mans Wins (In Class)

1

Indianapolis 500 Win

1

FIA World Rally Championship

# LOTUS EMEYA IN DUBAI POLICE FLEET

LOTUS®



# LOTUS CUP IN CHENGDU TIANFU INTERNATIONAL CIRCUIT

LOTUS®



# LOTUS EMIRA GT4 IN SRO GT CUP

LOTUS®





# LOTUS EMIRA GT4 IN SRO GT CUP

LOTUS®