



VIOMI 云米®

IoT @ Home

Q4&FY 2022 Results Presentation

March 2023



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Agenda

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

Q4 2022 Financial Highlights

Net Revenues

RMB910.5 MM

Gross Profit Margin

23.0%
(+3.2% q-o-q)

Cash Assets⁽¹⁾

RMB1.1 Bn



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

Full Year 2022 Financial Highlights

Net Revenues

RMB3.2 Bn

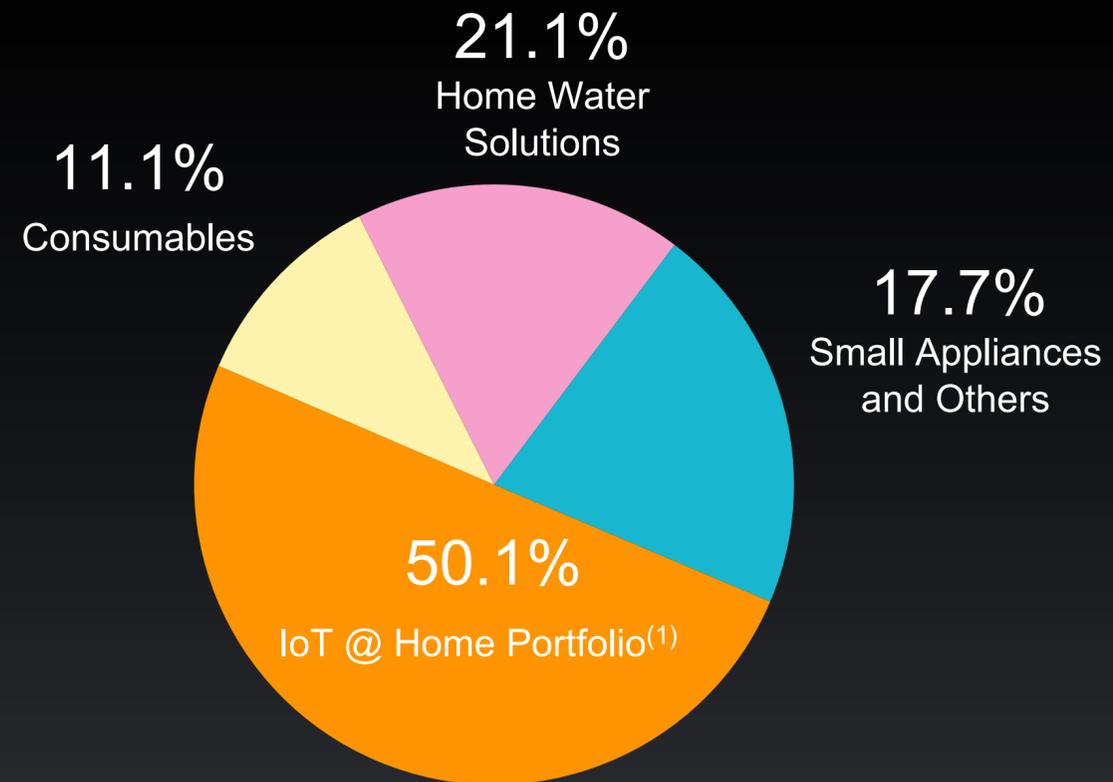
Gross Profit Margin

22.8%
(+0.2% y-o-y)

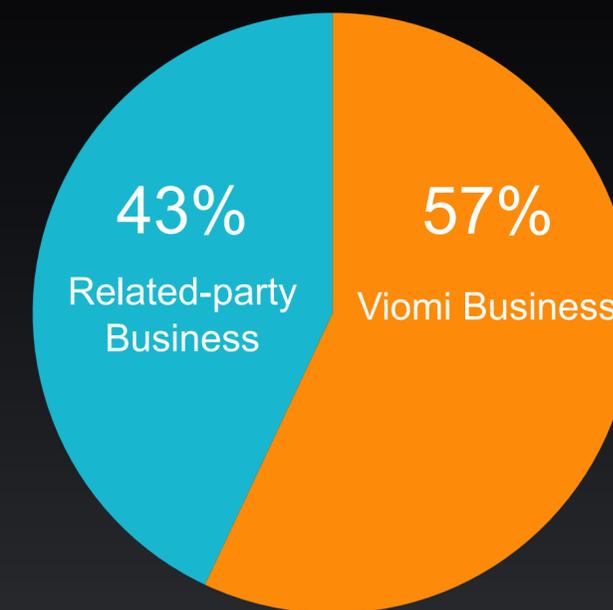


Further Product and Channel Diversification (Full Year 2022)

Revenue Breakdown by Product Category



Revenue Breakdown by Channel



Note

1. IoT @ Home Portfolio includes smart kitchen (refrigerator, dish washer, range hood, stove, oven), washing machine, water heater, sweeper robot, air conditioner and smart home device category.

Healthy Balance Sheet

Liquidity Position⁽¹⁾ (RMB MM)

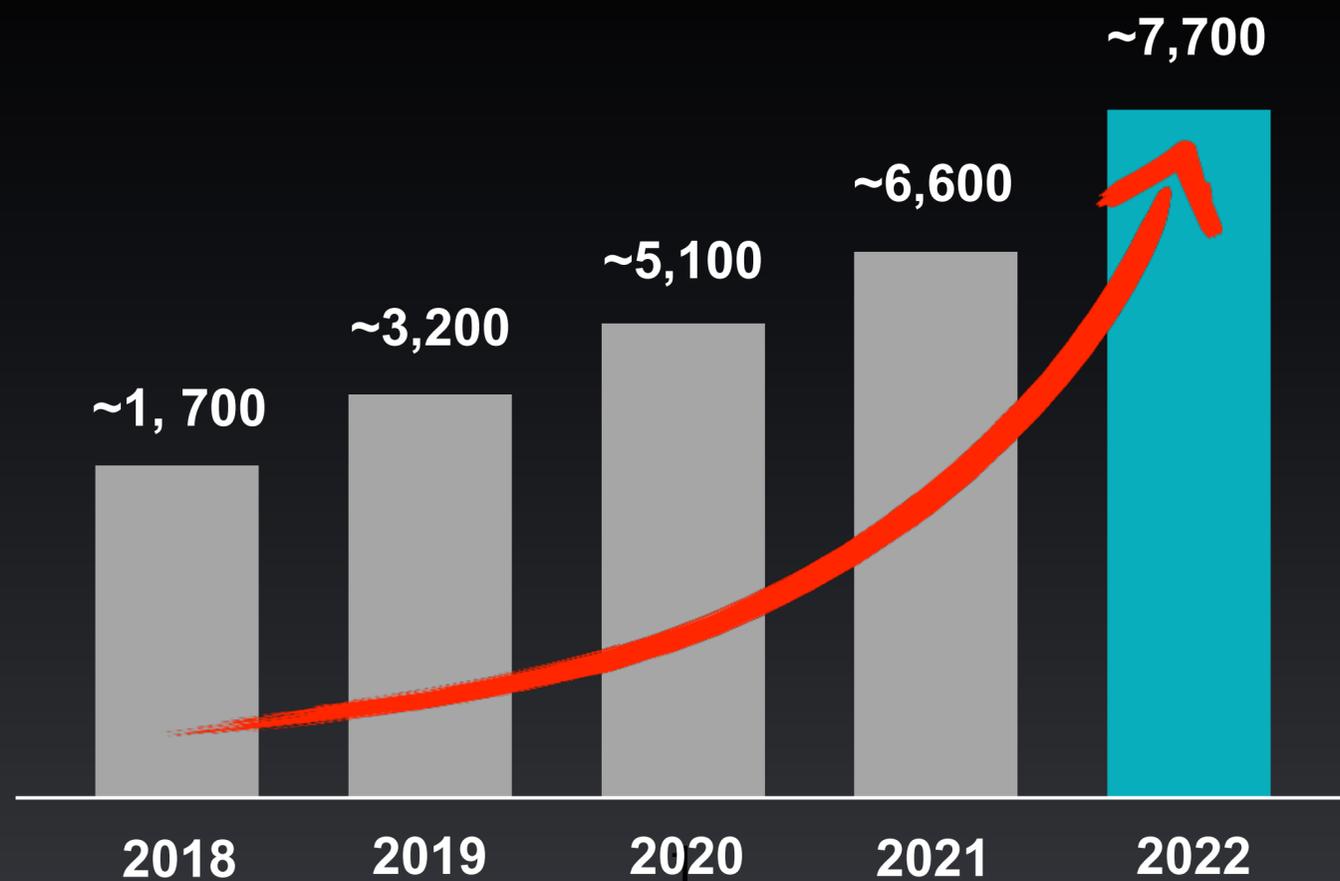
- Short-term deposits
- Short-term investments
- Cash and cash equivalents



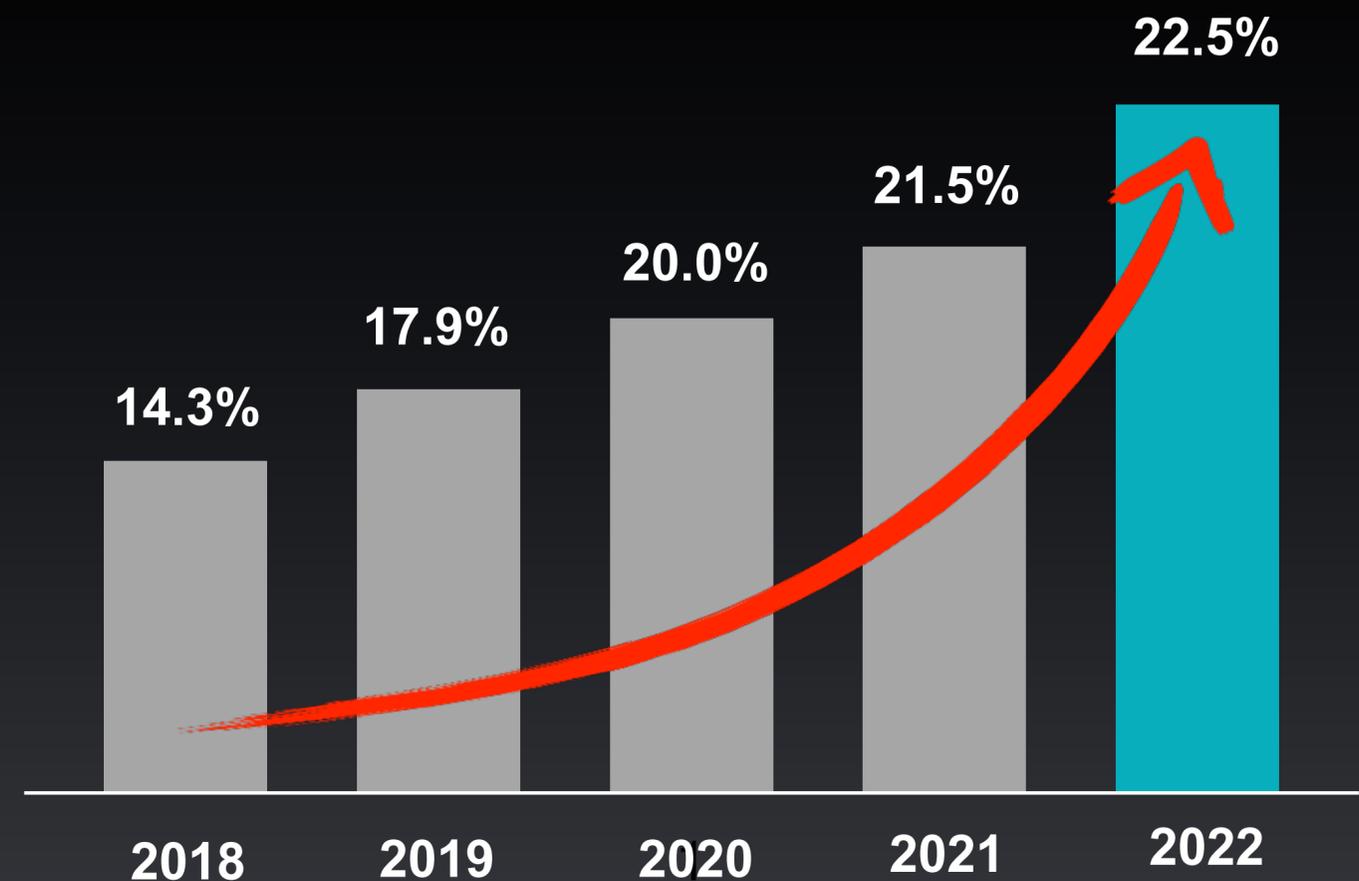
Note
1. As of December 31, 2022.

Continued Increase in Household Users and Product Penetration

Number of Cumulative Household Users⁽¹⁾
(‘000)



Percentage of Household Users with at least 2 Connected Products⁽¹⁾



Note
1. At end of respective period.

Continued Product Innovation with Increasing Patent Record

Cumulative registered patents

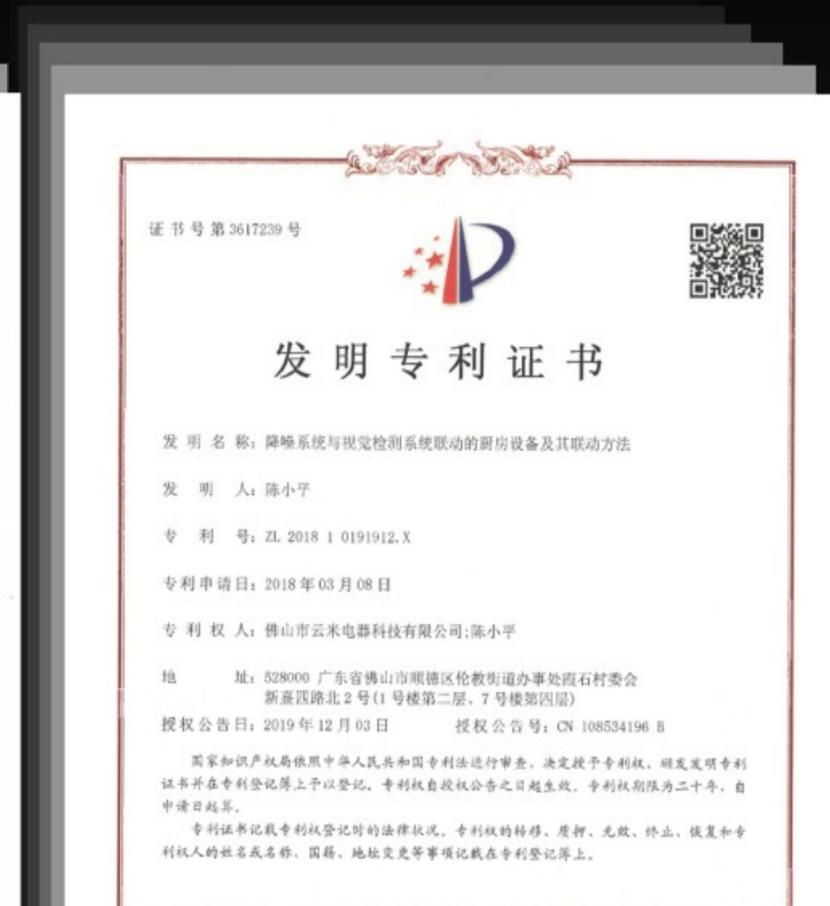
6,144

Cumulative authorized patents

3,867

Cumulative registered patents for inventions

2,586





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^{IoT}

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^{IoT}

Product Portfolio Optimization and Channel Expansion

- Hosted 2021 strategic new product launch event with "AI: Helpful" theme
- Continued introducing new high-end products
- Accelerated overseas market expansion
- Published “trending tech” brand positioning
- Cooperated with high-quality merchants to open larger offline stores across the nation



2014

Company Founded



2016

First Viomi-branded Product Launch

- Introduced first Viomi-branded water purifier
- Opened the 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^{IoT}

Announced 2030 “3511” Long-term Strategic Vision

- Enhanced 5G IoT strategic vision and introduced next-gen products and services, including premium water purifier brand Quanjian
- Developed Viomi-branded sweeper robots and overseas business
- Established agreement with local government for Viomi IoT Tech. Park project



2022 5G^{IoT}

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
- Reached new strategic cooperation with Tmall, JD.com and China Telecom for promoting IoT home solutions



Recent Developments

October 2022



Hosted 2022 Fall Software Launching Event
“AI: Helpful 2.0”

December 2022

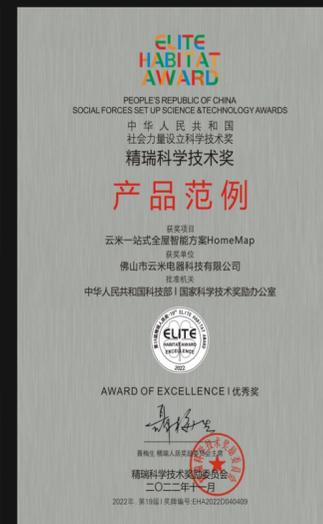


2022 年粤港澳大湾区高价值专利培育布局
大赛获奖名单
(按项目编号排序)

序号	项目编号	公司名称	项目名称	项目领域
银奖 15 项				
19	1799	佛山湖材料实验室、中科卓昇环境科技(东莞)有限公司	多孔介孔凝胶技术	先进材料
20	1819	肇庆绿宝石电子科技有限公司、佛山市禅城知识产权代理事务所(普通合伙)	一种固液混合型电解电容器的制备方法	新一代电子信息
21	1843	库卡机器人(广东)有限公司、库卡机器人制造(上海)有限公司、佛山市知行信息科技有限公司	高精度智能工业机器人专利布局	智能机器人
22	1886	华南理工大学、佛山市知行信息科技有限公司	动态表面海洋防污材料研究及产业化应用	前沿新材料
23	1906	广东福田电器有限公司、佛山南粤方略管理咨询有限公司	增强社村快速连接开关插座	智能家居
24	1923	佛山市云米电器科技有限公司	智能油烟机	智能家居

The Intelligent Vision Technology Equipped in AI Range Hood won a silver award in the 2022 Greater Bay Area High-Value Patent Cultivation Layout Competition

November 2022



One-stop IoT@Home Platform: HomeMap app
Won the 19th Precision Science and Technology Award

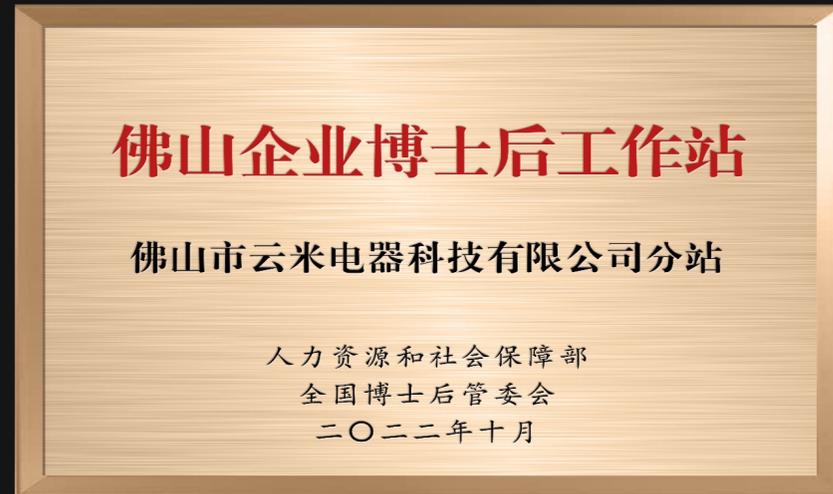
October 2022



Listed as National Intellectual Property Demonstration Enterprise from 2022 to 2025

Recent Developments (Cont.)

October 2022



Listed as Foshan Postdoctoral Work Station

November 2022



Listed as Top 25 Enterprises and Top 13 Manufacturers in Shunde District, Foshan

December 2022



Reached Strategic Cooperation with SNIMAY for the Integrated Innovation of "Houseware + Home Appliances + Intelligence"

November 2022



Ranked Top on Many Bestselling Lists During Double Eleven Shopping Festival



Appendix

Selected Unaudited Financial Data

Selected Unaudited Income Statement Data



(in thousands)	For the Three Months Ended December 31			For the Twelve Months Ended December 31		
	Q4 2021 (RMB)	Q4 2022 (RMB)	Q4 2022 (USD)	FY 2021 (RMB)	FY 2022 (RMB)	FY 2022 (USD)
Total Net Revenues	1,332,813	910,549	132,018	5,303,835	3,232,731	468,702
Total Cost of Revenues	(991,327)	(700,881)	(101,618)	(4,105,767)	(2,495,638)	(361,834)
Gross Profit	341,486	209,668	30,400	1,198,068	737,093	106,868
Operating Expenses						
Research and Development Expenses	(97,796)	(74,677)	(10,827)	(311,786)	(299,950)	(43,489)
Selling and Marketing Expenses	(214,846)	(151,064)	(21,902)	(751,011)	(614,889)	(89,151)
General and Administrative Expenses	(28,040)	(48,924)	(7,093)	(97,730)	(121,702)	(17,645)
Total Operating Expenses	(340,682)	(274,665)	(39,822)	(1,160,527)	(1,036,541)	(150,285)
Other Income, Net	8,268	5,713	828	27,128	22,135	3,209
Income (Loss) from Operations	9,072	(59,284)	(8,594)	64,669	(277,313)	(40,208)
Interest Income and Investment Income, Net	10,442	2,045	296	28,589	10,368	1,503
Other Non-operating Income	592	656	95	1,372	2,487	361
Income (Loss) before Income Tax Expenses	20,106	(56,583)	(8,203)	94,630	(264,458)	(38,344)
Income Tax Credits (Expenses)	2,139	(50,794)	(7,364)	(5,739)	(18,174)	(2,635)
Less: Net (Loss) Income Attributable to the Non-controlling Interest Shareholders	(435)	(1,031)	(149)	286	(7,114)	(1,031)
Net Income (Loss) Attributable to Ordinary Shareholders of The Company	22,680	(106,346)	(15,418)	88,605	(275,518)	(39,948)
Share-based Compensation Expenses	10,781	4,787	694	47,405	19,560	2,835
Non-GAAP Net Income (Loss) Attributable to Ordinary Shareholders of The Company ⁽¹⁾	33,461	(101,559)	(14,724)	136,010	(255,958)	(37,113)

Note

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

Selected Unaudited Balance Sheet Data



(in thousands)	As of December 31, 2021 (RMB)	As of December 31, 2022 (RMB)	As of December 31, 2022 (USD)
Assets			
Current Assets			
Cash and Cash Equivalents	586,955	737,139	106,875
Restricted Cash	35,831	76,070	11,029
Short-term Deposits	-	171,541	24,871
Short-term Investments	828,867	197,058	28,571
Accounts and Notes Receivable from Third Parties	302,336	241,652	35,036
Accounts Receivable from a Related Party	320,939	360,497	52,267
Other Receivables from Related Parties	88,367	25,021	3,628
Inventories	576,351	502,291	72,825
Prepaid Expenses and Other Current Assets	156,127	271,761	39,402
Long-term Deposits – Current Portion	50,000	-	-
Total Current Assets	2,945,773	2,583,030	374,504
Total Non-current Assets	330,941	390,717	56,649
Total Assets	3,276,714	2,973,747	431,153
Current Liabilities			
Accounts and Notes Payable	1,069,108	932,347	135,178
Advances from Customers	99,632	118,369	17,162
Amount due to Related Parties	5,415	11,548	1,674
Accrued Expenses and Other Liabilities	365,718	308,609	44,743
Income Tax Payables	43,343	16,674	2,418
Lease Liabilities due within One Year	11,312	7,233	1,049
Long-term Borrowing due within One Year	-	20,215	2,931
Total Current Liabilities	1,594,528	1,414,995	205,155
Long-term Borrowing	16,105	114,552	16,608
Total Non-current Liabilities	31,259	129,589	18,789
Total Liabilities	1,625,787	1,544,584	223,944
Total Shareholders' Equity	1,650,927	1,429,163	207,209
Total Liabilities and Shareholders' Equity	3,276,714	2,973,747	431,153



Thank You!

IR Contact: ir@viomi.com

