ROBOSENSE TECHNOLOGY CO., LTD

速 騰 聚 創 科 技 有 限 公 司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 2498)

ANNOUNCEMENT ON THE UNAUDITED FINANCIAL RESULTS FOR THE FIRST QUARTER OF 2024

This announcement is made on a voluntary basis by the Board. The Company is pleased to announce the unaudited financial results of the Group for the three months ended March 31, 2024 ("**Q1 2024**"). These financial results have been reviewed by PricewaterhouseCoopers, the independent Auditor of the Company, in accordance with International Standard on Review Engagements 2410, "Review of interim financial information performed by the independent auditor of the entity", issued by the International Auditing and Assurance Standards Board. The interim results have also been reviewed by the Audit Committee.

OPERATIONAL HIGHLIGHTS FOR Q1 2024 AND RECENT DEVELOPMENT

- For Q1 2024, the Group's sales volume of LiDAR products, LiDAR products for ADAS applications, and LiDAR products for robotics and others amounted to approximately 120,400, 116,200 and 4,200 units, respectively, representing an increase of 457.4%, 542.0% and 20.0%, respectively compare to the three months ended March 31, 2023 ("**Q1 2023**").

- As of the end of March 2024, our design wins for mass production of LiDAR products with 22 automotive OEMs and Tier 1 suppliers had increased to 65 vehicle models, and we had achieved SOP for 25 vehicle models with 12 of the aforementioned automotive OEMs and Tier 1 suppliers.

- On January 9, 2024, at CES 2024, the Company unveiled its latest long-range LiDAR product, the M3, to the world. Targeted at the pre-production of L3+ autonomous driving systems, the M3 is built on the Company's mature 2D scanning technology from the M platform. It is the first ultra-long-range LiDAR to achieve a 300m@10% detection capability using a 940nm laser transmission and reception scheme, breaking the industry's technical barrier that "only 1550nm can achieve more than 250m@10% detection." The M3 also boasts exceptional detection capabilities for small objects. With its best angular resolution of 0.05°×0.05° and equivalent to 500 lines, combined with the 300m@10% detection range, it can identify scattered obstacles at a greater distance in advance, thereby helping intelligent vehicles to maneuver and avoid collisions in a timely manner. Moreover, compared to traditional ultra-long-range LiDARs that use 1550nm laser technology, the M3 is smaller in size, more cost-effective, and has lower power consumption, making high-level intelligent driving systems more affordable and easier to integrate into vehicle designs. With its highly mature platform technology, powerful performance, and ultimate cost-performance ratio, the M3 will provide a solid base for customers to implement L3 to L4 level high-grade intelligent assisted driving systems in pre-production mass production applications, contributing to the continuous advancement of the global intelligent automotive industry towards L3+ autonomous driving.

- On April 15, 2024, the Company officially launched its new LiDAR product, MX, which is the new generation of automotive-grade mid-range LiDAR on our M platform and combines outstanding ultimate cost-effectiveness, leading performance, and compactness. MX is not only equipped with our proprietary SoC chip, called M-Core, but also uses the proprietary 2D MEMS scanning chip. At the same time, the transceiver system completes the chip iteration upgrade, which is the culmination of the chipization of LiDAR. MX has an unparalleled 25mm thin and light-weight appearance, ultra-quiet operating sound, and ultra-low power consumption below 10W. MX has a maximum range of 200 meters and 120°×25° FOV, as well as the 126-beam (equivalent 251-beam in ROI area). Through the "GAZE" technology upgrade, MX can achieve all range ROI, provide a safer and smarter driving experience.

FINANCIAL HIGHLIGHTS FOR Q1 2024

	For the three months ended March 31,	
	2024	2023
	(Unaudited)	
	(RMB in thousands)	
Revenue	**360,969**	144,899
Gross profit/(loss)	**44,482**	(5,877)
Operating loss	**(159,193)**	(116,578)
Net loss	**(130,671)**	(342,840)
(Loss)/Profit attributable to		
Owners of the Company	**(131,786)**	(344,503)
Non-controlling interests	**1,115**	1,663

	As of March 31, 2024 (Unaudited)	As of December 31, 2023 (Audited)
	(RMB in thousands)	
Total assets	**4,108,931**	3,271,453
Total liabilities	**875,121**	12,341,292
Total equity/(deficits)	**3,233,810**	(9,069,839)

MANAGEMENT COMMENTARY

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

By the end of Q1 2024, our cumulative total sales volume of LiDAR products has exceeded 460,000 units. As of May 17,2024, we have established close cooperation with 22 global automotive OEMs and Tier 1 suppliers and have obtained design wins for 71 vehicle models, including an OEM who is the top global seller from 2021 to 2022, indicating a milestone of progress for our global business development. At the same time, we have provided support in achieving SOP for 25 vehicle models for 12 of the aforementioned 22 customers.

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

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

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

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

UNAUDITED FINANCIAL RESULTS FOR Q1 2024

The following table sets forth the comparative figures for the three months ended March 31, 2023 and 2024:

	For the three months ended March 31,	
	2024	2023
	(Unaudited)	
	(RMB in thousands)	
Revenue	**360,969**	144,899
Cost of sales	**(316,487)**	(150,776)
Gross profit/(loss)	**44,482**	(5,877)
Research and development expenses	**(148,563)**	(75,264)
Sales and marketing expenses	**(28,397)**	(18,672)
General and administrative expenses	**(38,292)**	(34,283)
Net reversal of impairment losses on financial assets	**1,424**	1,865
Other income	**13,398**	6,067
Other (losses)/gains — net	**(3,245)**	9,586
Operating loss	**(159,193)**	(116,578)
Finance income — net	**28,174**	16,631
Share of net profit/(loss) of an associate accounted for using the equity method	**3,174**	(490)
Fair value changes in financial instruments issued to investors	**(2,799)**	(242,001)
Loss before income tax	**(130,644)**	(342,438)
Income tax expenses	**(27)**	(402)
Net loss	**(130,671)**	(342,840)
(Loss)/profit for the year attributable to		
Owners of the Company	**(131,786)**	(344,503)
Non-controlling interests	**1,115**	1,663

	As of March 31, 2024 (Unaudited)	As of December 31, 2023 (Audited)
	(RMB in thousands)	
Total current assets	**3,670,680**	2,826,689
Total non-current assets	**438,251**	444,764
Total assets	**4,108,931**	3,271,453
Total current liabilities	**783,936**	10,847,517
Total non-current liabilities	**91,185**	1,493,775
Total liabilities	**875,121**	12,341,292
Total equity/(deficits)	**3,233,810**	(9,069,839)
Total equity and liabilities	**4,108,931**	3,271,453

MANAGEMENT DISCUSSION AND ANALYSIS

Three months ended March 31, 2024 compared to Three months ended March 31, 2023

Revenue

	For the three months ended March 31,	
	2024 (Unaudited)	2023
	(RMB in thousands)	
Revenue from:		
Products		
For ADAS	**305,859**	71,632
For robotics and others	**39,246**	43,082
	345,105	114,714
Solutions	**15,386**	29,615
Services and others	**478**	570
Total	**360,969**	144,899

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

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

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

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

Cost of Sales

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

Gross Profit/(Loss) and Gross Margin

	For three months ended March 31,			
	2024		2023	
	Gross Profit/ (Loss)	**Gross Margin**	Gross Profit/ (Loss)	Gross Margin
		(Unaudited)		
	(RMB in thousands, except for percentages)			
Products				
For ADAS	**32,480**	**10.6%**	(41,921)	(58.5%)
For robotic and others	**11,393**	**29.0%**	28,972	67.2%
Solutions	**7,659**	**49.8%**	17,435	58.9%
Services and others	**(7,050)**	**(1,474.9%)**	(10,363)	(1,818.1%)
Total	**44,482**	**12.3%**	(5,877)	(4.1%)

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

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

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

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

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

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

R&D Expenses

Our R&D expenses were RMB148.6 million for Q1 2024, representing an increase of 97.4% from RMB75.3 million for the same period of 2023. The year-on-year increase was mainly attributable to (i) the higher employee benefit expenses, which were mainly attributable to (a) the increase in share-based compensation of RMB35.3 million, and (b) the increase in the number of R&D personnel to 576 in Q1 2024 from 504 in Q1 2023, and improved remuneration package for our R&D personnel; and (ii) the increased R&D equipment, resulting in higher depreciation and amortization expenses. We recruited additional R&D personnel specialized in the development of proprietary chips, who enjoyed better remuneration package. Our R&D expenses excluding share-based compensation as a percentage of revenue reduced to 31.4% in Q1 2024 from 51.9% in Q1 2023.

Sales and Marketing Expenses

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

General and Administrative Expenses

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

Net Loss

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

Non-IFRS Measure

To supplement our consolidated financial statements, which are presented in accordance with IFRS, we also use adjusted net loss (non-IFRS measure) as an additional financial measure, which is not required by, or presented in accordance with IFRS. We believe this non-IFRS measure facilitates comparisons of operating performance from year to year and company to company by eliminating potential impacts of items, and provides useful information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as they help our management. However, our presentation of adjusted net loss (non-IFRS measure) may not be comparable to similarly titled measures presented by other companies. The use of this non-IFRS measure has limitations as an analytical tool, and you should not consider it in isolation from, or as a substitute for an analysis of, our results of operations or financial condition as reported under IFRS.

Excluding share-based compensation, fair value changes in financial instruments issued to investors and listing expenses, the adjusted net loss (non-IFRS measure) was RMB84.1 million for Q1 2024, compared with RMB95.0 million for the same period of 2023.

	For three months ended March 31,	
	2024	2023
	(Unaudited)	
	(RMB in thousands)	
Reconciliation of net loss to adjusted net loss (non-IFRS measure):		
Net loss	**(130,671)**	(342,840)
Add:		
— Share-based compensation[1]	**43,764**	—
— Fair value changes in financial instruments issued to investors[2]	**2,799**	242,001
— Listing expenses[3]	**26**	5,840
Adjusted net loss (non-IFRS measure)	**(84,082)**	(94,999)

Notes:

(1) Share-based compensation is non-cash in nature and mainly represents the arrangement that we receive services from employees as consideration for our equity instruments. Share-based compensation is not expected to result in future cash payments.

(2) Fair value changes in financial instruments issued to investors represent the fair value changes of the Preferred Shares, warrants and convertible notes issued by us, which will convert into equity upon Listing.

(3) Listing expenses are related to the Global Offering.

Liquidity and capital resources

As of March 31, 2024, we had RMB2.5 billion in cash and cash equivalents, restricted cash and time deposits, as compared to RMB1.8 billion as of December 31, 2023. Our cash and cash equivalents primarily consist of cash at banks under RMB and USD denominations.

Our net operating cash outflow in Q1 2024 was RMB219.8 million, compared with RMB167.7 million for the same period of 2023.

INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

INTERIM CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Notes	Three months ended March 31, 2024	2023
		RMB'000 **(Unaudited)**	*RMB'000* (Unaudited)
Revenue	4	**360,969**	144,899
Cost of sales		**(316,487)**	(150,776)
Gross profit/(loss)		**44,482**	(5,877)
Research and development expenses		**(148,563)**	(75,264)
Sales and marketing expenses		**(28,397)**	(18,672)
General and administrative expenses		**(38,292)**	(34,283)
Net reversal of impairment losses on financial assets		**1,424**	1,865
Other income		**13,398**	6,067
Other (losses)/gains — net		**(3,245)**	9,586
Operating loss		**(159,193)**	(116,578)
Finance income		**28,586**	17,273
Finance costs		**(412)**	(642)

	Notes	Three months ended March 31, 2024 RMB'000 (Unaudited)	2023 RMB'000 (Unaudited)
Finance income — net		**28,174**	16,631
Share of net profit/(loss) of an associate accounted for using the equity method		**3,174**	(490)
Fair value changes in financial instruments issued to investors		**(2,799)**	(242,001)
Loss before income tax		**(130,644)**	(342,438)
Income tax expenses	5	**(27)**	(402)
Net loss		**(130,671)**	(342,840)
(Loss)/profit attributable to:			
Owners of the Company		**(131,786)**	(344,503)
Non-controlling interests		**1,115**	1,663
		(130,671)	(342,840)
Other comprehensive (loss)/income			
Items that may be reclassified to profit or loss			
Currency translation differences		**(1,595)**	721
Items that will not be reclassified to profit or loss			
Currency translation differences		**(27,247)**	65,061
Fair value changes on convertible redeemable preferred shares and convertible notes due to own credit risk		**—**	(1,400)
Other comprehensive (loss)/income, net of tax		**(28,842)**	64,382
Total comprehensive (loss)/income		**(159,513)**	(278,458)
Total comprehensive (loss)/income attributable to:			
Owners of the Company		**(160,628)**	(280,121)
Non-controlling interests		**1,115**	1,663
		(159,513)	(278,458)
Loss per share for loss attributable to the ordinary equity holders of the Company:			
Basic and diluted (expressed in RMB per share)	6	**(0.31)**	(3.55)

INTERIM CONDENSED CONSOLIDATED BALANCE SHEET

	Notes	As of March 31, 2024 RMB'000 (Unaudited)	As of December 31, 2023 RMB'000 (Audited)
ASSETS			
Non-current assets			
Property, plant and equipment		**267,942**	268,084
Right-of-use assets		**7,596**	14,232
Intangible assets		**56,786**	51,545
Investment in an associate accounted for using the equity method		**60,526**	55,439
Financial assets at fair value through profit or loss		**30,000**	30,000
Other non-current assets		**15,401**	25,464
		438,251	444,764
Current assets			
Inventories		**246,460**	199,211
Trade and notes receivables	8	**557,918**	678,265
Prepayments, other receivables and other current assets		**125,338**	91,638
Financial assets at fair value through other comprehensive income		**228,125**	22,032
Restricted cash		**9,130**	9,130
Cash and cash equivalents	9	**2,503,709**	1,826,413
		3,670,680	2,826,689
Total assets		**4,108,931**	3,271,453

	Notes	As of March 31, 2024 RMB'000 (Unaudited)	As of December 31, 2023 RMB'000 (Audited)
EQUITY			
Share capital		**312**	86
Other reserves		**12,391,613**	(56,719)
Accumulated losses		**(9,175,068)**	(9,029,044)
Capital and reserves attributable to owners of the Company		**3,216,857**	(9,085,677)
Non-controlling interests		**16,953**	15,838
Total equity/(deficits)		**3,233,810**	(9,069,839)
LIABILITIES			
Non-current liabilities			
Lease liabilities		**880**	1,159
Government grants		**35,379**	35,833
Financial instruments issued to investors		**—**	1,398,963
Other non-current liabilities		**54,926**	57,820
		91,185	1,493,775
Current liabilities			
Trade payables	10	**554,617**	490,202
Contract liabilities		**26,952**	16,940
Borrowings		**—**	1,003
Lease liabilities		**7,498**	14,362
Financial instruments issued to investors		**—**	10,050,724
Other payables and accruals		**194,869**	274,286
		783,936	10,847,517
Total liabilities		**875,121**	12,341,292
Total equity and liabilities		**4,108,931**	3,271,453

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

1 General information

RoboSense Technology Co., Ltd (the "**Company**") was incorporated in the Cayman Islands on June 23, 2021 as an exempted company with limited liability. The address of the Company's registered office is the offices of Maples Corporate Services Limited, PO Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands.

The Company is an investment holding company. The Company and its subsidiaries (collectively the "**Group**") are engaged in (i) developing and producing LiDAR products for applications in advanced driver assistance systems ("**ADAS**"), as well as robotics and others, (ii) LiDAR perception solutions, combing LiDAR hardware and AI perception software, (iii) services in the People's Republic of China (the "**PRC**").

Suteng Innovation Technology Co., Ltd. ("**Shenzhen Suteng**") was incorporated in the PRC in August 2014, the business of the Group was mainly carried out by Shenzhen Suteng and its subsidiaries. Upon the completion of the reorganization in January 2022, Shenzhen Suteng became an indirect wholly owned subsidiary of the Company.

On April 21, 2023, Dr. Qiu Chunxin, Dr. Zhu Xiaorui, and Mr. Liu Letian (collectively the "**Founders**") entered into the Concert Party Confirmation, to formalize and confirm that they have been parties acting in concert in exercising directors and shareholders' rights of the Group and aligning their votes in the board and shareholders' meetings of the Group since the Founders become shareholders or directors of the relevant member of the Group (whichever is earlier).

The Company's shares have been listed on the Main Board of The Stock Exchange of Hong Kong Limited since January 5, 2024.

This interim condensed consolidated financial information is presented in Renminbi ("**RMB**"), unless otherwise stated. This interim condensed consolidated financial information has been approved for issue by the board of directors on May 20, 2024.

This interim condensed consolidated financial information for the three months ended March 31, 2024 ("**Interim Financial Information**") has been reviewed, not audited.

2 Basis of preparation

The Interim Financial Information has been prepared in accordance with International Accounting Standard ("**IAS 34**"), "Interim Financial Reporting".

The Interim Financial Information does not include all the notes of the type normally included in the historical financial information. Accordingly, the Interim Financial Information should be read in conjunction with the annual report for the year ended December 31, 2023, which have been prepared in accordance with IFRS Accounting Standards, and any public announcement made by the Company during the interim reporting period.

3   Accounting policy

The accounting policies applied in the preparation of the Interim Financial Information are consistent with those of the annual financial statements of the Company for the year ended December 31, 2023, except for the adoption of new and amended IFRS Accounting Standards effective for the financial period beginning on January 1, 2024.

(a)   New and amended standards adopted by the Group

The following amendments to standards have been adopted by the Group for the financial period beginning on January 1, 2024:

Amendments	Subject of Amendments
Amendments to IAS 1	Non-current Liabilities with Covenants
Amendments to IAS 1 (Note (i))	Classification of Liabilities as Current or Non-current
Amendments to IFRS 16	Lease Liability in a Sale and Leaseback
Amendments to IAS 7 and IFRS 7	Supplier Finance Arrangements

(i)   According to the Amendments to IAS 1 effective since January 1, 2024, the financial instruments issued to investors is expected to be classified as current liability as preferred shares of the Group are convertible by the holders at any time. On January 5, 2024, all preferred shares were automatically converted into ordinary shares upon listing.

The adoption of above amendments does not have material impact on the results and financial position of the Group.

(b)   New and amended standards and interpretations not yet adopted by the Group

Certain amendments to standards have been issued but are not yet effective and have not been early adopted by the Group during the period. According to the assessment made by the director, these amendments are not expected to have a material impact on the Group when they become effective.

Amendments	Subject of amendments	Effective for accounting periods beginning on or after
Amendments to IAS 21	Lack of Exchangeability	January 1, 2025
Amendments to IFRS 10 and IAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	To be determined

4 Revenue and segment information

(a) Segment information

The Group's business activities, for which discrete financial statements are available, are regularly reviewed and evaluated by the chief operating decision-maker ("**CODM**") who is the Chief Executive Officer of the Company. As a result of this evaluation, the CODM considers that the Group's operations are operated and managed as a single segment. Accordingly, no segment information is presented.

The Company is domiciled in the Cayman Islands while the Group mainly operates its businesses in the PRC and earns the revenue from customers in the PRC and other geographic locations as follows:

	Three months ended March 31,	
	2024	2023
	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
Revenue from:		
PRC	**344,434**	118,373
US	**2,143**	19,212
Others	**14,392**	7,314
	360,969	144,899

As of March 31, 2024 and December 31, 2023, substantially all of the non-current assets of the Group were located in the PRC.

(b) Disaggregation of revenue

The breakdown of revenue for the three months ended March 31, 2024 and 2023 is as follows:

	Three months ended March 31,	
	2024	2023
	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
Revenue from:		
Products		
For ADAS	**305,859**	71,632
For robotics and others	**39,246**	43,082
	345,105	114,714
Solutions	**15,386**	29,615
Services and others	**478**	570
	360,969	144,899

Timing of revenue recognition for the three months ended March 31, 2024 and 2023 is as follows:

	Three months ended March 31,	
	2024	2023
	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
Revenue recognized at a point in time	**360,965**	144,850
Revenue recognized over time	**4**	49
	360,969	144,899

5 Income tax expenses

The income tax expenses of the Group for the three months ended March 31, 2024 and 2023 are analyzed as below:

	Three months ended March 31,	
	2024	2023
	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
Current income tax	**27**	402
Deferred income tax	**—**	—
	27	402

Income tax expense is recognised based on management's best estimate of the weighted average annual income tax rate expected for the full financial year.

6 Loss per share

(a) Basic loss per share

Basic loss per shares is calculated by dividing the loss attributable to ordinary equity holders of the Company by the weighted average number of ordinary shares outstanding during the period.

In determining the weighted average number of ordinary shares in issue, the unvested restricted shares are excluded:

	Three months ended March 31,	
	2024	2023
	(Unaudited)	(Unaudited)
Loss attributable to ordinary equity holders of the Company (RMB'000)	**(131,786)**	(344,503)
Weighted average number of ordinary shares outstanding	**425,477,732**	97,082,430
Basic loss per share (in RMB)	**(0.31)**	(3.55)

(b) *Diluted loss per share*

Diluted loss per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. For the three months ended March 31, 2024, the Company had one category of potential ordinary shares: share-based awards granted to employees (2023: categories of potential ordinary shares: preferred shares, warrants and share-based awards granted to employees). As the Company incurred losses for the three months ended March 31, 2024, these potential ordinary shares were not included in the calculation of loss per share as their inclusion would be anti-dilutive (2023: the same). Accordingly, diluted loss per share is the same as basic loss per share for the three months ended March 31, 2024 (2023: the same).

7 Dividends

No dividends have been paid or declared by the Company during the three months ended March 31, 2024 (three months ended March 31, 2023: Nil).

8 Trade receivables

Sales were made on credit terms mainly ranging from 90 to 180 days. As of March 31, 2024 and December 31, 2023, the ageing analysis of the trade receivables based on recognition date is as follows:

	As of March 31, 2024 RMB'000 (Unaudited)	As of December 31, 2023 RMB'000 (Audited)
Up to 6 months	492,323	623,400
6 months to 1 year	23,667	29,844
1 to 2 years	13,689	15,318
Over 2 years	4,756	3,864
	534,435	672,426
Less: Credit loss allowances	(7,740)	(9,165)
Trade receivables — net	526,695	663,261

9 Cash and cash equivalents

	As of March 31, 2024 RMB'000 (Unaudited)	As of December 31, 2023 RMB'000 (Audited)
Cash at banks	505,107	395,573
Time deposits with initial terms within three months	1,998,602	1,430,840
	2,503,709	1,826,413

Cash and cash equivalents were denominated in the following currencies:

	As of March 31, 2024 RMB'000 (Unaudited)	As of December 31, 2023 RMB'000 (Audited)
RMB	293,617	255,598
USD	1,579,498	1,570,613
HKD	630,096	3
EUR	498	199
	2,503,709	1,826,413

As of March 31, 2024 and December 31, 2023, the Group's cash and cash equivalents includes cash at banks, time deposits with initial terms within three months.

The weighted average effective interest rate on bank deposits of the Group with initial terms within three months as of March 31, 2024 and December 31, 2023 was 5.13% and 5.32% per annum, respectively.

10 Trade payables

As of March 31, 2024 and December 31, 2023, the ageing analysis of the trade payables based on the date of the goods and services received are as follows:

	As of March 31, 2024 RMB'000 (Unaudited)	As of December 31, 2023 RMB'000 (Audited)
Up to 6 months	551,082	485,280
6 months to 1 year	904	1,769
Over 1 year	2,631	3,153
	554,617	490,202

DEFINITIONS

In this announcement, unless the context otherwise requires, the following expression shall have the meanings set out below:

"ADAS"	advanced driver assistance systems, the groups of electronic technologies that assist drivers in driving and parking functions; it also refers to levels 1 to 3 autonomous driving as defined by the Society of Automotive Engineers
"Audit Committee"	the audit committee of the Company
"Auditor"	PricewaterhouseCoopers, the independent auditor of the Company
"automotive OEMs"	the original equipment manufacturer, which assembles and installs automotive parts during the construction of a new vehicle
"Board"	the board of Directors of the Company
"Company" or **"our Company"** or **"the Company"** or **"RoboSense"**	RoboSense Technology Co., Ltd (速騰聚創科技有限公司), an exempted company incorporated in the Cayman Islands with limited liability, the Shares of which are listed on the Main Board of the Stock Exchange (stock code: 2498)
"Director(s)"	director(s) of the Company
"FOV"	the field of view
"Global Offering"	the Hong Kong public offering and the international offering of the Company, details of which are set out in the prospectus of the Company dated December 27, 2023 in relation to the Global Offering and Listing
"Group" or **"our Group"** or **"the Group"** or **"we"** or **"us"** or **"our"**	the Company and its subsidiaries from time to time
"HKD" or **"HK$"**	Hong Kong Dollars, the lawful currency of Hong Kong
"Hong Kong"	Hong Kong Special Administrative Region of the PRC
"IFRS"	IFRS Accounting Standards, which include standards, amendments and interpretations promulgated by the International Accounting Standards Board and interpretation issued by the International Accounting Standards Committee
"LiDAR"	a remote sensing method that uses light to measure the distance or range of objects

"Listing"	the listing of the Shares on the Main Board of the Stock Exchange
"Listing Rules"	the Rules Governing the Listing of Securities on the Stock Exchange
"MEMS"	the micro-electromechanical system, a semiconductor product that has both mechanical and electronic components, typically on a chip
"perception solution"	visual, LiDAR or fusion solution that provides perception capabilities based on information collected from cameras, LiDARs or other sensors
"PRC" or **"Mainland China"** or **"China"**	the People's Republic of China, which, for the purpose of this announcement and for geographical reference only, excludes Hong Kong, Macau Special Administrative Region of the PRC and Taiwan
"Preferred Shares"	convertible redeemable preferred shares of the Company, all of which were converted into ordinary shares of the Company upon Listing
"RMB"	Renminbi, the lawful currency of the PRC
"ROI"	region of interest, a subset of an image or a dataset identified for a particular purpose/region
"Share(s)"	the ordinary shares in the share capital of the Company
"Shareholder(s)"	the holder(s) of Share(s)
"SOC"	systems on a chip
"SOP"	start of production, which signifies the transition from the development and testing phase to manufacturing and commercialization, when the product is ready for mass production and delivery
"Stock Exchange"	The Stock Exchange of Hong Kong Limited
"subsidiary(ies)"	has the meaning ascribed to it under the Listing Rules
"Tier 1 supplier"	a company that supplies parts or systems directly to automotive OEMs
"U.S. dollar(s)" or **"USD"**	United States dollars, the lawful currency of the United States of America

"V2X"	communication between a vehicle and any object, such as road, traffic lights and roadside signals that may affect, or may be affected by, the vehicle

The Company's Shareholders and potential investors should note that this announcement is based on unaudited operational and financial information of the Group. Such information does not constitute, represent or indicate the full picture of the Group's total revenue or financial performance and the information contained in this announcement may be subject to change and adjustment. The Company's Shareholders and potential investors should exercise caution when dealing in the securities of the Company.

By order of the Board
RoboSense Technology Co., Ltd
Dr. Qiu Chunxin
Chairman of the Board, Executive Director and Chief Scientist

Shenzhen, May 20, 2024

As at the date of this announcement, the executive Directors are Dr. Qiu Chunxin, Mr. Liu Letian and Mr. Qiu Chunchao; the non-executive Director is Dr. Zhu Xiaorui; and the independent non-executive Directors are Mr. Feng Jianfeng, Mr. Liu Ming and Mr. Ng Yuk Keung.

This announcement contains certain forward-looking statements. These forward-looking statements are based on information currently available to the Group or the current belief, expectations and assumptions of the Board. These forward-looking statements are subject to risks, uncertainties and other factors beyond the Company's control which may cause actual results or performance to differ materially from those expressed or implied in such forward-looking statements. In light of the risks and uncertainties, the inclusion of forward-looking statements in this announcement should not be regarded as representations by the Board or the Company that the plans and objectives will be achieved, and Shareholders and investors of the Company should not place undue reliance on such statements.