
INDUSTRY OVERVIEW

The information and statistics set out in this section and other sections of this document were extracted from different official government publications, available sources from public market research and other sources from independent suppliers, and from the independent industry report prepared by Frost & Sullivan. We engaged Frost & Sullivan to prepare the Frost & Sullivan Report, an independent industry report, in connection with the Introduction. The information from official government sources has not been independently verified by us, the Joint Sponsors, any of their respective directors and advisers, or any other persons or parties involved in the Introduction, and no representation is given as to its accuracy. Accordingly, the information from official government sources contained herein may not be accurate and should not be unduly relied upon.

China is the largest battery electric vehicle, or BEV, market in the world, with sales of 1.0 million units in 2020, and continues to account for more than half of global BEV sales. China's BEV sales are expected to grow at a CAGR of 43.9% from 2020 to 2025, reaching 6.2 million units, according to Frost & Sullivan. China is also the world's largest passenger vehicle market, with BEV penetration rate expected to increase from 5.0% in 2020 to 26.2% in 2025. In the first nine months of 2021, the NIO ES6, EC6 and ES8 were the top three premium battery electric SUVs as measured by sales volume in China, according to Frost & Sullivan.

OVERVIEW OF THE GLOBAL AND CHINA ELECTRIC VEHICLE MARKETS

Global electric vehicle market continues to experience high growth

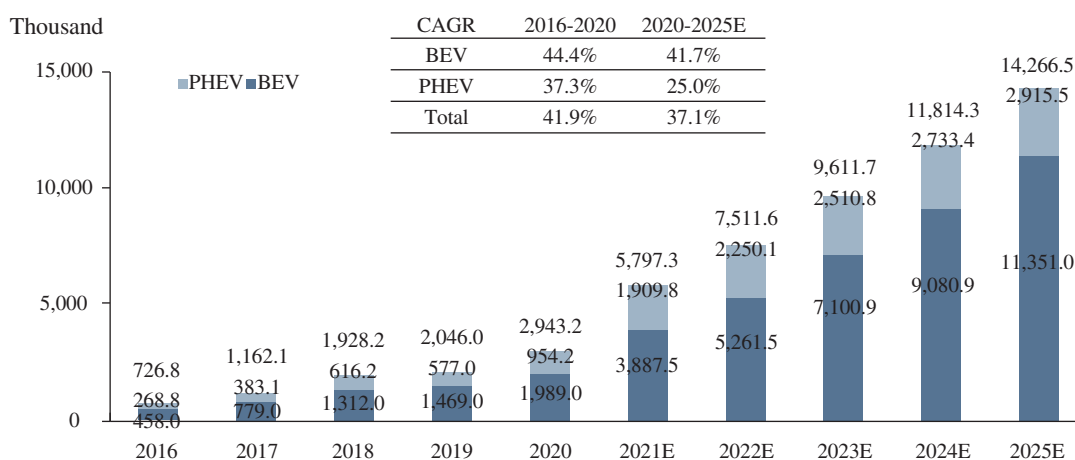
Electric vehicles include BEVs and plug-in hybrid electric vehicles, or PHEVs. A BEV is powered by batteries only with propulsion solely produced by electric motors, and results in zero tailpipe emission. A PHEV has both internal combustion engine, or ICE, and electric motors, with energy supplied from fuel and batteries, which can be charged via external power supply. For examples of BEV and PHEV models available on the market, please refer to the section headed "Competitive Landscape of China's Premium Electric Vehicle Market."

	BEV	PHEV
Driving Component	Electric motor	Electric motor, ICE
Energy source	Battery	Battery, Fuel
Capacity of battery	High	Low
Emission	No emission	Low emission

INDUSTRY OVERVIEW

In 2020, global electric vehicle sales were 2.9 million units and according to Frost & Sullivan, global electric vehicle sales are expected to reach 14.3 million units by 2025 at a CAGR of 37.1%. Within the electric vehicle market, the BEV segment is expected to grow at a much faster pace, increasing from 2.0 million units sold globally in 2020 to an estimated 11.4 million units in 2025, representing a CAGR of 41.7%. In the meantime, the penetration rate of BEVs in global passenger vehicle market is expected to increase from 3.4% in 2020 to 15.4% in 2025. For the first nine months of 2021, the global BEV market has been following the aforementioned trajectory, with 2.6 million units sold and representing a year-on-year growth rate of 148.4%.

Global Electric Vehicle Sales Volume, Breakdown by Type, 2016-2025E



Source: Industry Associations, Frost & Sullivan

China is the clear leader in the global BEV market

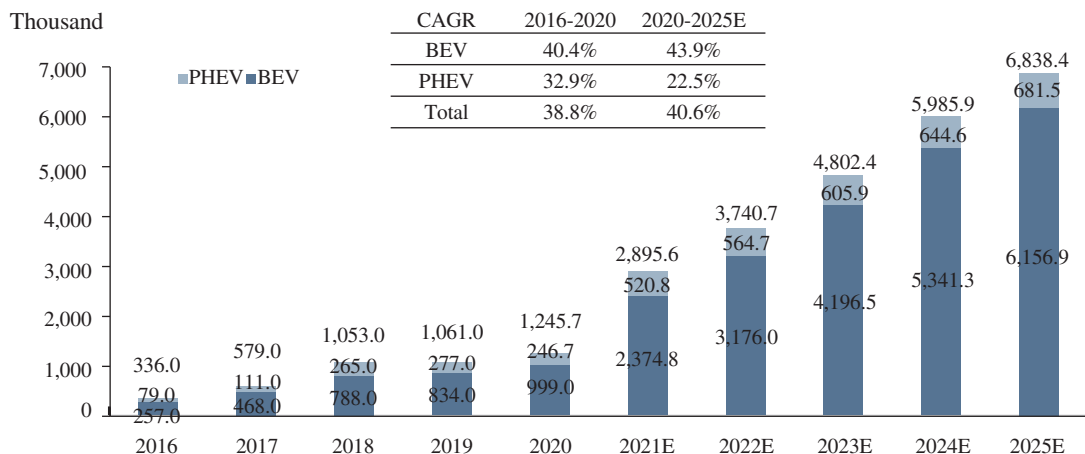
China is the world's largest passenger vehicle market as measured by sales volume. According to Frost & Sullivan, China's passenger vehicle sales volume was 20.2 million units in 2020 and is expected to increase to 23.5 million units in 2025, representing 31.9% of the sales volume in global market. The vast majority of the electric vehicle market in China is comprised of BEVs. In 2020, China had the highest share of BEVs as a percentage of electric vehicle sales at 80.2%, as compared to 67.6% for the global market. With increasing BEV sales penetration from 5.0% in 2020 to 26.2% in 2025, China's market represents the most sizable long-term market opportunity globally for BEV automakers.

China was the largest BEV market in 2020, and accounted for 50.2% of the global BEV sales, according to Frost & Sullivan. It was also one of the fastest growing BEV markets in the world, growing from 0.3 million units sold in 2016 to 1.0 million units sold in 2020 at a CAGR of 40.4%. China's BEV market is expected to continue its fast growth at a CAGR of 43.9% from 2020 to 2025, reaching sales of 6.2 million units in 2025.

INDUSTRY OVERVIEW

The significant growth potential for the Chinese BEV market is evidenced by the 1.7 million BEV sales recorded for the first nine months of 2021, representing a year-on-year growth rate of 229.6%, and sales penetration rate of 11.5%.

China Electric Vehicle Sales Volume, Breakdown by Type, 2016-2025E



Note: sales volume includes imported New Energy Vehicles.

Source: China Association of Automobile Manufacturers, China Passenger Cars Association, Frost & Sullivan

European and US markets

The European market represents a key geography for electric vehicle sales, with an aggregate sales volume of 1.3 million units in 2020, and is expected to grow to 4.7 million units in 2025 at a CAGR of 30.1%. Specifically, the European BEV market recorded sales of 0.7 million units in 2020, and is expected to reach 3.4 million units in 2025 at a CAGR of 37.6%. BEV penetration rate in Europe is expected to increase from 5.1% in 2020 to 19.5% in 2025, according to Frost & Sullivan.

The US electric vehicle market is expected to grow at a fast pace, from 0.3 million units in 2020 to 2.6 million units in 2025, representing a CAGR of 51.0%, according to Frost & Sullivan.

KEY DRIVERS FOR ELECTRIC VEHICLE MARKET GROWTH

Increasing environmental awareness and policy support

According to Frost & Sullivan, consumers have become increasingly concerned about the environmental impact of vehicle emissions, with preference shifting towards low or zero emission vehicles. The adoption of electric vehicles can effectively reduce emissions compared to traditional ICE vehicles.

China expects to hit peak carbon emissions before 2030 and the Chinese government aims to achieve carbon neutrality by 2060. The Chinese government has promulgated a number of policies to support the growth of New Energy Vehicles (“NEVs”), which include BEVs, and targets to achieve a 20% NEV penetration rate by 2025. China has also introduced the NEV credit and average fuel economy credit trading scheme in 2018 in order to promote the electric vehicle production. To further support NEV adoption, the national NEV subsidies and tax

INDUSTRY OVERVIEW

incentives have been extended from the end of 2020 to the end of 2022. The current 2021 subsidy policy applies to NEVs with the sale price under RMB300,000 or compatible with battery swapping technologies. Certain municipal-level regulations in China also favor BEV adoption, including lower hurdle to obtain vehicle license plates and elimination of vehicle usage restrictions for BEVs as compared to ICE vehicles. For further information on material government policies on NEVs, please refer to the section headed “Regulatory Overview — Favorable Government Policies Relating to New Energy Vehicles in the PRC.”

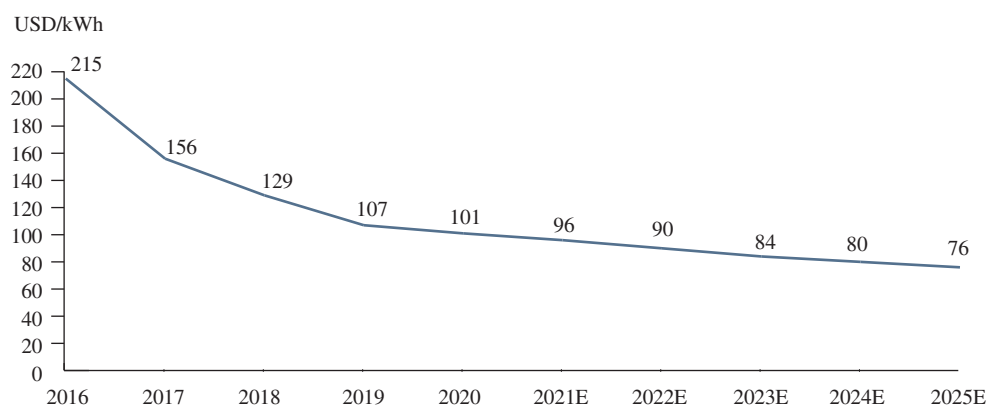
Governments around the world have also been establishing policies to promote electric vehicle adoption. The European Union aims to attain net zero emissions of greenhouse gases by 2050 and has adopted a number of supportive policies specifically for zero emission vehicles, including purchase subsidies and certain tax exemptions. The Norwegian government has set the target that by 2025 all new private vehicles, city buses and light vans are to be zero emission vehicles. The UK government has announced that it plans to end the sale of new petrol and diesel vehicles by 2030, and target all new vehicle sales being tailpipe emission free by 2035. In the United States, a presidential executive order was signed on August 5, 2021, setting a goal that 50% of all new passenger vehicles and light trucks sold in 2030 to be zero-emission vehicles, including BEVs and PHEVs. Additionally, 40 states provide tax benefits or rebates for electric vehicle purchases, and in particular, California requires that by 2035 all new passenger vehicles and trucks sold in the state are to be zero emission vehicles.

Improving battery technologies

Improvements in battery technologies have enabled rapid development in the electric vehicle sector. Continued technology developments have led to greater energy density, higher safety level and longer battery life. As an example, the energy density of battery cells was between 217 to 252 Wh/kg in 2019. As of the Latest Practicable Date, the energy densities of a number of battery cell products on the market had exceeded 300 Wh/kg, according to Frost & Sullivan. Together these improvements further enhance the user experience of electric vehicles.

Driven by greater economies of scale in battery production and technology advancements, the battery cost is expected to reduce significantly. According to Frost & Sullivan, battery cell price in China is expected to reduce from US\$101/kWh in 2020 to US\$76/kWh in 2025.

Volume-weighted Average Battery Cell Price, China, 2016-2025E



Source: Frost & Sullivan

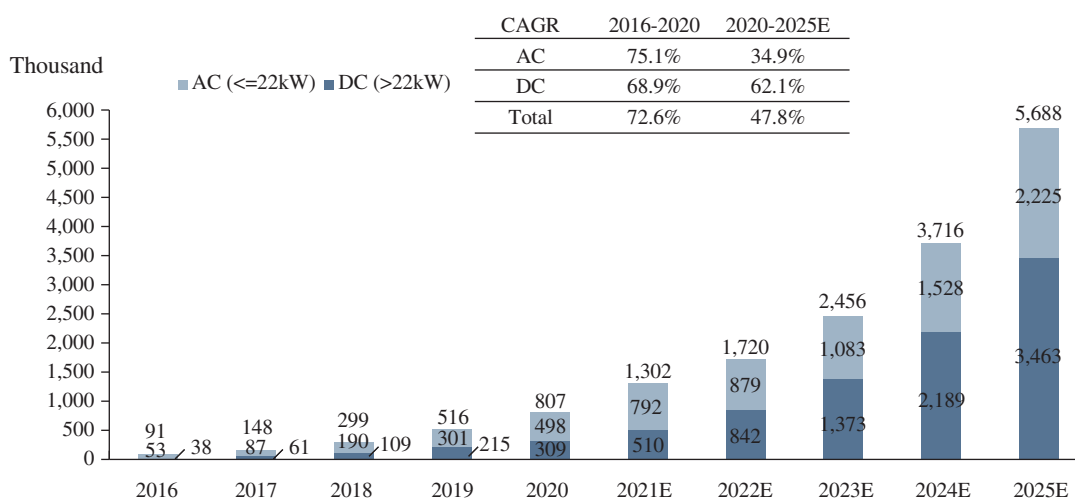
INDUSTRY OVERVIEW

According to Frost & Sullivan, battery swapping technologies facilitate the separation of vehicle and battery ownership, which allows consumers to buy the vehicle and subscribe for the battery separately. This provides a lower upfront purchase price and offers flexibility to upgrade the battery as technologies improve.

Expanding electric vehicle infrastructure

Governments around the world have been promoting the deployment of electric vehicle infrastructure, which in turn has been an important factor in consumers' increasing adoption of electric vehicles. PRC government has specifically identified charging and battery swapping infrastructure as key areas of "new infrastructure", which enjoy prioritized policy support in infrastructure build-out and deployment. In the past five years, charging network in China has seen significant growth and according to Frost & Sullivan, there were more than 0.8 million public charging piles, 38% of which were DC fast chargers at the end of 2020. To meet increasing consumer demand, the total number of public charging piles in China is expected to increase significantly to 5.7 million units by 2025, at a CAGR of 47.8%, 61% of which are DC fast chargers.

Number of Public Charging Piles in China, 2016-2025E



Source: EVCIPA, Frost & Sullivan

Meanwhile, selected automakers are deploying their own fast charging and/or battery swapping stations to further enhance their user experience.

In Europe, electric vehicle infrastructure has developed rapidly. At the end of 2020, there were approximately 0.3 million public charging piles in Europe, 13% of which were DC fast chargers. By 2025, the total number of public charging piles in Europe is expected to reach 1.2 million, with 38% being DC fast chargers, according to Frost & Sullivan.

INDUSTRY OVERVIEW

AUTONOMOUS DRIVING AND DIGITAL TECHNOLOGIES

Technologies and features such as advanced driver assistance systems, autonomous driving, personalized infotainment and AI-enabled human machine interface significantly enhance user experience. Increasing consumer preference for such technologies underpin the wider adoption trend going forward. The advancement of these technologies requires an increasing number of sensors, significantly more computing power and advanced software, which can be more efficiently integrated and updated over-the-air under the electrical/electronic architecture of electric vehicles.

An increasing number of automakers have rolled out ADAS features in recent years, which typically include adaptive cruise control, lane change/keeping assist, automatic emergency braking and automatic parking. The penetration rate of ADAS as a percentage of new passenger vehicle sales in China grew from 11.4% in 2016 to 38.4% in 2020. It is expected to further increase to 55.7% by 2025, according to Frost & Sullivan.

With continued advancements in hardware and software technologies, future vehicles are expected to be empowered by improving autonomous driving technologies. The autonomous driving hardware typically includes computing System-on-Chips, or SoCs, cameras, LiDARs, radars, and other sensors. According to Frost & Sullivan, driven by the consumer preferences, technological advancements, market competitions and geopolitical environment, the computing power of central processing unit chipsets are expected to gradually evolve, while the production of micro controller unit chipsets with lower computing power are expected to become increasingly localized. The autonomous driving full stack software capabilities include perception, planning and control algorithms, high-definition maps, and closed-loop data management. AD technologies are expected to enhance road safety and free up the drivers' time.

Digital technologies that are emerging and gaining momentum in the auto industry mainly include digital cockpit and digital system. Digital cockpits are trending towards: (i) personalized infotainment for every passenger with access to a wide range of content offerings; and (ii) AI-enabled advanced human machine interface, such as voice-activated control systems and driver behavior monitoring. Automakers are also strengthening the development or implementation of digital systems with the ability to complete continuous upgrades through over-the-air firmware and software updates. FOTA updates enable the upgrade of the operating firmware across the vehicle's core systems, such as digital cockpit, autonomous driving domain controller and electric powertrain. SOTA updates allow for improvements of the vehicle software, such as the onboard infotainment system.

As autonomous driving technology continues to develop, combined with the increasing adoption of digital technologies, Frost & Sullivan expects new innovative business models to emerge in the auto industry. For example, autonomous driving technology can be offered to consumers as a subscription service, where the user experience can be continuously enhanced with new technology upgrades provided through convenient over-the-air updates. Additional commercial opportunities, such as infotainment contents and features, may become viable as the driver's time in the vehicle is freed from the task of driving.

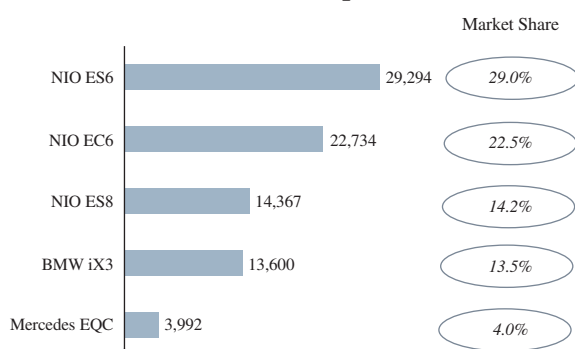
INDUSTRY OVERVIEW

COMPETITIVE LANDSCAPE OF CHINA'S PREMIUM ELECTRIC VEHICLE MARKET

The premium segment in China, as defined by vehicles priced over RMB300,000, is expected to be the fastest growing segment at a CAGR of 12.1% from 2020 to 2025, according to Frost & Sullivan.

In the first nine months of 2021, the NIO ES6, EC6 and ES8 were the top three premium battery electric SUVs as measured by sales volume in China, according to Frost & Sullivan.

Premium Battery Electric SUV Cumulative Sales Volume Ranking, China, Jan-Sep, 2021



Among premium mid-large SUVs in the market, the NIO ES8 offers advantageous acceleration, power, torque, ADAS and in-cabin AI features, as well as pricing, compared to ICE peers. At the same time, the ES8 is comparable to Tesla Model X and BMW iX in terms of performance, but enjoys a clear price advantage.

SUV Model	NIO – ES8 (BEV)	Tesla – Model X (BEV)	BMW iX (BEV)	Audi Q7 (ICE)	Mercedes Benz GLS (ICE)
Launch Time	2018	2021	2021	2021	2020
MSRP	Start from ¥ 468,000	¥ 939,990	¥ 846,900	¥ 701,800	¥ 1,028,000
Electric Motor	Front: Permanent magnet motor Rear: Induction motor	Front: Permanent magnet motor Rear: Induction motor	Front: Current-excited synchronous motor Rear: Current-excited synchronous motor	N/A	N/A
Acceleration time from 0 to 100km/h (s)	4.9	3.9	4.6	7.1	6.9
Peak Torque (N·m)	725	Not disclosed	765	370	450
Peak Power (kW)	400	493	385	180	230
NEDC Driving Range (km)	450 (75 kWh) 580 (100 kWh) 850 (150 kWh)	560*	665**	N/A	N/A
Length/Width/Height (mm)	5,022/1,962/1,756	5,037/2,070/1,684	4,955/1,967/1,698	5,067/1,970/1,731	5,214/1,956/1,823
Capacity of Battery (kWh)	75/100/150	100	111.5	N/A	N/A
Battery Swap Service	√	×	×	N/A	N/A
Air Suspension	√	√	√	×	√
FOTA	√	√	Not disclosed	Not disclosed	Not disclosed
Sensors	7 Cameras + 5 Radars + 12 Ultrasonic sensors	8 Cameras + 1 Radar + 12 Ultrasonic sensors	Cameras+ Radars+ Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors
Chipset	Mobileye Q4 (2.5 TOPS)	FSD (144 TOPS)	Not disclosed	Not disclosed	Not disclosed
In-Cabin AI	Speech recognition + Emotional experience + State perception	Speech recognition + State perception	Speech recognition	Speech recognition	Speech Recognition

Notes: 1. Sensors refer to those mounted on the external body for purposes of ADAS and autonomous driving. 2. Chipset is for ADAS and autonomous driving. 3. Computing power (TOPS) of ES8 and Model X is for the full set, BMW iX full set spec is not disclosed although single chipset data is available. 4. Launch time is for the release of the new version. 5. MSRP is for the entry level model. 6. Sensors without numbers means the numbers are not available. 7. Information as of December, 2021. 8. "x" and "N/A" indicate "None" and "Not Applicable", respectively. 9. "Start from" of NIO MSRP means prices vary based on battery capacity. * Estimated ** Under CLTC standard

Source: Company Websites, Frost & Sullivan

INDUSTRY OVERVIEW

Compared to other premium mid-size electric SUVs, the NIO ES6 and EC6 have the best-in-class NEDC driving range, maximum power output and torque, and in-cabin AI features.

SUV Model	NIO ES6 (BEV)	NIO EC6 (BEV)	Tesla Model Y (BEV)	BMW iX3 (BEV)	Audi e-tron (BEV)	Mercedes Benz EQC (BEV)
Launch Time	2018	2019	2021	2021	2021	2020
MSRP	Start from ¥ 358,000	Start from ¥ 368,000	¥ 291,840	¥ 399,900	¥ 546,800	¥ 499,800
Electric Motor	Front: Permanent magnet motor Rear: Permanent magnet motor	Front: Permanent magnet motor Rear: Permanent magnet motor	Rear: Permanent magnet motor	Rear: Current-excited synchronous motor	Front: Induction motor Rear: Induction motor	Front: Induction motor Rear: Induction motor
Acceleration time from 0 to 100km/h (s)	5.6	5.4	6.9	6.8	3.4(0-50km/h)	6.9
Peak Torque (N·m)	610	610	404	400	540	590
Peak Power (kW)	320	320	202	210	230	210
NEDC Driving Range (km)	465 (75 kWh) 610 (100 kWh) 900 (150 kWh)	475 (75 kWh) 615 (100 kWh) 910 (150 kWh)	545*	500	500	415
Length/Width/Height (mm)	4,850/1,965/1,758	4,850/1,965/1,731	4,750/1,921/1,624	4,746/1,891/1,683	4,901/1,935/1,640	4,774/1,890/1,622
Capacity of Battery (kWh)	75/100/150	75/100/150	60	74	97	Not disclosed
Battery Swap Service	√	√	x	x	x	x
Air Suspension	x	x	x	x	√	x
FOTA	√	√	√	Not disclosed	Not disclosed	Not disclosed
Sensors	7 Cameras + 5 Radars + 12 Ultrasonic sensor	7 Cameras + 5 Radars + 12 Ultrasonic sensor	8 Cameras + 1 Radar + 12 Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors
Chipset	Mobileye Q4 (2.5 TOPS)	Mobileye Q4 (2.5 TOPS)	FSD (144 TOPS)	Not disclosed	Not disclosed	Not disclosed
In-Cabin AI	Speech recognition + Emotional experience + State perception	Speech recognition + Emotional experience + State perception	Speech recognition + State perception	Speech Recognition	Speech Recognition	Speech Recognition

Notes: 1. Sensors refer to those mounted on the external body for purposes of ADAS and autonomous driving. 2. Chipset is for ADAS and autonomous driving. 3. Computing power (TOPS) of ES6, EC6 and Model Y is for the full set, BMW iX3 full set spec is not disclosed although single chipset data is available. 4. Launch time is for the release of the new version. 5. MSRP is for the entry level model. 6. Sensors without numbers means the numbers are not available. 7. Information as of December 2021. 8. "x" and "N/A" indicate "None" and "Not Applicable", respectively. 9. "Start from" of NIO MSRP means prices vary based on battery capacity.*
Estimated under CLTC standard

Source: Company Websites, Frost & Sullivan

Among premium mid-large sedans in the market, the NIO ET7 provides superior performance, richer autonomous driving and in-cabin AI features and better pricing compared to ICE and PHEV peers. Compared to Tesla Model S, ET7 has comparable performance, offers the best-in-class computing power and sensing capabilities for autonomous driving, as well as the most advanced in-cabin AI features, while enjoying a significant price advantage.

INDUSTRY OVERVIEW

Sedan Model	NIO ET7 (BEV)	Tesla Model S (BEV)	BMW 5 Series (PHEV)	Mercedes Benz E Class (PHEV)
Launch Time	2021	2021	2021	2021
MSRP	Start from ¥ 448,000	¥ 889,990	¥ 499,900	¥ 518,300
Electric Motor	Front: Permanent magnet motor Rear: Induction motor	Front: Permanent magnet motor Rear: Induction motor	Not disclosed	Not disclosed
Acceleration time from 0 to 100km/h (s)	3.8	3.2	6.7	6.7
Peak Torque (N·m)	850	Not disclosed	420	Not disclosed
Peak Power (kW)	480	493	215	235
NEDC Driving Range (km)	550 (75 kWh)* 705 (100 kWh)* 1000 (150 kWh)*	652**	95	120
Length/Width/Height (mm)	5,101/1,987/1,509	4,979/1,964/1,445	5,106/1,868/1,490	5,078/1,860/1,480
Capacity of Battery (kWh)	75/100/150	100	17.7	25.4
Battery Swap Service	√	×	×	×
Air Suspension	√	√	√	√
FOTA	√	√	Not disclosed	Not disclosed
Sensors	11 Cameras + 1 LiDAR + 5 Radars + 12 Ultrasonic sensors	8 Cameras + 1 Radar + 12 Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors
Chipset	NVIDIA Orin (1,016 TOPS)	FSD (144 TOPS)	Not disclosed	Not disclosed
In-Cabin AI	Speech recognition + Emotional experience + State perception	Speech Recognition + State perception	Speech Recognition	Speech Recognition

Notes: 1. Sensors refer to those mounted on the external body for purposes of ADAS and autonomous driving.

2. Chipset is for ADAS and autonomous driving. 3. Computing power (TOPS) of ET7 and Model S is for the full set, BMW 5 series full set spec is not disclosed although single chipset data is available.

4. Launch time is for the release of the new version. 5. MSRP is for the entry level model.

6. Sensors without numbers means the numbers are not available. 7. Information as of December 2021.

8. "x" and "N/A" indicate "None" and "Not Applicable", respectively.

9. "Start from" of NIO MSRP means prices vary based on battery capacity.

*Under CLTC standard **Estimated

Source: Company Websites, Frost & Sullivan

Among the premium mid-size sedan models in the market, the NIO ET5 offers the best-in-class acceleration performance, maximum power output and torque, computing power and sensing capabilities for autonomous driving, as well as in-cabin AI features, while maintaining a comparable price, compared to other ICE peers.

Sedan Model	NIO-ET5 (BEV)	BMW i4*** (BEV)	BMW 3 Series (ICE)	Mercedes Benz C Class (ICE)	Audi A4L (ICE)
Launch Time	2021	N/A	2021	2021	2021
MSRP	Start from ¥ 328,000*	¥ 426,234	¥ 293,900	¥ 325,200	¥ 321,800
Electric Motor	Front: Induction motor Rear: Permanent magnet motor	Rear: Current-excited synchronous motor	N/A	N/A	N/A
Acceleration time from 0 to 100km/h (s)	4.3	5.7	9.0	9.0	8.2
Peak Torque (N·m)	700	430	250	250	320
Peak Power (kW)	360	250	115	125	140
NEDC Driving Range (km)	550 (75 kWh) ** 700 (100 kWh) ** 1000 (150 kWh) **	625**	N/A	N/A	N/A
Length/Width/Height (mm)	4,790/1,960/1,499	4,785/1,852/1,856	4,719/1,827/1,459	4,882/1,820/1,456	4,858(4,851)/1,847/1,439
Capacity of Battery (kWh)	75/100/150	84	N/A	N/A	N/A
Battery Swap Service	√	×	N/A	N/A	N/A
Air Suspension	×	√	×	×	×
FOTA	√	Not disclosed	Not disclosed	Not disclosed	Not disclosed
Sensors	11 Cameras + 1 LiDAR + 5 Radars + 12 Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors	Cameras + Radars + Ultrasonic sensors
Chipset	NVIDIA Orin (1,016 TOPS)	Not disclosed	Not disclosed	Not disclosed	Not disclosed
In-Cabin AI	Speech recognition + Emotional experience + State perception	Speech recognition	Speech recognition	Speech recognition	Speech Recognition

Notes: 1. Sensors refer to those mounted on the external body for purposes of ADAS and autonomous driving.

2. Chipset is for ADAS and autonomous driving. 3. Computing power (TOPS) of ET5 is for the full set, BMW 3 series full set spec is not disclosed although single chipset data is available. 4. Launch time is for the release of the new version. 5. MSRP is for the entry level model. 6. Sensors without numbers means the numbers are not available. 7. Information as of December, 2021. 8. "x" and "N/A" indicate "None" and "Not Applicable", respectively. 9. "Start from" of NIO MSRP means prices vary based on battery capacity. * The whole vehicle price including battery ** Under CLTC standard *** The BMW i4 has not yet been officially launched in China, and the configuration information is based on the overseas version. Specifically, the MSRP of BMW i4 in China is converted from its Germany Euro price of EUR 59,200 to Renminbi for illustration purpose at a rate of RMB7.1999 = EUR 1.00, which is published by the European Central Bank on December 22, 2021

Source: Company Websites, Frost & Sullivan

Source: Company Websites, Frost & Sullivan

INDUSTRY OVERVIEW

SOURCE OF INFORMATION

In connection with the Listing, we have engaged Frost & Sullivan to conduct a detailed analysis and prepare an industry report on the markets in which we operate. Frost & Sullivan is an independent global market research and consulting company which was founded in 1961 and is based in the United States. Services provided by Frost & Sullivan include market assessments, competitive benchmarking, and strategic and market planning for a variety of industries. We incurred a total of RMB635,000 in fees and expenses for the preparation and update of the report by Frost & Sullivan. The payment of such amount was not contingent upon our successful Listing or on the results of the report by Frost & Sullivan. Except for the report by Frost & Sullivan, we did not commission any other industry report in connection with the Listing.

We have included certain information from the report by Frost & Sullivan in this document because we believe such information facilitates an understanding of the markets in which we operate for potential investors. Frost & Sullivan prepared its report based on its in-house database, independent third-party reports and publicly available data from reputable industry organizations. Where necessary, Frost & Sullivan contacts companies operating in the industry to gather and synthesize information in relation to the market, prices and other relevant information. Frost & Sullivan believes that the basic assumptions used in preparing its report, including those used to make future projections, are factual, correct and not misleading. Frost & Sullivan has independently analyzed the information, but the accuracy of the conclusions of its review largely relies on the accuracy of the information collected. Frost & Sullivan research may be affected by the accuracy of these assumptions and the choice of these primary and secondary sources. Except as otherwise noted, all data and forecasts in this section come from the Frost & Sullivan Report. Our Directors confirm that, to the best of their knowledge, after taking reasonable care, there has been no adverse change in market information since the date of the Frost & Sullivan Report that may qualify, contradict or impact the information disclosed in this section.

In preparing its report, Frost & Sullivan relied on market information which has a variety of data sources, including external information channels and Frost & Sullivan internal database. External information channels consist of both primary and secondary research, including (i) publicly released literature materials and industry research reports; (ii) annual reports and product development information disclosed by listed companies; and (iii) industry expert interviews.