## COMPANY FACTSHEET

(As of December 31, 2023)

## LEADING MRO PROCUREMENT SERVICE PLATFORM IN CHINA

OVERVIEW

GMV<sup>1,2</sup>

RMB11.1bn

Customers<sup>1</sup>

66.500 +

Orders1,3

2.5+mm

Top Customer Retention<sup>4</sup> 97.0%

Mission: Transparency and efficiency, for better commerce Vision: To be a world leading industrial suppliers company offering superior customer value

- ZKH provides one-stop MRO procurement and management services for customers, and offer digital and fulfillment solutions for participants along the industry value chain
- ZKH spearheads the digital transformation of the MRO industry for cost reduction and efficiency improvement
- ZKH's market leadership is underpinned by customer-centric approach, superior product capabilities, purpose-built fulfillment network and robust technology infrastructure

INDUSTRY

1 China is the country with the largest secondary industry output value around the globe

<u>trillion-RMB</u><sup>6</sup> sales value with no incumbent

3 **Tech-enabled** platforms disrupting traditional model

**DUAL-PLATFORM MODEL** 

### High-Touch

High-touch coverage

System

integration

(1P)

Marketplacea (3P



(ZKH Platform) For Large to Mid-Sized **Enterprise Customers** 

ZKH 震坤行

那 工邦邦 (GBB Platform) For Micro **Businesses** 

Broad and readily available selections

Low-Touch



Competitive price



Value-added services



48.200+ Customers<sup>1</sup>

18.300+ Customers<sup>1</sup>

Marketplace to Fuel Growth In a Cost-Effective Way



Cash payment

MODEL **DUAL-BUSINESS** 

#### **Product Sales at Core**



🗽 Supply Chain Capabilities



**Customer Accumulation** 

**Product Sales** 

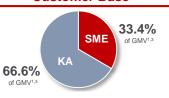
Product and Service Offering Accretion



Scale Expansion

**PILLARS** CORE

## Large, Diversified and Loval **Customer Base**



**Superior Product** Capabilities<sup>7</sup>

17mm+ SKUs 32 product lines **MRO**-focused Self-branded products Nationwide Fulfillment Network<sup>7</sup>

30 distribution centers 96 transit warehouses 250+ fulfillment service manager 4,100+ EVM machines

**GMV** 

**FINANCIALS** 

#### (RMB mm)



## **Gross Profit8** (RMB mm)

Gross 13.6% 15.8% 16.7% Margin 28.8% CAGR 1,452 1,318 1,040 680

2021

2022

2023

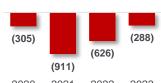
## Adjusted Net Loss<sup>9</sup>

Adj. Net Margin

(RMB mm)







2020 2021 2022 2023

In 2023. "GMV" represents the total transaction value of orders placed on ZKH's platform and shipped to customers, excluding taxes, net of returned amount. ""Order" represents orders placed on our platform by our customer, regardless of whether product in such order is ultimately sold or shipped or whether any product in such order is returned. "Approximately 97% of top 500 customers in terms of GMV in 2022 transacted with our company in 2023. "Based on 2022 data, according to CIC Secondary industry generally refers to the industrial sectors that connect raw materials into products for end-users, mainly including manufacturing and construction sectors." Belaged on 2022 data, according to CIC Report. China MRO market refers.

MRO procurement service industry. "As of Dec 31, 2023. "Gross profit = total net revenues — cost of revenues; gross margin is defined as gross profit divided by total net revenues." Adj. Net Profit is calculated based on adjusted net loss which is neat loss adding back share-based compensation and interest expense due to the issuance of Series F. Convertible Notes."

2020

# ZKH震坤行

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This document contains forward-looking statements. These statements are made pursuant to the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "may," "will," "expects," "anticipates," "aim," "estimates," "intends," "plans," "believes," "is/are likely to," "potential," "continue," and similar statements. Among other things, the quotations from management in the announcement, ZKH's strategic and operational plans and outlook statements, contain forward-looking statements. ZKH may also make written or oral forward-looking statements in its periodic reports to the U.S. Securities and Exchange Commission (the "SEC"), in its annual report to shareholders, in press release and other written materials and in oral statements made by its officers, directors or employees to third parties. Statements that are not historical facts, including statements about ZKH's beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: ZKH's mission, goals and strategies; ZKH's future business development, financial condition and results of operations; the expected changes in its revenues, expenses or expenditures; the expected growth of the MRO procurement service industry in China and globally; changes in customer or product mix; ZKH's expectations regarding the prospects of its business model and the demand for and market acceptance of its products and services; ZKH's expectations regarding its relationships with customers, suppliers, and service providers on its platform; competition in the Company's industry; government policies and regulations relating to ZKH's industry; general economic and business conditions in China and globally; the outcome of any current and future legal or administrative proceedings; and assumptions underlying or related to any of the foregoing. Further information regarding these and other risks is included in ZKH's filings with the SEC. All information provided herein is as of the date of this document, and ZKH undertakes no obligation to update any forward-looking statement, except as required under applicable law.

This document also contains non-GAAP financial measures, the document of which is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with accounting principles generally accepted in the United States of America. In addition, the Company's calculation of these non-GAAP financial measures may be different from the calculation used by other companies, and therefore comparability may be limited. The reconciliation of those measures to the most comparable GAAP measures is contained within this document or available at our website https://ir.zkh.com/.

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