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TUHU Car Inc. is controlled through weighted voting rights, whose share capital comprises Class A Shares and Class B Shares. Each Class A Share entitles the holder to exercise one vote, and each Class B Share entitles the holder to exercise ten votes, respectively, on any resolution tabled at the general meetings, except as may otherwise be required by law or by the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited or provided for in the memorandum and articles of association of TUHU Car Inc. Shareholders and prospective investors should be aware of the potential risks of investing in a company with a weighted voting rights structure, in particular that the weighted voting rights beneficiaries, whose interests may not necessarily be aligned with those of the shareholders of our Company as a whole, will be in a position to exert significant influence over the outcome of shareholders' resolutions, irrespective of how other shareholders vote.

途虎养车

TUHU Car Inc.

(A company controlled through weighted voting rights and incorporated in the Cayman Islands with limited liability)

(Stock Code: 9690)

ANNOUNCEMENT OF ANNUAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2024

The Board is pleased to announce the audited consolidated results of our Group for the year ended 31 December 2024, together with audited comparative figures for the year of 2023, and the unaudited results of our Group for the six months ended 31 December 2024, together with unaudited comparative figures for the same period of 2023. The consolidated financial statements for the year ended 31 December 2024 have been audited by Ernst & Young, the independent Auditor of our Company.

Certain amounts and percentage figures included in this announcement have been subject to rounding adjustments, or have been rounded to one or two decimal places. Any discrepancies in any table, chart or elsewhere between totals and sums of amounts listed therein are due to rounding.

In this announcement, "we," "us," and "our" refer to the Company and where the context otherwise requires, the Group.

KEY HIGHLIGHTS

Financial Summary

	For the year ended 31 December				
	2024		2023		
	Amount	**As a percentage of revenue**	Amount	As a percentage of revenue	Year over year change
	RMB	*%*	*RMB*	*%*	*%*
	(in thousands, except for percentage)				
Revenue	**14,758,694**	**100.0**	13,601,085	100.0	8.5
Gross profit	**3,745,978**	**25.4**	3,359,353	24.7	11.5
Operating profit	**331,031**	**2.2**	161,524	1.2	104.9
Profit for the year	**482,038**	**3.3**	6,700,697	49.3	(92.8)
Adjusted EBITDA (non-IFRS measure)[(1)]	**777,262**	**5.3**	757,783	5.6	2.6
Adjusted net profit (non-IFRS measure)[(2)]	**624,138**	**4.2**	481,314	3.5	29.7

	Unaudited For the six months ended 31 December				
	2024		2023		
	Amount	**As a percentage of revenue**	Amount	As a percentage of revenue	Year over year change
	RMB	*%*	*RMB*	*%*	*%*
	(in thousands, except for percentage)				
Revenue	**7,632,533**	**100.0**	7,079,456	100.0	7.8
Gross profit	**1,900,213**	**24.9**	1,781,244	25.2	6.7
Operating profit	**119,147**	**1.6**	94,793	1.3	25.7
Profit for the period	**197,706**	**2.6**	6,641,210	93.8	(97.0)
Adjusted EBITDA (non-IFRS measure)[(1)]	**327,643**	**4.3**	405,961	5.7	(19.3)
Adjusted net profit (non-IFRS measure)[(2)]	**265,974**	**3.5**	267,269	3.8	(0.5)

Notes:

(1) Adjusted EBITDA (non-IFRS measure) represents profit for the year/period excluding income tax expense, finance income, finance costs, depreciation and amortisation, share-based payment expenses, fair value changes of convertible redeemable preferred shares and listing expenses.

(2) Adjusted net profit (non-IFRS measure) represents profit for the year/period excluding share-based payment expenses, fair value changes of convertible redeemable preferred shares and listing expenses.

Key Operation Metrics

	As of/For the year ended 31 December		
	2024	2023	Year over year change (%)
Number of Tuhu workshops	**6,874**	5,909	16.3
– Self-operated Tuhu workshops	**158**	152	3.9
– Franchised Tuhu workshops	**6,716**	5,757	16.7
Transacting users[(1)] *(in millions)*	**24.1**	19.3	24.8
Registered users[(2)] *(in millions)*	**138.8**	115.3	20.4

Notes:

(1) Transacting user represents a user account that paid for at least one transaction of product or service on our platform (excluding Qipeilong) in a given period, regardless of whether the transaction was subsequently refunded.

(2) Registered user represents a user that has registered by providing required information and logged in to our flagship app at least once since registration. We calculate the number of registered users as the cumulative number of valid user accounts at the end of the relevant period with duplicates eliminated.

BUSINESS REVIEW

Financial Highlights

In 2024, our Group sustained steady growth, recording total revenue of RMB14.8 billion, representing an increase of 8.5% from RMB13.6 billion in 2023. This solidifies our position as the market leader in China's independent automotive service market by revenue. Our gross profit in 2024 reached RMB3.7 billion, with a gross profit margin of 25.4%, a 0.7 percentage point increase from 2023. During the Reporting Period, despite a challenging economic environment, we remained committed to delivering value-for-money automotive products and services. While this strategy resulted in a decline in average order value, our in-depth supply chain engagement enabled us to further strengthen upstream bargaining power and optimise product mix, which ultimately led to sustainable gross profit margin expansion.

Our operational efficiency continued to improve, as evidenced by effective reductions in operating expense ratio, alongside business scaling and the implementation of efficiency initiatives. Our total operating expenses (comprising operating and support expenses, research and development expenses, selling and marketing expenses, and general and administrative expenses) in 2024 were RMB3.5 billion, accounting for 23.6% of total revenue, a 0.7 percentage point decrease from 2023. Our adjusted net profit (non-IFRS measure) in 2024 reached RMB624 million, representing an increase of 29.7% year-over-year. Cash flows from operating activities in 2024 reached RMB1.3 billion, representing an increase of 29.2% year-over-year. As of the end of 2024, our cash position exceeded RMB7.5 billion, underscoring our robust capital reserves.

Platform Operations: New Channels, New Services, and New Tools

By the end of 2024, our omni-channel platform, primarily the "Tuhu Automotive Service (途虎養車)" APP, had nearly 140 million registered users. Our comprehensive service offerings have made Tuhu the go-to choice for daily car maintenance among a growing number of users. Our nationwide brand survey across 70 cities revealed that Tuhu achieved an unprompted brand mention rate of 52% on average – 60% in higher-tier cities and 49% in lower-tier cities – positioning us as an undeniable leader in China's automotive service industry. Strong brand recognition propelled us to an average of 12 million APP monthly active users and 24.1 million annual transacting users in 2024, representing an increase of 17.2% and 24.8% compared to 2023, respectively. Across all key user metrics – registered users, monthly active users, and annual transacting users – we remain the undisputed leader in China's automotive service market.

New Channels

We expanded our reach by investing in user-preferred content platforms, such as short-video platforms and lifestyle-focused platforms, as well as paid knowledge-sharing platforms. On Douyin, our "content + live streaming + local services" matrix significantly boosted user engagement. In 2024, the number of users newly acquired from Douyin for our tire and maintenance services grew by over 100% compared to 2023, and we have consistently held the top position in terms of the cumulative gross merchandise volume (GMV) in the automotive parts and accessories category on Douyin Ecommerce Platform. Building on this success, we collaborated with Douyin to launch the "Yuntu Engine 3.0" ecosystem solution in December. This solution is designed to enhance end-to-end operational efficiency for our suppliers and stores by leveraging co-created short videos and live streams, maximising customer reach and creating new business opportunities across the value chain.

In early November 2024, we participated in the 7th China International Import Expo (CIIE) as the sole automotive service exhibitor, unveiling a range of innovative products with four long-term supply chain partners. Our booth attracted nearly 100,000 visitors and received positive recognition from relevant government authorities. The event provided a platform to showcase our technological capabilities and brand culture, strengthened our relationships with suppliers, reinforced our authoritative image within the industry, and deepened customer trust and loyalty.

New Services

Capitalising on new service opportunities brought by the increasing sales proportion of new energy vehicles (NEVs), we actively promoted our car detailing and beauty services, enhancing both our product offerings and offline service capabilities. In 2024, we added over 1,300 Tuhu workshops equipped with basic car detailing and beauty service capabilities (comprising car wash and waxing services), bringing the nationwide total to more than 5,700 workshops by year-end. Currently, customers can conveniently access our distinctive services, such as Tuhu Quick Car Wash, Tuhu Standard Car Wash, and Tuhu Signature Waxing, through online appointments or walk-in visits. Through extensive store network coverage and service standardisation, we are establishing a robust competitive advantage for our basic car detailing and beauty business. In 2024, our peak daily online orders for basic car detailing and beauty services approached 120,000, representing 1.9 times the daily peak volume in 2023.

To better provide one-stop service solutions for NEV users on our platform, who already accounted for more than 11% of our annual transacting users, we launched an NEV charging service in early 2024. By the end of the year, we had integrated major charging service providers, offering access to 70,000 charging stations across 342 cities. This service not only represents our effort to attract additional NEV owners through high-frequency services, but also demonstrates our commitment to aligning with the evolving automotive service market and accelerating our foray into the fast-growing NEV segment.

New Tools

In 2024, we were fully focused on Artificial Intelligence (AI). Leveraging technological innovations of large language models and our deep commitment to AI solutions, we enhanced multi-modal capabilities across various AI-driven scenarios within our platform, improved user intent recognition, question-answering accuracy, and multi-turn interaction capabilities, thereby strengthening AI-powered problem-solving solutions. Based on this, we have deployed an intelligent customer service system that covers the entire user journey – pre-sales, mid-sales, and after-sales. In 2024, our intelligent customer service on average handled nearly 100,000 daily interactions, with user satisfaction increasing by over 10 percentage points compared to 2023. By integrating cutting-edge technology with lean operations, we balanced efficiency gains with satisfactory user experiences.

At the beginning of 2025, we took a significant step forward in our intelligent transformation by deploying advanced AI models, including DeepSeek-R1 and V3, across our core business systems. We anticipate that the deployment of higher-performance AI models will further empower our franchisees and internal operations teams, driving operational efficiency and service quality improvements across our nationwide Tuhu workshop network.

Beyond expanding into new channels, services, and tools, we are dedicated to optimising the user experience at every touchpoint – from APP usability and product assortment to logistics, in-store services, and after-sales support. In 2024, overall user satisfaction for our platform exceeded 95%, representing 2 percentage points increase from 2023. Driven by consistent product and service fulfilment and high customer satisfaction, our repeat purchase ratio in December 2024 (the percentage of customers who continued to be active and paid for at least one order through our platform (excluding Qipeilong) during the twelve-month period following December 2023 among all customers who completed an order at any Tuhu workshop during such period) was 62.3%, representing 3 percentage points increase from 2023.

Store Network

Store Expansion

In 2024, we further expanded our store network. By the end of 2024, we operated 6,874 Tuhu workshops nationwide, representing a net increase of 965 stores during the year. This expansion further solidified our position as the largest automotive service platform in China and widened our lead over competitors.

As of the end of 2024, our stores covered 318 prefecture-level administrative divisions and 1,759 county-level administrative divisions nationwide. In county regions with over 20,000 passenger vehicles, we achieved a 66% coverage rate. Notably, we achieved full coverage in seven provincial-level administrative divisions – Beijing, Shanghai, Jiangsu, Chongqing, Hainan, Tibet, and Tianjin – for county regions meeting this threshold. By the end of 2024, the number of our stores in Guangdong Province exceeded 1,000, making Guangdong our first province to surpass this milestone.

2024 marked the fourth year of our lower-tier cities market penetration strategy. For us, the significance of this strategy extends beyond simply providing high-quality products and professional auto services with fair pricing. It encompasses breaking down the barriers of industry and information asymmetry, reshaping the standards for auto maintenance services in lower-tier cities. In August 2024, we launched the “Ten Thousand Towns, Ten Thousand Stores” initiative to extend our presence into townships, offering discounted franchise and management fees to support partners in opening stores in underserved townships in central and western China, reaching a broader user base where our services are needed. Following the launch of this initiative, our store count grew by more than 30% in northwest China by the end of 2024 compared to the end of 2023, with Xinjiang seeing an over 60% increase during the same period. By the end of 2024, in independent townships across central and western China, our signed store locations rose by 48% compared to the end of 2023. Through these efforts, we are realising our commitment to ensure that car owners in lower-tier cities can access the same convenient, affordable, and customer-centric auto maintenance services as those in first-tier cities such as Beijing, Shanghai, Guangzhou, and Shenzhen.

Store Operations

Given the backdrop in offline retail throughout 2024, with shrinking consumer spending and declining store traffic, we stepped up support for our franchisees. To help newly opened stores transition smoothly into stable operations, we launched the “New Store Improvement Program” in the second half of 2024. Through this program, we provided newly opened stores with resources including additional traffic supports, technical training and dedicated, targeted marketing campaigns, offered them task-based rewards, and increased communication. These efforts help new stores boost their operational performance, customer satisfaction, and technical standard attainment at early stage, thereby assisting them in navigating their ramp-up period. As a result, key performance indicators for newly opened stores within the year, such as profitability and revenue, showed improvements compared with those opened in 2023. For existing stores, we offered incentives such as activity-based rewards and management fee reductions. In 2024, we invested nearly RMB100 million in total to boost the return for both new and existing stores.

Amid a tough consumption environment, we also increased our investment in promotions, incurring a total of RMB1.04 billion on online and offline marketing expenditure in 2024, an increase of RMB250 million from 2023. This translates to an additional RMB14,000 in average promotional expenses on a per workshop basis in 2024. These efforts made us one of the few companies in the industry to achieve positive same-store user traffic growth in 2024. By the end of 2024, approximately 50% of franchisees on our platform operated two or more stores, marketing a continuous increase and reflecting their sustained confidence in our business model.

In addition to multi-faceted support, we strengthened franchisee management across multiple dimensions in 2024, emphasising values, business norms, customer service, and healthy industry progression. On the incentive side, we introduced preferential renewal policies and established awards such as "Outstanding Franchisee," and "Excellence in Market Development," to encourage higher service quality and better management. On the compliance side, we intensified efforts to monitor and address franchisee misconduct. Leveraging AI-powered tools, we implemented online quality inspections and manual spot checks to effectively reduce instances of excessive sales among certain franchisees. By integrating AI models with in-store cameras and optimising system workflows, we effectively controlled management oversights in workshops. Moving forward, we will continue to prioritise store compliance governance to further enhance customer service experience.

Our merit-based award mechanisms, store support policies, and systematic franchisee management – coupled with the dedication of our franchisee partners – led to an over 5% same-store user growth[1] in 2024 compared to 2023. By December 2024, more than 90% of franchised Tuhu workshops that had been operational for over six months remained profitable.

Products and Services: Tires

In 2024, the tire industry saw accelerated consolidation among leading brands, with Tuhu emerging as a key growth channel for many international tire manufacturers in a challenging market. In August 2024, we partnered exclusively with Continental to launch its global flagship product – the ExtremeContact XC7 series – in China. Featuring self-repair and silent technologies, this marked the first time Continental's highest-end product made its global debut in China. Within three months of its debut, monthly sales of the ExtremeContact XC7 surpassed 1,000 units. Our collaboration with Michelin also deepened in 2024. Following the success of the "Tuhu 618 National Car Care Festival," we continued to work closely with Michelin on product and service innovation, driving a year-over-year increase of more than 60% in Michelin tire sales volume on our platform.

Throughout 2024, consumer purchasing decisions became increasingly rational, with more consumers opting for branded tires that balance performance and affordability. To meet this demand, we enriched our portfolio of private label products, ensuring quality and cost efficiency leveraging the manufacturing capabilities of well-known suppliers. Our Falken tires, backed by Dunlop, gained widespread positive consumer feedback since their launch in early 2023 and saw sales volume growth exceeding 200% in 2024 compared to 2023. Benefiting from efficient user data feedback, we swiftly identified and developed products tailored to market needs. Building on the growing user preference for our private label products under Dongfeng and Feiyue, we introduced the premium Dongfeng Victory and Feiyue Peak series in the second half of 2024, catering to the demands of mid-to-high-end customers.

1 Same stores refer to Tuhu workshops that were in continuous operation each month throughout 2023 and 2024.

As the largest tire sales platform in China, we are committed to providing users with professional and convenient tire selection guidance. To achieve this, we collaborated with leading industry organisations and brands to establish the Tuhu-China Tire Quality Evaluation System, setting new benchmarks for the industry. In August 2024, we partnered with the China Automotive Technology and Research Centre (CATARC) to release the "Super Gold Medal Evaluation" list for tires, which rated leading tire brands across eight professional dimensions, and evaluated them in terms of safety, noise reduction, energy efficiency, and handling performance. This initiative empowers consumers to make more informed and personalised choices.

Products and Services: Auto Maintenance

We further enriched the brand matrix and product series of engine oil, the core category in auto maintenance, to meet the diversified and multi-scenario needs of users. Our private label engine oils launched in the first half of 2024, including those under Bosch and Saudi Aramco's Valvoline, received strong market reception, paving the way for our private label products to penetrate the mid-to-high-end engine oil segment. Riding on the momentum, in the second half of the year, we partnered with Castrol to launch the Formula RS engine oil, offering users a track-level auto maintenance experience. This product achieved notable success upon release, surpassing 50,000 bottles in sales during the Double 11 Shopping Festival.

Recognising the growing adoption of hybrid vehicles, we pioneered hybrid-specific engine oils and released the "New Energy Vehicle Engine Oil Quality Standard." Brands like Shell, Castrol, Valvoline, Honeywell, and Jiachi now offer hybrid-specific engine oil series with various viscosity grade on our platform, driving a remarkable 270% year-over-year growth in hybrid engine oil sales volume in 2024.

In other auto maintenance categories, we prioritised operational refinement and service enhancements. Categories including storage batteries, air filters, wipers, and brake systems all delivered strong performances throughout 2024. For storage battery in particular, driven by increased density of service outlets and inventory capabilities, our timely fulfilment rate of door-to-door installation orders increased by more than 2 percentage points year-over-year to 86% in 2024. In addition, Our premium "28-Minute Door-to-Door Service of Battery Replacement with Delay Penalty" service covered 40 cities and served over 200,000 car owners, achieving a 79% on-time rate in 2024. We also introduced value-for-money private label brands. These efforts altogether contributed to a 30% year-over-year revenue increase from our battery business in 2024.

Our "Super Gold Medal Evaluation" program was also extended to auto maintenance products. In Yakeshi, Inner Mongolia, where temperatures average below -30°C, we conducted extreme cold tests on engine oil and storage batteries from brands including Mobil, Castrol, Shell, Bosch, and MOLL, in collaboration with CATARC, based on the national standard "Automotive Starting Performance Test Method." We subsequently issued the "Super Gold Medal Winter Quality Verification" report, showcasing authentic performance data of engine oil and storage battery brands in extremely cold conditions, providing consumers with an authoritative reference for purchasing decisions for winter car care.

Other Products and Services

With the aging of China's passenger vehicle fleet, demand for quick repair services has steadily increased. Leveraging curated product selection guided by historical platform data, robust database with tens of millions of accurately matched parts, and private label product development capability, our quick repair business delivered strong performance in 2024. By the end of 2024, 99% of Tuhu workshops offered core quick repair capabilities. We observed that, amid the broader consumption downturn, more consumers are increasingly opting to compare prices online before placing orders and proceeding to offline services. To address this shift, we optimised our online ordering process and expanded supply coverage, resulting in a nearly 50% year-over-year increase in online transacting users for quick repair service in 2024. For offline orders, we enhanced product availability and improved turnover efficiency by optimising in-store stocking models and adopting diversified supply modes. In 2024, the user penetration rate of quick repair services among our transacting users surpassed 10%, with revenue from categories such as control arm assemblies and wheel speed sensors growing by more than 50% year-over-year.

The demand for advanced car detailing and beauty services also increased significantly in 2024. To meet consumer demand for value-for-money window films and paint protection films, we strengthened our efforts in private label products. In the second half of 2024, with the launch of several private label brands, orders for our advanced car detailing and beauty services increased by over 30% year-over-year. Notably, among advanced car detailing and beauty service users, new car owners (vehicles under one year old) accounted for 40%, while NEV owners made up 27%. This underscores the role of these services in strengthening user engagement among NEV and new car owners, positioning us to capitalise on a period of industry growth and opportunity.

Additionally, we are actively exploring the collision repair sector. In 2024, we focused on refining the single-city economic model in Shanghai and Guangzhou, while optimising online lead conversion pathways for accident cars. These efforts contributed to an over 130% year-over-year increase in GMV for our collision repair service in 2024.

NEV Business

While metrics such as the penetration rate of NEVs in the overall car park and their average vehicle age indicate that NEV-related services were still in the early stages of development in 2024, we have secured a significant first-mover advantage in product and service offerings as well as user awareness within the NEV segment. In 2024, NEV transacting users on our platform reached 2.7 million, accounting for over 11% of total transacting users and representing an increase of 105% compared to 2023. Furthermore, among transacting users with vehicles under three years old, NEV users already accounted for more than 30%.

Beyond addressing general auto maintenance needs for NEVs, we continued to enhance our capabilities in NEV-specific repairs, particularly for batteries, motors, and electronic control systems. By the end of 2024, over 800 Tuhu technicians had obtained low-voltage electrician certifications. In 2024, we began servicing out-of-warranty individual NEV customers, complementing our existing service for battery manufacturers. We are also exploring the establishment of online and offline battery testing service to serve the full lifecycle needs of NEV owners, and have already piloted the services in select cities and stores.

Supply Chain and Logistics

Our robust logistics network ensures rapid product turnover and reliable service delivery. By the end of 2024, 243 self-operated delivery routes, together with external carriers, connected 30 regional distribution centres, 606 front distribution centres, and 6,874 workshops nationwide. In 2024, we further optimised our fulfilment expense ratio by 0.5 percentage points to 4.5%.

With regional distribution centres, we continuously optimised in-warehouse operational efficiency and improved picking efficiency through automated in-warehouse planning and automated equipment. For example, we introduced the light-guided picking process, which improved human efficiency by providing visual cues and increased picking labour efficiency by 58%. Accommodating the escalating large-scale order volume, we expanded our self-operated delivery capacity for deliveries from regional distribution centres to stores, while utilising third-party carrier capacity as a supplement. As a result of stable warehousing and distribution planning and coordination, our same-day or next-day order delivery rate increased by more than 5 percentage points in 2024 to 79% compared to 2023.

With front distribution centres, we continuously increased warehouse density and optimised inventory planning models to improve the inventory availability for walk-in orders. Through the intelligent stocking model, we further improved the accuracy of product stocking. Taking brake pads as an example, through intelligent product planning, we increased the in-stock rate for brake pads for walk-in orders by 15 percentage points in November 2024 year-over-year, driving a corresponding revenue increase of more than 50% year-over-year.

Environmental, Social and Governance

In 2024, we continued to embed the principles of social responsibility into our corporate culture and align our operational mission with a commitment to social development. By actively participating in public welfare initiatives, we strived to make positive and meaningful contributions to society.

In September 2024, Typhoons Bebinca and Pulasan made landfall in the coastal areas of Jiangsu, Zhejiang, and Shanghai. we opened emergency rescue hotlines in several severely affected cities, providing emergency rescue and free vehicle inspection services. In January 2025, a 6.8-magnitude earthquake occurred in Dingri County, Shigatse City, Tibet Autonomous Region. At the critical moment of earthquake relief, we swiftly launched a disaster relief response, donating RMB500,000 to the affected area to support emergency rescue, livelihood assistance to affected populations, and post-disaster reconstruction and other related activities.

As an industry leader, we leveraged our expertise and resources to contribute to the development of national industry standards, driving the evolution of the automotive service sector. In 2024, we participated in the formulation of two national standards: "Technical Requirements for Maintenance and Repair of New Energy Vehicles" and "Technical Requirements for Completion and Acceptance of Traction Battery Maintenance." These initiatives are helping accelerate the establishment of an improved NEV repair standard system, supporting the promotion and application of NEVs, and ensuring safer vehicle usage for car owners.

In July 2024, we were honoured with the inaugural "Shanghai Business Innovation Award" for our innovative demonstration project, "The Largest Online and Offline Integrated Automotive Service Provider in China – Tuhu Car Maintenance Innovation Project." This prestigious award, guided by the Shanghai Municipal Commission of Commerce and the Shanghai Municipal Human Resources and Social Security Bureau and hosted by the Shanghai Business Federation, recognised our leadership in driving innovation in the consumer market, optimising market supply, and enhancing the efficiency of commercial resource allocation.

Shareholder Return

2024 marked our first full fiscal year after going public. We remained steadfast in prioritising shareholder interests. Following our inclusion in the Hang Seng Index at the end of 2023, we were included in the Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect target securities lists on 25 April 2024 and 26 April 2024, respectively. Amid ongoing market volatility, we utilised our own funds to purchase Shares in the market. During the period from 13 March 2024, the end of IPO lock-up period, to the date of this announcement, we purchased, or instructed the trustee to purchase pursuant to the Second Post-IPO Share Scheme (Existing Shares), an aggregate of 23,571,300 Class A Shares, representing approximately 2.9% of our Company's issued share capital as of the date of this announcement. This demonstrates management's confidence in our prospects and inherent value. Supported by the automotive service industry's multi-year growth and counter-cyclical nature, we are confident in our ability to navigate evolving consumption trends and strengthen our overall service capabilities. By leading the industry through market cycles, we aim to deliver sustained, long-term financial returns to our shareholders and create enduring value in the years ahead.

In the face of a complex and dynamic market environment in 2024, we stood firm in our vision, proactively adapting to challenges while solidifying and enhancing our core strengths in product capability, store services, and logistics efficiency. As we look ahead to 2025, we remain unwavering in our commitment to creating long-term value, by promoting industry standardisation and digitalisation, and delivering high-quality yet affordable products and services to consumers.

MANAGEMENT DISCUSSION AND ANALYSIS

Selected Consolidated Income Statement Items

Year Ended 31 December 2024 Compared to Year Ended 31 December 2023

	For the year ended 31 December	
	2024	2023
	(RMB in thousands)	
Revenue	**14,758,694**	13,601,085
Cost of revenue	**(11,012,716)**	(10,241,732)
Gross profit	**3,745,978**	3,359,353
Other income and gains, net	**62,007**	118,362
Operations and support expenses	**(576,569)**	(600,390)
Research and development expenses	**(639,785)**	(579,615)
Selling and marketing expenses	**(1,916,253)**	(1,714,684)
General and administrative expenses	**(354,891)**	(420,194)
Fair value changes on financial assets at fair value through profit or loss	**10,544**	(1,308)
Operating profit	**331,031**	161,524
Finance income	**183,420**	128,508
Finance costs	**(15,701)**	(18,823)
Fair value changes of convertible redeemable preferred shares	—	6,465,354
Share of profits and losses of joint ventures and associates	**(11,557)**	(11,217)
Profit before tax	**487,193**	6,725,346
Income tax expense	**(5,155)**	(24,649)
Profit for the year	**482,038**	6,700,697
Adjusted EBITDA (non-IFRS measure)	**777,262**	757,783
Adjusted net profit (non-IFRS measure)	**624,138**	481,314

Revenues

Our revenue for the year ended 31 December 2024 amounted to RMB14.8 billion, representing an increase of 8.5% as compared with RMB13.6 billion for the year ended 31 December 2023.

The following table sets forth the breakdown of our revenue, in amounts and as percentages of total revenue for the years indicated:

	For the year ended 31 December			
	2024		2023	
	RMB	***%***	*RMB*	*%*
	(in thousands, except for percentage)			
Automotive products and services	**13,801,674**	**93.5**	12,646,780	93.0
Individual end customers	**12,393,548**	**84.0**	11,265,416	82.8
– Tires and chassis parts	**6,131,538**	**41.6**	5,552,904	40.8
– Auto maintenance	**5,421,126**	**36.7**	4,932,621	36.3
– Others[(1)]	**840,884**	**5.7**	779,891	5.7
Qipeilong[(2)]	**1,408,126**	**9.5**	1,381,364	10.2
Advertising, franchise and other services	**957,020**	**6.5**	954,305	7.0
Franchise services	**785,869**	**5.3**	731,334	5.4
Advertising services	**88,053**	**0.6**	74,672	0.5
Others	**83,098**	**0.6**	148,299	1.1
Total	**14,758,694**	**100.0**	13,601,085	100.0

Notes:

(1) Others under automotive products and services to individual end customers primarily consist of revenues from auto accessories, car detailing, automated car wash and repairs.

(2) Qipeilong primarily consist of sales of auto parts to (i) Tuhu workshops and partner stores; and (ii) third-party auto parts dealers/customers and service providers.

Revenue from automotive products and services

Our revenue from automotive products and services increased by 9.1% from RMB12.6 billion in 2023 to RMB13.8 billion in 2024. This increase was primarily due to (i) a 10.2% growth in revenue from tires and chassis parts segment, and auto maintenance segment, from RMB10.5 billion in 2023 to RMB11.6 billion in 2024, primarily attributable to our continuous optimisation of online marketing strategies and the expansion of our Tuhu workshop network, which together broadened our customer base and transaction volume. This increase was partially offset by the decrease in the average transaction value as more customers opted for more cost-effective products, such as our private label products; (ii) a 7.8% growth in revenue from other products and services segment, from RMB779.9 million in 2023 to RMB840.9 million in 2024, primarily attributable to increased revenue from car wash and detailing services as we expanded the availability of these services across more Tuhu workshops; and (iii) a 1.9% growth in revenue from sales of auto parts through Qipeilong, from RMB1,381.4 million in 2023 to RMB1,408.1 million in 2024, primarily attributable to enhanced sales from our instant procurement service in line with the expansion of our Tuhu workshop network, which was partially offset by the decline in the revenue contribution from the regional wholesale service.

Revenue from advertising, franchise and other services

Our revenue from advertising, franchise and other services slightly increased from RMB954.3 million in 2023 to RMB957.0 million in 2024, primarily due to (i) the growth in revenue from franchise service, resulting from the expansion of our franchised Tuhu workshop network; and (ii) the increased volume of advertising driven by our ongoing platform investments and the expansion of franchised Tuhu workshops, which collectively contributed to our strengthening brand recognition. This increase was offset by the decrease in revenue from our new NEV sales, used car sales and SaaS business, following a strategic review of our operations.

Cost of Revenue

Our cost of revenue for the year ended 31 December 2024 amounted to RMB11.0 billion, representing an increase of 7.5% as compared with RMB10.2 billion for the year ended 31 December 2023.

The following table sets forth the breakdown of our cost of revenue, in amounts and as percentages of total revenue for the years indicated:

	For the year ended 31 December			
	2024		2023	
	RMB	*%*	*RMB*	*%*
	(in thousands, except for percentage)			
Cost of automotive products and services	**10,590,126**	**71.8**	9,742,511	71.6
Individual end customers	**9,450,424**	**64.1**	8,582,425	63.1
– Tires and chassis parts	**5,133,719**	**34.8**	4,586,683	33.7
– Auto maintenance	**3,639,717**	**24.7**	3,332,013	24.5
– Others	**676,988**	**4.6**	663,729	4.9
Qipeilong	**1,139,702**	**7.7**	1,160,086	8.5
Cost of advertising, franchise and other services	**125,280**	**0.8**	151,317	1.1
Franchise services	**87,798**	**0.6**	81,734	0.6
Advertising services	**4,013**	**0.0**	3,004	0.0
Others	**33,469**	**0.2**	66,579	0.5
Cost of self-operated Tuhu workshops and others	**297,310**	**2.0**	347,904	2.6
Total	**11,012,716**	**74.6**	10,241,732	75.3

This increase was primarily due to an 8.7% growth in cost of automotive products and services, from RMB9.7 billion in 2023 to RMB10.6 billion in 2024, which was in line with our revenue growth resulting from the expansion of our Tuhu workshop network and customer base. This increase was partially offset by (i) the decrease in the cost of advertising, franchise and other services, resulting from the decline in cost associated with closure of NEV sales business; and (ii) the decrease in cost of self-operated Tuhu workshops and others, attributable to our effective cost control measures.

Gross Profit and Gross Profit Margin

As a result of the foregoing, the gross profit of our Group was RMB3.7 billion for the year ended 31 December 2024, as compared with RMB3.4 billion for the year ended 31 December 2023.

Gross profit margin of our Group increased from 24.7% for the year ended 31 December 2023 to 25.4% for the year ended 31 December 2024, primarily due to (i) a 0.3 percentage point increase in gross profit margin on automotive products and services, attributable to (a) higher percentage of revenue from sales of our exclusive and private label products, (b) more favorable procurement terms from our suppliers, and (c) the strategic reduction of lower-margin regional wholesale services within Qipeilong. This increase was partially offset by the declined margin in tires and chassis parts, due to our customers' shifting brand preferences, especially in the second half of 2024; and (ii) scaling back of low margin businesses and more effective cost control measures on the self-operated Tuhu workshops.

Other Income and Gains, Net

Our other income and gains for the year ended 31 December 2024 amounted to RMB62.0 million, representing a decrease of 47.6% as compared with RMB118.4 million for the year ended 31 December 2023. This decrease was primarily due to the reduction in government grants in 2024.

Operations and Support Expenses

Our operations and support expenses decreased by 4.0% from RMB600.4 million for the year ended 31 December 2023 to RMB576.6 million for the year ended 31 December 2024. This decrease was primarily attributable to (i) the reduction in personnel costs, resulting from the decrease in the number of operations and support staff; and (ii) lower rental and other expenses.

Research and Development Expenses

Our research and development expenses increased by 10.4% from RMB579.6 million for the year ended 31 December 2023 to RMB639.8 million for the year ended 31 December 2024. This increase was primarily due to (i) the increase in the average salary of research and development personnels, while the number of total research and development personnels decreases; and (ii) the increase in expenditures on cloud and computing capabilities in preparation for the deployment of AI applications.

Selling and Marketing Expenses

Our selling and marketing expenses increased by 11.8% from RMB1.7 billion for the year ended 31 December 2023 to RMB1.9 billion for the year ended 31 December 2024, primarily due to marketing and promotional activities aiming to enhance brand recognition, including (a) increased spending on short-form video platforms; and (b) roll-out of new offline promotional initiatives. This increase was partially offset by the decrease in warehouse rental expenses, as a result of warehouse relocations and lease renegotiations.

General and Administrative Expenses

Our general and administrative expenses decreased by 15.5% from RMB420.2 million for the year ended 31 December 2023 to RMB354.9 million for the year ended 31 December 2024. This decrease was primarily due to (i) the decrease of RMB44.3 million in listing expenses associated with the Global Offering; and (ii) the lower provisions for bad debts and impairment charges. This decrease was partially offset by the increase in transaction fees associated with our enhanced orders.

Finance Income

Our finance income for the year ended 31 December 2024 amounted to RMB183.4 million, representing an increase of 42.7% as compared with RMB128.5 million for the year ended 31 December 2023. This increase was primarily due to the increase in average balance of treasury investments.

Fair Value Changes of Convertible Redeemable Preferred Shares

We recorded nil from the fair value changes of convertible redeemable preferred shares for the year ended 31 December 2024, compared to a gain of RMB6.5 billion for the year ended 31 December 2023. This change reflects our one-time fair value adjustment upon the Global Offering. All our convertible redeemable preferred shares were converted to Class A Shares and therefore, we will not incur fair value changes of convertible redeemable preferred shares thereafter.

Income Tax Expense

Our income tax expense for the year ended 31 December 2024 amounted to RMB5.2 million, representing a decrease of 79.1% as compared with RMB24.6 million for the year ended 31 December 2023. This decrease was primarily due to non-recurring taxable income recorded by certain subsidiaries of our Group in 2023, which resulted in a comparatively higher income tax expense for 2023.

Profit for the Year

As a result of the foregoing, our profit for the year ended 31 December 2024 amounted to RMB482.0 million. In 2023, we recorded profit of RMB6.7 billion.

Six Months Ended 31 December 2024 Compared to Six Months Ended 31 December 2023

	Unaudited For the six months ended 31 December	
	2024	2023
	(RMB in thousands)	
Revenue	**7,632,533**	7,079,456
Cost of revenue	**(5,732,320)**	(5,298,212)
Gross profit	**1,900,213**	1,781,244
Other income and gains, net	**40,965**	35,139
Operations and support expenses	**(293,483)**	(328,370)
Research and development expenses	**(337,744)**	(281,658)
Selling and marketing expenses	**(1,008,128)**	(873,144)
General and administrative expenses	**(168,810)**	(234,740)
Fair value changes on financial assets at fair value through profit or loss	**(13,866)**	(3,678)
Operating profit	**119,147**	94,793
Finance income	**92,977**	66,868
Finance costs	**(7,066)**	(9,344)
Fair value changes of convertible redeemable preferred shares	**—**	6,512,515
Share of profits and losses of joint ventures and associates	**(6,975)**	(9,622)
Profit before tax	**198,083**	6,655,210
Income tax expense	**(377)**	(14,000)
Profit for the period	**197,706**	6,641,210
Adjusted EBITDA (non-IFRS measure)	**327,643**	405,961
Adjusted net profit (non-IFRS measure)	**265,974**	267,269

Revenues

Our revenue for the six months ended 31 December 2024 amounted to RMB7.6 billion, representing an increase of 7.8% as compared with RMB7.1 billion for the same period of 2023.

The following table sets forth the breakdown of our revenue, in amounts and as percentages of total revenue for the periods indicated:

	Unaudited For the six months ended 31 December			
	2024		2023	
	RMB	*%*	*RMB*	*%*
	(in thousands, except for percentage)			
Automotive products and services	**7,158,394**	**93.8**	6,587,982	93.1
Individual end customers	**6,423,452**	**84.2**	5,858,820	82.8
– Tires and chassis parts	**3,158,920**	**41.4**	2,875,264	40.6
– Auto maintenance	**2,803,401**	**36.7**	2,567,647	36.3
– Others(1)	**461,131**	**6.1**	415,909	5.9
Qipeilong(2)	**734,942**	**9.6**	729,162	10.3
Advertising, franchise and other services	**474,139**	**6.2**	491,474	6.9
Franchise services	**407,604**	**5.3**	374,806	5.3
Advertising services	**40,008**	**0.5**	35,254	0.5
Others	**26,527**	**0.4**	81,414	1.1
Total	**7,632,533**	**100.0**	7,079,456	100.0

Notes:

(1) Others under automotive products and services to individual end customers primarily consist of revenues from auto accessories, car detailing, automated car wash and repairs.

(2) Qipeilong primarily consist of sales of auto parts to (i) Tuhu workshops and partner stores; and (ii) third-party auto parts dealers/customers and service providers.

Revenue from automotive products and services

Our revenue from automotive products and services increased by 8.7% from RMB6.6 billion for the six months ended 31 December 2023 to RMB7.2 billion for the same period of 2024. This increase was primarily due to (i) a 9.5% growth in revenue from tires and chassis parts, and auto maintenance segment from RMB5.4 billion for the six months ended 31 December 2023 to RMB6.0 billion for the same period of 2024, primarily attributable to our continuous optimisation of online marketing strategies and the expansion of our Tuhu workshop network, which together broadened our customer base and transaction volume. This increase was partially offset by the decrease in the average transaction value as more customers opted for more cost-effective products, such as our private label products; (ii) a 10.9% growth in revenue from other products and services segment, from RMB415.9 million for the six months ended 31 December 2023 to RMB461.1 million for the same period of 2024, primarily attributable to higher revenue contribution from car wash and detailing services as we expanded the availability of these services across more Tuhu workshops; and (iii) our revenue from sales of auto parts through Qipeilong slightly increased from RMB729.2 million for the six months ended 31 December 2023 to RMB734.9 million for the same period of 2024, primarily attributable to enhanced sales from our instant procurement service, in line with the expansion of our Tuhu workshop network, which was partially offset by the decline in the revenue contribution from the regional wholesale service.

Revenue from advertising, franchise and other services

Our revenue from advertising, franchise and other services decreased by 3.5% from RMB491.5 million for the six months ended 31 December 2023 to RMB474.1 million for the same period of 2024. This decrease was primarily due to the decrease in revenue from our new NEV sales, used car sales and SaaS business, following a strategic review of our operations. This decrease was partially offset by the growth in revenue from franchise service, resulting from the expansion of our franchised Tuhu workshop network, from 5,757 as of 31 December 2023 to 6,716 as of 31 December 2024.

Cost of Revenue

Our cost of revenue for the six months ended 31 December 2024 amounted to RMB5.7 billion, representing an increase of 8.2% as compared with RMB5.3 billion for the same period of 2023.

The following table sets forth the breakdown of our cost of revenue, in amounts and as percentages of total revenue for the periods indicated:

	Unaudited For the six months ended 31 December			
	2024		2023	
	RMB	***%***	*RMB*	*%*
	(in thousands, except for percentage)			
Cost of automotive products and services	**5,519,284**	**72.3**	5,057,953	71.4
Individual end customers	**4,933,401**	**64.6**	4,444,791	62.7
– Tires and chassis parts	**2,682,130**	**35.1**	2,337,029	33.0
– Auto maintenance	**1,882,799**	**24.7**	1,760,172	24.9
– Others	**368,472**	**4.8**	347,590	4.8
Qipeilong	**585,883**	**7.7**	613,162	8.7
Cost of advertising, franchise and other services	**56,986**	**0.7**	74,438	1.1
Franchise services	**44,515**	**0.6**	42,989	0.7
Advertising services	**1,448**	**0.0**	1,306	0.0
Others	**11,023**	**0.1**	30,143	0.4
Cost of self-operated Tuhu workshops and others	**156,050**	**2.1**	165,821	2.3
Total	**5,732,320**	**75.1**	5,298,212	74.8

This increase was primarily due to a 9.1% growth in cost of automotive products and services, from RMB5.1 billion for the six months ended 31 December 2023 to RMB5.5 billion for the same period of 2024, which was in line with our revenue growth resulting from the expansion of our Tuhu workshop network and customer base. This increase was partially offset by (i) the decrease in the cost of advertising, franchise and other services, resulting from the decline in cost associated with closure of our NEV sales business; and (ii) the decrease in cost of self-operated Tuhu workshops and others, attributable to our effective cost control measures.

Gross Profit and Gross Profit Margin

As a result of the foregoing, the gross profit of our Group was RMB1.9 billion for the six months ended 31 December 2024, as compared with RMB1.8 billion for the same period of 2023.

Gross profit margin of our Group decreased from 25.2% for the six months ended 31 December 2023 to 24.9% for the six months ended 31 December 2024, primarily due to a 0.3 percentage point decrease in gross profit margin on automotive products and services, attributable to our customers' shifting brand preferences, especially in the second half of 2024. This decrease was partially offset by (i) the increase in gross profit margin on auto maintenance, others and Qipeilong, due to (a) the higher percentage of revenue from sales of our exclusive and private label products, (b) more favorable procurement terms from our suppliers, and (c) the strategic reduction of lower-margin regional wholesale services within Qipeilong; and (ii) scaling back of low margin businesses and more effective cost control measures on the self-operated Tuhu workshops.

Other Income and Gains, Net

Our other income and gains for the six months ended 31 December 2024 amounted to RMB41.0 million, representing an increase of 16.6% as compared with RMB35.1 million for the same period of 2023. This increase was primarily due to higher foreign exchange gains on our U.S. dollar-denominated deposits, driven by the general appreciation of the USD against the RMB during the second half of 2024. This increase was partially offset by a decrease in government grants during the same period.

Operations and Support Expenses

Our operations and support expenses decreased by 10.6% from RMB328.4 million for the six months ended 31 December 2023 to RMB293.5 million for the six months ended 31 December 2024. This decrease was primarily due to (i) the reduction in personnel costs, resulting from the decrease in the number of operations and support staff; and (ii) lower rental and other expenses.

Research and Development Expenses

Our research and development expenses increased by 19.9% from RMB281.7 million for the six months ended 31 December 2023 to RMB337.7 million for the six months ended 31 December 2024. This increase was primarily due to (i) the increase in the average salary of research and development personnels, while the number of total research and development personnels decreases; and (ii) the increase in expenditures on cloud and computing capabilities in preparation for the deployment of AI applications.

Selling and Marketing Expenses

Our selling and marketing expenses increased by 15.5% from RMB873.1 million for the six months ended 31 December 2023 to RMB1,008.1 million for the six months ended 31 December 2024, primarily due to marketing and promotional activities aiming to enhance brand recognition, including (a) increased spending on short-form video platforms; and (b) roll-out of new offline promotional initiatives. This increase was partially offset by the decrease in warehouse rental expenses, as a result of warehouse relocations and lease renegotiations.

General and Administrative Expenses

Our general and administrative expenses decreased by 28.1% from RMB234.7 million for the six months ended 31 December 2023 to RMB168.8 million for the six months ended 31 December 2024. This decrease was primarily due to (i) the decrease of RMB32.4 million in listing expenses associated with the Global Offering; and (ii) the lower provisions for bad debts and impairment charges. This decrease was partially offset by the increase in transaction fees associated with our enhanced orders.

Finance Income

Our finance income for the six months ended 31 December 2024 amounted to RMB93.0 million, representing an increase of 39.0% as compared with RMB66.9 million for the same period of 2023. This increase was primarily due to the increase in average balance of treasury investments.

Fair Value Changes of Convertible Redeemable Preferred Shares

We recorded nil from the fair value changes of convertible redeemable preferred shares for the six months ended 31 December 2024, compared to a gain of RMB6.5 billion for the same period of 2023. This change reflects our one-time fair value adjustment upon the Global Offering. All our convertible redeemable preferred shares were converted to Class A Shares and therefore, we will not incur fair value changes of convertible redeemable preferred shares thereafter.

Income Tax Expense

Our income tax expense for the six months ended 31 December 2024 amounted to RMB0.4 million, representing a decrease of 97.3% as compared with RMB14.0 million for the same period of 2023. This decrease was primarily due to non-recurring taxable income recorded by certain subsidiaries of our Group in 2023, which resulted in a comparatively higher income tax expense for that period.

Profit for the Period

As a result of the foregoing, our profit for the six months ended 31 December 2024 amounted to RMB197.7 million. For the same period of 2023, we recorded profit of RMB6.6 billion.

Non-IFRS Measure

To supplement our consolidated financial statements, which are presented in accordance with IFRS, we also use adjusted EBITDA (non-IFRS measure), and adjusted net profit (non-IFRS measure) as additional financial measures, which are not required by or presented in accordance with IFRS. Adjusted EBITDA (non-IFRS measure) represents profit for the year/period excluding income tax expense, finance income, finance costs, depreciation and amortisation, share-based payment expenses, fair value changes of convertible redeemable preferred shares and listing expenses. Adjusted net profit (non-IFRS measure) represents profit for the year/period excluding share-based payment expenses, fair value changes of convertible redeemable preferred shares and listing expenses.

	For the year ended 31 December		Unaudited For the six months ended 31 December	
	2024	2023	**2024**	2023
	(RMB in thousands)			
Profit for the year/period	**482,038**	6,700,697	**197,706**	6,641,210
Adjusted for:				
Income tax expense	**5,155**	24,649	**377**	14,000
Finance income	**(183,420)**	(128,508)	**(92,977)**	(66,868)
Finance costs	**15,701**	18,823	**7,066**	9,344
Depreciation and amortisation	**315,688**	361,505	**147,203**	182,216
Share-based payment expenses	**142,100**	201,629	**68,268**	106,216
Fair value changes of convertible redeemable preferred shares	—	(6,465,354)	—	(6,512,515)
Listing expenses	—	44,342	—	32,358
Adjusted EBITDA (non-IFRS measure)	**777,262**	757,783	**327,643**	405,961

	For the year ended 31 December		Unaudited For the six months ended 31 December	
	2024	2023	**2024**	2023
	(RMB in thousands)			
Profit for the year/period	**482,038**	6,700,697	**197,706**	6,641,210
Adjusted for:				
Share-based payment expenses	**142,100**	201,629	**68,268**	106,216
Fair value changes of convertible redeemable preferred shares	—	(6,465,354)	—	(6,512,515)
Listing expenses	—	44,342	—	32,358
Adjusted net profit (non-IFRS measure)	**624,138**	481,314	**265,974**	267,269

We present the non-IFRS financial measures because they are used by our management to evaluate our operating performance and formulate business plans. Adjusted EBITDA (non-IFRS measure) enables our management to assess our operating results eliminating the impact of income tax expense, finance income, finance costs, depreciation and amortisation, share-based payment expenses, fair value changes of convertible redeemable preferred shares and listing expenses. Adjusted net profit (non-IFRS measure) enables our management to assess our operating results eliminating the impact of share-based payment expenses, fair value changes of convertible redeemable preferred shares and listing expenses.

Adjusted EBITDA (non-IFRS measure) and adjusted net profit (non-IFRS measure) should not be considered in isolation or construed as an alternative to profit for the year/period or any measure of performance. Investors are encouraged to review our historical non-IFRS financial measures together with the most directly comparable IFRS measures. Adjusted EBITDA (non-IFRS measure) and adjusted net profit (non-IFRS measure) presented here may not be comparable to similarly titled measures presented by other companies. Other companies may calculate similarly titled measures differently, limiting their usefulness as comparative measures to our data. We encourage investors and others to review our financial information in its entirety and not rely on a single financial measure.

Selected Consolidated Balance Sheet Data

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Non-Current Assets		
Property, plant and equipment	**1,046,417**	899,188
Right-of-use assets	**398,257**	466,946
Goodwill	**20,323**	20,323
Other intangible assets	**54,337**	57,804
Long-term treasury investments	**1,871,794**	1,065,260
Financial investments at fair value through profit or loss	**199,917**	191,043
Investments in joint ventures and associates	**376,251**	362,612
Equity investments designated at fair value through other comprehensive income	**349,934**	356,240
Restricted cash	**91,500**	7,799
Other non-current assets	**23,233**	66,189
Total non-current assets	**4,431,963**	3,493,404
Current Assets		
Inventories	**2,118,684**	1,799,796
Trade receivables	**226,116**	218,179
Prepayments, other receivables and other assets	**462,106**	496,100
Short-term treasury investments	**3,073,842**	1,587,126
Restricted cash	**1,109,080**	1,454,795
Cash and cash equivalents	**1,375,448**	2,715,285
Total current assets	**8,365,276**	8,271,281

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Current Liabilities		
Trade and bills payables	**4,457,577**	3,886,756
Other payables and accruals	**1,626,708**	1,719,505
Contract liabilities	**871,239**	742,667
Interest-bearing borrowings	**7,507**	1,009
Tax payable	**117,052**	120,096
Lease liabilities	**118,846**	132,320
Total current liabilities	**7,198,929**	6,602,353
Net Current Assets	**1,166,347**	1,668,928
Total Assets Less Current Liabilities	**5,598,310**	5,162,332
Non-Current Liabilities		
Interest-bearing borrowings	—	7,500
Contract liabilities	**46,798**	58,777
Lease liabilities	**185,589**	223,840
Deferred tax liabilities	**7,391**	7,391
Other non-current liabilities	**499,154**	406,505
Total non-current liabilities	**738,932**	704,013
Net Assets	**4,859,378**	4,458,319
Equity		
Equity Attributable to Owners of the Parent		
– Share capital	**118**	118
– Reserves	**4,862,215**	4,459,854
	4,862,333	4,459,972
Non-controlling interests	**(2,955)**	(1,653)
Total equity	**4,859,378**	4,458,319

Trade Receivables

Trade receivables primarily represent (i) trade receivables from franchised Tuhu workshops and third-party auto dealers for payment of auto products sourced from Qipeilong platform; (ii) trade receivables from certain key account customers for bulk purchase of automotive services; (iii) trade receivables from franchised Tuhu workshops in connection with the franchises services we provide; and (iv) trade receivables from brand owners in connection with the advertising services we provide.

The below table sets forth the breakdown of trade receivables as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Trade receivables from bulk sales to key account customers	**67,208**	67,680
Trade receivables from sales on Qipeilong	**20,392**	27,222
Trade receivables from franchise services	**73,237**	63,896
Trade receivables from advertising services	**47,222**	44,579
Others	**28,862**	30,040
Allowance for expected credit losses	**(10,805)**	(15,238)
Total	**226,116**	218,179

Our trade receivables as of 31 December 2024 amounted to RMB226.1 million, representing an increase of 3.6% as compared with RMB218.2 million as of 31 December 2023, primarily due to the growth in franchise fees receivable, driven by the continuous expansion of our store network. Our trade receivables turnover days remained stable at 5 days in 2023 and 2024.

Prepayments, Other Receivables and Other Assets

Prepayments, other receivables and other assets primarily include (i) advances to suppliers for purchase of goods and services, such as tires; (ii) deposits and other receivables, which mainly of lease deposits in connection with leased warehouses and offices; and (iii) VAT recoverable.

The below table sets forth the breakdown of prepayments, other receivables and other assets as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Prepayments	**208,201**	169,480
Deposits and other receivables	**102,648**	102,949
VAT recoverable	**148,630**	220,129
Loans receivable	**1,576**	1,348
Receivable from employees	**2,123**	3,813
Impairment allowance	**(1,072)**	(1,619)
Total	**462,106**	496,100

Our prepayments, other receivables and other assets as of 31 December 2024 amounted RMB462.1 million, representing a decrease of 6.9% as compared with RMB496.1 million as of 31 December 2023, primarily due to the reduction in VAT recoverable, resulting from (i) the increase in the amount of goods received but not yet invoiced by certain suppliers at year-end 2024 reflecting the extended payment terms we have with such suppliers; and (ii) a refund of input VAT credits received during 2024. This decrease was partially offset by the increase in prepayments to suppliers, mainly due to our higher procurement volume in 2024.

Treasury Investments

Treasury investments primarily consist of wealth management products issued by major and reputable commercial banks without guaranteed returns, which are measured at fair value through profit or loss, and certificate of deposit and time deposit, which are measured at amortised cost.

The below table sets forth the breakdown of treasury investments as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Long-term treasury investments at		
– Amortised cost	**1,871,794**	1,065,260
Short-term treasury investments measured at		
– Amortised cost	**1,123,449**	354,135
– Fair value through profit or loss	**1,950,393**	1,232,991
Total	**4,945,636**	2,652,386

Our treasury investments as of 31 December 2024 amounted to RMB4.9 billion, representing an increase of 86.5% as compared with RMB2.7 billion as of 31 December 2023, primarily driven by our efforts to better utilise our cash position to enhance financial returns while maintaining safety and liquidity for the daily operation.

Restricted Cash

The restricted cash primarily consists of security deposits held in designated bank accounts for issuance of bills payable and letters of guarantee.

The below table sets forth the breakdown of restricted cash as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Non-current portion	**91,500**	7,799
Current portion	**1,109,080**	1,454,795
Total	**1,200,580**	1,462,594

Cash and Cash Equivalents

Cash and cash equivalents primarily consist of cash at bank and in hand and time deposits with original maturities within three months.

The below table sets forth the breakdown of cash and cash equivalents as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Cash at banks and on hand	**1,151,889**	1,270,354
Time deposits with original maturities within three months	**223,559**	1,444,931
Total	**1,375,448**	2,715,285

Trade and Bills Payable

Trade and bills payables represent payable to suppliers from whom we purchase auto products and payable to service providers for services provided.

The below table sets forth the breakdown of trade and bills payable as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Trade payables	**935,918**	965,351
Bills payable	**3,521,659**	2,921,405
Total	**4,457,577**	3,886,756

Our trade and bills payables as of 31 December 2024 amounted to RMB4.5 billion, representing an increase of 14.7% as compared with RMB3.9 billion as of 31 December 2023. This increase was primarily due to the increase in the procurement of merchandise in line with our business growth. Our trade and bills payables turnover days increased from 119 days in 2023 to 132 days in 2024, primarily as our suppliers granted us with better credit terms in light of our strengthened relationship.

Other Payables and Accruals

Other payables and accruals mainly represent payroll and welfare payable and other tax payable.

The below table sets forth the breakdown of other payables and accruals as of the dates indicated.

	As of 31 December	
	2024	2023
	(RMB in thousands)	
Other tax payable	**274,980**	304,673
Payroll and welfare payable	**534,611**	588,024
Accrual and other payables	**817,117**	826,808
Total	**1,626,708**	1,719,505

Our other payables and accruals as of 31 December 2024 amounted to RMB1.6 billion, representing a decrease of 5.4% as compared with RMB1.7 billion as of 31 December 2023. This decrease was primarily due to (i) the decrease in payroll and welfare payables; and (ii) the decrease in other tax payables, primarily due to higher year-end VAT payments made in 2024 compared to 2023.

Financial Ratios

The following table sets forth certain of the key financial ratios as of the dates or for the years or periods indicated:

	As of/For the year ended 31 December		Unaudited As of/For the six months ended 31 December	
	2024	2023	**2024**	2023
Gearing ratio (%)[1]	**62.0**	62.1	**62.0**	62.1
Total revenue growth rate (%)[2]	**8.5**	17.8	**7.8**	16.5
Gross margin (%)[3]	**25.4**	24.7	**24.9**	25.2
Adjusted EBITDA margin (non-IFRS measure) (%)[4]	**5.3**	5.6	**4.3**	5.7
Adjusted net profit margin (non-IFRS measure) (%)[5]	**4.2**	3.5	**3.5**	3.8

Notes:

(1) Gearing ratio equals total liabilities divided by total assets as of the end of the year or period.

(2) Revenue growth rate equals revenue growth between the current year or period and the previous year or period divided by revenue for the previous year or period.

(3) Gross margin equals gross profit divided by revenue during the year or period.

(4) Adjusted EBITDA margin equals adjusted EBITDA (non-IFRS measure) divided by revenue during the year or period.

(5) Adjusted net profit margin equals adjusted net profit (non-IFRS measure) divided by revenue during the year or period.

Liquidity and Capital Resources

During the year ended 31 December 2024, we funded our cash requirements principally from cash generated from our operations. Our cash position, which includes cash and cash equivalents, treasury investments, and restricted cash, increased by 10.1% from RMB6.8 billion as 31 December 2023 to RMB7.5 billion as 31 December 2024.

Selected Consolidated Cash Flow Data

The following table sets forth our cash flows for the years indicated:

	For the year ended 31 December	
	2024	2023
	(RMB in thousands)	
Net cash flows from operating activities	**1,319,179**	1,021,291
Net cash flows used in investing activities	**(2,427,517)**	(2,371,766)
Net cash flows (used in)/from financing activities	**(240,968)**	1,349,785
Net decrease in cash and cash equivalents	**(1,349,306)**	(690)
Cash and cash equivalents at the beginning of the year	**2,715,285**	2,686,353
Effect of foreign exchange rate changes, net	**9,469**	29,622
Cash and cash equivalents at the end of the year	**1,375,448**	2,715,285

Net Cash Flows from Operating Activities

Net cash flows from operating activities for the year ended 31 December 2024 was RMB1.3 billion, which was mainly attributable to our profit before tax of RMB487.2 million, as adjusted by (i) non-cash and non-operating items, primarily consisted of share-based payments expenses of RMB142.1 million, depreciation of right-of-use assets of RMB154.5 million and depreciation of property, plant and equipment of RMB156.2 million; and (ii) changes in working capital, primarily resulted from an increase in trade and bills payables of RMB570.8 million and an increase in contract liabilities of RMB116.6 million, partially offset by the increase in inventories of RMB290.1 million.

Net Cash Flows Used in Investing Activities

Net cash flows used in investing activities for the year ended 31 December 2024 was RMB2.4 billion, which was mainly attributable to purchase of treasury investments of RMB7.9 billion and purchases of property, plant and equipment of RMB321.3 million, partially offset by proceeds from treasury investments of RMB5.7 billion and interest income of RMB116.3 million.

Net Cash Flows Used in Financing Activities

Net cash flows used in financing activities for the year ended 31 December 2024 was RMB241.0 million, which was mainly attributable to repurchase of ordinary shares of RMB248.0 million and the principal portion of lease payments of RMB134.4 million, partially offset by the decrease in restricted cash of RMB156.7 million.

Contingent Liabilities and Guarantees

As of 31 December 2024, we did not have any material contingent liabilities or guarantees.

Capital Expenditures

Our capital expenditures primarily consisted of payments for property, plant and equipment, payments for land use rights and payments for other intangible assets.

Our capital expenditures amounted to RMB321.7 million for the year ended 31 December 2024, representing a decrease of 11.1% as compared with RMB362.0 million for the year ended 31 December 2023.

We plan to fund our future capital expenditures by our internal resources including our cash and cash equivalents and the net proceeds received from the Global Offering.

Capital Commitments

Capital commitments were primarily related to the construction of new automated warehouses and scheduled to be paid within one to two years.

Our capital commitments as of 31 December 2024 amounted to RMB67.9 million, representing a decrease of 67.5% as compared with RMB208.8 million as of 31 December 2023.

Charges on Assets

As of 31 December 2024, our Group did not have any charge on its assets.

Future Plans for Material Investments

As of the date of this announcement, our Group does not have any concrete committed plans for material investments and capital assets for disclosure.

Foreign Exchange Risk and Hedging

We operate our businesses mainly in the PRC and nearly all operational transactions are conducted in RMB. Our foreign currency exposures mainly arise from the bank balances denominated in US$ held by our subsidiaries incorporated in the PRC. We currently do not have a foreign currency hedging policy. However, we manage foreign exchange risks by closely monitoring our foreign exchange exposure and will consider hedging against significant foreign exchange risks should the need arise.

Material Acquisitions, Significant Investments and Disposals

During the year ended 31 December 2024, we did not make any material acquisitions, significant investments or disposals of subsidiaries, associates and joint ventures.

Employees and Remuneration

As of 31 December 2024, we had a total of 4,491 employees (as of 31 December 2023: 4,729). For the year ended 31 December 2024, we incurred total remuneration costs of RMB1.7 billion (for the year ended 31 December 2023: RMB1.7 billion). The remuneration packages of our employees include wages, salaries and allowances, pension scheme contributions and share-based payment expense, the amount of which is generally determined by their qualifications, industry experience, position and performance. We contribute to social insurance and housing provident funds as required by the PRC laws and regulations.

To maintain the quality, knowledge and skill levels of the workforce, our Group provides regular and specialised trainings tailored to the needs of employees in different departments, including regular training sessions conducted by senior employees or third-party consultants covering various aspects of the our business operations.

CONSOLIDATED STATEMENT OF PROFIT OR LOSS

	Notes	**2024**	2023
		RMB'000	*RMB'000*
Revenue	*3*	**14,758,694**	13,601,085
Cost of revenue		**(11,012,716)**	(10,241,732)
Gross profit		**3,745,978**	3,359,353
Other income and gains, net	*4*	**62,007**	118,362
Operations and support expenses		**(576,569)**	(600,390)
Research and development expenses		**(639,785)**	(579,615)
Selling and marketing expenses		**(1,916,253)**	(1,714,684)
General and administrative expenses		**(354,891)**	(420,194)
Fair value changes on financial assets at fair value through profit or loss		**10,544**	(1,308)
Operating profit		**331,031**	161,524
Finance income	*5*	**183,420**	128,508
Finance costs	*5*	**(15,701)**	(18,823)
Fair value changes of convertible redeemable preferred shares		**–**	6,465,354
Share of profits and losses of joint ventures and associates		**(11,557)**	(11,217)
PROFIT BEFORE TAX	*6*	**487,193**	6,725,346
Income tax expense	*7*	**(5,155)**	(24,649)
PROFIT FOR THE YEAR		**482,038**	6,700,697
Attributable to:			
Owners of the parent		**483,794**	6,702,935
Non-controlling interests		**(1,756)**	(2,238)
		482,038	6,700,697
EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT			
Basic (RMB)	*9*	**0.6**	20.8
Diluted (RMB)	*9*	**0.6**	0.3

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	2024	2023
	RMB'000	*RMB'000*
PROFIT FOR THE YEAR	**482,038**	6,700,697
OTHER COMPREHENSIVE INCOME		
Other comprehensive loss that will be reclassified to profit or loss in subsequent periods:		
Exchange differences on translation of the financial statements of the subsidiaries of the Company	**(114,598)**	(79,280)
Other comprehensive income/(loss) that will not be reclassified to profit or loss in subsequent periods:		
Equity investments designated at fair value through other comprehensive income:		
Changes in fair value	**(11,586)**	61,725
Exchange differences on translation of the financial statements of the Company	**171,458**	(456,235)
OTHER COMPREHENSIVE INCOME/(LOSS) FOR THE YEAR, NET OF TAX	**45,274**	(473,790)
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	**527,312**	6,226,907
Attributable to:		
Owners of the parent	**529,068**	6,229,145
Non-controlling interests	**(1,756)**	(2,238)
	527,312	6,226,907

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	Notes	**31 December 2024** *RMB'000*	31 December 2023 *RMB'000*
NON-CURRENT ASSETS			
Property, plant and equipment		**1,046,417**	899,188
Right-of-use assets		**398,257**	466,946
Goodwill		**20,323**	20,323
Other intangible assets		**54,337**	57,804
Long-term treasury investments	*12*	**1,871,794**	1,065,260
Financial investments at fair value through profit or loss		**199,917**	191,043
Investments in joint ventures and associates		**376,251**	362,612
Equity investments designated at fair value through other comprehensive income		**349,934**	356,240
Restricted cash	*13*	**91,500**	7,799
Other non-current assets		**23,233**	66,189
Total non-current assets		**4,431,963**	3,493,404
CURRENT ASSETS			
Inventories		**2,118,684**	1,799,796
Trade receivables	*10*	**226,116**	218,179
Prepayments, other receivables and other assets	*11*	**462,106**	496,100
Short-term treasury investments	*12*	**3,073,842**	1,587,126
Restricted cash	*13*	**1,109,080**	1,454,795
Cash and cash equivalents	*13*	**1,375,448**	2,715,285
Total current assets		**8,365,276**	8,271,281

	Notes	31 December 2024	31 December 2023
		RMB'000	*RMB'000*
CURRENT LIABILITIES			
Trade and bills payables	*14*	**4,457,577**	3,886,756
Other payables and accruals	*15*	**1,626,708**	1,719,505
Contract liabilities		**871,239**	742,667
Interest-bearing borrowings		**7,507**	1,009
Tax payable		**117,052**	120,096
Lease liabilities		**118,846**	132,320
Total current liabilities		**7,198,929**	6,602,353
NET CURRENT ASSETS		**1,166,347**	1,668,928
TOTAL ASSETS LESS CURRENT LIABILITIES		**5,598,310**	5,162,332
NON-CURRENT LIABILITIES			
Interest-bearing borrowings		**–**	7,500
Contract liabilities		**46,798**	58,777
Lease liabilities		**185,589**	223,840
Deferred tax liabilities		**7,391**	7,391
Other non-current liabilities		**499,154**	406,505
Total non-current liabilities		**738,932**	704,013
Net assets		**4,859,378**	4,458,319
EQUITY			
Equity attributable to owners of the parent			
Share capital		**118**	118
Reserves		**4,862,215**	4,459,854
		4,862,333	4,459,972
Non-controlling interests		**(2,955)**	(1,653)
Total equity		**4,859,378**	4,458,319

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

The following table sets forth cash flows for the year indicated:

	2024	2023
	RMB'000	*RMB'000*
Net cash flows from operating activities	**1,319,179**	1,021,291
Net cash flows used in investing activities	**(2,427,517)**	(2,371,766)
Net cash flows (used in)/from financing activities	**(240,968)**	1,349,785
NET DECREASE IN CASH AND CASH EQUIVALENTS	**(1,349,306)**	(690)
Cash and cash equivalents at beginning of year	**2,715,285**	2,686,353
Effect of foreign exchange rate changes, net	**9,469**	29,622
CASH AND CASH EQUIVALENTS AT END OF YEAR	**1,375,448**	2,715,285

NOTES TO THE FINANCIAL INFORMATION

1. CORPORATE INFORMATION

TUHU Car Inc. (the "Company") was incorporated in the Cayman Islands on 8 July 2019. The registered office of the Company is located at PO Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands.

The Company is an investment holding company. During the year, the Company and its subsidiaries (collectively referred to as the "Group") primarily provide automotive products and services to consumers through its online interfaces, including "Tuhu Automotive Service" APP, its website and Weixin mini program in the People's Republic of China (hereafter, the "PRC").

2. ACCOUNTING POLICIES

2.1 Basis of preparation

These financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS Accounting Standards") (which comprise all standards and interpretations approved by the International Accounting Standards Board (the "IASB")) and the disclosure requirements of the Hong Kong Companies Ordinance. They have been prepared under the historical cost convention, except for financial assets and liabilities at fair value through profit or loss and financial assets at fair value through other comprehensive income which have been measured at fair value. These financial statements are presented in Renminbi ("RMB") and all values are rounded to the nearest thousand except when otherwise indicated.

Certain items and balances in the comparative financial statements have been re-presented to conform with the current year's financial statement presentation.

Basis of consolidation

The consolidated financial statements include the financial statements of the Group for the year ended 31 December 2024. A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee (i.e., existing rights that give the Group the current ability to direct the relevant activities of the investee).

Generally, there is a presumption that a majority of voting rights results in control. When the Company has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

(a) the contractual arrangement with the other vote holders of the investee;

(b) rights arising from other contractual arrangements; and

(c) the Group's voting rights and potential voting rights.

The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. The results of subsidiaries are consolidated from the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Profit or loss and each component of other comprehensive income are attributed to the owners of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control described above. A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises the related assets (including goodwill), liabilities, any non-controlling interest and the exchange fluctuation reserve, and recognises the fair value of any investment retained and any resulting surplus or deficit in profit or loss. The Group's share of components previously recognised in other comprehensive income is reclassified to profit or loss or retained profits, as appropriate, on the same basis as would be required if the Group had directly disposed of the related assets or liabilities.

2.2 Changes in accounting policies and disclosures

The Group has adopted the following revised IFRS Accounting Standards for the first time for the current year's financial statements.

Amendments to IFRS 16	*Lease Liability in a Sale and Leaseback*
Amendments to IAS 1	*Classification of Liabilities as Current or Non-current* (the "2020 Amendments")
Amendments to IAS 1	*Non-current Liabilities with Covenants* (the "2022 Amendments")
Amendments to IAS 7 and IFRS 7	*Supplier Finance Arrangements*

The nature and the impact of the revised IFRS Accounting Standards are described below:

(a) Amendments to IFRS 16 specify the requirements that a seller-lessee uses in measuring the lease liability arising in a sale and leaseback transaction to ensure the seller-lessee does not recognise any amount of the gain or loss that relates to the right of use it retains. Since the Group has no sale and leaseback transactions with variable lease payments that do not depend on an index or a rate occurring from the date of initial application of IFRS 16, the amendments did not have any impact on the financial position or performance of the Group.

(b) The 2020 Amendments clarify the requirements for classifying liabilities as current or non-current, including what is meant by a right to defer settlement and that a right to defer must exist at the end of the reporting period. Classification of a liability is unaffected by the likelihood that the entity will exercise its right to defer settlement. The amendments also clarify that a liability can be settled in its own equity instruments, and that only if a conversion option in a convertible liability is itself accounted for as an equity instrument would the terms of a liability not impact its classification. The 2022 Amendments further clarify that, among covenants of a liability arising from a loan arrangement, only those with which an entity must comply on or before the reporting date affect the classification of that liability as current or non-current. Additional disclosures are required for non-current liabilities that are subject to the entity complying with future covenants within 12 months after the reporting period.

The Group has reassessed the terms and conditions of its liabilities as at 1 January 2023 and 2024 and concluded that the classification of its liabilities as current or non-current remained unchanged upon initial application of the amendments. Accordingly, the amendments did not have any impact on the financial position or performance of the Group.

(c) Amendments to IAS 7 and IFRS 7 clarify the characteristics of supplier finance arrangements and require additional disclosure of such arrangements. The disclosure requirements in the amendments are intended to assist users of financial statements in understanding the effects of supplier finance arrangements on an entity's liabilities, cash flows and exposure to liquidity risk. As the Group does not have supplier finance arrangements, the amendments did not have any impact on the Group's financial statements.

2.3 Issued but not yet effective international financial reporting standards

The Group has not applied the following new and revised IFRS Accounting Standards, that have been issued but are not yet effective, in these financial statements. The Group intends to apply these new and revised IFRS Accounting Standards, if applicable, when they become effective.

IFRS 18	*Presentation and Disclosure in Financial Statements*[3]
IFRS 19	*Subsidiaries without Public Accountability: Disclosures*[3]
Amendments to IFRS 9 and IFRS 7	*Amendments to the Classification and Measurement of Financial Instruments*[2]
Amendments to IFRS 10 and IAS 28	*Sale or Contribution of Assets between an Investor and its Associate or joint Venture*[4]
Amendments to IAS 21	*Lack of Exchangeability*[1]
Annual Improvements to IFRS Accounting Standards – Volume 11	Amendments to IFRS 1, IFRS 7, IFRS 9, IFRS 10 and IAS 7[2]

1 Effective for annual periods beginning on or after 1 January 2025

2 Effective for annual periods beginning on or after 1 January 2026

3 Effective for annual/reporting periods beginning on or after 1 January 2027

4 No mandatory effective date yet determined but available for adoption

Further information about those IFRS Accounting Standards that are expected to be applicable to the Group is described below.

IFRS 18 replaces IAS 1 *Presentation of Financial Statements*. While a number of sections have been brought forward from IAS 1 with limited changes, IFRS 18 introduces new requirements for presentation within the statement of profit or loss, including specified totals and subtotals. Entities are required to classify all income and expenses within the statement of profit or loss into one of the five categories: operating, investing, financing, income taxes and discontinued operations and to present two new defined subtotals. It also requires disclosures about management-defined performance measures in a single note and introduces enhanced requirements on the grouping (aggregation and disaggregation) and the location of information in both the primary financial statements and the notes. Some requirements previously included in IAS 1 are moved to IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors*, which is renamed as IAS 8 *Basis of Preparation of Financial Statements*. As a consequence of the issuance of IFRS 18, limited, but widely applicable, amendments are made to IAS 7 *Statement of Cash Flows*, IAS 33 *Earnings per Share* and IAS 34 *Interim Financial Reporting*. In addition, there are minor consequential amendments to other IFRS Accounting Standards. IFRS 18 and the consequential amendments to other IFRS Accounting Standards are effective for annual periods beginning on or after 1 January 2027 with earlier application permitted. Retrospective application is required. The Group is currently analysing the new requirements and assessing the impact of IFRS 18 on the presentation and disclosure of the Group's financial statements.

IFRS 19 allows eligible entities to elect to apply reduced disclosure requirements while still applying the recognition, measurement and presentation requirements in other IFRS Accounting Standards. To be eligible, at the end of the reporting period, an entity must be a subsidiary as defined in IFRS 10 *Consolidated Financial Statements*, cannot have public accountability and must have a parent (ultimate or intermediate) that prepares consolidated financial statements available for public use which comply with IFRS Accounting Standards. Earlier application is permitted. As the Company is a listed company, it is not eligible to elect to apply IFRS 19.

Amendments to IFRS 9 and IFRS 7 clarify the date on which a financial asset or financial liability is derecognised and introduce an accounting policy option to derecognise a financial liability that is settled through an electronic payment system before the settlement date if specified criteria are met. The amendments clarify how to assess the contractual cash flow characteristics of financial assets with environmental, social and governance and other similar contingent features. Moreover, the amendments clarify the requirements for classifying financial assets with non-recourse features and contractually linked instruments. The amendments also include additional disclosures for investments in equity instruments designated at fair value through other comprehensive income and financial instruments with contingent features. The amendments shall be applied retrospectively with an adjustment to opening retained profits (or other component of equity) at the initial application date. Prior periods are not required to be restated and can only be restated without the use of hindsight. Earlier application of either all the amendments at the same time or only the amendments related to the classification of financial assets is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to IFRS 10 and IAS 28 address an inconsistency between the requirements in IFRS 10 and in IAS 28 in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require a full recognition of a gain or loss resulting from a downstream transaction when the sale or contribution of assets constitutes a business. For a transaction involving assets that do not constitute a business, a gain or loss resulting from the transaction is recognised in the investor's profit or loss only to the extent of the unrelated investor's interest in that associate or joint venture. The amendments are to be applied prospectively. The previous mandatory effective date of amendments to IFRS 10 and IAS 28 was removed by the HKICPA. However, the amendments are available for adoption now.

Amendments to IAS 21 specify how an entity shall assess whether a currency is exchangeable into another currency and how it shall estimate a spot exchange rate at a measurement date when exchangeability is lacking. The amendments require disclosures of information that enable users of financial statements to understand the impact of a currency not being exchangeable. Earlier application is permitted. When applying the amendments, an entity cannot restate comparative information. Any cumulative effect of initially applying the amendments shall be recognised as an adjustment to the opening balance of retained profits or to the cumulative amount of translation differences accumulated in a separate component of equity, where appropriate, at the date of initial application. The amendments are not expected to have any significant impact on the Group's financial statements.

Annual Improvements to IFRS Accounting Standards – Volume 11 set out amendments to IFRS 1, IFRS 7 (and the accompanying *Guidance on implementing IFRS 7*), IFRS 9, IFRS 10 and IAS 7. Details of the amendments that are expected to be applicable to the Group are as follows:

IFRS 7 *Financial Instruments: Disclosures*: The amendments have updated certain wording in paragraph B38 of IFRS 7 and paragraphs IG1, IG14 and IG20B of the *Guidance on implementing IFRS 7* for the purpose of simplification or achieving consistency with other paragraphs in the standard and/or with the concepts and terminology used in other standards. In addition, the amendments clarify that the *Guidance on implementing IFRS 7* does not necessarily illustrate all the requirements in the referenced paragraphs of IFRS 7 nor does it create additional requirements. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

IFRS 9 *Financial Instruments*: The amendments clarify that when a lessee has determined that a lease liability has been extinguished in accordance with IFRS 9, the lessee is required to apply paragraph 3.3.3 of IFRS 9 and recognise any resulting gain or loss in profit or loss. In addition, the amendments have updated certain wording in paragraph 5.1.3 of IFRS 9 and Appendix A of IFRS 9 to remove potential confusion. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

IFRS 10 *Consolidated Financial Statements*: The amendments clarify that the relationship described in paragraph B74 of IFRS 10 is just one example of various relationships that might exist between the investor and other parties acting as de facto agents of the investor, which removes the inconsistency with the requirement in paragraph B73 of IFRS 10. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

IAS 7 *Statement of Cash Flows*: The amendments replace the term "cost method" with "at cost" in paragraph 37 of IAS 7 following the prior deletion of the definition of "cost method". Earlier application is permitted. The amendments are not expected to have any impact on the Group's financial statements.

3. REVENUE

Revenue represents income from automotive products and services, franchise services, advertising services and others during the year.

Disaggregated revenue information

	2024	2023
	RMB'000	*RMB'000*
Revenue from contracts with customers:		
Automotive products and services	**13,801,674**	12,646,780
Advertising, franchise and other services		
Franchise services	**785,869**	731,334
Advertising services	**88,053**	74,672
Others	**83,098**	148,299
Total	**14,758,694**	13,601,085

4. OTHER INCOME AND GAINS, NET

An analysis of other income and gains, net is as follows:

	2024	2023
	RMB'000	*RMB'000*
Government grants*	**50,902**	111,005
Net foreign exchange gains	**1,624**	2,563
Others	**9,481**	4,794
	62,007	118,362

* Government grants mainly represent various supports awarded by the local governments to support the Group's operation. There are no contingencies relating to these grants.

5. FINANCE INCOME/(COSTS)

An analysis of finance income/(costs) is as follows:

	2024	2023
	RMB'000	*RMB'000*
Finance income		
Interest income	**183,420**	128,508
Finance costs		
Interest on bank loans	**(267)**	(179)
Interest on lease liabilities	**(15,434)**	(18,644)
Total	**(15,701)**	(18,823)

6. PROFIT BEFORE TAX

The Group's profit before tax is arrived at after charging/(crediting):

	2024	2023
	RMB'000	*RMB'000*
Cost of revenue*	**10,715,350**	9,866,409
Depreciation of property, plant and equipment	**156,185**	160,365
Depreciation of right-of-use assets	**154,456**	196,336
Amortisation of other intangible assets	**5,047**	4,804
Fair value changes of convertible redeemable preferred shares	**–**	(6,465,354)
Lease payments not included in the measurement of lease liabilities	**38,351**	42,516
Employee benefit expenses (including directors' and chief executive's remuneration):		
Wages, salaries and allowances	**1,481,615**	1,439,683
Pension scheme contributions	**104,632**	127,838
Share-based payment expenses	**142,100**	166,302
Share-based payment expenses of consultants	**–**	35,327
Foreign exchange differences, net	**(1,624)**	(2,563)
Reversal of impairment losses on trade receivables and other receivables	**(3,689)**	(1,332)
(Reversal of write-down)/write-down of inventories	**(28,749)**	16,011
Impairment of property, plant and equipment	**123**	642
Impairment of right-of-use assets	**1,451**	5,387
Impairment of other intangible assets	**–**	11,768
Auditor's remuneration	**5,125**	3,500
Advertising and promotion related expenses	**1,037,367**	782,625
Shipping expenses	**401,661**	391,967
Listing expenses	**–**	44,342

* The amount of cost of revenue as stated herein excludes those included in the depreciation of property, plant and equipment, depreciation of right-of-use assets, amortisation of other intangible assets, reversal of write-down/write-down of inventories, employee benefit expenses, short-term lease expenses and shipping expenses.

7. INCOME TAX

	2024	2023
	RMB'000	*RMB'000*
Current income tax	**5,155**	27,591
Deferred income tax	**–**	(2,942)
Total tax charge for the year	**5,155**	24,649

8. DIVIDEND

No dividend has been paid or declared by the Company and its subsidiaries during the year ended 31 December 2024.

9. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculations of basic and diluted earnings per share are based on:

	2024	2023
	RMB'000	*RMB'000*
Earnings		
Profit attributable to ordinary equity holders of the parent, used in the basic earnings per share calculation	**483,794**	6,702,935
Fair value changes on convertible redeemable preferred shares	**–**	(6,465,354)
Profit attributable to ordinary equity holders of the parent, used in the diluted earnings per share calculation	**483,794**	237,581

	Number of shares	
	31 December 2024	31 December 2023
Shares		
Weighted average number of ordinary shares (thousand) outstanding during the year used in the basic earnings per share calculation	**808,868**	322,264
Effect of dilution – weighted average number of ordinary shares:		
Convertible redeemable preferred shares (thousand)	**–**	451,929
Share options and restricted share units (thousand)	**27,827**	32,342
Total (thousand)	**836,695**	806,535

The weighted average number of shares was after taking into account the effect of treasury shares held.

10. TRADE RECEIVABLES

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Trade receivables	**236,921**	233,417
Impairment	**(10,805)**	(15,238)
Net carrying amount	**226,116**	218,179

The Group seeks to maintain strict control over its outstanding receivables and overdue balances are reviewed regularly by senior management. Trade receivables are non-interest-bearing.

An ageing analysis of the trade receivables as at the end of the reporting period, based on the transaction date and net of loss allowance, is as follows:

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Within 1 month	**135,982**	147,949
2 to 3 months	**48,301**	36,586
4 to 6 months	**28,716**	19,586
7 to 12 months	**13,117**	14,058
Total	**226,116**	218,179

11. PREPAYMENTS, OTHER RECEIVABLES AND OTHER ASSETS

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Prepayments	**208,201**	169,480
Deposits and other receivables	**102,648**	102,949
Value-Added Tax ("VAT") recoverable	**148,630**	220,129
Loans receivable	**1,576**	1,348
Receivable from employees	**2,123**	3,813
	463,178	497,719
Impairment allowance	**(1,072)**	(1,619)
Total	**462,106**	496,100

12. TREASURY INVESTMENTS

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Long-term treasury investments at		
– Amortised cost	**1,871,794**	1,065,260
Short-term treasury investments at		
– Amortised cost	**1,123,449**	354,135
– Fair value through profit or loss	**1,950,393**	1,232,991
	3,073,842	1,587,126

13. CASH AND CASH EQUIVALENTS AND RESTRICTED CASH

Cash and cash equivalents

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Cash at banks and on hand	**1,151,889**	1,270,354
Time deposits with original maturities within three months	**223,559**	1,444,931
	1,375,448	2,715,285
Cash and cash equivalents are denominated in the following currencies		
RMB	**1,054,407**	908,581
US$	**282,172**	1,806,704
HK$	**38,286**	–
Others	**583**	–
	1,375,448	2,715,285

Restricted cash

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Restricted for bills payable	**850,178**	1,053,691
Restricted for letters of guarantee	**332,451**	374,982
Restricted for others	**17,951**	33,921
	1,200,580	1,462,594
Restricted cash are denominated in the following currencies		
RMB	**1,196,986**	1,345,729
US$	**3,594**	116,865
	1,200,580	1,462,594

14. TRADE AND BILLS PAYABLES

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Trade payables	**935,918**	965,351
Bills payable	**3,521,659**	2,921,405
Total	**4,457,577**	3,886,756

An ageing analysis of the trade and bills payables as at the end of the reporting period, based on the invoice date, is as follows:

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Within 3 months	**3,329,622**	2,914,437
3 to 6 months	**1,119,779**	963,231
6 to 12 months	**4,798**	2,164
Over 1 year	**3,378**	6,924
Total	**4,457,577**	3,886,756

The trade and bills payables are non-interest-bearing. Trade payables are normally settled on 30 to 90 days terms. Bills payable generally have a payment term of 1 to 6 months.

15. OTHER PAYABLES AND ACCRUALS

	31 December 2024	31 December 2023
	RMB'000	*RMB'000*
Other tax payable	**274,980**	304,673
Payroll and welfare payable	**534,611**	588,024
Accrual and other payables	**817,117**	826,808
Total	**1,626,708**	1,719,505

Other payables and accruals were trade in nature, non-interest-bearing and repayable on demand.

OTHER INFORMATION

Final Dividend

The Board does not recommend the payment of final dividends for the year ended 31 December 2024.

Use of Proceeds from the Global Offering

The net proceeds (the "**Net Proceeds**") received by our Company from the Global Offering (including partial exercise of the over-allotment option), after deduction of the underwriting commission and other expenses payable by us in connection with the Global Offering, were approximately HK$1,273.3 million.

As of the date of this announcement, there is no change in the intended use of Net Proceeds as previously disclosed in the Prospectus. Our Group will utilise the Net Proceeds in accordance with the intended purposes as set out in the Prospectus. Please refer to "Future Plans and Use of Proceeds" in the Prospectus for details.

As of 31 December 2024, our Group has utilised the Net Proceeds as set out in the table below:

Description	Percentage to the Net Proceeds	Allocation of Net Proceeds	Unutilised amount as of 31 December 2023	Utilised amount between 1 January 2024 to 31 December 2024	Unutilised amount as of 31 December 2024	Expected timeline for utilising for the unutilised Net Proceeds
		(HK$ in millions)	*(HK$ in millions)*	*(HK$ in millions)*	*(HK$ in millions)*	
Enhancement of our supply chain capability	35.0%	445.6	317.4	241.9	75.5	31 December 2025
Research and development to advance our data analytics technologies and further enhance our operating efficiency	20.0%	254.7	227.7	80.8	146.9	31 December 2025
Expanding our store network and franchisee base	15.0%	191.0	110.3	104.1	6.2	31 December 2025
Fund investment related to automotive services for NEV owners as well as investment in tools and equipment related to these services	20.0%	254.7	219.8	54.8	165.0	31 December 2025
Working capital and general corporate purposes	10.0%	127.3	108.9	47.3	61.6	31 December 2025
Total	100.0%	1,273.3	984.1	528.9	455.2	

Compliance with the Corporate Governance Code

Our Company is committed to maintaining and promoting stringent corporate governance standards. The principle of our Company's corporate governance is to promote effective internal control measures and to enhance the transparency and accountability of the Board to all Shareholders. We have adopted the code provisions of the Corporate Governance Code and regularly review its compliance with the Corporate Governance Code.

Pursuant to code provision C.2.1 of the Corporate Governance Code, companies listed on the Stock Exchange are expected to comply with, but may choose to deviate from the requirement that the responsibilities between the chairman of the board and the chief executive officer should be segregated and should not be performed by the same individual. We do not have a separate chairman of the Board and chief executive officer and Mr. Chen Min currently performs these two roles. The Board believes that vesting the roles of both chairman of the Board and chief executive officer in the same person has the benefit of ensuring consistent leadership within our Group and enables more effective and efficient overall strategic planning for our Group. The Board considers that the balance of power and authority for the present arrangement will not be impaired and this structure will enable our Company to make and implement decisions promptly and effectively. The Board will continue to review and consider splitting the roles of chairman of the Board and the chief executive officer of our Company if and when it is appropriate taking into account the circumstances of our Group as a whole.

To the best of our knowledge, save for code provision C.2.1 of the Corporate Governance Code, we have complied with all applicable code provisions of the Corporate Governance Code during the year ended 31 December 2024 and up to the date of this announcement.

Compliance with the Model Code

Our Company has adopted the Model Code as set out in Appendix C3 to the Listing Rules. Having made specific enquiries of the Directors, we confirm that all Directors have complied with the required standard set out in the Model Code during the year ended 31 December 2024 and up to the date of this announcement.

Our Company's senior management and employees, who are likely to be in possession of inside information of our Company, are also subject to the Model Code for securities transactions. During the year ended 31 December 2024 and up to the date of this announcement, we did not detect any incident of non-compliance with the Model Code by our Company's relevant senior management and employees.

Purchase, Sale or Redemption of Listed Securities

On 14 March 2024, the Board resolved to repurchase Class A Shares in the open market from time to time up to HK$1.0 billion in value, pursuant to the general mandate (the "**Share Repurchase Mandate**") granted to the Directors, approved and/or subsequently refreshed or renewed by the Shareholders at the general meeting. During the period from 18 March 2024 to 22 April 2024, the Company has repurchased 12,286,900 Class A Shares on the Stock Exchange at an aggregate consideration of approximately HK$204 million under the Share Repurchase Mandate. The Board believes that the repurchase was effected to benefit the Company and create value for its Shareholders.

Particulars of the Class A Shares repurchased are as follows:

Month and year	**Number of Class A Shares repurchased**	**Purchase price per Class A Share**		**Aggregate consideration (before expense)**
		Highest	**Lowest**	
		(HK$)	*(HK$)*	*(HK$ in millions)*
March 2024	3,297,200	15.30	12.96	46.2
April 2024	8,989,700	18.78	14.70	158.0
Total	12,286,900			204.2

All shares repurchased were subsequently cancelled on 3 June 2024. Upon cancellation of such Class A Shares, Chen Min, as a WVR Beneficiary, simultaneously converted 1,030,720 Class B Shares to Class A Shares on a one-to-one ratio as required by the Listing Rules.

On 25 June 2024, the Company announced the adoption of the Second Post-IPO Share Scheme (Existing Shares), which is funded by the existing Class A Shares only. During the period from 25 June 2024 to 14 February 2025, the trustee entrusted by the Company purchased Class A Shares on the Stock Exchange pursuant to the terms and conditions of the Second Post-IPO Share Scheme (Existing Shares). Further details are set out in the voluntary announcements dated 25 June 2024, 23 July 2024 and 17 February 2025.

Save as disclosed above, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities (including sale of treasury Shares) during the year ended 31 December 2024 and up to the date of this announcement. As of 31 December 2024, the Company did not hold any treasury Shares.

Audit Committee

The Audit Committee (comprising three independent non-executive Directors, namely Ms. Yan Huiping (chairperson), Mr. Feng Wei and Mr. Wang Jingbo), after the discussion with the Auditor, has reviewed our Company's audited consolidated financial statements for the year ended 31 December 2024 and the unaudited financial statements for the six-month periods ended 31 December 2023 and 31 December 2024 (collectively, the "**Unaudited Financial Statements**"). The Audit Committee has reviewed the accounting principles and practices adopted by our Company and discussed matters in respect of risk management and internal control of our Company. There is no disagreement between the Board and the Audit Committee regarding the accounting treatment adopted by our Company.

Our Group's audited consolidated financial statements for the year ended 31 December 2024 have been prepared in accordance with IFRS Accounting Standards. The accounting policies used in the preparation of the Unaudited Financial Statements are consistent with those adopted in preparing the audited consolidated financial statements for the years ended 31 December 2023 and 31 December 2024. The Unaudited Financial Statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the audited consolidated financial statements for the years ended 31 December 2023 and 31 December 2024, which have been prepared in accordance with the IFRS Accounting Standards.

Auditor's Procedures Performed on this Results Announcement

The figures in respect of the announcement of our Group's results for the year ended 31 December 2024 have been agreed by the Auditor to the amounts set out in our Group's audited consolidated financial statements for the year. The work performed by the Auditor in this respect did not constitute an audit, review or other assurance engagement, and consequently no assurance has been expressed by the Auditor on this announcement.

Significant Events after the Year Ended 31 December 2024

The Directors are not aware of any significant event requiring disclosure that has taken place subsequent to 31 December 2024 and up to the date of this announcement.

Annual General Meeting

The AGM of our Company will be held on Friday, 6 June 2025. A notice convening the AGM will be published and despatched (if requested) to the Shareholders in the manner required by the Listing Rules in due course.

Closure of Register of Members

For determining the entitlement to attend and vote at the AGM, the register of members of our Company will be closed from Tuesday, 3 June 2025 to Friday, 6 June 2025 (both days inclusive), during which period no transfer of Shares of our Company will be registered. In order to be eligible to attend and vote at the AGM, all properly completed transfer forms accompanied by the relevant share certificates must be lodged with our Company's share registrar in Hong Kong, Computershare Hong Kong Investor Services Limited, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, for registration not later than 4:30 p.m. on Monday, 2 June 2025.

Publication of Annual Results Announcement and Annual Report

This announcement is published on the websites of the Stock Exchange (www.hkexnews.hk) and our Company (www.tuhu.cn).

The annual report for the year ended 31 December 2024 containing all the information required by the Listing Rules will be published on the same websites and despatched (if requested) to the Shareholders in due course.

APPRECIATION

The Board would like to express its sincere gratitude to the Shareholders, management team, employees, business partners and customers of our Company for their support and contribution.

By order of the Board
TUHU Car Inc.
Chen Min
Chairman and Executive Director

Hong Kong, 20 March 2025

As at the date of this announcement, the Board comprises Mr. Chen Min and Mr. Hu Xiaodong as executive Directors; Mr. Yao Leiwen as non-executive Director; Ms. Yan Huiping, Mr. Feng Wei and Mr. Wang Jingbo as independent non-executive Directors.

Certain statements included in this announcement, other than statements of historical fact, are forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "might," "can," "could," "will," "would," "anticipate," "believe," "continue," "estimate," "expect," "forecast," "intend," "plan," "seek," or "timetable." These forward-looking statements, which are subject to risks, uncertainties, and assumptions, may include our business outlook, estimates of financial performance, forecast business plans, growth strategies and projections of anticipated trends in our industry. These forward-looking statements are based on information currently available to our Group and are stated herein on the basis of the outlook at the time of this announcement. They are based on certain expectations, assumptions and premises, many of which are subjective or beyond our control. These forward-looking statements may prove to be incorrect and may not be realised in future. Underlying these forward-looking statements are a large number of risks and uncertainties. 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 our Company that the plans and objectives will be achieved, and investors should not place undue reliance on such statements. Except as required by law, we are not obligated, and we undertake no obligation, to release publicly any revisions to these forward-looking statements that might reflect events or circumstance occurring after the date of this announcement or those that might reflect the occurrence of unanticipated events.

DEFINITIONS

"AGM"	the annual general meeting of our Company proposed to be held on Friday, 6 June 2025
"AI"	artificial intelligence
"associate(s)"	has the meaning ascribed to it under the Listing Rules
"Audit Committee"	the audit committee of the Board
"Auditor"	Ernst & Young, an independent auditor of our Company
"Board"	the board of directors of our Company
"Class A Shares"	Class A ordinary share(s) in the share capital of our Company with a par value of US$0.00002 each, conferring a holder of a Class A Share one vote per share on any resolution tabled at our Company's general meetings
"Class B Shares"	Class B ordinary share(s) in the share capital of our Company with a par value of US$0.00002 each, conferring weighted voting rights in our Company such that a holder of a Class B Share is entitled to ten votes per share on any resolution tabled at our Company's general meetings, save for resolutions with respect to any reserved matters, in which case they shall be entitled to one vote per share

"China" or "the PRC"	the People' s Republic of China, but for the purpose of this announcement and for geographical reference only and except where the context requires, references in this announcement to "China" and the "PRC" do not include Hong Kong, the Macau Special Administrative Region of the PRC and Taiwan
"Corporate Governance Code"	the Corporate Governance Code as set out in Part 2 of the Appendix C1 to the Listing Rules
"Companies Ordinance"	the Companies Ordinance, Chapter 622 of the Laws of Hong Kong, as amended, supplemented or otherwise modified from time to time
"Company," "our Company" or "the Company"	TUHU Car Inc., an exempted company with limited liability incorporated in the Cayman Islands on 8 July 2019
"Director(s)"	the director(s) of our Company
"Global Offering"	the global offering of the Class A Shares
"Group," "our Group" or "the Group"	our Company and its subsidiaries from time to time
"HK$"	Hong Kong dollars, the lawful currency of Hong Kong
"Hong Kong"	the Hong Kong Special Administrative Region of the PRC
"IAS"	International Accounting Standards
"IASB"	International Accounting Standards Board
"IFRS Accounting Standards"	International Financial Reporting Standards
"Listing"	the listing of the Class A Shares on the Main Board of the Stock Exchange
"Listing Rules"	the Rules Governing the Listing of Securities on the Stock Exchange, as amended or supplemented from time to time
"Main Board"	the stock exchange (excluding the option market) operated by the Stock Exchange which is independent from and operates in parallel with the GEM of the Stock Exchange
"Model Code"	the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix C3 to the Listing Rules
"NEV(s)"	new energy vehicle(s)
"Prospectus"	the prospectus issued by our Company dated 14 September 2023

“Qipeilong”	an auto part trading platform we built to serve our customers’ diversified, long-tail automotive product demand, especially demand arise from our walk-in customers
“Renminbi” or “RMB”	Renminbi, the lawful currency of China
“SaaS”	software-as-a-service
“Second Post-IPO Share Scheme (Existing Shares)”	the second post-IPO share scheme (existing shares) adopted by our Company
“Share(s)”	the Class A Shares and Class B Shares in the share capital of our Company
“Shareholder(s)”	holder(s) of the Share(s)
“Stock Exchange”	The Stock Exchange of Hong Kong Limited
“subsidiary(ies)”	has the meaning ascribed to it under the Listing Rules
“VAT”	value-added tax
“WVR Beneficiary”	has the meaning ascribed to it under the Listing Rules and unless the context otherwise requires, refers to Mr. Chen Min, being the ultimate holder of the Class B Shares, entitling him to weighted voting rights
“%”	per cent