

## Pinduoduo Announces Second Quarter 2021 Unaudited Financial Results

SHANGHAI, CHINA, August 24, 2021 (GLOBE NEWSWIRE) – Pinduoduo Inc. ("Pinduoduo" or the "Company") (NASDAQ: PDD), China's largest agriculture and interactive commerce platform, today announced its unaudited financial results for the second quarter ended June 30, 2021.

## **Second Quarter 2021 Highlights**

- **Total revenues** in the quarter were RMB23,046.2 million (US\$\frac{1}{3},569.4 million), an increase of 89% from RMB12,193.3 million in the same quarter of 2020.
- Average monthly active users<sup>2</sup> in the quarter was 738.5 million, an increase of 30% from 568.8 million in the same quarter of 2020.
- Active buyers<sup>3</sup> in the twelve-month period ended June 30, 2021 was 849.9 million, an increase of 24% from 683.2 million in the twelve-month period ended June 30, 2020.
- Operating profit in the quarter was RMB1,997.5 million (US\$309.4 million), compared with operating loss of RMB1,639.6 million in the same quarter of 2020. Non-GAAP<sup>4</sup> operating profit in the quarter was RMB3,185.2 million (US\$493.3 million), compared with non-GAAP operating loss of RMB725.1 million in the same quarter of 2020.
- Net income attributable to ordinary shareholders in the quarter was RMB2,414.6 million (US\$374.0 million), compared with net loss of RMB899.3 million in the same quarter of 2020. Non-GAAP net income attributable to ordinary shareholders in the quarter was RMB4,125.3 million (US\$638.9 million), compared with non-GAAP net loss of RMB77.2 million in the same quarter of 2020.

"Agriculture has long been at the core of Pinduoduo's corporate mission and strategy and the '10 Billion Agriculture Initiative' we announced today is a way for us to deepen our support for agricultural modernization and rural vitalization," said Lei Chen, Chairman and CEO of Pinduoduo, who will oversee the initiative. "Investing in agriculture pays off for everyone because agriculture is the nexus of food security and quality, public health and environmental sustainability."

<sup>&</sup>lt;sup>1</sup> This announcement contains translations of certain Renminbi (RMB) amounts into U.S. dollars (US\$) at a specified rate solely for the convenience of the reader. Unless otherwise noted, the translation of RMB into US\$ has been made at RMB6.4566 to US\$1.00, the noon buying rate in effect on June 30, 2021 as set forth in the H.10 Statistical Release of the Federal Reserve Board.

<sup>&</sup>lt;sup>2</sup> "Monthly active users" refers to the number of user accounts that visited the Pinduoduo mobile app during a given month, which does not include those that accessed the platform through social networks and access points.

<sup>&</sup>lt;sup>3</sup> "Active buyers" in a given period refers to the number of user accounts that placed one or more orders (i) on the Pinduoduo mobile app, and (ii) through social networks and access points in that period, regardless of whether the products and services are actually sold, delivered or returned.

<sup>&</sup>lt;sup>4</sup> The Company's non-GAAP financial measures exclude share-based compensation expenses, fair value change of long-term investments, and interest expenses related to the convertible bonds' amortization to face value and gain or loss on extinguishment. See "Reconciliation of Non-GAAP Measures to The Most Directly Comparable GAAP Measures" set forth at the end of this press release.

"We continued to deliver strong execution in the quarter. Our total revenues, excluding contribution from merchandise sales, for the second quarter 2021 increased 73% from the prior year," said Tony Ma, Vice President of Finance of Pinduoduo. "Agriculture remains our strategic priority, and we are committed to patient and continued investment in agriculture."

#### **Second Quarter 2021 Unaudited Financial Results**

**Total revenues** were RMB23,046.2 million (US\$3,569.4 million), an increase of 89% from RMB12,193.3 million in the same quarter of 2020. The increase was primarily due to an increase in revenues from online marketing services.

- Revenues from online marketing services and others were RMB18,080.4 million (US\$2,800.3 million), an increase of 64% from RMB11,054.7 million in the same quarter of 2020.
- **Revenues from transaction services** were RMB3,007.6 million (US\$465.8 million), an increase of 164% from RMB1,138.6 million in the same quarter of 2020.
- **Revenues from merchandise sales** were RMB1,958.2 million (US\$303.3 million), an increase of RMB1,958.2 million from nil in the same quarter of 2020.

**Total costs of revenues** were RMB7,897.9 million (US\$1,223.2 million), an increase of 197% from RMB2,662.1 million in the same quarter of 2020. The increase was mainly due to costs attributable to merchandise sales, higher cost of payment processing fees, cloud services fees, and delivery and storage fees.

**Total operating expenses** were RMB13,150.9 million (US\$2,036.8 million), compared with RMB11,170.8 million in the same quarter of 2020.

- Sales and marketing expenses were RMB10,387.9 million (US\$1,608.9 million), an increase of 14% from RMB9,113.6 million in the same quarter of 2020, mainly due to an increase in promotion and coupon expenses.
- **General and administrative expenses** were RMB434.2 million (US\$67.2 million), an increase of 10% from RMB394.8 million in the same quarter of 2020.
- Research and development expenses were RMB2,328.8 million (US\$360.7 million), an increase of 40% from RMB1,662.4 million in the same quarter of 2020. The increase was primarily due to an increase in headcount and the recruitment of more experienced R&D personnel and an increase in R&D-related cloud services expenses.

**Operating profit** in the quarter was RMB1,997.5 million (US\$309.4 million), compared with operating loss of RMB1,639.6 million in the same quarter of 2020. **Non-GAAP operating profit** in the quarter was RMB3,185.2 million (US\$493.3 million), compared with non-GAAP operating loss of RMB725.1 million in the same quarter of 2020.

**Net income attributable to ordinary shareholders** in the quarter was RMB2,414.6 million (US\$374.0 million), compared with net loss of RMB899.3 million in the same quarter of 2020. **Non-GAAP net income attributable to ordinary shareholders** in the quarter was RMB4,125.3 million (US\$638.9 million), compared with non-GAAP net loss of RMB77.2 million in the same quarter of 2020.

**Basic earnings per ADS** was RMB1.93 (US\$0.30) and **diluted earnings per ADS** was RMB1.69 (US\$0.27), compared with basic and diluted net loss per ADS of RMB0.75 in the same quarter of 2020. **Non-GAAP diluted earnings per ADS** was RMB2.85 (US\$0.44), compared with non-GAAP diluted net loss per ADS of RMB0.06 in the same quarter of 2020.

**Net cash flow provided by operating activities** was RMB7,371.2 million (US\$1,141.7 million), compared with RMB5,495.3 million in the same quarter of 2020, primarily due to an increase in online marketing services revenues.

Cash, cash equivalents and short-term investments were RMB92.2 billion (US\$14.3 billion) as of June 30, 2021, compared with RMB87.0 billion as of December 31, 2020.

#### **Recent Development**

As of July 31, 2021, US\$773.7 million of the 0% convertible bonds due in 2024 have been converted into newly issued ADSs.

#### **Conference Call**

The Company will host a conference call to discuss the earnings at 7:30 AM U.S. Eastern Time on Tuesday, Aug 24, 2021 (7:30 PM Beijing/Hong Kong Time on Tuesday, Aug 24, 2021).

The conference call will be webcast live at <a href="https://investor.pinduoduo.com/investor-events">https://investor.pinduoduo.com/investor-events</a>. The webcast will be available for replay at the same website following the conclusion of the call.

#### **Use of Non-GAAP Financial Measures**

In evaluating the business, the Company considers and uses non-GAAP measures, such as non-GAAP operating loss and non-GAAP net loss attributable to ordinary shareholders, as supplemental measures to review and assess operating performance. The presentation of these non-GAAP financial measures is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"). The Company's non-GAAP financial measures exclude share-based compensation expenses, fair value change of long-term investments, and interest expenses related to the convertible bonds' amortization to face value and gain or loss on extinguishment.

The Company presents these non-GAAP financial measures because they are used by management to evaluate operating performance and formulate business plans. The Company believes that the non-GAAP financial measures help identify underlying trends in its business by excluding the impact of share-based compensation expenses, fair value change of long-term investments, and interest expenses related to the convertible bonds' amortization to face value and gain or loss on extinguishment, which are non-cash charges. The Company also believes that the non-GAAP financial measures could provide further information about the Company's results of operations, and enhance the overall understanding of the Company's past performance and future prospects.

The non-GAAP financial measures are not defined under U.S. GAAP and are not presented in accordance with U.S. GAAP. The non-GAAP financial measures have limitations as analytical tools. The Company's non-GAAP financial measures do not reflect all items of income and expenses that affect the Company's operations and do not represent the residual cash flow available for discretionary expenditures. Further, these non-GAAP measures may differ from the non-GAAP information used by other companies, including peer companies, and therefore their comparability may be limited. The Company compensates for these limitations by reconciling the non-GAAP financial measures to the nearest U.S. GAAP performance measure, all of which should be considered when evaluating performance. The Company encourages you to review the Company's financial information in its entirety and not rely on a single financial measure.

For more information on the non-GAAP financial measures, please see the table captioned "Reconciliation of Non-GAAP Measures to The Most Directly Comparable GAAP Measures" set forth at the end of this press release.

#### **Safe Harbor Statements**

This announcement contains forward-looking statements. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "will," "expects," "anticipates," "aims," "future," "intends," "plans," "believes," "estimates," "confident," "potential," "continue" or other similar expressions. Among other things, the business outlook and quotations from management in this announcement, as well as Pinduoduo's strategic and operational plans, contain forward-looking statements. Pinduoduo may also make written or oral forward-looking statements in its periodic reports to the U.S. Securities and Exchange Commission (the "SEC"), in its annual report to shareholders, in press releases and other written materials and in oral statements made by its officers, directors or employees to fourth parties. Statements that are not historical facts, including but not limited to statements about Pinduoduo's beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: Pinduoduo's growth strategies; its future business development, results of operations and financial condition; its ability to understand buyer needs and provide products and services to attract and retain buyers; its ability to maintain and enhance the recognition and reputation of its brand; its ability to rely on merchants and fourth-party logistics service providers to provide delivery services to buyers; its ability to maintain and improve quality control policies and measures; its ability to establish and maintain relationships with merchants; trends and competition in China's e-commerce market; changes in its revenues and certain cost or expense items; the expected growth of China's e-commerce market; PRC governmental policies and regulations relating to Pinduoduo's industry, and general economic and business conditions globally and in China and assumptions underlying or related to any of the foregoing. Further information regarding these and other risks is included in Pinduoduo's filings with the SEC. All information provided in this press release and in the attachments is as of the date of this press release, and Pinduoduo undertakes no obligation to update any forward-looking statement, except as required under applicable law.

### **About Pinduoduo Inc.**

Pinduoduo is a mobile-only marketplace that connects millions of agricultural producers with consumers across China. Pinduoduo aims to bring more businesses and people into the digital economy so that local communities can benefit from the increased productivity and convenience through new market opportunities.

For more information on Pinduoduo news and industry trends, please visit the content hub at https://stories.pinduoduo-global.com/.

# For investor and media inquiries, please contact:

### Pinduoduo Inc.

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CONDENSED CONSOLIDATED BALANCE SHEETS (Amounts in thousands of Renminbi ("RMB") and U.S. dollars ("US\$"))

|   |                      | As of        |            |  |
|---|----------------------|--------------|------------|--|
|   | December<br>31, 2020 | June 30, 202 | 1          |  |
| _   | RMB                  | RMB          | US\$       |  |
|   | (Unaudited)          |              |            |  |
| ASSETS                                    |                      |              |            |  |
| Current assets                            |                      |              |            |  |
| Cash and cash equivalents                 | 22,421,189           | 19,154,777   | 2,966,697  |  |
| Restricted cash                           | 52,422,447           | 48,214,068   | 7,467,408  |  |
| Receivables from online payment platforms | 729,548              | 686,326      | 106,298    |  |
| Short-term investments                    | 64,551,094           | 73,026,502   | 11,310,365 |  |
| Amounts due from related parties          | 4,240,069            | 3,644,868    | 564,518    |  |
| Prepayments and other current assets      | 5,159,531            | 2,847,398    | 441,006    |  |
| Total current assets                      | 149,523,878          | 147,573,939  | 22,856,292 |  |
| Non-current assets                        |                      |              |            |  |
| Property, equipment and software, net     | 202,853              | 247,114      | 38,273     |  |
| Intangible assets                         | 1,276,751            | 1,004,580    | 155,590    |  |
| Right-of-use assets                       | 629,827              | 689,970      | 106,863    |  |
| Other non-current assets                  | 7,275,305            | 7,224,153    | 1,118,879  |  |
| Total non-current assets                  | 9,384,736            | 9,165,817    | 1,419,605  |  |
| Total Assets                              | 158,908,614          | 156,739,756  | 24,275,897 |  |

CONDENSED CONSOLIDATED BALANCE SHEETS (Amounts in thousands of Renminbi ("RMB") and U.S. dollars ("US\$"))

|  |                            | As of        |                |  |
|--|----------------------------|--------------|----------------|--|
|  | December 31, 2020 June 30. |              | , 2021         |  |
|  | RMB                        | RMB          | US\$           |  |
|  |                            | (Unaudite    | d)             |  |
| LIABILITIES AND SHAREHOLDERS' EQUIT        | Y                          |              |                |  |
| Current liabilities                        |                            |              |                |  |
| Amounts due to related parties             | 3,385,863                  | 6,355,925    | 984,407        |  |
| Customer advances and deferred revenues    | 2,423,190                  | 973,989      | 150,852        |  |
| Payable to merchants                       | 53,833,981                 | 50,754,254   | 7,860,833      |  |
| Accrued expenses and other liabilities     | 11,193,372                 | 9,050,493    | 1,401,742      |  |
| Merchant deposits                          | 10,926,319                 | 12,636,683   | 1,957,173      |  |
| Short-term borrowings                      | 1,866,316                  |              | , , , <u>-</u> |  |
| Lease liabilities                          | 253,036                    | 302,639      | 46,873         |  |
| Total current liabilities                  | 83,882,077                 | 80,073,983   | 12,401,880     |  |
| Non-current liabilities                    |                            |              |                |  |
| Convertible bonds                          | 14,432,792                 | 11,342,314   | 1,756,701      |  |
| Lease liabilities                          | 414,939                    | 423,595      | 65,607         |  |
| Other non-current liabilities              | 2,918                      | 1,957        | 303            |  |
| Total non-current liabilities              | 14,850,649                 | 11,767,866   | 1,822,611      |  |
| Total Liabilities                          | 98,732,726                 | 91,841,849   | 14,224,491     |  |
| Shareholders' equity                       |                            |              |                |  |
| Ordinary shares                            | 159                        | 161          | 25             |  |
| Additional paid-in capital                 | 86,698,660                 | 92,529,899   | 14,331,056     |  |
| Accumulated other comprehensive loss       | (1,047,728)                | (1,666,114)  | (258,048)      |  |
| Accumulated deficits                       | (25,475,203)               | (25,966,039) | (4,021,627)    |  |
| Total Shareholders' Equity                 | 60,175,888                 | 64,897,907   | 10,051,406     |  |
| Total Liabilities and Shareholders' Equity | 158,908,614                | 156,739,756  | 24,275,897     |  |

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME/ (LOSS)

(Amounts in thousands of RMB and US\$)

For the three months ended June 30,

|                                      | 2020 2021    |              | 21          | 2020         | 2021         |             |
|--------------------------------------|--------------|--------------|-------------|--------------|--------------|-------------|
|                                      | RMB          | RMB          | US\$        | RMB          | RMB          | US\$        |
|                                      | (Unaudited)  | (Unaudited)  | (Unaudited) | (Unaudited)  | (Unaudited)  | (Unaudited) |
| Revenues                             | 12,193,315   | 23,046,220   | 3,569,405   | 18,734,374   | 45,213,319   | 7,002,651   |
| Costs of revenues                    | (2,662,115)  | (7,897,886)  | (1,223,227) | (4,492,362)  | (18,643,936) | (2,887,578) |
| Gross profit                         | 9,531,200    | 15,148,334   | 2,346,178   | 14,242,012   | 26,569,383   | 4,115,073   |
| Sales and marketing expenses         | (9,113,584)  | (10,387,873) | (1,608,877) | (16,410,205) | (23,385,280) | (3,621,919) |
| General and administrative expenses  | (394,842)    | (434,151)    | (67,241)    | (733,116)    | (786,006)    | (121,737)   |
| Research and development expenses    | (1,662,356)  | (2,328,831)  | (360,690)   | (3,135,506)  | (4,547,574)  | (704,330)   |
| Total operating expenses             | (11,170,782) | (13,150,855) | (2,036,808) | (20,278,827) | (28,718,860) | (4,447,986) |
| Operating (loss)/ profit             | (1,639,582)  | 1,997,479    | 309,370     | (6,036,815)  | (2,149,477)  | (332,913)   |
| Interest and investment income, net  | 838,276      | 544,629      | 84,352      | 1,298,558    | 1,515,106    | 234,660     |
| Interest expenses                    | (162,918)    | (293,999)    | (45,535)    | (313,552)    | (629,455)    | (97,490)    |
| Foreign exchange (loss)/ gain        | (2,397)      | 44,452       | 6,885       | (21,670)     | 34,078       | 5,278       |
| Other income, net                    | 67,008       | 123,391      | 19,111      | 54,617       | 593,775      | 91,964      |
| (Loss)/ profit before income tax and |              |              |             |              |              |             |
| share of results of equity investees | (899,613)    | 2,415,952    | 374,183     | (5,018,862)  | (635,973)    | (98,501)    |
| Share of results of equity investees | 264          | (1,372)      | (212)       | 184          | 145,137      | 22,479      |
| Income tax expenses                  |              |              |             |              |              |             |
| Net (loss)/ income                   | (899,349)    | 2,414,580    | 373,971     | (5,018,678)  | (490,836)    | (76,022)    |

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME/ (LOSS)

(Amounts in thousands of RMB and US\$, except for per share data)

|  | For the three months ended June 30, |                    |                     | For the six months ended June 30, |                    |                     |
|--|-------------------------------------|--------------------|---------------------|-----------------------------------|--------------------|---------------------|
|  | 2020                                | 2020 2021          |                     | 2020                              | 2021               |                     |
|  | RMB<br>(Unaudited)                  | RMB<br>(Unaudited) | US\$<br>(Unaudited) | RMB<br>(Unaudited)                | RMB<br>(Unaudited) | US\$<br>(Unaudited) |
| Net (loss)/ income   | (899,349)                           | 2,414,580          | 373,971             | (5,018,678)                       | (490,836)          | (76,022)            |
| Net (loss)/ income attributable to ordinary shareholders               | (899,349)                           | 2,414,580          | 373,971             | (5,018,678)                       | (490,836)          | (76,022)            |
| (Loss)/ earnings per ordinary share:                                   |                                     |                    |                     |                                   |                    |                     |
| -Basic   | (0.19)                              | 0.48               | 0.07                | (1.06)                            | (0.10)             | (0.02)              |
| -Diluted   | (0.19)                              | 0.42               | 0.07                | (1.06)                            | (0.10)             | (0.02)              |
| (Loss)/ earnings per ADS (4 ordinary shares equals 1 ADS ):            |                                     |                    |                     |                                   |                    |                     |
| -Basic   | (0.75)                              | 1.93               | 0.30                | (4.26)                            | (0.39)             | (0.06)              |
| -Diluted   | (0.75)                              | 1.69               | 0.27                | (4.26)                            | (0.39)             | (0.06)              |
| Weighted average number of outstanding ordinary shares (in thousands): |                                     |                    |                     |                                   |                    |                     |
| -Basic   | 4,781,243                           | 5,013,747          | 5,013,747           | 4,715,677                         | 4,998,722          | 4,998,722           |
| -Diluted   | 4,781,243                           | 5,719,402          | 5,719,402           | 4,715,677                         | 4,998,722          | 4,998,722           |

# PINDUODUO INC. NOTES TO FINANCIAL INFORMATION (Amounts in thousands of RMB and US\$)

For the three months ended June 30,

|  | 2020               | 2021               |                     | 2020               | 2021               |                     |
|--|--------------------|--------------------|---------------------|--------------------|--------------------|---------------------|
|  | RMB<br>(Unaudited) | RMB<br>(Unaudited) | US\$<br>(Unaudited) | RMB<br>(Unaudited) | RMB<br>(Unaudited) | US\$<br>(Unaudited) |
| Revenues                               | (Chauditeu)        | (Chaudited)        | (emmunica)          | ,                  | ,                  | ,                   |
| - Online marketing services and others | 11,054,698         | 18,080,419         | 2,800,300           | 16,546,968         | 32,191,905         | 4,985,891           |
| - Transaction services                 | 1,138,617          | 3,007,638          | 465,824             | 2,187,406          | 5,939,113          | 919,851             |
| - Merchandise sales                    |                    | 1,958,163          | 303,281             |                    | 7,082,301          | 1,096,909           |
| Total                                  | 12,193,315         | 23,046,220         | 3,569,405           | 18,734,374         | 45,213,319         | 7,002,651           |

# PINDUODUO INC. NOTES TO FINANCIAL INFORMATION (Amounts in thousands of RMB and US\$)

#### For the three months ended June 30,

|   | 2020        | 2021        |             | 2020        | 20          | 21          |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
|   | RMB         | RMB         | US\$        | RMB         | RMB         | US\$        |
|   | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) |
| Share-based compensation costs included in: |             |             |             |             |             |             |
| Costs of revenues                           | 9,497       | 7,442       | 1,153       | 17,944      | 11,806      | 1,829       |
| Sales and marketing expenses                | 249,542     | 383,540     | 59,403      | 481,341     | 683,023     | 105,787     |
| General and administrative expenses         | 258,316     | 220,365     | 34,130      | 478,504     | 411,535     | 63,739      |
| Research and development expenses           | 397,156     | 576,416     | 89,275      | 746,095     | 1,054,208   | 163,275     |
| Total                                       | 914,511     | 1,187,763   | 183,961     | 1,723,884   | 2,160,572   | 334,630     |

# PINDUODUO INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Amounts in thousands of RMB and US\$)

### For the three months ended June 30,

|  | 2020        | 2020 2021   |             | 2020         | 2021        |             |
|--|-------------|-------------|-------------|--------------|-------------|-------------|
|  | RMB         | RMB         | US\$        | RMB          | RMB         | US\$        |
|  | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited)  | (Unaudited) | (Unaudited) |
| Net cash provided by operating activities  | 5,495,336   | 7,371,215   | 1,141,655   | 4,928,266    | 3,646,668   | 564,797     |
| Net cash used in investing activities  | (9,695,818) | (3,484,056) | (539,612)   | (11,280,010) | (9,105,103) | (1,410,201) |
| Net cash provided by/ (used in) financing activities<br>Effect of exchange rate changes on cash, cash            | 8,418,741   | (636,619)   | (98,599)    | 9,624,213    | (1,875,493) | (290,477)   |
| equivalents and restricted cash  | (39,494)    | (192,413)   | (29,801)    | 59,564       | (140,863)   | (21,818)    |
| Increase/ (decrease) in cash, cash equivalents and   |             |             |             |              |             |             |
| restricted cash  | 4,178,765   | 3,058,127   | 473,643     | 3,332,033    | (7,474,791) | (1,157,699) |
| Cash, cash equivalents and restricted cash at beginning of period  Cash, cash equivalents and restricted cash at | 32,499,125  | 64,310,718  | 9,960,462   | 33,345,857   | 74,843,636  | 11,591,804  |
| end of period  | 36,677,890  | 67,368,845  | 10,434,105  | 36,677,890   | 67,368,845  | 10,434,105  |

# RECONCILIATION OF NON-GAAP MEASURES TO THE MOST DIRECTLY COMPARABLE GAAP MEASURES

(Amounts in thousands of RMB and US\$, except for per share data)

For the three months ended June 30,

|   | 2020        | 2020 2021   |             | 2020        | 2021        |             |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
|   | RMB         | RMB         | US\$        | RMB         | RMB         | US\$        |
|   | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) |
| Operating (loss)/ profit  | (1,639,582) | 1,997,479   | 309,370     | (6,036,815) | (2,149,477) | (332,912)   |
| Add: Share-based compensation   | 914,511     | 1,187,763   | 183,961     | 1,723,884   | 2,160,572   | 334,630     |
| Non-GAAP operating (loss)/ profit   | (725,071)   | 3,185,242   | 493,331     | (4,312,931) | 11,095      | 1,718       |
| Net (loss)/ income attributable to ordinary shareholders  | (899,349)   | 2,414,580   | 373,971     | (5,018,678) | (490,836)   | (76,021)    |
| Add: Share-based compensation Add: Interest expense related to convertible bonds'   | 914,511     | 1,187,763   | 183,961     | 1,723,884   | 2,160,572   | 334,630     |
| amortization to face value and gain or loss on extinguishment, net Less/add: (Gain)/ loss from fair value change of long-term | 146,445     | 298,863     | 46,288      | 286,757     | 617,474     | 95,635      |
| investments   | (238,848)   | 224,100     | 34,709      | (238,848)   | (52,236)    | (8,090)     |
| Non-GAAP net (loss)/ income attributable to ordinary shareholders   | (77,241)    | 4,125,306   | 638,929     | (3,246,885) | 2,234,974   | 346,154     |
| Non-GAAP diluted weighted-average number of ordinary shares outstanding (in thousands)  | 4,781,243   | 5,784,208   | 5,784,208   | 4,715,677   | 5,795,517   | 5,795,517   |
| Diluted (loss)/ earnings per ordinary share<br>Add: Non-GAAP adjustments to (loss)/ earnings per ordinary                     | (0.19)      | 0.42        | 0.07        | (1.06)      | (0.10)      | (0.02)      |
| share   | 0.17        | 0.29        | 0.04        | 0.37        | 0.49        | 0.08        |
| Non-GAAP diluted (loss)/ earnings per ordinary share  | (0.02)      | 0.71        | 0.11        | (0.69)      | 0.39        | 0.06        |
| Non-GAAP diluted (loss)/ earnings per ADS   | (0.06)      | 2.85        | 0.44        | (2.75)      | 1.54        | 0.24        |