

**NASDAQ: GTEC** 

# SECOND QUARTER FISCAL YEAR 2021 EARNINGS PRESENTATIONS







August 10, 2021

## **Disclaimer**

## GREENLAND

This presentation contains the business information of Greenland Technologies Holding Limited (the "Company"). The information contained in the presentation has not been independently verified. No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, appropriateness, accuracy, completeness or reliability of such information (opinions, expectations, projections and valuations contained herein). Any liability for any negligent misstatement in respect of the contents of, or any omission from, the presentation is hereby expressly excluded. It is not the intention to provide, and you may not rely on the presentation as providing, a complete or comprehensive analysis of Company's financial or trading position or prospects. Past performance is no guarantee of future performance. The information contained in the presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. None of Company nor any of their respective affiliates, advisers, service providers, representatives, directors, officers and employees or any other person accepts any liability whatsoever (in negligence or otherwise) for the contents of the presentation.

The slides forming part of this presentation have been prepared for the purposes of providing background information about the Company. This presentation may contain, among other things, information and statistics relating to the transmission industry and related industries in the People's Republic of China ("China"). The Company may have derived such information and data from unofficial sources, without independent verification. Market data and production forecasts contained in this presentation have been obtained from various publicly available sources, product description, as well as from management's good faith estimates, which are derived from management's knowledge of the market, production and independent sources that management believes to be reliable. The Company cannot ensure you that such information is accurate or complete. You should not place undue reliance on statements in this presentation regarding the transmission or other related industries in the China.

This presentation contains financial forecasts and projections relating to the anticipated future financial performance of the Company. Such financial forecasts and projections constitute forward looking information, are for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The significant assumptions and estimates underlying such financial forecasts and projections are subject to a wide variety of significant business, economic, competitive and other risks and uncertainties. Actual results may differ materially from the results contemplated by the financial forecasts and projections contained in this presentation, and the inclusion in this presentation should not be regarded as a representation by any person that the results reflected in such forecasts and projections will be achieved.

This presentation includes financial measures and other non-GAAP financial information that is calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America ("GAAP"). Any non-GAAP financial measures and other non-GAAP financial information used in this presentation are in addition to, and should not be considered superior to, or a substitute for financial statements prepared in accordance with GAAP. Non-GAAP financial measures and other non-GAAP financial information is subject to significant inherent limitations. The non-GAAP financial measures and other non-GAAP financial information is subject to significant inherent limitations. The non-GAAP financial measures and other companies.

The information contained in this presentation does not constitute an offer or invitation to purchase for any shares of GTEC for sale in the United States (the "U.S.") or anywhere else. The information contained in the presentation has been furnished to you solely for your own use and information and may not be reproduced, redistributed, transmitted or passed on, directly or indirectly, to any other person (whether within or outside your organization/firm) in any manner or published, in whole or in part, for any purpose. By attending this presentation or accepting information contained in the presentation, you agree to be bound by the foregoing limitations. The information contained in the presentation may not be distributed, reproduced, taken or transmitted. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

The information contained in the presentation may be of a price-sensitive nature and the provision of any such information may constitute you and/or your representatives as "insiders" under relevant securities laws. Accordingly, you may not deal in, and will inform your representatives of the restriction against dealing in, any shares in the Company in breach of any applicable laws.

The distribution of information contained in the presentation in other jurisdictions may be restricted by law and persons into whose possession such information comes should inform themselves about, and observe, any such restrictions. By attending this presentation or accepting information contained in the presentation, you agree to be bound by the foregoing instructions. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, that are intended to be covered by the safe harbor created thereby. All statements other than statements of historical fact contained herein, including, without limitation, statements regarding the Company's future financial position, business strategy, plans and objectives, are forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expects," "intends," "plans," "projects," "estimates," or "believes" or the negative thereof or any variation thereon or similar terminology or expressions. Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from results proposed in such statements. The presentation contains statements that reflect Company's current beliefs and expectations about the future as of the respective dates indicated herein. These forward-looking statements are based on a number of assumptions about Company's optical factors beyond Company's control and are subject to significant risks, contingencies and uncertainties, and accordingly, actual results may differ materially from these forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, they can provide no assurance that such expectations will prove to have been correct. Important factors that could cause actual results to differ materially from the Company's expectations include, but are not limited to, those factors set forth in the Company's Reports on Form 10-K and Form 10-K and

## Debut of GEF-Series Electric Lithium Forklifts

Greenland launched its brand new GEF-series lithium powered electric forklifts. The GEF-series is designed with varying rated load capabilities and suited for a wide spectrum of applications, including logistics, warehousing, manufacturing, etc. Deliveries of this innovative series will commence in September 2021 in the North American market.

### Launch of EV Pre-booking Service

Greenland announced the launch of an online EV pre-booking service for its new GEL-1800 1.8-ton Electric Loader and its GEX-8000 Electric Excavator. Deliveries of the two electric industrial vehicle models are expected to start in the fourth quarter of 2021. Customers can reserve an industrial EV with a \$250 refundable deposit.

## Completion of \$7 Million Underwritten Public Offering

In June, Greenland closed the public offering of 857,844 ordinary shares and raised \$7 million for strategic execution in operations including establishing its first assembly facility in the United States.

## Strategic Research Partnership with Shandong Heavy Industry

Greenland entered a major strategic partnership with Shandong Zhongcha Heavy Industry Machinery Co., a multinational heavy machinery and automotive manufacturing company, to cooperatively develop innovative improvements to lithium powered forklifts and other material handling vehicles. This innovation aims to develop the next stage of lithium-powered forklift trucks to capture market share and establish Greenland as a market leader.

# Industry EV Products (New Products)

- All electric forklift trucks, loaders and excavators operating off lithium-ion power.
- Plan to be launched by Q4 2021

٠

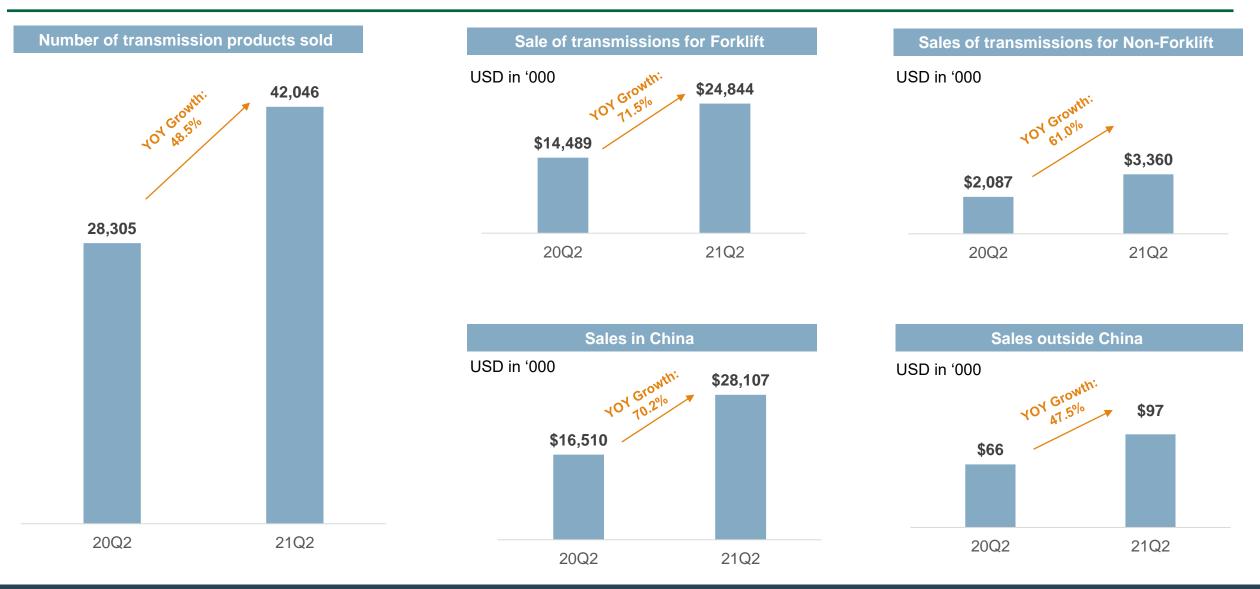
Assembly completed		Assembly in Progress
Electric forklift trucks	GEL-1800 electric loader	GEX-8000 electric excavator
	<image/>	

## We have built solid fundamentals and achieved outstanding performance results

- Strong industry demand in transmission market and our ability to produce and deliver results.
- Shift in the product mix towards the higher value and more sophisticated products such as hydraulic transmission products
- Higher gross margin and prudent expenditure contributed to superior growth in net income



# **Q2'21 Operational Highlights**



# **Business Outlook**

GREENLAND

For the full year of 2021, the company expects total **revenues** to be between **\$90 million to \$100 million**, representing an increase of approximately of **35% to 49%** growth year over year from 2020, respectively.



### New Product Launches by Q4 2021

## **GEF-Series Lithium Electric Forklifts**

- Three models: GEF-1800, GEF-2500, GEF-3500
- Low maintenance
- 10' Operating height at rated load



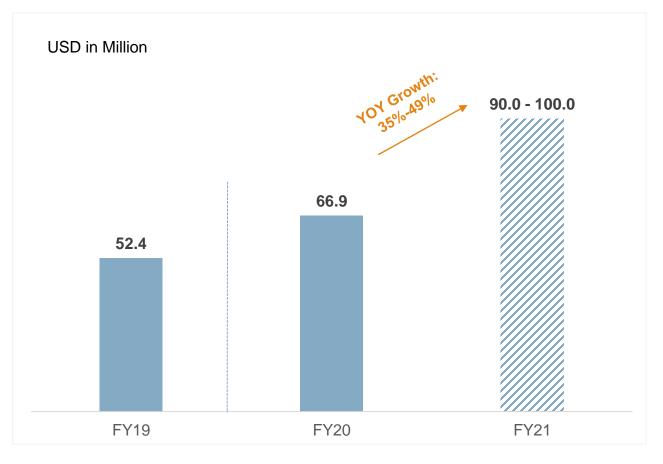


- 1.8T rated operating load capability
- 9 Hours operating time
- Zero operating emissions



## **GEX-8000 Electric Excavator**

- 8.0T rated operating load capability
- 9 Hours operating time
- Zero operating emissions



# **Growth Strategy**





From manufacturing to technology in sustainable energy



From China Focus to Global Positioning



From Key Component supplier to Vehicle OEM



From Hidden Brand to Brand Recognition

- Appendix
- Financial Statements
- Company Overview

## **Consolidated statements of Operations and Comprehensive Income- unaudited**



#### FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2021, AND 2020 (UNAUDITED, IN U.S. DOLLARS)

	Fo	r the three mo June 3	ended	Fo	or the six mo June 3	nded
		2021	2020		2021	2020
REVENUES	\$	28,204,307	\$ 16,576,345	\$	52,815,201	\$ 26,448,412
COST OF GOODS SOLD		22,499,138	13,694,235		42,005,645	21,642,354
GROSS PROFIT		5,705,169	2,882,110		10,809,556	4,806,058
Selling expenses		495,462	304,535		874,692	521,376
General and administrative expenses		752,212	443,476		1,663,351	1,517,885
Research and development expenses		1,005,296	475,649		1,964,841	1,039,947
Total operating expenses	\$	2,252,970	\$ 1,223,660	\$	4,502,884	\$ 3,079,208
INCOME FROM OPERATIONS	\$	3,452,199	\$ 1,658,450	\$	6,306,672	\$ 1,726,850
Interest income		4,833	42,521		9,428	75,831
Interest expense		(221,664)	(389,072)		(401,853)	(710,764)
Other income		311,114	255,580		598,090	852,832
INCOME BEFORE INCOME TAX	\$	3,546,482	\$ 1,567,479	\$	6,512,337	\$ 1,944,749
INCOME TAX		394,159	95,971		916,775	145,158
NET INCOME	\$	3,152,323	\$ 1,471,508	\$	5,595,562	\$ 1,799,591
LESS: NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTEREST		371,570	212,411		686,241	283,830
NET INCOME ATTRIBUTABLE TO GREENLAND TECHNOLOGIES HOLDING CORPORATION AND SUBSIDIARIES	\$	2,780,753	\$ 1,259,097	\$	4,909,321	\$ 1,515,761
OTHER COMPREHENSIVE INCOME (LOSS):		833,963	58,835		575,734	(1,246,925)
Unrealized foreign currency translation income (loss) attributable to Greenland technologies holding corporation and subsidiaries		591,484	45,180		402,381	(559,814)
Unrealized foreign currency translation income (loss) attributable to Noncontrolling interest		242,479	13,655		173,353	(687,111)
Comprehensive income		3,372,237	1,304,277		5,311,702	955,947
Noncontrolling interest		614,049	226,066		859,594	(403,281)
WEIGHTED AVERAGE ORDINARY SHARES OUTSTANDING:						
Basic and diluted		10,814,479	10,021,142		10,574,223	10,015,203
NET INCOME PER ORDINARY SHARE ATTRIBUTABLE TO OWNERS OF THE COMPANY:						
Basic and diluted		0.26	0.13		0.46	0.15

### AS OF JUNE 30, 2021 AND DECEMBER 31, 2020 (UNAUDITED, IN U.S. DOLLARS)

	June 30,		December 31,
	2021		2020
	(Unaudited)		
ASSETS			
Current assets			
Cash and cash equivalents	\$ 10,756,968	\$	7,159,015
Restricted cash	9,767,210		2,244,038
Notes receivables	33,113,729		30,803,772
Accounts receivable, net of allowance for doubtful accounts of \$996,984 and \$986,532, respectively	20,519,818		12,408,548
Inventories	17,731,415		15,380,063
Due from related parties-current	38,946,503		38,535,171
Advance to suppliers	732,019		447,901
Prepayments and other current assets	542,882		664,926
Total Current Assets	\$ 132,110,544	\$	107,643,434
Non-current asset			
Property, plant, equipment and construction in progress, net	19,534,056		20,135,339
Land use rights, net	4,030,352		4,035,254
Other intangible assets	- -		
Due from related parties – non-current	-		<u>-</u>
Deferred tax assets	158,698		158,455
Goodwill	3,890		3,890
Other non-current assets	41,860		158,455
Total non-current assets	\$ 23,768,856	\$	24,335,303
TOTAL ASSETS	\$ 155,879,400	\$	131,978,737

### AS OF JUNE 30, 2021 AND DECEMBER 31, 2020 (UNAUDITED, IN U.S. DOLLARS)

Current Liabilities   Short-term bank loans   Short-term bank loans   Notes payable-bank acceptance notes   Accounts payable   Customer deposits   Due to related parties   Other current liabilities   Long-term payable- current portion	2021 (Unaudited) 11,899,452 38,202,952 28,300,234 163,435 7,904,430 1,475,090 584,003 88,529,596	\$	<b>2020</b> <b>18,487,356</b> 25,889,067 22,005,260 366,029 9,051,119 2,212,325
Short-term bank loans\$Notes payable-bank acceptance notesAccounts payableCustomer depositsDue to related partiesOther current liabilities	<b>11,899,452</b> 38,202,952 28,300,234 163,435 7,904,430 1,475,090 584,003		25,889,067 22,005,260 366,029 9,051,119
Short-term bank loans\$Notes payable-bank acceptance notesAccounts payableCustomer depositsDue to related partiesOther current liabilities	38,202,952 28,300,234 163,435 7,904,430 1,475,090 584,003		25,889,067 22,005,260 366,029 9,051,119
Notes payable-bank acceptance notes Accounts payable Customer deposits Due to related parties Other current liabilities	38,202,952 28,300,234 163,435 7,904,430 1,475,090 584,003		25,889,067 22,005,260 366,029 9,051,119
Accounts payable Customer deposits Due to related parties Other current liabilities	28,300,234 163,435 7,904,430 1,475,090 584,003		22,005,260 366,029 9,051,119
Customer deposits Due to related parties Other current liabilities	163,435 7,904,430 1,475,090 584,003		366,029 9,051,119
Due to related parties Other current liabilities	7,904,430 1,475,090 584,003		9,051,119
Other current liabilities	1,475,090 584,003		
	584,003		2,212,325
Long-term payable- current portion			
	88,529,596		797,179
Total current liabilities		\$	78,808,335
Long-term liabilities			
Long-term payables	-		166,292
Other long-term liabilities	2,240,949		2,342,648
Total long-term liabilities \$	2,240,949	\$	2,508,940
TOTAL LIABILITIES	90,770,545	\$	81,317,275
		+	,
EQUITY			
Ordinary shares, no par value, 10,498,127 shares authorized; 10,498,127 and 10,225,142 shares issued and outstanding as			
of March 31, 2021 and December 31, 2020.	-		-
Additional paid-in capital	21,983,495		13,707,39
Statutory reserves	3,842,331		4,517,117
Retained earnings	32,312,439		26,728,332
Accumulated other comprehensive loss	339,456		(62,925)
Total shareholders' equity \$	58,477,721	\$	44,889,922
Non-controlling interest	6,631,134		5,771,540
TOTAL EQUITY <u>\$</u>	65,108,855	\$	50,661,462
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY \$	155,879,400	\$	131,978,737

# **Company Overview**

## GREENLAND

### Snapshot



A leading designer and manufacturer of drivetrain systems for industry vehicles as well as EVs



A pioneer in the manufacture of electric industrial vehicles such as eLoaders, eExcavators and eForklift trucks



A leading technology developer that has a unique market position achieved and protected by its patents, know-hows, and other trade secrets



Well-established manufacturing capabilities with a mature supply chain and a sustainable profit generating history

### Drivetrain Products



Drivetrain for Forklift Trucks

## Industrial EV Products

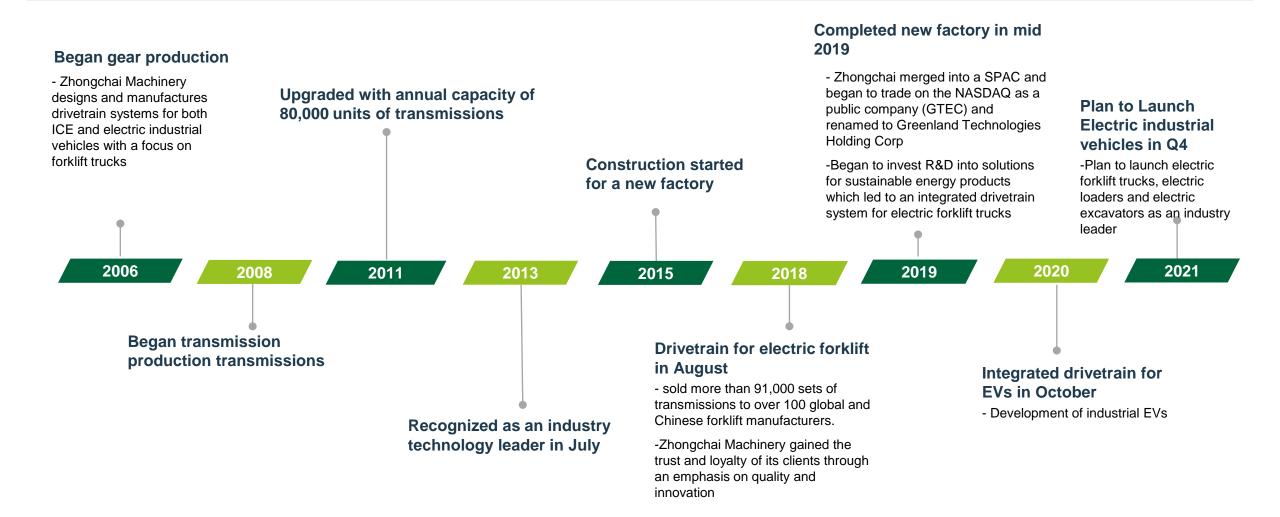


Electric Lift Trucks



Electric Drivetrain for EVs

# **Company History**



# **Product Evolution**

Since 2006, the Company started making high precision gears. From lower value chain to today's industrial leading position, the Company now provides critical key components for industrial EV manufacturers in China and will also providing finished industrial EVs globally.

Transmission Drivetrain for Advanced drivetrain Electric powered **Precision Gears Electric Loaders** drivetrain for EVs for forklift truck forklift trucks for industry vehicles 2006 2007 2015 2019 2020 2021

Greenland's product line continues to shift towards bigger and higher value markets



Electric Lift Truck



# **Drivetrain Products**



The Company provides high-quality drivetrain systems for IC and electric powered commercial vehicles, mainly for forklift trucks. It is one of the largest drivetrain manufacturers in China and it provides its drivetrain to domestic and global OEMs.



Hydraulic Transmission for forklift trucks



Transmission for heavyduty forklift trucks



Electric powered drivetrain for electric forklift trucks



Transmission for field forklift trucks



Drivetrain for forklift trucks



Gearbox for electric light-duty commercial EVs