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### Milestones Achieved in Q2 2020

#### Building a Solid Foundation for Future Growth

- Reduced our debt by ~50%
- Cash as of June 30, 2020 ~\$36.4M\*
- Momentum in MEG revenue growth
- Soft opened the MEG Center in Qingdao
- Established Medici Motor Works (MMW)
- Created pathway to electricity sales



### Revenue Opportunities for Ideanomics

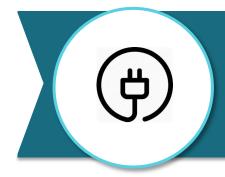


# **Expected Fees Derived from Group Purchasing of Commercial Vehicles\***

Trucks, Specialty Vehicles	Buses	Taxis	Delivery
6-8%	6-15%	2-4%	2-15%

#### **Expected Fees Derived from Selling Energy**

Charging Stations	Pre-paid Wholesale	
(Revenue Share Model)	Electricity	
100bps - 5%	Spread on markup	



#### **Electricity Sales**

- Pre-paid sales to fleet operators
- Sales to EV charging stations
- Sales to 5G towers
- 4-in-1 Energy Card (with China UnionPay)

<sup>\*</sup> The dollar value of the commissions earned is dependent on the government subsidy program in place at the time the order is completed.

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# Q2 2020 Financial Highlights

- Reported the largest revenues to date from MEG
- Finished the quarter with \$36 million in cash
- Reduced the principal value of convertible debt by almost \$12 million
- Removed the Going Concern qualification from our financial statements
- Continued to reduce our operating cost base through rationalization of the Company's office leases

# Q2 2020 Earnings Summary (USD, 000s)

(in USD, 000s)	Q2 2019	Q1 2020	Q2 2020*	Δ% ΥοΥ
Revenues	\$14,454	\$378	\$4,692	(68)%
Gross Profit	\$13,738	\$44	\$255	(98)%
Operating Expenses	\$8,024	\$9,479	\$16,524	106%
Operating Margin	56%	n/m	n/m	
EPS – Diluted	\$0.05	\$(0.08)	\$(0.15)	

n/m = Not Meaningful

<sup>\*</sup> Q2 2020 operating expenses of \$16.5M includes a non-cash impairment charge of \$6.2M.

### 6 Months 2020 Consolidated Statement of Cash Flows

six months ended	June 30, 2020	June 30, 2019
Net cash used in operating activities	(10,390)	(5,888)
Net cash used in investing activities	(1,879)	(2,249)
Net cash provided by financing activities	45,737	6,087
Effect of exchange rate changes on cash	283	4
Net increase/(decrease) in cash and cash equivalents	33,751	(2,046)
Cash and cash equivalents at beginning of period	2,633	3,106
Cash and cash equivalents at end of period	36,384	1,060



# THANK YOU

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