

# Empowering the New Economy

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## Q2 2020 Earnings Summary

NASDAQ: IDEX

August 10, 2020



# Disclosure and Forward-looking Statements

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This presentation contains certain statements that may include 'forward looking statements' within the meaning of federal securities laws. All statements, other than statements of historical facts, included herein are 'forward-looking statements.' Although the Company believes that the expectations reflected in these forward-looking statements are reasonable, they do involve assumptions, risks and uncertainties, and these expectations may prove to be incorrect. You should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

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# Business Review

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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



## Commercial EV Sales

- EV Sales
- EV Sales with lease-financing funds
- MEG Center in Qingdao
- Ex-China sales (E.g. Treeletrik)

## 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 (Revenue Share Model)	Pre-paid Wholesale 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)

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



# Financial Review

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## Q2 2020 Financial Highlights

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- 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)

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

n/m = Not Meaningful

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



## 6 Months 2020 Consolidated Statement of Cash Flows

<i>six months ended</i>	<b>June 30, 2020</b>	<b>June 30, 2019</b>
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
<b>Cash and cash equivalents at end of period</b>	<b>36,384</b>	<b>1,060</b>

# THANK YOU

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