



Make Car Purchases Simple
and Enjoyable

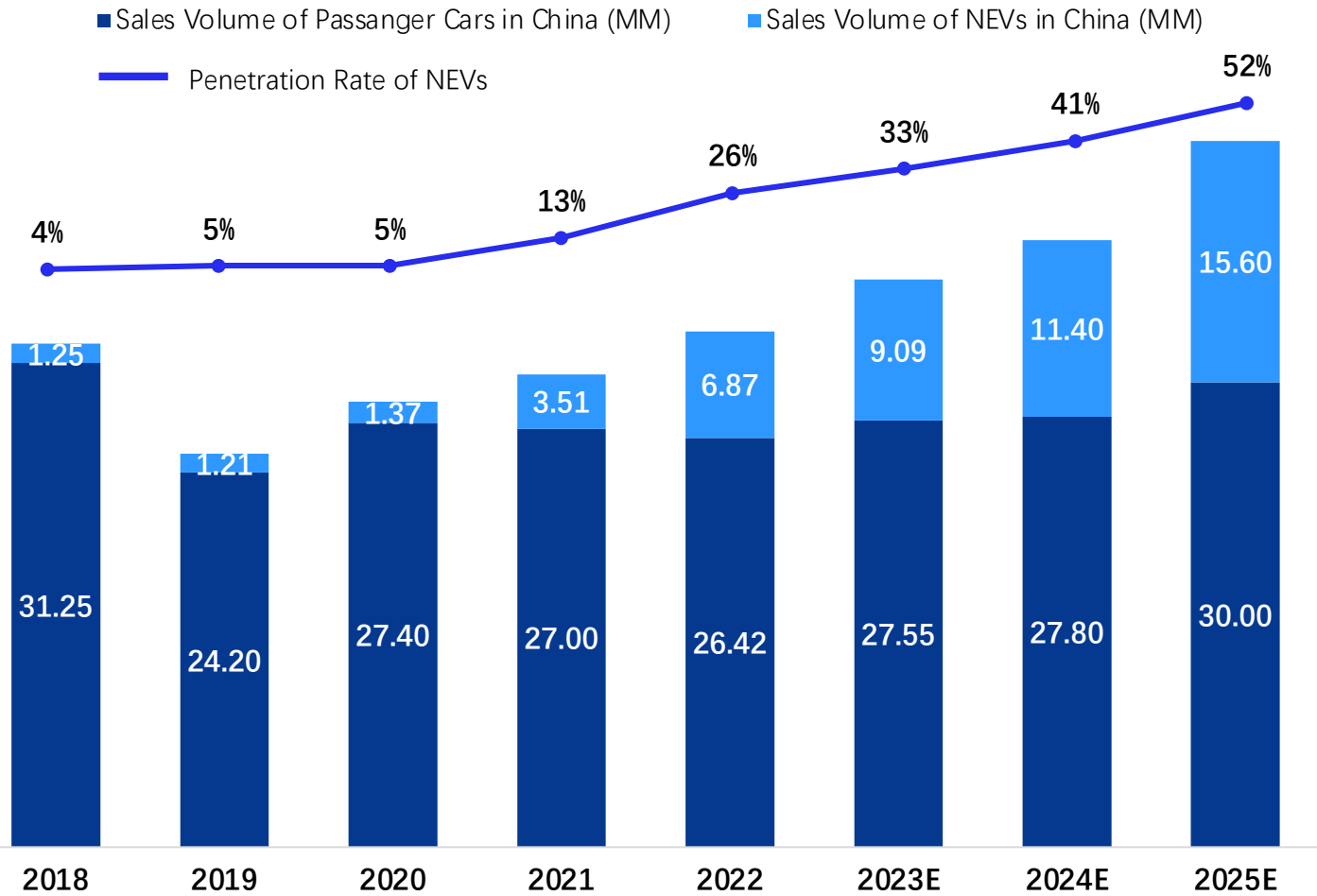
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Investor Presentation

2Q23

STEADY RECOVERY IN CHINA'S AUTO MARKET

Sales Volume of Passenger Cars and NEVs in China (MM)



Growing technology platform for car trading services



Currently growth has flattened but long-term potential remains as China is the world's largest auto market



Rapid development of NEV technology

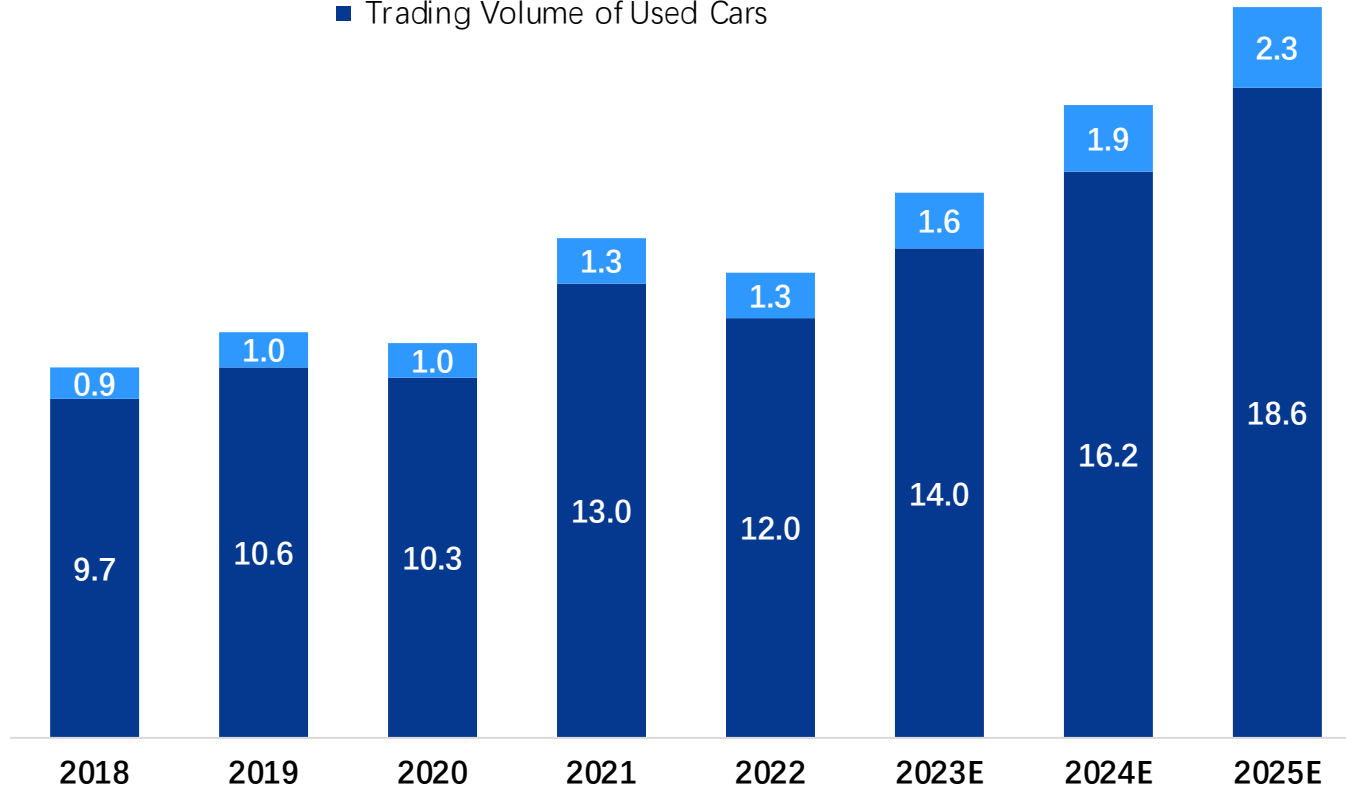


Support from the central government and favorable industry policies

Trading Volume of Used Cars in China (MM)

■ Trading Volume of Used Cars on Trading Platforms

■ Trading Volume of Used Cars



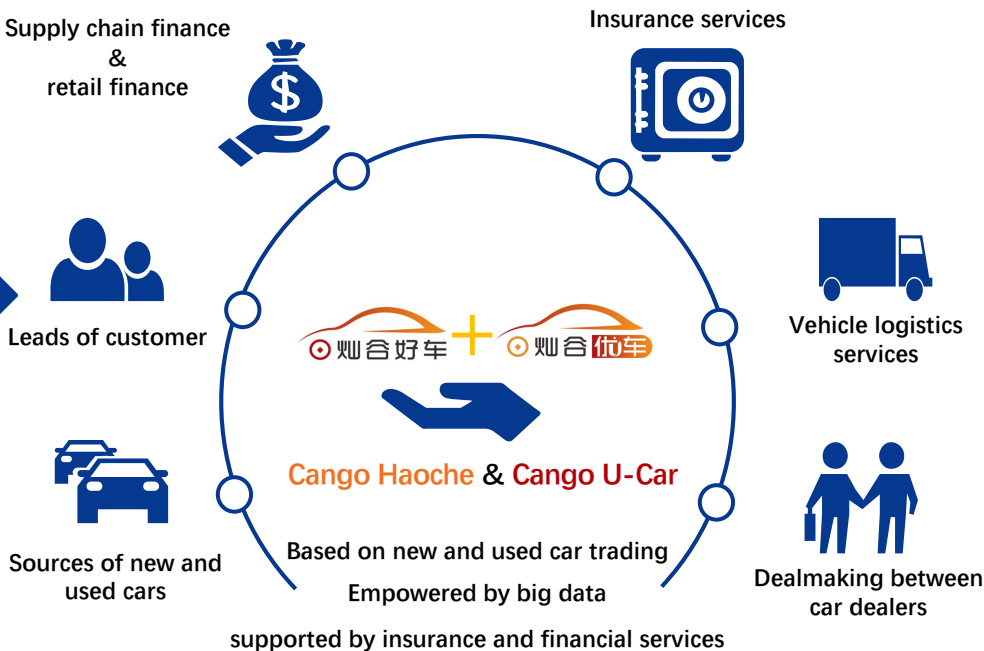
- In the era of a saturated automobile market, the number of consumers opting for upgrading or exchanging their vehicles has surpassed those purchasing new cars, leading to a rapid growth trend in the used car market.
- With improving policy support and market regulation, the used car industry is moving towards formalization, scaling, and branding.
- Consumers are now placing more emphasis on the overall experience and are seeking more convenient services that combine online and offline elements, which is driving a transformation in traditional offline transaction models.

Third-party Auto Financial Service Provider



Strategic upgrade:
Focus on auto trading services

One-stop Car Trading Service Platform



Dealer network: ~50,000



Number of cities covered: 300+



Number of customers served: 2,000,000+



STEADY GROWTH OF PLATFORM PERFORMANCE DATA



*As of June 30, 2023

01 DATA

User Digital Behavior
Data Lineage
KPI Dictionary
DaaS Data Supermarket

03 EFFICIENCY

Private Domain Operation Platform
Robotic Process Automation
Service Product Counter
Digitalized Products

02 EXPERIENCE

New and Used Car Apps
HEART Experience Model Hybrid
App Framework
Event Tracking Platform

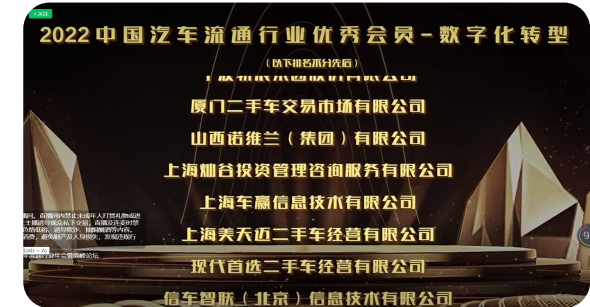
04 TECHNOLOGY

CI/CD Pipeline
AI Use Cases
Automated GUI Testing
Service Scaffolding

Notes:

CI/CD: Continuous integration (CI) and continuous delivery (CD)

GUI: Graphical user interface



2022 Outstanding Member of the China Automobile Dealers Association
Digital Transformation Award



Top 30 CDI China Digital Enterprises in 2022



Top 10 Digital Service Providers of China's Automotive Mobility Industry

Cango CSR program focuses on orphaned and impoverished children and children with disabilities.
Cango Volunteers are dedicated to helping them improve living conditions and live for a better future.



Work with **Chunhui Care Home** to help orphaned and disabled children get medical assistance and improve their survival and adoption rates.



Participate in public welfare activities such as **Egg Walkathon** to raise money for disadvantage children.



Build **CANGO Book Corners** in primary schools in remote areas in Yunnan to help cultivate children's interest in reading and broaden children's knowledge.



CANGO Dream Fund has supported extracurricular projects in more than 10 primary schools in Yunnan.

WHY WORK WITH CANGO



Cango adheres to the core values of long-termism, value creation, win-win cooperation and honesty. The Company has been widely recognized for its commitment and has built an outstanding reputation across the industry.



Cango has strong cash reserves in both RMB and USD.



Cango accumulated a rich source of purchasing resources from OEMs after operating for a decade.



Cango has rich experience in risk control and consistent management accumulated from long-term engagements in the auto finance business.



Cango has branches and offices in Hong Kong SAR and many cities in Chinese mainland.



Cango has a self-developed IT system which supports warehousing, sales management and financing business.

Our Management Team



Xiaojun ZHANG

Co-founder and Chairman

- 20+ years of experience in the auto industry
- Served as a financial supervisor of People's Bank of China, Shanghai Branch
- Master's degree in business administration from Peking University. Completed China Senior Executive Program at Harvard Business School



Jiayuan LIN

Co-founder and CEO

- 20+ years of experience in the auto industry
- Served as the Deputy Manager of Audit, and Credit Divisions in the Finance Department at Pudong Branch of Bank of China
- Bachelor's degree in economics from Shanghai University of Finance and Economics. Completed the China Senior Executive Program at Harvard Business School



Yongyi ZHANG

CFO

- 20+ years of experience in finance and capital markets
- Worked as an auditor at Arthur Andersen (Shanghai Office)
- Bachelor's degree in international accounting from Shanghai University of Finance and Economics. Completed the China Senior Executive Program at Harvard Business School



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This presentation contains forward-looking statements, including descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the business operations and financial condition of the Company. These forward-looking statements can be identified by terminology such as "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates," "confident" and similar statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement. The Company or any of its affiliates, directors, officers, advisors or representatives has no obligation and does not undertake to revise forward-looking statements to reflect new information, future events or circumstances after the date of this presentation, except as required by law.

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