

# **APOLLO INSIGHTS**

# **Cango Catapults Into Bitcoin Mining**

# **KEY POINTS**

**Cango – Leading Bitcoin Mining Player.** With the acquisition of Bitcoin mining equipment representing a deployed hash rate of 32 Exahash/second (EH/s) in November 2024, Cango has advanced to the #5 position in Bitcoin mining in terms of deployed hash rate in March 2025, behind Mara, CleanSpark, IREN, and Riot, according to our analysis.

**Poised To Grow Deployed Hash Rate.** We believe Cango is well-positioned to grow Bitcoin mining revenue and EBITDA in the quarters ahead. We are modeling a deployed hash rate of 42 EH/s for Cango by the end of FY25E (+10 EH/s y/y).

Adoption of Bitcoin Gains Momentum. We believe positive catalysts for mainstream adoption of Bitcoin have emerged, such as last year's launch of spot Bitcoin exchange-traded funds (ETFs) by the likes of BlackRock and Fidelity and, more recently, President Trump's executive order to establish a strategic Bitcoin reserve for the U.S. These events in our view, should help legitimize Bitcoin as a store of value.

Increased Regulatory Transparency Expected to Drive Bitcoin's Development. President Trump's appointments of pro-cryptocurrency figures to key leadership positions, we believe, provide additional firepower to drive the creation of a more transparent cryptocurrency regulatory framework. We believe this backdrop will help promote investor confidence and support Bitcoin's continued growth and development.

**Highly Scalable Business Model.** We estimate FY25E and FY26E revenue of RMB3,913.2 million and RMB4,644.6 million (+18.7% y/y), and FY25E and FY26E adjusted EBITDA of RMB665.6 million and RMB1,185.2 million (+78.1% y/y), respectively. We anticipate the operating leverage inherent in Cango's Bitcoin mining business model, together with our expectation of rising Bitcoin prices in the quarters ahead, will drive our FY25E and FY26E adjusted EBITDA margins of 17% and 25.5% (+850 bps y/y), respectively.

**Valuation.** CANG shares are currently trading at a CY26E enterprise value-to-adjusted EBITDA (EV/adjusted EBITDA) multiple of 1.8x, representing a ~62% discount to our comparable group for the company.

# April 21, 2025

# Cango Inc. (NYSE: CANG)

# INITIATION OF COVERAGE

#### **Mark Marostica**

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STOCK HIGHLIGHTS	
Stock Price 04-17-2025	\$3.73
Market Cap (mil)	\$387.1
52-Week Range	\$1.33 – \$8.00
Shares Outstanding (mil)	103.8
Average Volume (3M)	344.3K
% Float	49.4%
% Insider Ownership	50.6%
Cash Per Share <sup>1</sup> (mil)	\$3.31
% Debt-to-Equity	46.1%
Shares Short % of Float	2.6%
Days-to-Cover	3.9

Sources: Company filings, Apollo Insights

ESTIN	MATES		
Revenue (RMB mil)	2024	2025E	2026E
Mar	64.4A	1,057.3E	1,075.3E
Jun	45.1A	863.9E	1,104.7E
Sep	27.0A	927.6E	1,198.6E
Dec	<u>668.0A</u>	<u>1,064.5E</u>	<u>1,266.0E</u>
Fiscal Year (Dec)	804.5A	3,913.2E	4,644.6E
Adjusted EBITDA <sup>2</sup> (RMB mil)	2024	2025E	2026E
Mar	(1.5)A	224.6E	240.4E
Jun	(21.6)A	84.8E	267.6E
Sep	(42.9)A	139.7E	316.0E
Dec	<u>48.5A</u>	<u>216.5E</u>	<u>361.2E</u>
Fiscal Year (Dec)	(17.4)A	665.6E	1185.2E

1 – Includes cash, cash equivalents, and short-term investments 2 – Refer to page 3 of report for calculation of "Adjusted EBITDA"

**Company Description.** Cango is a leading Bitcoin mining operator with mining operations in North America, the Middle East, South America and East Africa. The company's debut into Bitcoin mining occurred in November 2024 upon Cango's acquisition of Bitcoin mining equipment. While approximately 99% of our FY25E revenue estimate for Cango is expected to be derived from Bitcoin mining, the company continues to operate its legacy auto transaction service business in China, which it launched in 2010, with a focus on used car exports.

# SUMMARY

# Favorable Outlook for the Bitcoin Mining Industry

Our positive outlook on the Bitcoin mining industry stems from a number of emerging catalysts that should help support the growth and development of Bitcoin and lessen its overall price volatility over time, in our view. Among these catalysts are a supportive Trump administration, the potential for greater clarity regarding cryptocurrency regulations, further integration of Bitcoin into traditional finance ("TradFi"), tokenization of realworld assets and the evolution of decentralized finance ("DeFi").

# Expect Cango's Hash Rate to Increase

With the November 2024 closing of the "cash-settled transactions" tranche of Cango's previously announced acquisition of mining equipment, Cango exited March 2025 with a deployed hash rate of 32 EH/s. Cango is the fifth largest Bitcoin mining player in terms of March 2025 deployed hash rate, behind Marathon Digital Holdings ("Mara," NASDAQ: "MARA" – not covered) with 54.3 EH/s, CleanSpark (NASDAQ: "CLSK" – not covered) with 42.4 EH/s, IREN (NASDAQ: "IREN" – not covered) with 37 EH/s, and Riot (NASDAQ: "RIOT" – not covered) with 33.7 EH/s. We believe Cango will continue to grow its hash rate throughout 2025 and 2026, and exit fiscal 2025E and fiscal 2026E with deployed hash rates of 42 EH/s (+10 EH/s y/y) and 54 EH/s (+12 EH/s y/y), respectively, according to our estimates.

# **Bitcoin Gains Traction Toward Mainstream Adoption**

Bitcoin continues to gain traction toward mainstream adoption. In 2024, leading financial industry players, including BlackRock and Fidelity, launched spot Bitcoin exchange-traded funds (ETFs). And Microstrategy (NASDAQ: "MSTR" – not covered), the world's largest Bitcoin treasury company with holdings of 447,470 Bitcoin as of December 31, 2024, is widely held across over 100 US-traded ETFs (source: <u>www.etf.com</u>). President Trump's executive order in early March 2025 establishing a U.S. strategic Bitcoin reserve (SBR), together with other major countries like Germany, Japan and Brazil that are considering launching SBRs, elevate the importance and credibility of Bitcoin.

# **Friendly Regulatory Environment**

The ascent of the Trump administration has increased the likelihood of better regulatory clarity regarding cryptocurrency regulations, including Bitcoin. President Trump's appointees to key positions in his administration who oversee cryptocurrency regulations are proponents of cryptocurrency and Bitcoin, which increases the likelihood of a more supportive and transparent regulatory backdrop for Bitcoin, in our view. We believe that better regulatory clarity for Bitcoin should help further its adoption.

# Close Cooperation with Bitmain as a Competitive Advantage

Cango's previously announced acquisition of Bitcoin mining equipment from "Bitmain," among others, should help the company develop its Bitcoin mining operation more effectively while lowering the overall operational risk of Cango's mining operation, in our view. Bitmain is the world's largest manufacturer of Bitcoin mining equipment and has a wealth of experience in the Bitcoin mining industry. We believe Cango will be able to leverage its relationship with Bitmain and Bitmain's experience in the Bitcoin mining industry, as Cango strives to improve the operational efficiency of its mining rigs and looks to further expand its mining capacity.

# VALUATION

As indicated in Exhibit 1 below, CANG shares are currently trading at a 1.8x CY26E Enterprise Value-to-Adjusted EBITDA (EV/adjusted EBITDA) multiple, a ~62% discount to the 4.8x CY26E EV/EBITDA multiple of our peer group for the company.

### Exhibit 1

		Drine (ft)	Shares		Enterprise	REVI	REVENUE (\$ in mils)			EBITDA (\$ in mils)			Price/Sales			EV/EBITDA		
Ticker	Company Name	Price (\$) 04-17-2025	Outstanding (in mils)	Mkt Cap (\$ in mils)	Value (EV) (\$ in mils)	CY24	CY25E	CY26E	CY24	CY25E	CY26E	CY24	CY25E	CY26E	CY24	CY25E	CY26E	
MARA	MARA Holdings, Inc.	12.66	345.8	4,378.0	6,444.2	656.4	980.7	1,167.9	1,051.8	947.0	798.0	6.7x	4.5x	3.7x	6.1x	6.8x	8.1)	
RIOT	Riot Platforms, Inc.	6.46	350.3	2,262.9	2,468.5	376.7	689.3	833.6	365.6	194.2	271.9	6.0x	3.3x	2.7x	6.8x	12.7x	9.1	
CLSK	CleanSpark, Inc.	7.51	280.8	2,108.9	2,484.6	467.5	988.2	1,343.6	498.4	525.8	740.7	4.5x	2.1x	1.6x	5.0x	4.7x	3.4)	
IREN	IREN Limited	5.59	224.5	1,254.7	851.8	274.0	731.4	983.5	99.2	425.1	565.2	4.6x	1.7x	1.3x	8.6x	2.0x	1.5	
CORZ	Core Scientific, Inc.	6.63	294.9	1,955.1	2,318.7	510.7	477.7	884.9	157.4	157.2	424.5	3.8x	4.1x	2.2x	14.7x	14.7x	5.5	
BTDR	Bitdeer Technologies Group	7.62	192.5	1,098.0	1,305.4	349.8	523.7	1,001.2	39.4	118.8	470.8	3.1x	2.1x	1.1x	33.1x	11.0x	2.8	
CIFR	Cipher Mining Inc.	2.37	361.5	856.8	907.7	151.3	283.8	503.1	62.2	109.2	215.4	5.7x	3.0x	1.7x	14.6x	8.3x	4.2	
WULF	TeraWulf Inc.	2.35	383.6	901.5	1,131.3	140.1	234.8	345.6	60.4	68.5	190.3	6.4x	3.8x	2.6x	18.7x	16.5x	5.9	
HUT	Hut 8 Corp.	11.19	103.8	1,161.3	1,425.8	162.4	254.8	454.4	555.7	93.3	206.0	7.2x	4.6x	2.6x	2.6x	15.3x	6.9	
HIVE	HIVE Digital Technologies Ltd.	1.49	164.6	245.2	227.0	121.0	224.7	498.3	14.5	84.1	284.2	2.0x	1.1x	0.5x	15.6x	2.7x	0.8	
											Average:	5.0x	3.0x	2.0x	12.6x	9.5x	4.8x	
CANG	Cango Inc.	3.73	103.8	387.1	299.6	110.2	539.3	640.0	(2.4)	91.7	163.3	3.5x	0.7x	0.6x	NM	3.3x	1.8×	
								CANG	%Discount to	o Comparal	ble Group:	-30%	-76%	-70%	-	-66%	-62%	

Sources: Company filings, Apollo Insights estimates

Note: Enterprise value calculation for Cango Inc. peer group = market cap + (preferred equity + minority interest + net debt - nominal amount of debt included in price - other enterprise value adjustments)

Note, we arrive at our adjusted EBITDA estimates for Cango by adjusting net income for the following items: net interest income, income tax expense (benefit), depreciation and amortization, net loss on contingent risk assurance liabilities, net recovery on provision for credit losses, net gains (losses) on equity securities, foreign exchange gains (losses), other income, other expenses, and share-based compensation.

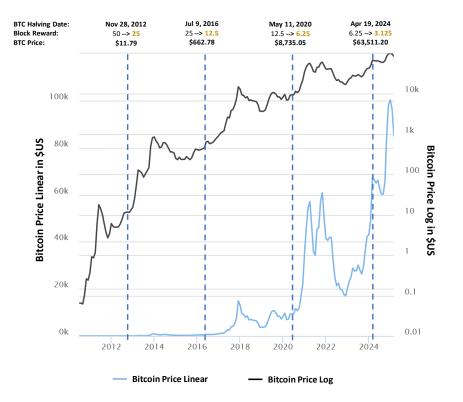
# WHAT IS BITCOIN MINING?

Created in 2009, Bitcoin is a decentralized digital currency, which, unlike government-issued currencies, operates on a decentralized network. As such, there is no single entity that governs Bitcoin. A public ledger called the "blockchain" records Bitcoin transactions, where each block in the chain holds a list of Bitcoin transactions. Miners group together unconfirmed Bitcoin transactions to form a new block, prioritizing transactions that offer the highest transaction fees.

After block formation, miners then validate each transaction within the block, ensuring it has valid cryptographic signatures, the sender has sufficient funds, and that the same Bitcoins have not already been spent in another transaction. After transaction validation, Bitcoin miners must then solve complicated mathematical puzzles called "Proof of Work," which requires powerful computers. After a miner solves the puzzle, it broadcasts the solution to the network, and in turn, other miners verify the solution to ensure its accuracy. Once the transaction verification process is complete, the new block is added to the blockchain and the transactions housed in the block are deemed confirmed.

The miner that solves the puzzle receives a certain number of newly created Bitcoins called a "block reward," now 3.125 Bitcoin. The Bitcoin protocol strives for consistent block production of approximately one block every ten minutes or 144 blocks per day, which equates to roughly 450 Bitcoin awarded daily to miners (144 blocks per day multiplied by 3.125 Bitcoin block reward). As new miners enter the fray and Bitcoin mining equipment becomes more advanced, Bitcoin mining protocol increases the level of mining difficulty. The Bitcoin network difficulty is adjusted approximately every 2,016 blocks, which is roughly equivalent to every 2 weeks.

The block reward was initially 50 Bitcoins. However, after 210,000 blocks are mined, which occurs approximately once every 4 years, a Bitcoin "halving" event ensues, and the block reward is "halved." The most recent halving event occurred on April 20, 2024, after which the block reward was reduced from 6.25 Bitcoins to 3.125 Bitcoins. The next Bitcoin halving date is expected to occur in March 2028. Typically, a Bitcoin halving event is a catalyst for the price of Bitcoin to climb, as was the case in the first halving in 2012, the 2016 halving, the 2020 halving, and the most recent 2024 halving. Because the total number of Bitcoins that can be produced is limited to a fixed 21 million Bitcoins (limit set by Bitcoin creator Satoshi Nakamoto), each Bitcoin prices higher. Moreover, Bitcoin halvings are well-publicized events, with heightened media coverage and public interest in cryptocurrencies. (source: crypto.com)



#### **BITCOIN HALVING – A CATALYST for UPWARD BITCOIN PRICE MOVEMENT**

Sources: Bitbo.io, whatifihodl.com, Apollo Insights

While approximately 19.71 million Bitcoin have already been mined, leaving around 1.3 million Bitcoin yet to be mined before reaching the 21 million cap, "it's estimated that all Bitcoins will be mined by the year 2140, at which point the last block reward will be released." As Bitcoin halving essentially reduces the block reward over time, the pace of new Bitcoin additions to the Bitcoin network continues to slow, reaching zero once the 21 million cap is reached. After the 21 million cap is reached, block rewards will no longer be offered to Bitcoin miners; however, they will continue to be able to earn transaction fees. (source: blockchain-council.org).

# COMPANY OVERVIEW

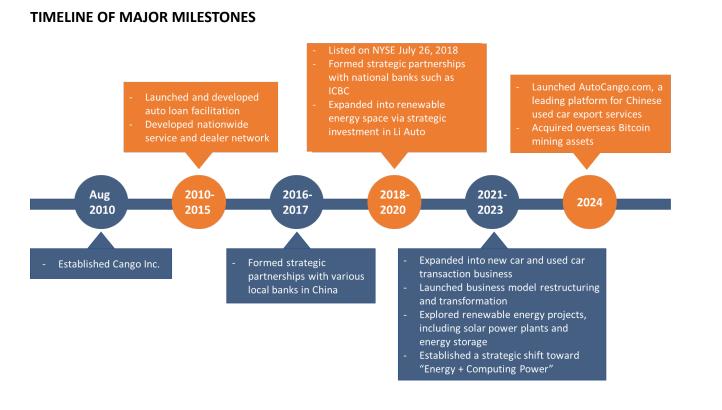
Cango primarily focuses on Bitcoin mining, with mining operations in North America (U.S. and Canada), the Middle East (Oman), South America (Paraguay) and East Africa. Of note, Bitcoin mining represents approximately 99% of our CY25E revenue estimate for the company. Founded in 2010 and headquartered in Shanghai, China, Cango became one of the world's largest Bitcoin mining operators with the previously announced acquisition of Bitcoin mining equipment in November 2024. The company's deployed hash rate was 32 Exahash per second (EH/s) as of March 31, 2025, and it posted an average operating hash rate of 30.3 EH/s in March 2025.

Cango also operates an automotive transaction service platform in China, which today is mainly focused on international used vehicle exports. To provide the reader with historical context regarding Cango's pivot to

Bitcoin mining, we highlight Cango's automotive transaction service platform in this report, which includes a variety of services, including auto trading, after-market services, and the company's legacy auto financing facilitation business. Underpinning Cango's automotive transaction service business model is an interconnected ecosystem with a robust network across China that connects car buyers, car dealers, after-market service providers, as well as other auto market industry players; and a growing "asset-light" gateway for international used vehicle exports. Cango aims to make car buying "simple and enjoyable."

A look back at the major milestones of Cango highlights the company's versatility in exploring new opportunities.

### Exhibit 3





#### **Cango Enters Bitcoin Mining**

As indicated in Exhibit 3 ("Timeline of Major Milestones"), Cango expanded into the renewable energy space during 2018 to 2020 through its investment in Li Auto (NASDAQ: "LI" – not covered), and entered the used car and new car trading businesses during 2021 to 2023. In addition, Cango has explored renewable energy projects, including solar power plants and energy storage, as well as digital financial services. And, with the company's strategic shift toward "energy + computing power," Cango entered the Bitcoin mining industry in November 2024.

# Cango Agrees to Purchase Crypto Mining Machines

On November 6, 2024, Cango signed agreements to purchase on-rack crypto mining machines with a combined hash rate of 50 EH/s for US\$400 million in total consideration. These agreements were executed in two separate tranches:

- (i) Cash-Settled Transactions Cango agreed to purchase crypto mining machines with 32 EH/s for US\$256 million from Bitmain Technologies Georgia Limited and Bitmain Development Limited (together, "Bitmain"), which manufactures crypto mining servers. On November 15, 2024, Cango announced that it had closed the cash-settled transactions tranche.
- (ii) Share-Settled Transactions In addition to the cash-settled transactions tranche, Cango agreed to purchase from Golden TechGen Limited ("GT") and certain other sellers, on-rack crypto mining machines with a combined hash rate of 18 EH/s through the issuance of approximately 145,658,192 Class A ordinary shares of Cango (valued at US\$144 million). Mr. Max Hua, former chief financial officer of Bitmain is the sole shareholder of GT. Note on March 26, 2025, Cango announced an amended agreement with the sellers in the "share-settled transactions" tranche, effectively extending the deadline to close the share-settled transactions tranche from March 31, 2025 to July 31, 2025. Refer to the "Recent Announcements" section of this report for more information.

*Mining Machines Dispersed Geographically* – Cango indicated that the mining machines associated with both transaction tranches are currently in active mining status and hosted in several data centers outside of China. According to the company, the geographic proportions of the total hash rate of mining machines procured by Cango in the cash-settled transactions tranche are as follows: U.S. in 11 states, 38%; East Africa, 37%; Oman, 15%; Paraguay, 9%; and Canada, 1%. We understand around 90% of the mining machines associated with the share-settled transactions tranche are located in the U.S. From a mining machine technology perspective, Bitmain's S19XP Hyd makes up nearly 90% of Cango's Bitcoin mining hardware footprint. S19XP Hyd miners are high-performing machines belonging to Bitmain's Antminer series. These machines are water-cooled, enabling them to run quieter and more eco-friendly compared with traditional air-cooled machines. (source: cryptominerbros.com)

# Bitmain to Provide Operational and Maintenance Services

Founded in 2013, Bitmain is the market leader in the manufacture of crypto mining servers, with around 90% market share (source: cgaa.org). Cango indicated it expects to host the acquired mining machines in their existing data centers and engage Bitmain to deliver hosting, operational and maintenance services for the machines after closing the transactions.

# Cango Participates in Mining Pools to Derive Bitcoin Revenue

Cango provides hash rate calculation services to mining pool operators in exchange for cryptocurrency under a "full-pay-per-share" (FPPS) compensation arrangement, consisting of block rewards and transaction fees less mining pool operator fees. As such, the company's Bitcoin mining revenue is comprised of three main components calculated as follows:

- (i) Block Rewards "The daily hash calculations provided by Cango to the mining pool operator as a percent of the Bitcoin network's implied hash calculations as determined by the network difficulty, multiplied by the total bitcoin network block rewards expected to be generated for the same daily period."
- (ii) Transaction Fees Total daily actual transaction fees generated on the Bitcoin network as a percent of the total block rewards the Bitcoin network actually generated, multiplied by the daily block rewards earned by the company.
- (iii) Mining Pool Fees Block rewards and transaction fees earned by the company as noted in (i) and (ii) above are reduced by fees paid to the mining pool operator, based on a rate schedule specified in the mining pool contract.

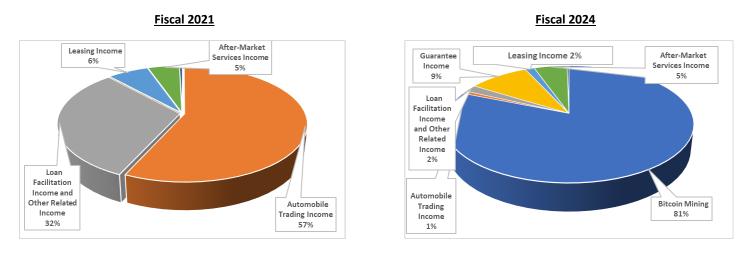
Source: company filings

# Automotive Transaction Service Platform

Cango has deliberately scaled back its automotive transaction service platform amid the company's pivot to its "energy + computing power" strategy and Bitcoin mining, as illustrated in Exhibit 4 below. In this section of the report, we provide an overview of the company's automotive transaction service platform to offer the reader historical context.

Upon Cango's founding in 2010, the company concentrated on assisting car buyers with auto financing solutions by connecting car buyers with dealers and lenders over Cango's platform. In 2015, the company augmented its automotive financing business with automobile trading solutions. The company extended its service offering in 2017 by providing customers with after-market services facilitation, such as the sale of auto insurance policies underwritten by third-party auto insurance companies. In 2022, Cango undertook efforts to shrink its auto financing business while maintaining its focus on auto trading and after-market services facilitation. Cango's asset-light international used-car gateway, AutoCango.com, was launched in March 2024.

#### **REVENUE COMPONENTS**



Source: company filings

#### Auto Trading

Cango's auto trading business encompasses car sourcing and transaction facilitation. Today, Cango is mainly focused on growing its international used vehicle export business. The company also offers domestic used auto trading solutions mainly through Cango's U-car app. Cango scaled back its auto trading business significantly in fiscal 2024, recording only 69 auto trading transactions compared with 12,695 auto trading transactions in fiscal 2023.

*Auto Exporting* – Launched in March 2024, the company operates an asset-light, international used-car gateway, AutoCango.com, which focuses on exporting Chinese used cars overseas. Cango's business model with respect to vehicle exports is service-fee-based, and as such, the company does not take ownership of or inventory the vehicles.

*Transaction Facilitation Services* – Cango's auto transaction facilitation service aims to marry dealers seeking cars with dealers supplying cars. Dealers supplying cars can utilize Cango's U-car app to market such cars, while the company's customer service team facilitates auto sales transactions between dealers, including making delivery arrangements if desired by dealers. Cango offers dealers a wide range of value-added services to support auto transactions on its U-car app, including customer lead generation, logistics, financial, and insurance services. In addition, the company provides dealers with car viewing, car inspection, and car loan services through third-party professional technician teams and car service teams to facilitate used car transactions.

*Car Sourcing Services* – The company's car sourcing service includes (i) Cango-owned cars obtained by the company from individual car buyers who used its auto financing solutions and either disposed of their vehicles or defaulted on auto loans and were required to surrender their vehicles to the company; and (ii) cars obtained from third-party lenders who collect and dispose of vehicles used as collateral for auto loans. In an effort to reduce inventory risks inherent in Cango's car-sourcing business, the company began to scale back its car-sourcing services beginning in Q2 fiscal 2023.

# After-Market Services Facilitation

Cango facilitates after-market services to car buyers, consisting principally of insurance facilitation; car recovery and disposal; and collateral release intermediation.

# Auto Financing Facilitation

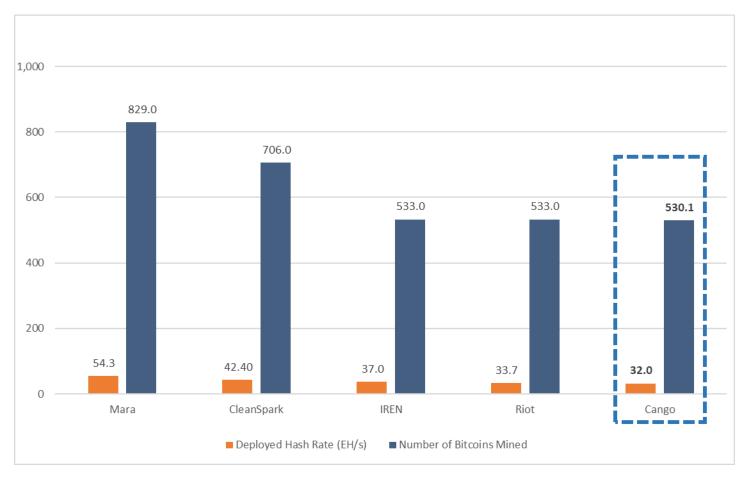
In fiscal 2022, Cango shifted its strategic focus to emphasize auto trading solutions and after-market services facilitation while rationalizing its auto financing facilitation services business, resulting in significant revenue declines in both loan facilitation and leasing. Of note, Cango has ceased entering into new contracts for its auto financing facilitation services, and the company did not facilitate any new auto financing facilitation transactions in fiscal 2024.

# COMPETITION

# **Bitcoin Mining is Highly Fragmented and Competitive**

Thousands of Bitcoin miners have joined the fray in the quest for block rewards. There is a constant drumbeat of miners looking to mine Bitcoin faster and cheaper. To combat this intense competition, Bitcoin miners must invest in efficient and powerful hardware and continually seek less expensive sources of electricity.

Among Cango's Bitcoin mining competitors are several listed companies. Cango ranked fifth in terms of deployed hash rate in March 2025, behind Mara, CleanSpark, IREN, and Riot according to our analysis. Exhibit 5 highlights the Bitcoin mining productivity of a number of these competitors. Despite Cango's relatively lower March "deployed hash rate" compared with its peers, Cango's March "average operating hash rate" of 30.3 EH/s places the company in a three-way tie for second place honors with IREN and Riot (for highest March average operating hash rate), demonstrating Cango's relatively higher overall operating efficiency in our view.



# DEPLOYED HASH RATE & NUMBER OF BITCOINS MINED, MARCH 2025

Source: company information, March 2025 mining production press releases from Mara, CleanSpark, IREN and Riot

According to our calculations, Cango currently operates an estimated 3.7% share of the Bitcoin network computing power, based on the company's 30.3 EH/s average operating hash rate in March 2025. Of note, Mara, the largest Bitcoin miner in terms of deployed hash rate of 54.3 EH/s as of March 31, 2025, operates roughly 6% to 7% share of the Bitcoin network computing power according to our estimates.

# **Bitcoin Miners Diversify**

In an effort to lessen their reliance on Bitcoin mining, given Bitcoin's history of wide price swings, a number of prominent Bitcoin miners have begun diversifying their business models into other arenas.

Leading Bitcoin miner Mara, for example, is transitioning to a vertically integrated energy and digital infrastructure business model. In 2024, Mara grew its energy portfolio from ~0.5 GW to ~1.7 GW, and to lessen its reliance on grid power, it deployed its first owned power-generating assets, which operate 136 MW of capacity. Mara is now keenly focused on energy management, load balancing, and infrastructure, laying the groundwork for it to become "the base layer of infrastructure that powers HPC (high-performance computing) applications." (source: Mara's "Q4 2024 Shareholder Letter")

Riot is also evaluating other opportunities outside of Bitcoin mining. In January 2025, Riot announced it is halting the development of its 600 MW Phase II Bitcoin mining expansion at the Corsicana Facility as the company evaluates earmarking the additional capacity for potential AI/HPC opportunities rather than Bitcoin mining.

IREN indicated in its March Bitcoin production update on April 4, 2025 that the company is "... pausing further Bitcoin mining expansion and narrowing (IREN's) focus on scaling (IREN's) AI Cloud Services and AI Data Center businesses."

# WHAT MAKES CANGO UNIQUE?

# Versatility of Management Team – Strategic Pivot to Bitcoin Mining

One of the most striking features of Cango, in our view, is the company's recent strategic pivot to Bitcoin mining amid its focus on operating an auto transaction service platform. Yet the company has a history of exploring potential opportunities in an effort to diversify its business, as previously noted, which we believe speaks to the versatility of Cango's management team.

# Cango is Laser Focused on Bitcoin Mining

Unlike some of its Bitcoin mining peers, such as Mara, Riot, and IREN for example, which have been actively diversifying their business models, we believe Cango will remain focused on Bitcoin mining and accumulating Bitcoin for the foreseeable future, improving the company's mining operational efficiency and setting the stage for transitioning to self-mining in the quarters ahead, with an eye toward growing its deployed hash rate footprint.

# Lower Capex Bitcoin Mining Machine Acquisition Strategy

Cango's Bitcoin mining machine acquisition strategy has targeted second-hand, on-rack machines, which are relatively less capex intensive than purchasing newer machines. Moreover, we believe Cango's machine acquisition strategy has the potential to enhance return on invested capital over time compared with peers who primarily rely on newer, more expensive mining machines.

# Reliance on Third-Party Bitcoin Mining Operator

Unlike some of Cango's Bitcoin mining peers, such as Mara and Iren, Cango does not operate and maintain its own fleet of mining equipment at the present time. Rather, the company currently relies on Bitmain to provide hosting, operation and maintenance services for Cango's mining machines.

# **Deep Cooperation with Bitmain**

We view the company's close relationship with Bitmain as a competitive advantage for Cango as the company seeks to improve operational efficiency and considers further expansion of its mining capacity. We believe Cango's cooperation with Bitmain provides Cango with the opportunity to leverage the resources of Bitmain to ramp Cango's business at a quicker pace, potentially faster than Cango's peers, with relatively lower overall operational risk.

# **GROWTH DRIVERS**

# Accumulation of Bitcoin

Cango's primary growth driver at present is to continue to mine Bitcoin. Since the acquisition of Bitcoin mining machines in November 2024, Cango has accumulated holdings of ~2,475 Bitcoin as of the end of March 2025, valued at roughly US\$211 million as of April 17, 2025. Note Cango has yet to sell any of its Bitcoin holdings since the acquisition of its mining machines.

# Acquire Additional Bitcoin Mining Machines

Underpinning Cango's efforts to increase its Bitcoin holdings, we understand the company is focused on growing its fleet of Bitcoin mining equipment and improving its overall hash rate in order to drive top- and bottom-line growth. As such, we expect the company will continue to evaluate Bitcoin mining equipment acquisition opportunities.

# Improve Cost Structure

According to our understanding, most of Cango's mining energy contracts were signed early in 2024. As these energy contracts come up for renewal, we believe the company will look for opportunities to lower its energy costs in an effort to improve operating margins. One potential catalyst for lower energy costs, in our view, is President Trump's desire to accelerate the approval of various energy projects, several of which are fossil-fuel-related.

# Self-Operation of Cango's Fleet of Mining Equipment

While we believe Cango will continue to rely on Bitmain to host, operate and maintain its mining equipment over the next few quarters, we expect Cango will begin to explore self-operating its fleet of mining equipment in the second half of 2025 into 2026. By establishing its own Bitcoin mining operating capabilities, Cango will initially take on incremental fixed labor costs, yet we believe the company will ultimately benefit from operating leverage due to the inherent scalability of its Bitcoin mining operation.

# **Invest in Energy Projects**

In the years ahead, we expect Cango will evaluate opportunities to invest in energy projects in the Middle East, for example. One potential way for Cango to leverage energy project investments is to integrate such projects with the company's mining operations to drive further efficiencies.

# Launch Digital Financial Services

Looking ahead, we believe Cango will have the opportunity to capitalize on its Bitcoin holdings by offering various financial services, such as payment processing and payment gateways for merchants to accept Bitcoin payments; introducing investment products, including Bitcoin-backed ETFs or other securities; and offering custodial services to safeguard digital assets, among others. Cango is in a unique position, in our view, to leverage its financial services expertise, gained while operating its auto financing facilitation business, in the digital financial services arena.

# Expand AutoCango.com's Market Reach

Regarding Cango's auto transaction service platform, the company continues to develop its international "asset light" used car gateway, AutoCango.com. We expect the company will continue to enhance AutoCango's content as well as further optimize search engine parameters in an effort to extend Cango's market reach outside of China and drive transaction growth. Cango continues to explore overseas markets and is working with local partners in various markets such as Africa, for example, where the company has established import customs clearance agency partnerships in four nations, and is gradually developing a business agency framework. AutoCango.com offers multilingual support and is leveraging social media to enhance its brand and extend its reach.

# INDUSTRY THEMES

Cango operates in two distinct industries – Bitcoin mining and the automotive transaction service value chain with a focus on used vehicle exports. Below, we highlight key industry themes for each of these industries.

# **Bitcoin Mining Industry**

# Bitcoin's Price Surges Yet Remains Volatile

The price of Bitcoin is up almost 1,000% over the last 5 years, and more than doubled in 2024. Among the drivers of Bitcoin's price appreciation in 2024 and price action in 2025 to date are:

- April 2024's Bitcoin halving, an event which historically has been preceded by rising Bitcoin prices in anticipation of Bitcoin becoming more difficult to mine, in theory, and hence relatively more scarce;
- the U.S. presidential election, which saw a crypto-friendly Trump administration take the reins, with the promise of more favorable regulatory oversight of the Bitcoin industry than under the former Biden administration;
- the launch of spot Bitcoin exchange-traded funds (ETFs) in early 2024 by leading financial industry players, including BlackRock and Fidelity, propelled Bitcoin towards mainstream adoption by key financial institutions;
- reduced inflation expectations in the second half of 2024 and thus a more dovish Federal Reserve, which cut the Fed rate three times in 2024, motivating investors to pivot to relatively higher risk and presumably higher reward investments such as stocks and Bitcoin; and
- the Trump administration has implemented several new tariffs over the last couple of months, including tariffs against China, Canada, and Mexico; and reciprocal tariffs to various nations, which have created consternation among investors and severe stock market volatility, which in turn have led to increased volatility in Bitcoin prices.

# The Promise of Regulatory Transparency

With the ascent of President Trump to the White House, the appointments of pro-cryptocurrency figures provide additional firepower to drive the creation of a more transparent cryptocurrency regulatory framework. President Trump's appointments include David Sacks as his "White House A.I. & Crypto Czar;" Paul Atkins as the Securities and Exchange Commission (SEC) chair; Caroline Pham as the acting chair of the Commodity Futures Trading Commission (CFTC); Andrew Ferguson as chair of the Federal Trade Commission (FTC); and Travis Hill as acting chair of the Federal Deposit Insurance Corporation (FDIC). All of these individuals are Republicans and proponents of the cryptocurrency industry. In our view, these regulatory appointments will promote a more transparent regulatory environment surrounding Bitcoin, and, more broadly, the cryptocurrency and blockchain sectors, with an eye toward protecting investors and fostering innovation. We believe this backdrop will encourage wider institutional Bitcoin adoption, promote investor confidence, and support Bitcoin's continued growth and development.

Of note, in the first week of his presidency, President Trump ordered the formation of a cryptocurrency working group focused on developing new digital asset regulations and exploring the creation of a national cryptocurrency stockpile. President Trump's order came on the heels of an SEC announcement that it planned to create a task force to begin working on a regulatory framework directed at the cryptocurrency industry.

# U.S. Adopts Strategic Bitcoin Reserve (SBR)

The concept of a Strategic Bitcoin Reserve (SBR) is a financial strategy where a country or organization holds a significant amount of Bitcoin in order to diversify its reserves and hedge against economic instability and inflation (source: <u>www.kucoin.com</u>). While the jury is still out on the efficacy of SBRs primarily due to Bitcoin's volatility and lack of intrinsic value, several countries, including Germany, Brazil and Japan, are considering establishing SBRs, while President Trump recently signed an executive order establishing an SBR in the U.S. It is estimated that the SBR of the U.S. holds around 200,000 Bitcoin. The adoption of SBRs by major countries such as the U.S. elevates the importance of Bitcoin and may help lessen Bitcoin's price volatility in the future.

# Bitcoin Mining Industry Ripe for Further Consolidation

We believe the highly fragmented nature of the Bitcoin mining industry, together with the challenges smaller miners, in particular, face in terms of achieving and maintaining profitability, set the stage for further consolidation in the industry in 2025 and in the years that follow. In January 2025, the top twelve miners controlled approximately 30% of the industry's total hash rate, up from around 22% in January 2024 (source: <u>www.bezinga.com</u>, Bernstein).

# Crypto Expected to Make Further Inroads into Traditional Finance

According to crypto-trading firm Wintermute, crypto is expected to become more integrated into traditional finance (TradFi) through exchange-traded funds (ETFs) and corporate holdings in 2025, on the heels of an uptick in TradFi adoption of crypto in 2024. We expect wider TradFi adoption of crypto will enhance Bitcoin's liquidity as well as its credibility and help drive mainstream acceptance of Bitcoin.

# Tokenization of Real World Assets

In addition to TradFi's adoption of crypto and Bitcoin, tokenization of real-world assets (RWA) is an evolving theme that is expected to further enhance the legitimacy and mainstream adoption of Bitcoin. In addition, the tokenization of RWAs broadens the usage of Bitcoin as an exchange medium and store of value and has the potential to attract more investors to the crypto market, driving further demand for Bitcoin. The concept of tokenizing RWAs is represented by "on-chain (on blockchain platforms) representations of ownership in real estate, debt, equity, limited partnership units, and other traditional assets" (source: <u>www.coindesk.com</u> "Crypto Long & Short"). In 2024, for example, BlackRock tokenized one of its funds and invested in a tokenization company.

# Decentralized Finance (DeFi)

Decentralized finance, or DeFi, is a novel, up-and-coming financial system that deploys blockchain technology and cryptocurrencies to facilitate peer-to-peer transactions directly without the need for traditional intermediaries such as banks. DeFi removes the need for central authorities, allowing individuals to transact directly with each other. Similar to the integration of TradFi and crypto and the tokenization of RWAs, DeFi has the potential to enhance Bitcoin liquidity and make it easier to trade and transact Bitcoin at lower costs.

### Bitcoin Miners Attracted to Structured Financial Products

In order to compensate for the volatility of Bitcoin prices and operational costs, Bitcoin miners are increasingly looking toward structured financial products, including futures contracts, hedging and other derivatives. By adopting such financial strategies, Bitcoin miners are better able to manage risks and stabilize margins, with the goal of improving earnings predictability and the resiliency of miners' business models.

### Mining Equipment Supply-Chain Issues

The Bitcoin mining industry has contended with well-documented supply-chain issues in the past, which have delayed or disrupted shipments of mining equipment for the likes of Mara and Riot, for example (source: www.theblock.com). The heightened demand for mining equipment has put added pressure on an already stretched semiconductor industry, which has been dealing with its own supply-chain issues brought about by raw material shortages and geopolitical tensions, looming tariffs, among others (source: <u>www.spglobal.com</u>). These supply-chain issues have resulted in longer lead times for mining equipment and higher equipment costs as well (source: www.decrypt.com).

# Inexpensive and Stable Electricity Is Top of Mind

The rise of the price of Bitcoin has attracted more players to the Bitcoin mining industry, as well as increased investment in infrastructure from existing miners, thus driving Bitcoin mining's overall energy consumption higher. As of November 20, 2024, Bitcoin's annualized energy usage was estimated at 176.62 terawatt hours (TWH), greater than the annual energy usage of several countries, including Egypt, Malaysia and Poland, according to Cambridge Centre for Alternative Finance. With the growing demand for energy, Bitcoin miners strive to minimize electricity costs while ensuring their energy sources remain stable. As such, some miners have established mining operations in regions with cooler climates that have ready access to less expensive electricity sources, such as regions in Canada and Northern Europe. In addition, miners have generally devoted more attention to reducing the carbon footprint of the industry by improving efficiency and utilizing renewable energy in their mining operations, such as solar power and hydroelectricity.

# Bitcoin Hash Rate Continues to Climb

The Bitcoin hash rate is a measure of the computing power deployed to mine Bitcoin. In March 2025, the bitcoin hash rate has ranged from roughly 750-930 EH/s, up from close to 400 EH/s in March 2023 at one point (sources: <u>www.ycharts.com</u>, www.cointelegraph.com). The rise in the Bitcoin hash rate is seen as a positive sign of the overall health of the Bitcoin network as more miners join the network or existing miners upgrade their mining hardware, indicative of miners' overall confidence in Bitcoin. (source: <u>www.cointelegraph.com</u>)

# Mining Hardware Continues to Evolve in Processing Power and Energy Efficiency

At the time of the advent of Bitcoin in 2009, Bitcoin mining could be performed by anyone with a regular computer's central processing unit (CPU). Today, Application-Specific Integrated Circuits (ASICS), which are designed specifically for Bitcoin mining, are the current standard for Bitcoin mining hardware. ASICS possess superior computing power and, as such, use more energy than previous mining hardware standards. We expect mining hardware will continue to evolve with enhanced processing capabilities in the future, requiring Bitcoin miners to step up investments in mining hardware to ensure the efficiency of their operations. (source: www.techopedia.com)

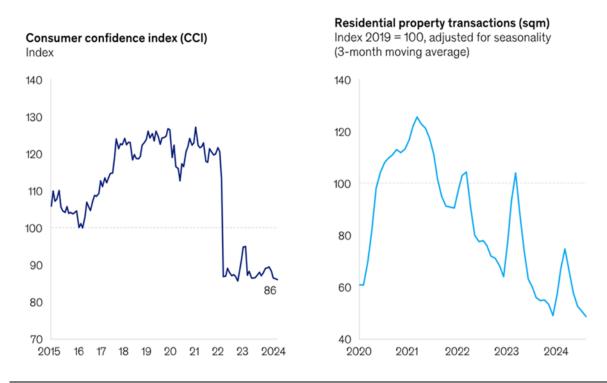
# Automotive Transaction Service Value Chain

The automotive transaction service value chain is influenced by a number of key industry themes, including China's macroeconomic environment, the growth of both used vehicle and new vehicle auto trading and the growth of China's vehicle export business.

# **Overall Economic Conditions in China**

The health of Cango's automotive transaction service platform business is heavily influenced by China's overall economic conditions. As such, overall economic conditions in China have been creating growth headwinds for the company's automotive transaction service platform over the last few years. According to the State Council of the Peoples Republic of China (source: <u>www.gov.cn</u>, The State Council of the Peoples Republic of China, January 17, 2025), China's per capita disposable income of residents was 41,314 yuan in 2024, a nominal increase of 5.3 percent over 2023, or a real increase of 5.1 percent after deducting price factors. While China's per capita disposable income increased moderately in 2024, the country's retail sales of consumer goods grew only 3.5% in 2024 (source: Xinhua, January 17, 2025) amid historically low consumer confidence and a continued slump in China's property market (source: McKinsey.com, September 26, 2024).

#### HISTORICALLY LOW CONSUMER CONFIDENCE



Source: NBS, McKinsey.com, September 26, 2024

While economically weaker consumer groups in China are showing some signs of improvement in terms of economic health, over half of Chinese households remain cautious, with around one-third of Chinese consumers indicating their household finances improved in 2024, reflecting a 16 percent year-over-year decline, according to retail analytics provider NielsenIQ (source: ChinaDaily.com, December 2, 2024). Moreover, NielsenIQ's recent survey indicated that 72 percent of survey respondents are actively seeking additional income sources over and above their primary jobs, while 47 percent are "limiting purchases to essentials to avoid waste," an increase of 7 percent year-over-year. NielsenIQ also indicated that "value-conscious consumers, who carefully compare prices across platforms, have grown from 30 percent to 39 percent, becoming the dominant group in China's consumer market."

# Growth of Auto Trading in China

The market for used cars in China grew approximately 6.5% year-over-year in 2024 to approximately 19.6 million units, while the total transaction value was approximately US\$180 billion (source: chinadaily.com, "China's Second-hand Vehicle Transactions up 6.52% in 2024," February 8, 2025; China Automobile Dealers Association). The value of China's used car market is expected to grow at a 2025-2034 compounded annual growth rate (CAGR) of 7.6% to approximately US\$484 billion by 2034, while online sales of used cars are expected to grow modestly faster at a CAGR of 10.3% over the same period. The growth of China's used car market is mainly fueled by consumers who seek more affordable vehicles. In addition, in April 2024, the Chinese government unveiled a used car trade-in policy that offers buyers subsidies of up to US\$1,380. (source: expertmarketresearch.com)

According to Car Sales Statistics, China's new vehicle market size was 31.4 million vehicles in 2024, up 4.5% yearover-year, growing slightly slower than the used vehicle market. New energy vehicles (NEVs) comprised roughly one-third of the total number of vehicles manufactured in China, with NEVs boasting a 41% market share in 2024, up 9% year-over-year. Breaking down China's NEV market in 2024 further, 60% belonged to battery-electric vehicles, while plug-in hybrids accounted for 40%. (source: expertmarketresearch.com)

# China's Export of Used Cars Posts Record High

In 2024, China exported approximately 400,000 used cars, a 45% increase year-over-year, with Central Asia and Russia driving the strongest demand. Russia, Kyrgyzstan and Uzbekistan together represented around one-half of China's total used car exports. In part, improvements in government policies have streamlined vehicle transfer registration and licensing applications, thus making it easier for companies like Cango to export used cars. A look at more established used-car exporting nations like Japan, the United States, and South Korea underscores the solid growth potential of China's used-car export market, in our opinion. Japan exported more than 1 million used cars in 2024, compared with the United States and South Korea, which exported 900,000 and 500,000 used cars, respectively. (source: business-standard.com, January 24, 2025) We expect the solid growth trajectory of China's used car export business to bolster the performance of AutoCango.com, Cango's international used car platform.

# METRICS TO WATCH

# **Bitcoin Mining**

# March 2025 Bitcoin Mining Production Update

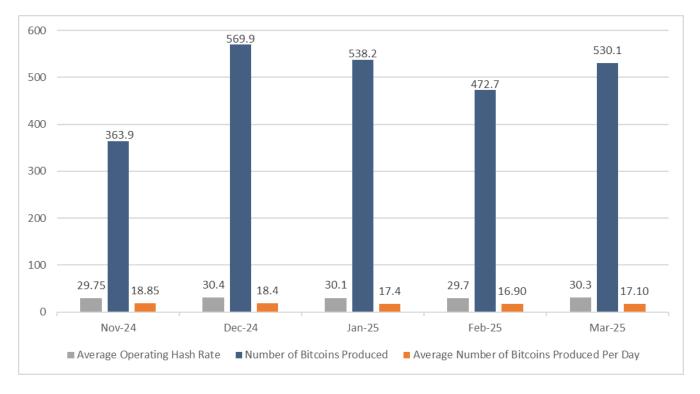
In March 2025, Cango produced 530.1 Bitcoin, up approximately 12% from February 2025, increasing its Bitcoin treasury to 2,474.8 Bitcoin. Of note, Cango has not sold any Bitcoin since it started mining operations in November 2024. The average number of Bitcoins produced per day was 17.1 in March, up from 16.9 in February 2025. The company's average operating hash rate in March was 30.3 EH/s, up from 29.7 EH/s in the prior month.

# February 2025 Bitcoin Mining Production Update

In February 2025, Cango produced 472.7 Bitcoin, down approximately 12% from January 2025, increasing its Bitcoin treasury to 1,944.7 Bitcoin. The average number of Bitcoins produced per day was 16.9 in February, down from 17.4 in January 2025. The company's average operating hash rate in February was 29.7 EH/s, down slightly from 30.1 EH/s in the prior month.

We understand Cango's slight downtick in Bitcoin mining productivity and average operating hash rate in February was attributable to an increase in mining difficulty across the Bitcoin network (source: <a href="http://www.theminermag.com">www.theminermag.com</a>), as well as hot temperatures in Paraguay, where Cango operates mining equipment.

#### Exhibit 7



# CANGO BITCOIN MINING PERFORMANCE

Source: company filings

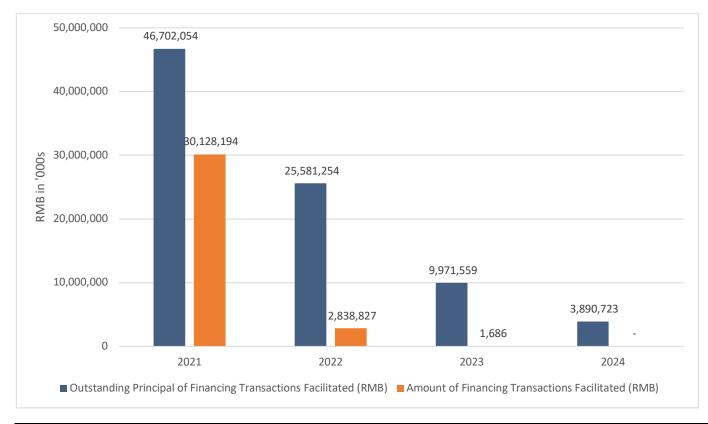
### **Automotive Transaction Service Platform**

# Continued De-risking of Auto Financing Facilitation Business

Cango's Q4 fiscal 2024 was another installment of the company continuing to execute its deliberate strategy to lower its credit risk exposure in its legacy auto financing business. As of December 31, 2024, Cango bore the credit risk on approximately 28% of the total outstanding loan balance of financing transactions the company has facilitated, or RMB1.1 billion (US\$148.2 million) of a total outstanding loan balance of RMB3.9 billion (US\$533 million), down from 35% (RMB1.7 billion) as of September 30, 2024, and 43% (RMB2.7 billion) as of June 30, 2024; representing credit risks that have not been provided with full bad debt allowance or full credit risk assurance liabilities. We expect the company will continue to focus on de-risking its auto financing facilitation business, thus freeing up liquidity.

As illustrated in Exhibit 8, both the outstanding principal of financing transactions facilitated as well as the amount of financing transactions facilitated by Cango declined significantly in fiscal 2023 and fiscal 2024, due to Cango's decision to rationalize its auto financing facilitation services business. The company no longer provides auto financing facilitation services and did not facilitate any auto financing transactions in fiscal 2024.

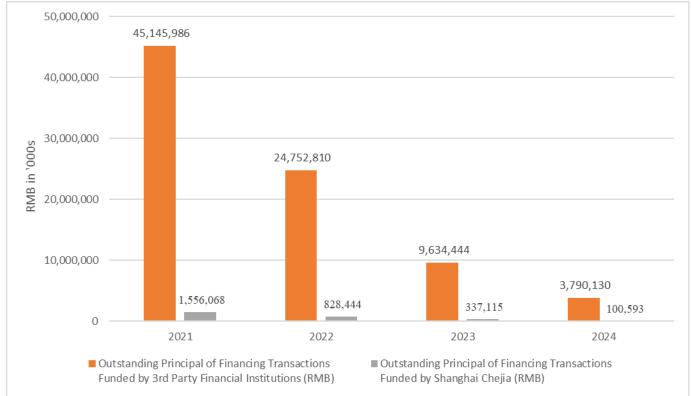
#### Exhibit 8



# **OUTSTANDING PRINCIPAL & AMOUNT OF FINANCING TRANSACTIONS FACILITATED**

Source: company filings

### Exhibit 9



#### FUNDING SOURCES FOR OUTSTANDING PRINCIPAL OF FINANCING TRANSACTIONS

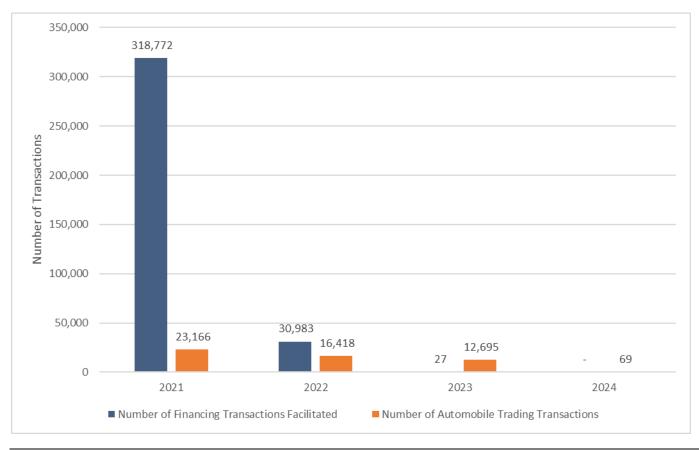


#### Credit Performance Metrics

M1+ and M3+ overdue ratios for all auto financing transactions that remained outstanding and were facilitated by the company were 3.24% and 1.78%, respectively, as of December 31, 2024, a slight uptick compared with 3.17% and 1.76%, respectively, as of September 30, 2024; and 2.93% and 1.57%, respectively, as of June 30, 2024.

#### Transaction Volume Metrics

As a result of both inventory risks and related operational risks, Cango began scaling back its car sourcing service in Q2 fiscal 2023, leading to significant reductions in transaction value and revenue contributed by the company's auto trading business (source: company filings).



#### AUTO TRANSACTION VOLUME METRICS

# Overseas Used Car Trading Gateway Built to Scale

As of September 30, 2024, Cango's international used-car platform, AutoCango.com, which focuses on exporting Chinese used cars overseas, recorded over 370,000 page views, approximately 60,000 registered users, and greater than 100,000 used-car SKUs across more than 65,000 auto models.

Source: company filings and information

# **RECENT ANNOUNCEMENTS**

# Cango Announces Agreement to Sell PRC Business

On April 3, 2025, Cango announced an agreement to sell its existing PRC business to Ursalpha Digital Limited for approximately US\$351.94 million. The sale of Cango's PRC business is an all-cash transaction subject to various closing conditions, including, (i) Cango shareholder approval; and (ii) completion of internal restructuring at Cango effectively separating its PRC business from its businesses outside of China, consisting of Cango's Bitcoin mining business and its auto export business. The agreed upon sale has been approved by the special committee formed by Cango's board to consider the proposed change of control transaction by Enduring Wealth Capital Limited (EWCL) announced on March 14, 2025, which also included a proposal to dispose of Cango's PRC business. On April 11, 2025, Cango filed a 6-K announcing an extraordinary general meeting of shareholders to be held on May 16, 2025 to vote on the disposal of Cango's existing PRC business. The proposed change of control Transaction – Preliminary Non-Binding Letter of Intent" paragraph of the "Recent Announcements" section of this report. Upon approval and disposal of Cango's PRC business, Cango agreed to submit a filing to the China Securities Regulatory Commission ("CSRC") for the termination of Cango's status as a "China Concept Stock," which was also initially proposed by EWCL in the proposed change of control transaction.

# Amended Agreement with Sellers in "Share-Settled Transactions" Tranche Extends Deadline to Close

On March 26, 2025, Cango announced an amended agreement with the sellers in the "share-settled transactions" tranche of its mining equipment acquisitions announced in November 2024, effectively extending the deadline to close the share-settled transactions tranche from March 31, 2025 to July 31, 2025. This amended agreement was executed in light of the proposed change of control transactions announced on March 14, 2025, so that the company and the sellers are afforded adequate time to consider whether any revisions to the purchase agreement are necessary, should the company decide to pursue any of the transactions in the proposed change of control.

# Cango Joins Bitwise ETF

On March 17, 2025, Cango announced it had been included in the Bitwise Bitcoin Standard Corporations ETF (exchange-traded fund, NYSE Arca: "OWNB"), which was initiated on March 11, 2025 by Bitwise Asset Management. The "OWNB" ETF tracks the Bitwise Bitcoin Standard Index, an equity index comprised of companies with corporate treasuries holding at least 1,000 Bitcoin. As of March 31, 2025, Cang's Bitcoin treasury held 2,474.8 Bitcoin. The inclusion of CANG shares in the OWNB ETF has the potential to increase both the visibility and liquidity of CANG shares.

# Proposed Change of Control Transaction – Preliminary Non-Binding Letter of Intent

On March 14, 2025, Cango announced it had received a preliminary non-binding letter of intent from EWCL indicating EWCL's non-binding intent to obtain control of the company through the following proposed transactions:

(i) EWCL will acquire 10 million "Class B" ordinary shares from Cango's co-founders, Mr. Xiaojun Zhang and Mr. Jiayuan Lin, at a purchase price in cash to be agreed upon by the parties.

(ii) Cango will ensure that the shares to be acquired by EWCL will continue to be deemed "super voting" shares entitled to 20 votes per share.

(iii) Cango's co-founders will voluntarily convert all of their remaining "Class B" ordinary shares into "Class A" ordinary shares with one vote per share and resign from Cango's board of directors and all senior management positions at Cango.

(iv) Cango's board of directors and management team will be restructured in the manner requested by EWCL.

In addition to the aforementioned stipulations in the letter of intent, EWCL proposed that Cango dispose of its existing business in China and further indicated that "EWCL would be happy to introduce a potential buyer, to facilitate the growth of the company's (Cango's) business outside China, in particular, the company's (Cango's) new crypto mining business, and should make a filing with the CSRC for the termination of the company's (Cango's) status as a "China Concept Stock" subject to CSRC's jurisdiction."

Also, on March 14, 2025, Cango's board formed a special committee comprised of its three independent directors, Mr. Chi Ming Lee, Mr. Dongsheng Zhou and Mr. Rong Liu, to consider the letter of intent and to negotiate the terms and conditions of the proposed transactions should the special committee decide to pursue any of said proposed transactions.

# Cango Announces Up To \$30 Million Share Buyback

On March 13, 2025, Cango announced its board of directors authorized a "new" share repurchase program of up to US\$30 million of American depository shares (ADSs) over a 12-month period beginning April 25, 2025. Cango's "existing" US\$50 million share repurchase program announced on April 23, 2024, under which the company had repurchased approximately 1 million ADSs through March 10, 2025 for around US\$1.7 million cash in open market transactions, will remain in effect until its April 25, 2025 expiration.

# Fourth Quarter Fiscal 2024 Results

On March 6, 2025, Cango reported its fourth quarter fiscal 2024 results, representing the company's first reported quarter since it entered Bitcoin mining in November 2024. Below are key takeaways from the fourth quarter:

- Cango posted Q4 fiscal 2024 revenue of RMB668 million (US\$91.5 million), up considerably from RMB130.2 million in the year-ago period, reflecting the company's launch of its Bitcoin mining business and 933.8 Bitcoin mined during the quarter.
- Q4 operating income came in at RMB22.5 million (US\$3.1 million), up from an operating loss of RMB28.9 million in Q4 fiscal 2023. Q4's operating margin was 3.4%. According to the company, Q4's pro-forma operating income and pro-forma operating margin for Cango's Bitcoin mining segment were US\$11.3 million (~RMB83 million) and 12.6%, respectively, excluding selling and general and administrative (SG&A) expenses as well as research and development (R&D) expenses.
- According to the company, Q4's pro-forma EBITDA for Cango's Bitcoin mining segment was US\$22.8 million or ~RMB166 million, and Q4's pro-forma EBITDA margin was 25.5%, excluding SG&A and R&D expenses.
- Cango recorded Q4 net income of RMB55.9 million (US\$7.7 million), which compares with a net loss of RMB103.8 million in the year-ago period.
- As of December 31, 2024, Cango had cash and cash equivalents and short-term investments of ~RMB2.5 billion (US\$345.3 million).
- The company disclosed it exited Q4 with a deployed hash rate of 32 EH/s, with industry-leading productivity of 17.81 Bitcoin mined per EH/s. Average fleet efficiency during Q4 was a respectable 21.6 joules per terahash (J/TH).

# ESTIMATES

Our fiscal 2025E revenue and adjusted EBITDA for Cango are RMB3,913.2 million and RMB665.6 million, respectively. For fiscal 2026E, we are expecting revenue and adjusted EBITDA of RMB4,644.6 million (+18.7% year-over-year) and RMB1,185.2 million (+78.1% year-over-year), respectively. Our operating margin assumptions for FY25E and FY26E are 2.6% and 6.8% (+420 bps y/y), respectively; and our adjusted EBITDA margin assumptions for FY25E and FY26E are 17% and 25.5% (+850 bps y/y), respectively. Below are the underlying assumptions driving our fiscal 2025E and fiscal 2026E estimates.

# **Bitcoin Mining**

We expect Bitcoin mining to comprise approximately 99% of our fiscal 2025E and fiscal 2026E revenue estimates. We believe Cango will look to add mining capacity in fiscal 2025E and fiscal 2026E. As such, we expect Cango will exit fiscal 2025E with a deployed hash rate of 42 EH/s (+10 EH/s year-over-year). By the end of fiscal 2026E, we estimate Cango's deployed hash rate will be 54 EH/s (+12 EH/s year-over-year). Note our fiscal 2025E and fiscal 2026E hash rate expectations for Cango do not reflect the mining equipment from the second tranche of the acquisitions announced in November 2024.

We assume the price of Bitcoin will rise during both fiscal 2025E and fiscal 2026E to US\$93,751 (-4.4% year-overyear) by the end of 2025, and to US\$105,641 (+12.7% year-over-year) by the end of 2026. In addition to the estimated price of Bitcoin, key drivers of our revenue estimates include monthly estimates of Cango's Bitcoin mining production, its deployed and average operating hash rates, the Bitcoin network hash rate, and correspondingly, Cango's share of the network hash rate.

# Auto Transaction Services Platform

In fiscal 2024, "net recovery on provision for credit losses" contributed ~RMB270 million to Cango's total operating income, exceeding the total fiscal 2024 operating income of ~RMB179 million recorded by the company. In fiscal 2025E and fiscal 2026E, we estimate Cango will record net recovery on provision for credit losses of ~RMB143 million and ~RMB87 million, respectively.

For Cango's used auto export business, we are modeling fiscal 2025E and fiscal 2026E revenue of approximately RMB12 million and RMB13 million, representing roughly 1,200 and 1,300 used vehicle exports, respectively.

# MANAGEMENT

**Xiaojun Zhang, Co-Founder and Chairman.** Mr. Zhang is Cango's co-founder and has been the company's chairman since 2014. Since 2016, he has been chairman and general manager of Shanghai Chejia. From 2004 to 2013, Mr. Zhang was a director and general manager of SAIC-GMAC Automotive Finance Co., Ltd., and he was deputy general manager of Shanghai Automobile Group Finance Company from 1999 to 2004. Mr. Zhang was a financial supervisor of People's Bank, Shanghai Branch, from 1992 to 1998. He holds a bachelor's degree in finance from Shanghai University of Finance and Economics, a master's degree in business administration from Peking University, and completed the China Senior Executive Program at Harvard Business School.

**Jiayuan Lin, Co-Founder, Director and Chief Executive Officer.** Mr. Lin is Cango's co-founder and has been director and CEO since 2010. From 2007 to 2010, he was assistant general manager of Shanghai Automobile Group Finance Company and director of the sales department of SAIC-GMAC Automotive Finance Co., Ltd. from 2003 to 2007. Mr. Lin was employed by SAIC General Motors Corporation Limited as tax and insurance manager in the finance department and finance support manager in the marketing department from 1997 to 2003. From 1991 to 1997, he was a staff member of the finance department, deputy manager of the audit division and deputy manager of the credit division of the Pudong branch of Bank of China. Mr. Lin holds a bachelor's degree in economics, specializing in investment management, from Shanghai University of Finance and Economics.

**Yongyi Zhang, Director and Chief Financial Officer.** Since 2018, Mr. Zhang has been Cango's CFO and director. From 2010 to 2018, he was executive director of Zhongde Securities Co., Ltd. and senior manager of China Galaxy Securities Co., Ltd. from 2001 to 2010. Mr. Zhang was deputy manager of the Shanghai Stock Exchange from 1997 to 2001 and worked as an auditor at Arthur Anderson (Shanghai Office) from 1995 to 1997. Mr. Zhang holds a bachelor's degree in international accounting from Shanghai University of Finance and Economics.

# RISKS

# **Risks Related to Bitcoin Mining**

# Proposed Change of Control Transaction May Not Be Completed

On March 14, 2025, Cango announced it had received a preliminary non-binding letter of intent from Enduring Wealth Capital Limited (EWCL) indicating EWCL's non-binding intent to obtain control of the company through the acquisition of 10 million Class B ordinary shares from Cango's co-founders, subject to other provisions which are discussed in the "Recent Announcements" section of this report. Should the aforementioned change of control transaction fail to be completed, the value of CANG shares may be adversely impacted.

# Uncertainty Regarding Closing of Share-Settled Transactions Tranche of Mining Equipment Acquisition

On March 26, 2025, Cango announced an amended agreement with the sellers in the "share-settled transactions" tranche of its mining equipment acquisitions announced in November 2024. As previously disclosed by the company, the share-settled transaction tranche is expected to increase the company's deployed hash rate by 18 EH/s (+56%) to 50 EH/s. This amended agreement was executed in consideration of the proposed change of control, and effectively extends the deadline to close the share-settled transactions tranche from March 31, 2025 to July 31, 2025 to enable Cango and the sellers to have adequate time to consider whether any revisions to the purchase agreement are necessary, should the company decide to pursue any of the transactions in the proposed change of control. Failure to close the share-settled transaction tranche may negatively impact Cango's revenues and profitability and correspondingly, the value of CANG shares.

# The Price of Bitcoin is Volatile

The price of Bitcoin is highly volatile and has been subject to significant price movements both up and down in the past. Should the price of Bitcoin drop significantly, CANG's earnings and share price may be adversely impacted.

# **Bitcoin Mining is Highly Competitive**

The bitcoin mining industry is highly competitive and continues to attract new market entrants. As the number of Bitcoin miners increases, earning Bitcoin may become increasingly cumbersome for Cango, negatively impacting Cango's Bitcoin mining operational productivity and profitability. More miners may lead to rising levels of mining difficulty as the Bitcoin protocol strives for a steady block production rate. As such, Cango may need to upgrade its mining machines or invest in incremental hash rate to stave off competition, which may negatively impact the company's profitability. Moreover, growing competition may result in mining equipment shortages and/or longer lead times to procure new equipment, negatively impacting Cango's operations.

# Bitcoin Price May Not Increase After Future Halvings

Bitcoin's value has increased in the wake of prior Bitcoin halvings, where the block reward miners receive is "halved" every 4 years, effectively countering the negative financial impact of halvings on Bitcoin miner profitability. Should Bitcoin's price not increase around the timing of future Bitcoin halvings, Cango's profitability may be adversely impacted.

# Changes to Bitcoin Network Protocol May Adversely Impact Cango's Profitability

Changes to the Bitcoin network protocol ("hard forks"), such as a change to the mining algorithm, block size limit, or encryption methodologies, for example, may disrupt the Bitcoin network and Cango's mining productivity, or negatively impact the price of Bitcoin, thus hindering the company's profitability.

# Electricity Prices May Cause Swings in Profitability

By its nature, Bitcoin mining consumes significant energy, and the profitability of miners like Cango is impacted by electricity prices. Higher than anticipated electricity prices in regions where Cango conducts Bitcoin mining may negatively impact Cango's profitability and, correspondingly, the value of CANG shares.

# Unfavorable Regulations May Have Negative Consequences on Crypto Industry

Increased regulatory scrutiny on the crypto industry and Bitcoin is a double-edged sword. On the one hand, increased attention on the crypto industry by regulators may help clarify crypto regulations, thus helping legitimize Bitcoin, enhance its usage and promote mainstream adoption of Bitcoin. On the other hand, should certain countries or regions adopt regulations that are unfavorable to the crypto sector, the value of Bitcoin, the profitability of Cango, and the valuation of CANG shares may be adversely impacted.

# China's Regulatory Stance on Bitcoin Mining Creates Uncertainty

China banned crypto trading and mining, including Bitcoin, in 2021, and the ban continues to remain in place. While we acknowledge Cango's Bitcoin mining operations are outside of China, uncertainty persists around China's crypto policies and regulations and their impact on the risk associated with Cango, which is headquartered in China.

# Environmental Impact May Lead to Unfavorable Regulations on Bitcoin Mining

Carbon emissions from Bitcoin mining operations have raised public awareness of the negative environmental effects of Bitcoin mining. Such negative environmental impacts may result in increased regulatory scrutiny on Bitcoin mining in the regions where Cango operates, which may lead to unfavorable regulations that restrict Cango's Bitcoin mining operations.

# Bitcoin Networks and Cango's Operating Infrastructure May Be Exposed to Security Threats

Bad actors or advancements in computing and artificial intelligence (AI) have the potential to threaten blockchain security and expose Bitcoin networks and Cango's operating infrastructure to cyberattacks, hacking and malware, which may negatively impact Cango's operations or lead to loss of the company's Bitcoin assets.

# Risks Related to Cango's Auto Transaction Service Platform

### Credit Risk Related to Legacy Auto Financing Facilitation Business

Cango bears credit risk on a portion of the financing transactions facilitated by the company. As such, should the credit performance of loans facilitated by the company worsen, Cango's credit losses may increase, negatively impacting the company's financial results.

### Government Policies May Be Unfavorable to Cango's Vehicle Export Business

Should the Chinese government adopt government policies or implement new laws or regulations that are unfavorable to Cango's vehicle export business, or if governments of countries to which Cango's international used vehicle business facilitates vehicle exports implement new laws or regulations that are unfavorable to the export of Chinese vehicles, the growth and profitability of Cango's international used vehicle export business may be adversely impacted.

# Rising Competition Across the Auto Transaction Value Chain

The markets served by the auto transaction value chain are highly competitive. Should competition in China's used vehicle export market intensify, Cango may need to adjust service fees, which may negatively impact the growth and profitability of Cango's international used vehicle export business.

# GLOSSARY

# **Bitcoin Mining**

# <u>Bitcoin</u>

Bitcoin is a decentralized digital currency created by an anonymous person or group named "Satoshi Nakamoto."

# **Bitcoin Halving**

Approximately every 4 years, the reward for mining new Bitcoin blocks is "halved," which translates into fifty percent fewer Bitcoins for validating transactions and adding them to the blockchain.

# Bitcoin Hash Rate

The Bitcoin hash rate is a measure of the computing power used to mine Bitcoin, quantified in hashes per second (H/s). The higher the hash rate, the greater the computing power. Bitcoin miner hash rates are typically measured in Exahash per second (EH/s), where 1 Exahash = 1 Quintillion H/s (10^18).

### **Bitcoin Mining**

The process in which Bitcoin transactions are added to the blockchain and new Bitcoins are created is called Bitcoin mining.

### <u>Blockchain</u>

Blockchain refers to decentralized digital ledger technology used to record lists of transactions in blocks.

# DeFi

DeFi is short for "decentralized finance" and applies to financial applications and services rooted in blockchain technology. DeFi primarily uses Ethereum, which is a blockchain-based decentralized software platform.

# <u>Ethereum</u>

Ethereum is an open-source blockchain-based decentralized software platform used to run decentralized applications. A noteworthy feature of Ethereum is that it enables users to execute "smart contracts," which are self-executing as contract terms are incorporated directly into code.

# Non-Fungible Token (NFT)

A non-fungible token (NFT) is a type of digital asset, and signifies ownership or proof of authenticity of a distinctive item or content. Due to their uniqueness, NFTs cannot be exchanged on a one-to-one basis like Bitcoin and other cryptocurrencies.

# Real World Assets (RWAs)

Real World Assets (RWAs) refer to the process of "tokenization," which entails producing digital tokens that represent ownership or share of ownership of real-world items, including real estate, commodities, art, and financial instruments such as bonds.

### <u>Stablecoin</u>

A stablecoin is a type of cryptocurrency that is pegged to a reserve asset such as the U.S. dollar. Stablecoins aim to lessen cryptocurrency price volatility so that they are more fitting for ordinary transactions and as a store of value.

# <u>Solana</u>

Solana is an open-sourced blockchain platform capable of hosting decentralized applications, such as DeFi and NFTs.

### <u>TradFi</u>

TradFi is short for "traditional finance" and is a term to describe well-established financial institutions and services.

#### Web 3.0

Built on blockchain technology, Web 3.0 is a term to describe the next iteration of the Internet, which leverages decentralized applications and services. Web 3.0 differs from Web 2.0, which is largely governed by centralized platforms such as social media behemoths and search engines.

# Auto Transaction Service Platform

#### M1+, M3+ Overdue Ratios

"M1+ overdue ratio is (i) exposure at risk relating to financing transactions for which any installment payment is 30 to 179 calendar days past due as of a specified date, divided by (ii) exposure at risk relating to all financing transactions which remain outstanding as of such date, excluding amounts of outstanding principal that are 180 calendar days or more past due." (source: company filings)

"M3+ overdue ratio" as (i) exposure at risk relating to financing transactions for which any installment payment is 90 to 179 calendar days past due as of a specified date, divided by (ii) exposure at risk relating to all financing transactions which remain outstanding as of such date, excluding amounts of outstanding principal that are 180 calendar days or more past due." (source: company filings)

Cango, Inc. Income Statement

(RMB in millions, except number of shares and per share data)

Updated: Apr 11, 2025

				Fiscal	2024				Fiscal	2025E			Fiscal 2026E		2026E		
	FY2022	FY2023	Mar-24	Jun-24	Sep-24	Dec-24	FY2024	Mar-25E	Jun-25E	Sep-25E	Dec-25E	FY2025E	Mar-26E	Jun-26E	Sep-26E	Dec-26E	FY2
Revenues					·				_								
Revenue from Bitcoin mining						653.0	653.0	1044.8	853.0	917.2	1053.5	3868.4	1069.7	1098.9	1192.1	1258.1	1
oan facilitation income and other related income	146.4	20.0	13.8	1.7	0.8	-0.5	15.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0	
	140.4		30.3	20.9							2.6					0.8	
Suarantee income	-	212.1			14.4	8.8	74.4	6.2	4.5	3.3		16.6	1.8	1.3			
easing income	155.5	57.4	4.9	3.3	2.1	1.2	11.5	0.8	0.5	0.4	0.3	2.0	0.2	0.1	0.1	0.1	
After-market services income	71.5	65.4	11.6	16.5	8.0	5.1	41.2	4.1	3.6	3.0	2.7	13.4	2.2	1.9	1.6	1.5	j
Automobile trading income	1596.3	1309.6	3.4	1.5	1.2	0.2	6.3	1.3	2.2	3.5	5.3	12.2	1.3	2.4	3.7	5.5	
Others	10.7	37.4	0.3	1.2	0.5	0.2	2.2	0.2	0.2	0.1	0.1	0.6	0.1	0.1	0.1	0.1	
	1980.5	1701.9	64.4					12.5	10.2				5.6	5.8			
Revenue from auto transaction service platform			-	45.1	27.0	15.0	151.5			10.4	11.0	44.8			6.5	7.9	
Revenues	1980.5	1701.9	64.4	45.1	27.0	668.0	804.5	1057.3	863.9	927.6	1064.5	3913.2	1075.3	1104.7	1198.6	1266.0	1
Cost of Revenues																	
Cost of Revenues	1830.1	1511.9	29.1	26.5	23.3	550.5	629.4	923.3	873.4	898.5	988.0	3683.3	984.6	994.6	1060.5	1102.3	3
Cost of Revenues	1830.1	1511.9	29.1	26.5	23.3	550.5	629.4	923.3	873.4	898.5	988.0	3683.3	984.6	994.6	1060.5	1102.3	\$
Gross Profit	150.4	190.1	35.4	18.6	3.7	117.5	175.1	134.0	(9.5)	29.0	76.4	229.9	90.7	110.2		163.7	
	150.4	130.1	55.4	10.0	5.7	117.5	17.5.1	134.0	(3.3)	23.0	70.4	225.5	30.7	110.2	150.1	105.7	
Operating Expenses																	
Sales and Marketing	132.8	38.9	3.5	4.0	3.4	2.2	13.1	1.4	1.1	1.0	1.4	4.9	1.6	1.3	1.6	1.8	2
		157.0	37.9	39.2	45.2	127.9	250.2	64.9		57.0	54.7	238.3		60.1	62.2		
General and Administrative	299.5								61.7				58.0			61.7	
Research and Development	46.0	30.1	1.1	1.7	1.4	1.3	5.5	1.5	1.4	1.4	1.3	5.6	1.4	1.4	1.5	1.6	
Net loss (gain) on contingent risk assurance liabilities	0.0	25.6	(15.0)	(10.3)	(7.1)	4.6	(27.8)	5.3	5.8	4.9	5.2	21.2	5.3	5.8	4.9	5.2	1
Net loss on risk assurance liabilities	299.9	0.0	-	-	-	-	0.0	_	-	-	-	0.0	-	-	-	-	-
Provision (net recovery on provision) for credit losses	319.4	(136.5)	(66.3)	(63.0)	(74.4)	(66.1)	(269.9)	(46.0)	(40.0)	(32.0)	(25.0)	(143.0)	(28.0)	(23.0)	(20.0)	(16.0)	
			(00.3)	(05.0)	(74.4)	(00.1)		(40.0)	(40.0)	(32.0)	(23.0)		(20.0)	(20.0)	(20.0)	(10.0)	1
Impairment loss from goodw ill	0.0	148.7	-	-	-	-	0.0			-	-	0.0			-	-	1
Loss (gain) from change in fair value of receivable for Bitcoin collateral						25.2	25.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Total Op Expenses	1,097.5	263.8	(38.8)	(28.4)	(31.5)	95.0	(3.8)	27.1	30.0	32.3	37.7	127.0	38.3	45.7	50.2	54.3	
Operating Income	(947.1)	(73.8)	74.2	47.0	35.2	22.5	178.9	106.9	(39.6)	(3.2)	38.7	102.9	52.4	64.5	87.9	109.4	
operating meene	(*)	(,	=		00.2				(00.0)	(0.2)				0.110	01.0		
Interest Income	43.7	79.2	16.5	33.8	25.7	30.3	106.3	20.0	15.0	12.0	11.7	58.7	11.5	11.3	11.0	10.8	
	(9.8)	24.1	11.0		2.2	1.6	8.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Net gain on equity securities			11.0	(6.0)	2.2												
Interest expense	(16.8)	(4.1)	-	-	-	(0.7)	(0.7)	(0.7)	(0.8)	(1.0)	(1.1)	(3.6)	(1.2)	(1.2)	(1.3)	(1.5)	)
Foreign exchange (loss) gain (net)	5.9	1.1	0.1	0.4	(1.4)	2.6	1.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Other income (loss)	52.1	30.7	0.8	4.6	3.1	(0.2)	8.3	(0.3)	(0.3)	(0.3)	(0.3)	(1.2)	(0.3)	(0.3)	(0.3)	(0.3)	5
Other expenses	(2.5)	(1.6)				(0.1)	(2.1)	(0.2)	(0.2)	(0.2)	· · · · ·	(0.8)		(0.2)	(0.2)	(0.2)	
			(0.5)	(1.3)	(0.2)						(0.2)		(0.2)				
Non-Operating Income	<u>72.6</u>	<u>129.3</u>	27.9	31.4	29.4	33.5	<u>122.2</u>	18.8	13.7	10.5	10.1	<u>53.1</u>	9.8	9.6	9.2	8.8	
Net (loss) income before income taxes	(874.5)	55.6	102.1	78.4	64.6	56.1	301.1	125.7	(25.9)	7.3	48.8	156.0	62.2	74.1	97.1	118.2	
Income tax (expenses) benefits	(236.7)	(93.5)	(12.0)	7.7	3.2	(0.2)	(1.3)	(12.6)	2.6	(0.7)	(4.9)	(15.6)	(6.2)	(7.4)	(9.7)	(11.8)	
income tax (expenses) benefits	(230.7)	(93.5)	(12.0)	1.1	3.2	(0.2)	(1.5)	(12.0)	2.0	(0.7)	(4.9)	(15.0)	(0.2)	(7.4)	(9.7)	(11.0)	1
Net (loss) income	(1,111.2)	(37.9)	90.0	86.0	67.9	55.9	299.8	113.2	(23.3)	6.5	44.0	140.4	56.0	66.7	87.4	106.4	
Net (loss) income attributable to Cango Inc.'s shareholders	(1,111.2)	(37.9)	90.0	86.0	67.9	55.9	299.8	113.2	(23.3)	6.5	44.0	140.4	56.0	66.7	87.4	106.4	
		, ,							. ,								
Share based comp	158.5	38.5	5.7	4.7	3.4	3.3	17.1	3.5	3.8	4.0	4.1	15.3	4.3	4.3	4.6	4.6	
Non-GAAP Net Income	(952.7)	0.6	95.7	90.7	71.3	59.2	316.9	116.7	(19.5)	10.5	48.0	155.7	60.2	70.9	91.9	110.9	
Non-GAAP EPS	(\$6.95)	\$0.00	\$0.85	\$0.80	\$0.63	\$0.51	\$2.72	\$0.98	(\$0.19)	\$0.09	\$0.40	\$1.34	\$0.49	\$0.57	\$0.73	\$0.87	
GAAP EPS	(\$8.10)		\$0.80	\$0.76	\$0.60	\$0.48	\$2.57	\$0.95	(\$0.23)	\$0.05	\$0.36	\$1.21	\$0.45	\$0.53	\$0.69	\$0.83	
Fully-Diluted shares (ADS)	137.1	124.3	112.8	113.7	113.9	116.5	116.5	118.5	103.4	120.0	121.5	115.8	123.5	125.0	126.5	128.0	4
Change % YoY																	
Revenue																	
Revenue from Bitcoin mining						NM	NM	NM	NM	NM	61.3%	492.4%	2.4%	28.8%	30.0%	19.4%	1
Loan facilitation income and other related income		-86.4%	496.9%	-88.0%	-92.8%	-93.0%	-21.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	NM	NM	NM	NM	
				-62.6%	-71.2%	-79.0%											
Guarantee income		NM	-52.8%				-64.9%	-79.5%	-78.7%	-76.8%	-70.5%	-77.7%	-70.5%	-70.5%	-70.5%	-70.5%	-1
Leasing income		-63.1%	-77.8%	-79.9%	-81.8%	-83.6%	-79.9%	-84.3%	-84.2%	-81.5%	-76.1%	-82.9%	-76.1%	-76.1%	-76.1%	-76.1%	-1
After-market services income		-8.5%	-30.4%	56.9%	-43.6%	-78.7%	-36.9%	-64.8%	-78.4%	-62.0%	-46.8%	-67.5%	-46.8%	-46.8%	-46.8%	-46.8%	-4
Automobile trading income	11	-18.0%	-99.2%	-99.7%	-99.5%	-99.7%	-99.5%	-63.7%	48.9%	191.1%	3010.7%	93.9%	5.0%	8.0%	7.0%	5.0%	
Others	11	248.1%	-95.7%	-92.5%	-83.5%	-97.8%	-94.0%	-37.5%	-86.1%	-72.3%	-50.9%	-72.2%	-50.9%	-50.9%	-50.9%	-50.9%	
Total Revenue	11	-14.1%	-88.1%	-93.3%	-92.4%	412.9%	-52.7%	1541.2%	1816.4%	3341.4%	59.3%	386.4%	1.7%	27.9%	29.2%	18.9%	
Gross Profit	11	26.4%	-43.0%	-68.9%	-92.5%	506.9%	-7.9%	278.9%	NM	686.0%	-35.0%	31.3%	-32.3%	NM	375.7%	114.2%	1
Operating Expenses	11	20.4 /0	-40.0%	-00.970	-32.3 /0	000.970	-1.370	210.970	1 1 1 1	000.076	-00.070	51.570	-32.370	1 W I VI	515.170	114.270	1 '
	11			07.07										o			1
Sales and Marketing	11	-70.7%	-71.7%	-67.2%	-65.7%	-49.9%	-66.3%	-61.9%	-72.3%	-69.3%	-35.9%	-62.6%	20.8%	21.8%	52.3%	28.0%	2
General and Administrative	11	-47.6%	-4.7%	6.3%	30.3%	180.1%	59.4%	71.2%	57.5%	26.0%	-57.2%	-4.7%	-10.7%	-2.6%	9.2%	12.7%	
	11	-34.5%	-86.4%	-78.4%	-79.6%	-82.5%	-81.8%	35.5%	-14.3%	-5.1%	5.0%	2.6%	-9.1%	-3.0%	11.5%	18.9%	
Research and Development	11	-92.2%	43.1%	-70.478 NM	-13.078 NM	-02.3 /0 NM	-342.6%	44.2%	NM	-109.2%	71.9%	-42.5%	-51.0%	-3.076 NM	-2822.0%	182.4%	2
Research and Development	11	-92.2% -97.0%			NM			<b>44.2%</b> 205.3%			109.5%		-1.1%	144.1%		58.3%	2
Operating Income		-97.0%	57.5%	NM		NM	-1110.5%		157.2%	317.4%		175.3%			100.8%		
Operating Income EBITDA				NM	-70.1%	NM	-88.7%	NM	NM	NM	346.0%	NM	7.0%	215.6%	126.2%	66.8%	7
Operating Income EBITDA Adjusted EBITDA		-68.7%	NM														1
Operating Income EBITDA Adjusted EBITDA GAAPNet Income		-96.6%	14.3%	137.5%	NM	NM	-891.6%	25.7%	NM	-90.4%	-21.4%	-53.2%	-50.5%	NM	1234.8%	142.0%	
Operating Income EBITDA Adjusted EBITDA					NM NM	NM NM	-891.6% -944.7%	25.7% 19.6%	NM NM	-90.4% -90.8%	-21.4% -24.6%	-53.2% -52.9%	-50.5% -52.5%	NM NM	1234.8% 1166.2%	142.0% 129.7%	
Operating Income EBITDA Adjusted EBITDA GAAP Net Income GAAP EPS		-96.6% -96.2%	14.3% 42.1%	137.5%	NM	NM	-944.7%	19.6%		-90.8%	-24.6%		-52.5%	NM	1166.2%	129.7%	10
Dperating Income BITDA Adjusted BBITDA SAAPNet Income		-96.6%	14.3%	137.5% 189.1%					NM			-52.9%					1

Change % QoQ																	
Revenue									1								
Revenue from Bitcoin mining						NM		60.0%	-18.4%	7.5%	14.9%		1.5%	2.7%	8.5%	5.5%	
Loan facilitation income and other related income			-30.8%	-87.9%	-50.9%	NM		NM	NM	NM	NM		NM	NM	NM	NM	
Guarantee income			-85.7%	-30.9%	-31.1%	-38.6%		-30.0%	-28.0%	-25.0%	-22.0%		-30.0%	-28.0%	-25.0%	-22.0%	
Leasing income			-91.4%	-32.4%	-38.4%	-41.9%		-35.0%	-32.0%	-28.0%	-25.0%		-35.0%	-32.0%	-28.0%	-25.0%	
After-market services income			-82.2%	41.9%	-51.8%	-35.7%		-20.0%	-13.0%	-15.0%	-10.0%		-20.0%	-13.0%	-15.0%	-10.0%	
Automobile trading income			-99.7%	-57.4%	-18.2%	-86.0%		640.6%	75.0%	60.0%	50.0%		-75.0%	80.0%	58.5%	47.2%	
Others			-99.1%	268.1%	-57.2%	-50.4%		-20.0%	-18.0%	-15.0%	-12.0%		-20.0%	-18.0%	-15.0%	-12.0%	
Revenue from auto transaction service platform			-50.5%	-30.0%	-40.2%	-44.2%		-16.8%	-12.9%	-4.7%	5.8%		-49.0%	3.2%	12.5%	20.9%	
Total Revenue			-50.5%	-30.0%	-40.2%	2378.5%		58.3%	-18.3%	-4.1%	14.8%		1.0%	2.7%	8.5%	5.6%	
Gross Profit			82.7%	-47.5%	-80.1%	3081.5%		14.1%	NM	NM	163.2%		18.7%	21.5%	25.4%	18.5%	
Operating Expenses																	
Sales and Marketing			-18.9%	12.3%	-15.3%	-35.1%		-38.3%	-18.3%	-6.1%	35.3%		16.4%	-17.6%	17.4%	13.6%	
General and Administrative			-16.9%	3.3%	15.4%	182.9%		-49.2%	-5.0%	-7.7%	-3.9%		5.9%	3.7%	3.5%	-0.9%	
Research and Development			-84.9%	52.1%	-14.7%	-10.5%		16.8%	-3.8%	-5.6%	-1.0%		1.0%	2.7%	8.5%	5.6%	
Operating Income			-356.9%	-36.6%	-25.0%	-36.1%		374.6%	NM	-91.8%	-1300.1%		35.3%	23.1%	36.2%	24.5%	
EBITDA			NM	-47.9%	-12.8%	184.4%		136.1%	-56.1%	41.5%	42.7%		11.5%	8.4%	16.4%	12.5%	
Adjusted EBITDA			-95.5%	1349.7%	98.7%	NM		362.6%	-62.2%	64.7%	55.0%		11.0%	11.3%	18.1%	14.3%	
GAAP Net Income			-186.7%	-4.4%	-21.1%	-17.7%		102.5%	NM	NM	571.6%		27.4%	19.1%	31.0%	21.8%	
GAAPEPS			-183.9%	-5.2%	-21.3%	-19.5%		99.1%	NM	NM	563.3%		25.3%	17.7%	29.4%	20.3%	
Non-GAAP Net Income			-196.5%	-5.3%	-21.3%	-19.5%		97.1%	NM	NM	357.3%		25.5%	17.8%	29.6%	20.3%	
Non-GAAP Net Income Non-GAAP EPS				-5.3% -5.2%		-17.0%		97.1% 93.8%	NM	NM				17.8%	29.6%	20.7% 19.3%	
	-+	+	-183.9%	-IJ.∠%	-21.3%	-19.5%		93.0%	11/1/1	INIVI	351.7%		23.5%	10.3%	20.0%	19.3%	
Revenue Category as % of Revenue						07 70/	04.00/	00.00/	00.7%	00.0%	00.00/	00.0%	00.5%	00 59/	00 5%	00.49/	00.49/
Revenue from Bitcoin mining	7.40	1.000	04.5%	0.70/	0.00/	97.7%	81.2%	98.8%	98.7%	98.9%	99.0%	98.9%	99.5%	99.5%	99.5%	99.4%	99.4%
Loan facilitation income and other related income	7.4%	1.2%	21.5%	3.7%	3.0%	-0.1%	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Guarantee income	NM	12.5%	47.0%	46.4%	53.5%	1.3%	9.3%	0.6%	0.5%	0.4%	0.2%	0.4%	0.2%	0.1%	0.1%	0.1%	0.1%
Leasing income	7.9%	3.4%	7.7%	7.4%	7.6%	0.2%	1.4%	0.1%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
After-market services income	3.6%	3.8%	18.1%	36.6%	29.5%	0.8%	5.1%	0.4%	0.4%	0.3%	0.3%	0.3%	0.2%	0.2%	0.1%	0.1%	0.2%
Automobile trading income	80.6%	77.0%	5.3%	3.3%	4.5%	0.0%	0.8%	0.1%	0.3%	0.4%	0.5%	0.3%	0.1%	0.2%	0.3%	0.4%	0.3%
Others	0.5%	2.2%	0.5%	2.6%	1.9%	0.0%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Revenue from auto transaction service platform	100.0%	100.0%	100.0%	100.0%	100.0%	2.3%	18.8%	1.2%	1.3%	1.1%	1.0%	1.1%	0.5%	0.5%	0.5%	0.6%	0.6%
Total Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	18.8%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
COS % Of Revenue																	
Total Cost of Sales	92.4%	88.8%	45.1%	58.8%	86.3%	82.4%	78.2%	87.3%	101.1%	96.9%	92.8%	94.1%	91.6%	90.0%	88.5%	87.1%	89.2%
Operating Expense as % of Revenue																	
Operating Expense as % of Revenue Sales and Marketing	6.7%	2.3%	5.5%	8.8%	12.5%	0.3%	1.6%	0.1%	0.1%	0.1%	0.1%	0.1%	0.2%	0.1%	0.1%	0.1%	0.1%
Sales and Marketing		2.3%	5.5%	8.8%	12.5%	0.3%	1.6%		0.1%		0.1%		0.2%		0.1% 1	0.1%	0.1% <i>1</i>
Sales and Marketing bps q	'q							(20)	0	(2)	2	(150)	2	(3)	1	1	1
Sales and Marketing bps q General and Administrative	q 15.1%	2.3% 9.2%	5.5% 58.9%	8.8% 86.9%	12.5% 167.7%	0.3% 19.1%	1.6% 31.1%	<mark>(20)</mark> 6.1%	0 7.1%	<mark>(2)</mark> 6.1%	2 5.1%	<i>(150)</i> 6.1%	<mark>2</mark> 5.4%	<mark>(3)</mark> 5.4%	1 5.2%	1 4.9%	1 5.2%
Sales and Marketing bps q General and Administrative bps q	'q 15.1% 'q	9.2%	58.9%	86.9%	167.7%	19.1%	31.1%	(20) 6.1% (1300)	0 7.1% 100	(2) 6.1% (100)	2 5.1% (100)	(150) 6.1% (2501)	2 5.4% 25	<mark>(3)</mark> 5.4% 5	1 5.2% (25)	1 4.9% (32)	1 5.2% (88)
Sales and Marketing bps q General and Administrative bps q Research and Development	(q 15.1% (q 2.3%							(20) 6.1% (1300) 0.1%	0 7.1% 100 0.2%	(2) 6.1% (100) 0.1%	2 5.1% (100) 0.1%	(150) 6.1% (2501) 0.1%	2 5.4% 25 0.1%	(3) 5.4% 5 0.1%	1 5.2% (25) 0.1%	1 4.9% (32) 0.1%	1 5.2% (88) 0.1%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q	(q (q) (q) (q) (q) (q) (2.3%)	9.2% 1.8%	58.9% 1.7%	86.9% 3.7%	167.7% 5.3%	19.1% 0.2%	31.1% 0.7%	(20) 6.1% (1300) 0.1% (5)	0 7.1% 100 0.2% 3	(2) 6.1% (100) 0.1% (2)	2 5.1% (100) 0.1% (2)	(150) 6.1% (2501) 0.1% (54)	2 5.4% 25 0.1% 0	(3) 5.4% 5 0.1% 0	1 5.2% (25) 0.1% 0	1 4.9% (32) 0.1% 0	1 5.2% (88) 0.1% (2)
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.)	(q 15.1%) (q 2.3%) (q <b>55.4%</b> )	9.2% 1.8% <b>15.5%</b>	58.9% 1.7% <b>-60.2%</b>	86.9% 3.7% <b>-63.0%</b>	167.7% 5.3% <b>-117.0%</b>	19.1% 0.2% <b>14.2%</b>	31.1% 0.7% <b>-0.5%</b>	(20) 6.1% (1300) 0.1% (5) 2.6%	0 7.1% 100 0.2% 3 3.5%	(2) 6.1% (100) 0.1% (2) 3.5%	2 5.1% (100) 0.1% (2) 3.5%	(150) 6.1% (2501) 0.1% (54) 3.2%	2 5.4% 25 0.1% 0 3.6%	(3) 5.4% 5 0.1% 0 4.1%	1 5.2% (25) 0.1% 0 4.2%	1 4.9% (32) 0.1% 0 4.3%	1 5.2% (88) 0.1% (2) 4.1%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate	(q (q) (q) (q) (q) (q) (2.3%)	9.2% 1.8%	58.9% 1.7%	86.9% 3.7%	167.7% 5.3%	19.1% 0.2%	31.1% 0.7%	(20) 6.1% (1300) 0.1% (5)	0 7.1% 100 0.2% 3	(2) 6.1% (100) 0.1% (2)	2 5.1% (100) 0.1% (2)	(150) 6.1% (2501) 0.1% (54)	2 5.4% 25 0.1% 0	(3) 5.4% 5 0.1% 0	1 5.2% (25) 0.1% 0	1 4.9% (32) 0.1% 0	1 5.2% (88) 0.1% (2)
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue	(q (q) (q) (q) (q) (q) (q) (55.4% (27.1%)	9.2% 1.8% <b>15.5%</b> -168.1%	58.9% 1.7% - <b>60.2%</b> -11.8%	86.9% 3.7% -63.0% 9.8%	167.7% 5.3% <b>-117.0%</b> 5.0%	19.1% 0.2% <b>14.2%</b> -0.3%	31.1% 0.7% - <b>0.5%</b> -0.4%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0%	0 7.1% 100 0.2% 3 3.5% -10.0%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0%	2 5.1% (100) 0.1% (2) 3.5% -10.0%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0%	2 5.4% 25 0.1% 0 3.6% -10.0%	(3) 5.4% 5 0.1% 0 4.1% -10.0%	1 5.2% (25) 0.1% 0 4.2% -10.0%	1 4.9% (32) 0.1% 0 4.3% -10.0%	1 5.2% (88) 0.1% (2) 4.1% -10.0%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin	(q) (q) (q) (q) (q) (q) (q) (2.3%) (q) (55.4%) (27.1%) (7.6%)	9.2% 1.8% <b>15.5%</b> -168.1% 11.2%	58.9% 1.7% - <b>60.2%</b> -11.8% 54.9%	86.9% 3.7% -63.0% 9.8% 41.2%	167.7% 5.3% - <b>117.0%</b> 5.0% 13.7%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6%	31.1% 0.7% -0.5% -0.4% 21.8%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0%	0 7.1% 100 0.2% 3 3.5% -10.0%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4%	(3) 5.4% 5 0.1% 0 4.1% -10.0%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9%	1 5.2% (88) 0.1% (2) 4.1% -10.0%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin	(q) (q) (q) (q) (q) (q) (q) (q) (q) (q)	9.2% 1.8% <b>15.5%</b> -168.1% 11.2% <b>-4.3%</b>	58.9% 1.7% - <b>60.2%</b> -11.8% 54.9% <b>115.1%</b>	86.9% 3.7% -63.0% 9.8% 41.2% 104.2%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b>	31.1% 0.7% - <b>0.5%</b> -0.4% 21.8% <b>22.2%</b>	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% <b>3.6%</b>	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% <b>2.6%</b>	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% <b>4.9%</b>	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 5.8%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% <b>6.8%</b>
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Dperating Margin EBITDA Margin	(q) 15.1% (q) 2.3% (q) 55.4% 27.1% 7.6% -47.8% -46.7%	9.2% 1.8% -15.5% -168.1% 11.2% -4.3% -1.6%	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% <b>3.6%</b> 21.8%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% <b>2.6%</b> 19.7%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 5.8% 25.4%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% <b>6.8%</b> 26.5%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Adjusted EBITDA Margin	<ul> <li><sup>(q)</sup></li> <li>15.1%</li> <li>(q)</li> <li>2.3%</li> <li>55.4%</li> <li>27.1%</li> <li>7.6%</li> <li>-46.7%</li> <li>-24.9%</li> </ul>	9.2% 1.8% <b>15.5%</b> -168.1% 11.2% <b>-4.3%</b> -1.6% <b>-9.1%</b>	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1%	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Adjusted EBITDA Margin Net Margin	(q (q) (2.3%) (q) (2.3%) (27.1%) (27.1%) (24.9%) (-24.9%) (-24.9%) (-56.1%)	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2%	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 19.7% 17.0% 3.6%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 5.8% 25.4% 24.2% 6.0%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Adjusted EBITDA Margin	<ul> <li><sup>(q)</sup></li> <li>15.1%</li> <li>(q)</li> <li>2.3%</li> <li>55.4%</li> <li>27.1%</li> <li>7.6%</li> <li>-46.7%</li> <li>-24.9%</li> </ul>	9.2% 1.8% <b>15.5%</b> -168.1% 11.2% <b>-4.3%</b> -1.6% <b>-9.1%</b>	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1%	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Adjusted EBITDA Margin Net Margin	(q (q) (2.3%) (q) (2.3%) (27.1%) (27.1%) (24.9%) (-24.9%) (-24.9%) (-56.1%)	9.2% 1.8% <b>15.5%</b> -168.1% 11.2% <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2%	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 19.7% 17.0% 3.6%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 5.8% 25.4% 24.2% 6.0%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Adjusted EBITDA Margin Net Margin	(q (q) (2.3%) (q) (2.3%) (27.1%) (27.1%) (24.9%) (-24.9%) (-24.9%) (-56.1%)	9.2% 1.8% <b>15.5%</b> -168.1% 11.2% <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2%	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 19.7% 17.0% 3.6%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 5.8% 25.4% 24.2% 6.0%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Non-GAAP Net Margin EBITDA	(q (q) (2.3%) (q) (2.3%) (27.1%) (27.1%) (24.9%) (-24.9%) (-24.9%) (-56.1%)	9.2% 1.8% -168.1% 11.2% -4.3% -1.6% -9.1% -2.2% 0.0%	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3%	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7%	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7%	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 19.7% 17.0% 3.6%	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 5.8% 25.4% 24.2% 6.0%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders	'q         15.1%           'q         2.3%           '2         55.4%           27.1%         7.6%           -47.8%         -46.7%           -56.1%         -56.1%           -48.1%         (1,111.2)	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>11.2%</b> <b>-1.6%</b> -9.1% -2.2% 0.0% (37.9)	58.9% 1.7% -60.2% -11.8% 54.9% 132.8% -2.3% 139.7% 148.6%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8% 201.2%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8% 264.5%	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4% 8.9%	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0%	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% -2.7% -2.3% (23.3)	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 0.7% 1.1% 6.5	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1% 4.5%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 66.7	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7%	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 6.8% 7.2% 316.4
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Non-GAAP Net Margin EBITDA EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income	'q         15.1%           'q         2.3%           'g         55.4%           '27.1%         7.6%           '47.8%         -46.7%           '56.4%         -24.9%           '56.4%         (1,111.2)           (1,111.2)         (43.7)	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> -4.3% -1.6% -9.1% -2.2% 0.0% (37.9) (79.2)	58.9% 1.7% -60.2% -11.8% 54.9% 132.8% -2.3% 139.7% 148.6%	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8% 201.2%	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 130.7% 144.3% -159.1% 251.8% 264.5%	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3)	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0)	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0)	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0)	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7)	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7)	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.6% 5.6% 5.6%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 66.7 (11.3)	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0)	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.8% 8.8%	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 26.5% 26.5% 25.5% 6.8% 7.2%
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin EBITDA Margin Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest income	(q) (q) (15.1%) (2.3%) (2.3%) (27.1%) (27.1%) (35.4%) (27.1%) (27.1%) (46.7%) (43.7) (6.6)	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2% 0.0% (37.9) (37.9) (79.2) (4.1)	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5)	86.9% 3.7% -63.0% 9.8% 41.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8)	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 264.5% 67.9 (25.7)	19.1% 0.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% (23.3) (15.0) 0.8	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0	2 5.1% (100) 0.1% (2) 3.5% 21.8% 20.3% 4.1% 4.5% 4.1% 4.5%	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 10.0% 25.4% 24.2% 6.0% 6.4% 6.4% 6.6.7 (11.3) 1.2	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2
Sales and Marketing bps q General and Administrative bps q Research and Development bps q <b>Total Operating Expense (% of rev.)</b> Tax Rate <b>Margins as % of Revenue</b> Gross Margin <b>Operating Margin</b> EBITDA Margin EBITDA Margin Non-GAAP Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense	'q         15.1%           'q'         2.3%           '2.3%         55.4%           '27.1%         -46.7%           -46.7%         -24.9%           -56.1%         -48.1%           (1,111.2         (43.7           (6.6         236.7	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2% 0.0% (37.9) (37.9) (37.9) (4.1) 93.5	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) - 12.0	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.8) -(7.7)	167.7% 5.3% -117.0% 5.0% 130.7% 130.7% 134.3% -159.1% 251.8% 264.5% 67.9 (25.7) - (3.2)	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (26.6)	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7	2 5.1% (100) 0.1% (2) 3.5% 5.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 25.4% 24.2% 6.0% 6.4% 6.6.7 (11.3) 1.2 7.4	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 5.11.8	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2
Sales and Marketing bps q General and Administrative bps q Research and Development bps q <b>Total Operating Expense (% of rev.)</b> Tax Rate <b>Margins as % of Revenue</b> Gross Margin <b>Operating Margin</b> EBITDA Margin Non-GAAP Net Margin Non-GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense Tax expense Depreciation & Amortization	<sup>(q)</sup> <sup>(q)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup></sup>	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>11.2%</b> <b>-1.6%</b> -9.1% -2.2% 0.0% (37.9) (79.2) (4.11) 93.5 0.0	58.9% 1.7% -60.2% -11.8% 54.9% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -2.0 0.0	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7) (3.2) 0.0	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (26.0) 154.8	(2) 6.1% (100) 0.1% (2) 3.5% -0.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 6.2 206.4	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 6.0% 6.4% 6.6.7 (11.3) 1.2 7.4 216.1	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 28.5% 8.6% 28.5% 8.4% 8.8% 106.4 (10.8) 1.55 11.8 258.0	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2
Sales and Marketing bps q General and Administrative bps q Research and Development bps q <b>Total Operating Expense (% of rev.)</b> Tax Rate <b>Margins as % of Revenue</b> Gross Margin <b>Operating Margin</b> EBITDA Margin EBITDA Margin Non-GAAP Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense	'q         15.1%           'q'         2.3%           '2.3%         55.4%           '27.1%         -46.7%           -46.7%         -24.9%           -56.1%         -48.1%           (1,111.2         (43.7           (6.6         236.7	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>11.2%</b> <b>-1.6%</b> -9.1% -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.0	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) - 12.0	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.8) -(7.7)	167.7% 5.3% -117.0% 5.0% 130.7% 130.7% 134.3% -159.1% 251.8% 264.5% 67.9 (25.7) - (3.2)	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (26.6)	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7	2 5.1% (100) 0.1% (2) 3.5% 5.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6%	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 25.4% 24.2% 6.0% 6.4% 6.6.7 (11.3) 1.2 7.4	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 5.11.8	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2
Sales and Marketing bps q General and Administrative bps q Research and Development bps q <b>Total Operating Expense (% of rev.)</b> Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Non-GAAP Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense Depreciation & Amortization EBITDA	<sup>(q)</sup> <sup>(q)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup>(1)</sup> <sup></sup>	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>11.2%</b> <b>-1.6%</b> -9.1% -2.2% 0.0% (37.9) (79.2) (4.11) 93.5 0.0	58.9% 1.7% -60.2% -11.8% 54.9% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -2.0 0.0	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7) (3.2) 0.0	19.1% 0.2% <b>14.2%</b> -0.3% 17.6% <b>3.4%</b> 16.6% <b>7.3%</b> 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (26.0) 154.8	(2) 6.1% (100) 0.1% (2) 3.5% -0.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 6.2 206.4	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 6.0% 6.4% 6.6.7 (11.3) 1.2 7.4 216.1	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 28.5% 8.6% 28.5% 8.4% 8.8% 106.4 (10.8) 1.55 11.8 258.0	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Non-GAAP Net Margin Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense Depreciation & Amortization EBITDA ADJUSTED EBITDA	q q 2.3% q 55.4% 27.1% 7.6% -47.8% -46.7% -56.1% -56.1% -48.1% (1,111.2 (43.7 (66.6 236.7 0.0 (924.8	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> -4.3% -1.6% -9.1% -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.00 (27.7)	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7) - (3.2) 0.0 38.9	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 84.2 110.6	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 34.8% -2.2% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2	0 7.1% 100 0.2% 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.6% 5.6% 5.6% 56.0 (11.5) 1.2 6.2 206.4 258.3	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.4% 6.4%	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.8% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 26.5% 26.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 919.2 1,231.4
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin Operating Margin EBITDA Margin Non-GAAP Net Margin Non-GAAP Net Margin EBITDA GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense Depreciation & Amortization EBITDA ADJUSTED EBITDA EBITDA EBITDA	<ul> <li><sup>1</sup>/<sub>q</sub></li> <li><sup>1</sup>/<sub>1</sub>5.1%</li> <li><sup>2</sup>/<sub>2</sub>.3%</li> <li><sup>2</sup>/<sub>2</sub>.3%</li> <li><sup>2</sup>/<sub>2</sub>.3%</li> <li><sup>2</sup>/<sub>2</sub>.3%</li> <li><sup>2</sup>/<sub>2</sub>.4%</li> <li><sup>2</sup>/<sub>2</sub>.4%</li> <li><sup>4</sup>/<sub>2</sub>.7%</li> <li><sup>4</sup>/<sub>2</sub>.7%</li> <li><sup>4</sup>/<sub>2</sub>.4%</li> </ul>	9.2% 1.8% 15.5% -168.1% 11.2% -4.3% -1.6% -9.1% -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.0 (27.7) (27.7)	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) - 12.0 0.0 85.6 85.6	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6	167.7% 5.3% -117.0% 5.0% 13.7% 144.3% -159.1% 264.5% 67.9 (25.7) - (3.2) 0.0 38.9 38.9	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 113.8 261.2	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% (23.3) (15.0) 0.8 (26) 154.8 114.8	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 6.5 (12.0) 1.0 0.7 166.1 162.4	2 5.1% (100) 0.1% (2) 3.5% 21.8% 20.3% 4.1% 4.5% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 231.7	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 206.4 228.3	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.6.7 (11.3) 1.2 7.4 216.1 280.1	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 366.9	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 919.2 1,231.4
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin EBITDA Margin EBITDA Margin Non-GAAP Net Margin Non-GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense Depreciation & Amortization EBITDA ADJUSTED EBITDA EBITDA Net loss (gain) on contingent risk assurance liabilities	(q) (q) (15.1%) (2.3%) (27.1%) (27.1%) (355.4%) (27.1%) (46.7%) (48.1%) (48.1%) (1,111.2) (43.7) (6.6) (43.7) (6.6) (236.7) 0.00 (924.8) (924.8) 0.00	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.00 (27.7) 25.6	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) 12.0 0.0 85.6 (15.0)	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.3.8) - (7.7) 0.0 44.6 44.6 (10.3)	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 264.5% 67.9 (25.7) - (3.2) 0.0 38.9 (7.1)	19.1% 0.2% -0.3% 11.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 110.6 4.6	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% 4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8	(2) 6.1% (100) 0.1% (2) 3.5% -0.3% 15.1% 0.7% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 162.4 4.9	2 5.1% (100) 0.1% (2) 3.5% 21.8% 20.3% 4.1% 4.5% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 5.2	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 770.1 21.2	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.6.7 (11.3) 1.2 7.4 216.1 280.1 5.8	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 326.0 4.9	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 29.0% 29.0% 29.0% 29.0% 29.0% 29.5% 8.4% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 366.9 5.2	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA Margin         Adjusted EBITDA Margin       Non-GAAP Net Margin         EBITDA       GAAP Net income (loss) attributable to Cango Inc.'s shareholders interest income         Interest income       Tax expense         Depreciation & Amortization       EBITDA         EBITDA       EDITDA         Margin Operating Operatin	q         15.1%           q         2.3%           q         55.4%           27.1%         -47.8%           -46.7%         -46.7%           -56.1%         -48.1%           (1,111.2         (43.7           (6.6         236.7           0.0         (924.8           0.0         319.4	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.0 (27.7) 25.6 (136.5)	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3)	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.8) -7.77 0.0 44.6 (10.3) (63.0)	167.7% 5.3% -117.0% 5.0% 13.7% 13.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7) (3.2) 0.0 38.9 (7.1) (74.4)	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 4.6 (66.1)	31.1% 0.7% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (269.9)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0)	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (23.3) (15.0) 0.8 (2.6) 154.8 114.8 5.8 (40.0)	(2) 6.1% (100) 0.1% (2) 3.5% -0.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0)	2 5.1% (100) 0.1% (2) 3.5% 3.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 5.2 (25.0)	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0)	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.6.7 (11.3) 1.22 7.4 216.1 280.1 5.8 (23.0)	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0)	1 4.9% (32) 0.1% 0 4.3% 2.00% 28.5% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 5.11.8 258.0 366.9 5.2 (16.0)	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2 (87.0)
Sales and Marketing bps q General and Administrative bps q Research and Development bps q Total Operating Expense (% of rev.) Tax Rate Margins as % of Revenue Gross Margin EBITDA Margin EBITDA Margin Non-GAAP Net Margin Non-GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest income Interest expense Tax expense Depreciation & Amortization EBITDA ADJUSTED EBITDA EBITDA Net loss (gain) on contingent risk assurance liabilities	(q) (q) (15.1%) (2.3%) (27.1%) (27.1%) (355.4%) (27.1%) (46.7%) (48.1%) (48.1%) (1,111.2) (43.7) (6.6) (43.7) (6.6) (236.7) 0.00 (924.8) (924.8) 0.00	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> <b>-4.3%</b> -1.6% <b>-9.1%</b> -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.00 (27.7) 25.6	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) 12.0 0.0 85.6 (15.0)	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.3.8) - (7.7) 0.0 44.6 44.6 (10.3)	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 264.5% 67.9 (25.7) - (3.2) 0.0 38.9 (7.1)	19.1% 0.2% -0.3% 11.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 110.6 4.6	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% 4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8	(2) 6.1% (100) 0.1% (2) 3.5% -0.3% 15.1% 0.7% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 162.4 4.9	2 5.1% (100) 0.1% (2) 3.5% 21.8% 20.3% 4.1% 4.5% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 5.2	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 770.1 21.2	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.6.7 (11.3) 1.2 7.4 216.1 280.1 5.8	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 326.0 4.9	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 29.0% 29.0% 29.0% 29.0% 29.0% 29.5% 8.4% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 366.9 5.2	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA Margin         Adjusted EBITDA Margin       Non-GAAP Net Margin         EBITDA       GAAP Net income (loss) attributable to Cango Inc.'s shareholders interest income         Interest income       Tax expense         Depreciation & Amortization       EBITDA         EBITDA       EDITDA         Margin Operating Operatin	q         15.1%           q         2.3%           q         55.4%           27.1%         -47.8%           -46.7%         -46.7%           -56.1%         -48.1%           (1,111.2         (43.7           (6.6         236.7           0.0         (924.8           0.0         319.4	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> -4.3% -1.6% -9.1% -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.00 (27.7) 25.6 (136.5) (24.1)	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3)	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.8) -7.77 0.0 44.6 (10.3) (63.0)	167.7% 5.3% -117.0% 5.0% 13.7% 13.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7) (3.2) 0.0 38.9 (7.1) (74.4)	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 4.6 (66.1)	31.1% 0.7% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (269.9)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0)	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (23.3) (15.0) 0.8 (2.6) 154.8 114.8 5.8 (40.0)	(2) 6.1% (100) 0.1% (2) 3.5% -0.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0)	2 5.1% (100) 0.1% (2) 3.5% 3.6% 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 5.2 (25.0)	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0)	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.6.7 (11.3) 1.22 7.4 216.1 280.1 5.8 (23.0)	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0)	1 4.9% (32) 0.1% 0 4.3% 2.00% 28.5% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 5.11.8 258.0 366.9 5.2 (16.0)	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2 (87.0)
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA Margin         Adjusted EBITDA Margin       Non-GAAP Net Margin         Best DA       GAAP Net income (loss) attributable to Cango Inc.'s shareholders interest income         Interest expense       Tax expense         Depreciation & Amortization       EBITDA         BITDA       AdjustTeD EBITDA         BBITDA       Amortization         EBITDA       BITDA         AdjustTeD EBITDA       EBITDA         Kappin (Labor Cango) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses         Net gain on equity securities	q         15.1%           q         2.3%           g         55.4%           27.1%         7.6%           -47.8%         -46.7%           -24.9%         -56.4%           -48.1%         (1,111.2           (43.7         (66.6           236.7         0.0           (924.8         0.0           319.4         9.8	9.2% 1.8% 15.5% -168.1% 11.2% -4.3% -1.6% -9.1% -2.2% 0.0% (37.9) (79.2) (4.1) 93.5 0.0 (27.7) 25.6 (136.5) (24.1) (1.1)	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3) (11.0)	86.9% 3.7% -63.0% 9.8% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6 (10.3) (63.0) 6.0 (0.4)	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7) (3.2) 0.0 38.9 (7.1) (74.4) (2.2)	19.1% 0.2% 14.2% -0.3% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 110.6 4.6 (66.1) (10.6)	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 34.8% -2.2% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (269.9) (28.8) (1.7)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0) 0.0	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8 (40.0) 0.0	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0) 0.0 0.0	2 5.1% (100) 0.1% (2) 3.5% -10.0% 7.2% 3.6% 21.8% 21.8% 20.3% 4.1% 4.5% 4.5% 44.0 (11.7) 1.1 4.5% 231.7 5.2 231.7 5.2 (25.0) 0.0	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 770.1 21.2 (143.0) 0.0	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.4% 6.4% 280.1 5.8 (23.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0) 0.0	1 4.9% (32) 0.1% 0 4.3% -10.0% 29.0% 29.0% 29.0% 28.5% 8.6% 29.0% 28.5% 8.8% 106.4 (10.8) 1.5 11.8 258.0 <b>366.9</b> 5.2 (16.0) 0.0 0.0	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 26.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2 (87.0) 0.0
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA         EBITDA Margin       Margin         Adjusted EBITDA Margin       Non-GAAP Net Margin         Non-GAAP Net income (loss) attributable to Cango Inc.'s shareholders       Interest income         Interest income       Interest expense         Tax expense       Depreciation & Amortization         EBITDA       EDITDA         ADJUSTED EBITDA       EBITDA         BEITDA       Net loss (gain) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses       Net loss (gain) on equity securities         Foreign exchange loss (gain) (net)       Other income (loss)	q         15.1%           q         2.3%           q         2.3%           27.1%         55.4%           27.1%         -46.7%           -46.7%         -24.9%           -56.1%         -48.1%           (1,111.2         (43.7           (6.6         236.7           0.0         (924.8           0.19.4         9.8           (5.9         (52.1	9.2% 1.8% 15.5% -168.1% 11.2% -4.3% -1.6% -9.1% -2.2% 0.0	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3) (11.0) (0.1) (0.8)	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (3.3.8) - (7.7) 0.0 44.6 (10.3) (63.0) 6.0 (0.4) (4.6)	167.7% 5.3% -117.0% 5.0% 13.7% 144.3% -159.1% 264.5% 67.9 (25.7)  (3.2) 0.0 38.9 (7.1) (74.4) (2.2) 1.4 (3.1)	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 110.6 4.6 (66.1) (1.6) (2.6) 0.2	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (269.9) (8.8) (1.7) (8.3)	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0) 0.0 0.0 0.0 0.3	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8 5.8 (40.0) 0.0 0.0 0.0 0.0 0.3	(2) 6.1% (100) 0.1% (2) 3.5% -0.3% 15.1% 0.7% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0) 0.0 0.0 0.3	2 5.1% (100) 0.1% (2) 3.5% 21.8% 21.8% 21.8% 21.8% 21.8% 21.8% 21.8% 21.8% 21.5% 21.7% 231.7 5.2 (25.0) 0.0 0.0 0.0 0.0 0.3	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0) 0.0 0.0 1.2	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.4% 6.4% 6.4% 280.1 5.8 (23.0) 0.0 0.0 0.3	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0) 0.0 0.0 0.0 0.0 0.0	1 4.9% (32) 0.1% 0 4.3% 10.0% 29.0% 29.0% 29.0% 29.0% 29.0% 29.0% 29.5% 8.4% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 5.2 (16.0) 0.0 0.0 0.0 0.3	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 2.
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA Margin         Adjusted EBITDA Margin       Non-GAAP Net Margin         Research and Development       Cango Inc.'s shareholders         Interest income       Interest income         Interest expense       Tax expense         Depreciation & Amortization       EBITDA         EBITDA       EDITDA         Coss (gain) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses         Net loss (gain) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses         Net jain on equity securities         Foreign exchange loss (gain) (net)         Other income (loss)         Other expenses	q         15.1%           q         2.3%           q         55.4%           27.1%         7.6%           -47.8%         -46.7%           -24.9%         -56.1%           -48.1%         (1,111.2           (43.7         (6.6           236.7         0.0           (924.8         0.0           319.4         9.8           (5.2)         (52.1           2.5         2.5	9.2% 1.8% 15.5% -168.1% 11.2% -4.3% -1.6% -9.1% -2.2% 0.0% 0 (37.9) 0 (79.2) 0 (4.1) 93.5 0.0 0 (27.7) 25.6 (136.5) (24.1) 0 (30.7) 1.6%	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) 12.0 0.0 85.6 (15.0) (66.3) (11.0) (0.1) (0.8) 0.5	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6 (10.3) (63.0) 6.0 (0.4) (4.6) 1.3	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 264.5% 67.9 (25.7)  (3.2) 0.0 38.9 (7.1) (74.4) (2.2) 1.4 (2.1) 0.2	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 4.6 (66.1) (1.6) (2.6) 0.2 0.1	31.1% 0.7% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (269.9) (8.8) (1.7) (8.3) 2.1	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0) 0.0 0.3 0.2	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8 (40.0) 0.0 0.0 0.0 3.0,2	(2) 6.1% (100) 0.1% (2) 3.5% -0.3% 17.5% 15.1% 0.7% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0) 0.0 0.0 0.3 0.2	2 5.1% (100) 0.1% (2) 3.5% <b>3.6%</b> 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 5.2 (25.0) 0.0 0.3 0.2	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0) 0.0 0.0 1.2 0.8	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.6% 7.4 216.1 280.1 5.8 (23.0) 0.0 0.0 0.0 0.0 0.1% 25.4% 24.2% 6.0% 6.4% 24.2% 0.1% 0.0% 0.0% 0.1% 0.0% 0.	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 5.2 (16.0) 0.0 0.3 0.2	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2 (87.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA Margin         Adjusted EBITDA Margin       Non-GAAP Net Margin         Net Margin       GAAP Net income (loss) attributable to Cango Inc.'s shareholders interest income         Interest expense       Tax expense         Depreciation & Amortization       EBITDA         BITDA       AdjustTeD EBITDA         EBITDA       EDepreciation & Amortization         EBITDA       Segnition (net recovery on provision) for credit losses         Net loss (gain) on contingent risk assurance liabilities       Provision (net recovery on provision) for credit losses         Net gain on equity securities       Foreign exchange loss (gain) (net)         Other income (loss)       Other income (loss)         Other income (loss)       Other expenses         Share based comp       Share based comp	q         15.1%           q         2.3%           g         55.4%           27.1%         7.6%           -47.8%         -46.7%           -24.9%         -56.4%           -56.4%         -48.1%           (1,111.2         (43.7           (66.6         236.7           0.0         (924.8           0.0         319.4           9.8         (5.9           (52.15.5         158.5	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> -4.3% -1.6% -9.1% -2.2% 0.0% (79.2) (4.1) 93.5 0.0 (27.7) 25.6 (136.5) (24.1) (30.7) 1.6 38.5	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3) (11.0) (66.3) (11.0) (0.1) (0.1) (0.5) 5.7	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6 (10.3) (63.0) 6.0 (0.4) (4.6) 1.3 4.7	167.7% 5.3% -117.0% 5.0% 13.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7)  (3.2) 0.0 38.9 (7.1) (74.4) (2.2) 1.4 (3.1) 0.2 3.4	19.1% 0.2% 14.2% -0.3% 16.6% 7.3% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 4.6 (66.1) (1.6) (2.6) 0.2 0.1 3.3	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 34.8% -2.2% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (26.9.9) (8.8) (1.7) (8.3) 2.1 1.7.1	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0) 0.0 0.0 0.3 0.2 3.5	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.3% (23.3) (15.0) 0.8 (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8 (40.0) 0.0 0.0 0.0 3.0 2.2 3.8	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0) 0.0 0.3 0.2 4.0	2 5.1% (100) 0.1% (2) 3.5% 21.8% 21.8% 21.8% 21.8% 21.8% 4.1% 4.5% 44.0 (11.7) 1.1 4.5% 231.7 5.2 (25.0) 0.0 0.0 0.0 0.0 0.3 0.2 2 4.1	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0) 0.0 0.0 1.2 8 15.3	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.4% 6.4% 280.1 5.8 (23.0) 0.0 0.0 0.0 0.0 0.3 0.2 4.3	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0) 0.0 0.0 0.0 0.0 0.0 0.2 4.6	1 4.9% (32) 0.1% 0 4.3% -10.0% 29.0% 29.0% 29.0% 28.5% 8.6% 29.0% 28.5% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 5.2 (16.0) 0.0 0.0 0.0 0.0 0.1% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 26.5% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 919.2 1,231.4 1,231.4 2.1.2 (87.0) 0.0 0.0 0.0 0.0 0.0 1.2 0.8% 17.6
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA         EBITDA       Margin         Non-GAAP Net Margin       Adjusted EBITDA Margin         Net Margin       Non-GAAP Net Margin         EBITDA       GAAP Net income (loss) attributable to Cango Inc.'s shareholders interest income         Interest expense       Tax expense         Depreciation & Amortization       EBITDA         ADJUSTED EBITDA       EBITDA         Abit ISG (gain) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses         Net Joss (gain) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses         Net gain on equity securities         Foreign exchange loss (gain) (net)         Other income (loss)         Other expenses	q         15.1%           q         2.3%           q         55.4%           27.1%         7.6%           -47.8%         -46.7%           -24.9%         -56.1%           -48.1%         (1,111.2           (43.7         (6.6           236.7         0.0           (924.8         0.0           319.4         9.8           (5.2)         (52.1           2.5         2.5	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> -4.3% -1.6% -9.1% -2.2% 0.0% (79.2) (4.1) 93.5 0.0 (27.7) 25.6 (136.5) (24.1) (30.7) 1.6 38.5	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3) (11.0) (66.3) (11.0) (0.1) (0.1) (0.5) 5.7	86.9% 3.7% -63.0% 9.8% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6 (10.3) (63.0) 6.0 (0.4) (4.6) 1.3	167.7% 5.3% -117.0% 5.0% 13.7% 130.7% 144.3% -159.1% 264.5% 67.9 (25.7)  (3.2) 0.0 38.9 (7.1) (74.4) (2.2) 1.4 (2.1) 0.2	19.1% 0.2% 14.2% -0.3% 17.6% 3.4% 16.6% 7.3% 8.4% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 4.6 (66.1) (1.6) (2.6) 0.2 0.1	31.1% 0.7% -0.4% 21.8% 22.2% 34.8% -2.2% 37.3% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (269.9) (8.8) (1.7) (8.3) 2.1	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0) 0.0 0.3 0.2	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.7% -2.3% (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8 (40.0) 0.0 0.0 0.0 3.0,2	(2) 6.1% (100) 0.1% (2) 3.5% -0.3% 17.5% 15.1% 0.7% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0) 0.0 0.0 0.3 0.2	2 5.1% (100) 0.1% (2) 3.5% <b>3.6%</b> 21.8% 20.3% 4.1% 4.5% 44.0 (11.7) 1.1 4.9 193.5 231.7 5.2 (25.0) 0.0 0.3 0.2	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0) 0.0 0.0 1.2 0.8	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.2% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.6% 7.4 216.1 280.1 5.8 (23.0) 0.0 0.0 0.0 0.0 0.1% 25.4% 24.2% 6.0% 6.4% 24.2% 0.1% 0.0% 0.0% 0.1% 0.0% 0.	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	1 4.9% (32) 0.1% 0 4.3% -10.0% 12.9% 8.6% 29.0% 28.5% 8.4% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 5.2 (16.0) 0.0 0.3 0.2	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 6.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 1,231.4 1,231.4 21.2 (87.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0
Sales and Marketing       bps q         General and Administrative       bps q         Research and Development       bps q         Total Operating Expense (% of rev.)       Tax Rate         Margins as % of Revenue       Gross Margin         Operating Margin       EBITDA         EBITDA Margin       Non-GAAP Net Margin         Rest eBITDA       GAAP Net income (loss) attributable to Cango Inc.'s shareholders Interest expense         Tax expense       Day statistication         EBITDA       Amortization         BITDA       Amortization         PBITDA       Signi) on contingent risk assurance liabilities         Provision (net recovery on provision) for credit losses       Net loss (gain) on equity securities         Foreign exchange loss (gain) (net)       Other income (loss)         Other income (loss)       Signi) (net)         Other expenses       Share based comp	q         15.1%           q         2.3%           g         55.4%           27.1%         7.6%           -47.8%         -46.7%           -24.9%         -56.4%           -56.4%         -48.1%           (1,111.2         (43.7           (66.6         236.7           0.0         (924.8           0.0         319.4           9.8         (5.9           (52.15.5         158.5	9.2% 1.8% <b>15.5%</b> -168.1% <b>11.2%</b> -4.3% -1.6% -9.1% -2.2% 0.0% (79.2) (4.1) 93.5 0.0 (27.7) 25.6 (136.5) (24.1) (30.7) 1.6 38.5	58.9% 1.7% -60.2% -11.8% 54.9% 115.1% 132.8% -2.3% 139.7% 148.6% 90.0 (16.5) -12.0 0.0 85.6 (15.0) (66.3) (11.0) (66.3) (11.0) (0.1) (0.1) (0.5) 5.7	86.9% 3.7% -63.0% 9.8% 41.2% 104.2% 99.0% -47.9% 190.8% 201.2% 86.0 (33.8) - (7.7) 0.0 44.6 (10.3) (63.0) 6.0 (0.4) (4.6) 1.3 4.7	167.7% 5.3% -117.0% 5.0% 13.7% 144.3% -159.1% 251.8% 264.5% 67.9 (25.7)  (3.2) 0.0 38.9 (7.1) (74.4) (2.2) 1.4 (3.1) 0.2 3.4	19.1% 0.2% 14.2% -0.3% 16.6% 7.3% 8.9% 55.9 (30.3) 0.7 0.2 84.2 110.6 4.6 (66.1) (1.6) (2.6) 0.2 0.1 3.3	31.1% 0.7% -0.5% -0.4% 21.8% 22.2% 34.8% -2.2% 34.8% -2.2% 39.4% 299.8 (106.3) 0.7 1.3 84.2 279.7 (27.8) (26.9.9) (8.8) (1.7) (8.3) 2.1 1.7.1	(20) 6.1% (1300) 0.1% (5) 2.6% -10.0% 12.7% 10.1% 24.7% 21.2% 10.7% 21.2% 10.7% 11.0% 113.2 (20.0) 0.7 12.6 154.8 261.2 5.3 (46.0) 0.0 0.0 0.3 0.2 3.5	0 7.1% 100 0.2% 3 3.5% -10.0% -1.1% -4.6% 13.3% 9.8% -2.3% (23.3) (15.0) 0.8 (23.3) (15.0) 0.8 (2.6) 154.8 114.8 114.8 5.8 (40.0) 0.0 0.0 0.0 3.0 2.2 3.8	(2) 6.1% (100) 0.1% (2) 3.5% -10.0% 3.1% -0.3% 17.5% 15.1% 0.7% 1.1% 6.5 (12.0) 1.0 0.7 166.1 162.4 4.9 (32.0) 0.0 0.3 0.2 4.0	2 5.1% (100) 0.1% (2) 3.5% 21.8% 21.8% 21.8% 21.8% 21.8% 4.1% 4.5% 44.0 (11.7) 1.1 4.5% 231.7 5.2 (25.0) 0.0 0.0 0.0 0.0 0.3 0.2 2 4.1	(150) 6.1% (2501) 0.1% (54) 3.2% -10.0% 5.9% 2.6% 19.7% 17.0% 3.6% 4.0% 140.4 (58.7) 3.6 15.6 669.2 770.1 21.2 (143.0) 0.0 0.0 1.2 8 15.3	2 5.4% 25 0.1% 0 3.6% -10.0% 8.4% 4.9% 24.0% 22.4% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6% 5.6	(3) 5.4% 5 0.1% 0 4.1% -10.0% 5.8% 25.4% 24.2% 6.0% 6.4% 6.4% 6.4% 6.4% 280.1 5.8 (23.0) 0.0 0.0 0.0 0.0 0.3 0.2 4.3	1 5.2% (25) 0.1% 0 4.2% -10.0% 11.5% 7.3% 27.2% 26.4% 7.3% 7.7% 87.4 (11.0) 1.3 9.7 238.7 326.0 4.9 (20.0) 0.0 0.0 0.0 0.0 0.0 0.2 4.6	1 4.9% (32) 0.1% 0 4.3% -10.0% 29.0% 29.0% 29.0% 28.5% 8.6% 29.0% 28.5% 8.8% 106.4 (10.8) 1.5 11.8 258.0 366.9 5.2 (16.0) 0.0 0.0 0.0 0.0 0.1% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5	1 5.2% (88) 0.1% (2) 4.1% -10.0% 10.8% 26.5% 25.5% 6.8% 7.2% 316.4 (44.6) 5.2 35.2 919.2 919.2 1,231.4 2.2 (87.0) 0.0 0.0 0.0 1.2 8,7.6

#### Cango, Inc.

#### Balance Sheet

(RMB in mils)

ASSETS		Fiscal	2022				Fiscal	2023				Fiscal	2024		
Current assets:	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024
Cash and cash equivalents	2,137.0	1,280.7	745.0	378.9	378.9	696.6	589.4	665.6	1,020.6	1,020.6	1,156.0	949.5	691.8	1,289.6	1,289.6
Restricted cash - current - bank deposits held for short term in	16.8	13.2	52.9	152.7	152.7	38.9	26.7	15.8	1,670.0	1,670.0	0.0	0.0	0.0	0.0	0.0
Restricted cash - current - others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	14.3	14.3	13.7	13.7	12.8	10.8	10.8
Short-term investments	1,874.1	2,116.2	2,698.0	1,941.4	1,941.4	2,017.7	2,055.7	2,434.2	635.1	635.1	2,322.3	2,736.0	3,082.9	1,231.2	1,231.2
Accounts receivable, net	207.7	236.6	130.7	266.8	266.8	425.2	314.8	123.8	64.8	64.8	106.1	40.1	25.5	23.0	23.0
Finance lease receivables - current -net	1,277.4	1,125.1	978.7	799.4	799.4	616.7	448.6	282.7	200.5	200.5	133.0	78.6	47.1	20.7	20.7
Financing receivables, net	63.6	67.8	93.4	73.8	73.8	42.7	28.8	23.3	29.5	29.5	20.4	14.6	8.5	5.7	5.7
Short-term contract asset	757.7	654.4	546.4	500.4	500.4	290.1	242.4	209.4	170.6	170.6	80.6	65.3	55.9	33.7	33.7
Prepayments and other current assets	607.5	657.6	860.4	1,356.8	1,356.8	1,235.8	707.7	270.3	78.6	78.6	79.4	62.5	30.0	226.4	226.4
Receivable for bitcoin collateral	007.0	001.0	000.4	1,000.0	1,000.0	1,200.0	101.1	210.0	10.0	10.0	10.4	02.0	00.0	617.1	617.1
Total current Assets	6,941.8	6,151.6	6,105.5	5,470.3	5,470.3	5,363.6	4,414.0	4,025.0	3,884.0	3,884.0	3,911.6	3,960.2	3,954.6	3,458.1	3,458.1
	0,041.0	0,101.0	0,105.5	3,470.3	3,470.5	3,303.0	4,414.0	4,023.0	3,004.0	3,004.0	3,311.0	3,300.2	5,554.0	3,430.1	3,430.1
Non-current assets:															
Restricted cash - non-current	1,054.3	921.1	803.0	750.9	750.9	698.2	612.2	593.6	583.4	583.4	538.2	489.8	461.4	287.4	287.4
Goodwill	148.7	148.7	148.7	148.7	148.7	148.7	148.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Mining machines														1,772.3	1,772.3
Property and equipment, net	18.9	17.4	16.0	14.7	14.7	13.9	13.0	12.1	8.2	8.2	7.6	7.1	6.6	6.6	6.6
Intangible assets	45.9	45.7	47.0	48.3	48.3	48.1	48.0	47.9	48.4	48.4	48.1	47.9	47.6	47.4	47.4
Long-term contract asset	377.5	280.8	247.2	173.5	173.5	90.3	67.6	48.7	36.3	36.3	0.6	0.5	0.4	17.6	17.6
Deferred tax assets	512.2	579.4	624.2	62.5	62.5	119.2	137.2	139.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Finance lease receivables - non-current, net	813.7	584.5	385.7	260.0	260.0	176.1	110.8	64.4	36.4	36.4	22.3	9.9	9.8	9.3	9.3
Operating lease right-of-use assets	0.0	0.0	0.0	80.7	80.7	78.0	74.2	70.8	47.2	47.2	47.5	45.1	42.8	40.8	40.8
Other non-current assets	10.7	11.8	10.9	6.6	6.6	6.9	6.9	6.7	4.7	4.7	4.5	4.1	4.1	329.8	329.8
Total non-current assets	2,981.8	2,589.3	2,282.8	1,545.9	1,545.9	1,379.4	1,218.6	983.9	764.6	764.6	668.7	604.3	572.7	2,511.2	2,511.2
	2,00110	_,	_,_00	.,	.,	.,	.,						•••	_,•••	_,•••
Total Assets	9,923.6	8,740.9	8,388.3	7,016.3	7,016.3	6,743.0	5,632.6	5,008.9	4,648.6	4,648.6	4,580.4	4,564.5	4,527.3	5,969.3	5,969.3
Liabilities & Shareholders' Equity															
Current liabilities															
Short-term debts	192.9	252.2	209.0	349.3	349.3	334.3	230.7	69.1	39.1	39.1	26.7	0.0	0.0	124.6	124.6
Long-term debts - current	941.5	858.5	730.2	565.1	565.1	399.3	117.3	16.8	0.9	0.9	0.9	0.7	0.6	0.0	0.0
Short-term lease liabilities	0.0	0.0	0.0	9.9	9.9	10.4	10.7	10.3	7.6	7.6	8.7	7.5	8.0	7.9	7.9
Accrued expenses and other current liabilities	294.6	365.8	428.5	890.8	890.8	906.8	471.1	250.2	206.9	206.9	173.2	154.5	130.8	1,348.3	1.348.3
Deferred guarantee income	0.0	0.0	420.0	0.0	0.0	234.2	178.3	128.3	86.2	86.2	56.0	35.1	20.6	1,040.0	11.8
Contingent risk assurance liabilities	0.0	0.0	0.0	0.0	0.0	283.8	208.3	151.5	125.1	125.1	81.4	52.0	33.7	31.2	31.2
Risk assurance liabilities	698.0	612.3	484.2	402.3	402.3	205.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income tax payable	488.5	322.9	328.5	313.4	313.4	337.0	339.6	347.9	311.9	311.9	323.3	314.3	311.2	311.1	311.1
Total Current Liabilities	2,615.5	2,411.7	2,180.4	2,530.9	2,530.9	2,505.8	1,556.1	974.1	777.7	777.7	670.2	514.5 564.1	505.0	1,834.9	1,834.9
	2,013.5	2,411.7	2,100.4	2,000.0	2,000.0	2,303.0	1,000.1	574.1			070.2	504.1	505.0	1,004.0	1,004.0
Non-current liabilities															
Long-term debts	454.4	273.6	125.6	75.9	75.9	51.7	2.8	1.5	0.7	0.7	0.7	0.7	0.5	0.0	0.0
Deferred tax liability	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
Long-term operating lease liabilities	0.0	0.0	0.0	76.5	76.5	73.7	69.6	67.0	42.2	42.2	42.0	41.9	39.4	37.0	37.0
Other non-current liabilities	0.9	178.0	177.8	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.1	0.1	0.1	0.0	0.0
Total Non-Current Liabilities	466.0	462.3	314.2	163.4	163.4	136.3	83.4	79.6	53.9	53.9	53.6	53.4	50.7	47.8	47.8
Total Liabilities	3,081.5	2,874.0	2,494.6	2,694.3	2,694.3	2,642.2	1,639.5	1,053.7	831.6	831.6	723.7	617.5	555.7	1,882.7	1,882.7
	-														
Shareholders' Equity															
Ordinary shares	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.1
Treasury shares	(503.7)	(546.2)	(546.3)	(559.0)	(559.0)	(554.7)	(781.4)	(780.5)	(773.1)	(773.1)	(844.9)	(780.1)	(782.8)	(756.5)	(756.5)
Additional paid-in capital	4,694.2	4,787.6	4,803.1	4,805.2	4,805.2	4,814.0	4,818.7	4,821.2	4,813.7	4,813.7	4,814.2	4,745.9	4,747.0	4,725.9	4,725.9
Accumulated other comprehensive income	(203.8)	(30.7)	110.9	66.4	66.4	60.3	138.4	146.2	111.8	111.8	132.7	140.6	98.8	152.9	152.9
Retained earnings	2,855.2	1,656.1	1,525.8	9.1	9.1	(219.0)	(182.8)	(231.8)	(335.6)	(335.6)	(245.6)	(159.6)	(91.7)	(35.8)	(35.8)
Total Cango Inc.'s equity	6,842.2	5,866.9	5,893.7	4,321.9	4,321.9	4,100.9	3,993.2	3,955.3	3,817.0	3,817.0	3,856.6	3,947.0	3,971.5	4,086.6	4,086.6
Total shareholders' equity	6,842.2	5,866.9	5,893.7	4,321.9	4,321.9	4,100.9	3,993.2	3,955.3	3,817.0	3,817.0	3,856.6	3,947.0	3,971.5	4,086.6	4,086.6
Total Liabilities and Shareholders' Equity	9,923.6	8,740.9	8,388.3	7,016.3	7,016.3	6,743.0	5,632.6	5,008.9	4,648.6	4,648.6	4,580.4	4,564.5	4,527.3	5,969.3	5,969.3

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