

EHang Holdings (EH US)

Takeaways From Asian Gems Conference

Highlights

- The regulatory pause reflects an administrative delay, with the approval currently pending in the regulatory queue, not a rewrite of the rules that govern EHang. Management stated that the impact is short term.
- Overseas expansion is the company's response to the delay in China. The Global Fast Track Program has four stages: framework alignment, sandbox build-out, validation flights and commercial launch
- Management also disclosed its unit economics model during the conference.
- EHang has already achieved optimum manufacturing capacity and zero accidents at its operating base before it is approved to sell tickets.
- EHang competes on aircraft prices and relatively low infrastructure requirements.

Analysis

- The regulatory pause reflects an administrative delay, with the approval currently pending in the regulatory queue, not a rewrite of the rules that govern EHang.** Management confirmed that EHang Holdings (EHang) holds all four Civil Aviation Administration of China (CAAC) certificates – type, production, airworthiness and air operator – and is legally able to operate commercially. However, a separate CAAC approval is required before tickets can be sold to the public. This approval has been pending because the regulator gave first priority to writing new rules for piloted aircraft after the Beijing accident in Jun 26, which involved a piloted light-sport aircraft and was caused by the pilot. The certificates themselves are not under review.
- No timetable was given.** Management stated that the impact is short term but did not name a date or conditions for resumption, or the responsible authority. Management argued that a pilot-caused accident strengthens the case for pilotless operation, citing that about 70% of air accidents are caused by human error.
- Overseas expansion is EHang's response to the delay in China.** The Global Fast Track Program has four stages – framework alignment, sandbox build-out, validation flights, and commercial launch – and works by reusing Chinese certification, safety data, and operating experience so that a local regulator does not have to start from the beginning. Thailand has been operating under a sandbox framework since Oct 25, achieved A-to-B flight in Bangkok, and targets CAAT commercial approval before Dec 26. Sri Lanka, announced in Aug 26 that commercial operations should commence within four months. Hong Kong entered the Regulatory Sandbox X trial in Jun 26, with the first public flight at Cyberport in Aug 26, and EHang is helping the government draft the local low-altitude legislation. Chinese certification does not carry over into Hong Kong, so EHang is accumulating local flight data to support a separate approval.

Key Financials

Year to 31 Dec (Rmbm)	2021	2022	2023	2024	2025
Net turnover	56.8	44.3	117.4	456.2	418.0
EBITDA	(312.8)	(295.0)	(283.0)	(240.4)	(296.8)
Operating profit	(320.5)	(303.9)	(296.3)	(254.1)	(316.7)
Net profit (rep./act.)	(314.0)	(328.2)	(301.7)	(229.8)	(276.0)
Net profit (adj.)	(192.8)	(231.3)	(150.2)	43.3	(29.8)
EPS (US cents)	(82.0)	(84.4)	(73.2)	(50.5)	(55.5)
PE (x)	n.m.	n.m.	n.m.	n.m.	n.m.
P/B (x)	7.0	18.7	10.9	2.4	2.2
P/S (x)	41.0	52.5	19.8	5.1	5.6
EV/EBITDA (x)	n.m.	n.m.	n.m.	n.m.	n.m.
Dividend yield (%)	0.0	0.0	0.0	0.0	0.0
Net margin (%)	(552.7)	(740.6)	(256.9)	(50.4)	(66.0)
Net debt/(cash) to equity (%)	(84.8)	(146.9)	(95.0)	(107.7)	(75.5)
ROE (%)	(103.1)	(143.7)	(178.5)	(39.3)	(27.3)
Consensus net profit	-	-	-	-	-
UOBKH/Consensus (x)	-	-	-	-	-

Source: EHang, UOB Kay Hian

Analyst(s)

Ken Lee

ken.lee@uobkh.com

+852 2236 6760

NOT RATED

Share Price	US\$4.54
Target Price	n.a.
Upside	n.a.

Stock Data

Sector	Aerospace & Defence
Bloomberg ticker	EH US
Shares issued (m)	76.0
Market cap (US\$m)	345.0
3-mth avg daily t'over (US\$m)	4.3

Price Performance (%)

52-week high/low				US\$20.20/US\$4.31	
1mth	3mth	6mth	1yr	YTD	
(17.6)	(31.5)	(54.1)	(74.1)	(65.6)	

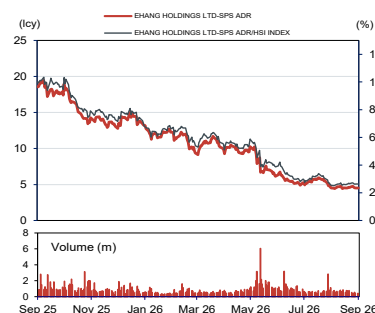
Major Shareholders (%)

Huazhi Hu (Genesis Rising)	26.6
FIL Limited (Class A)	7.4

Balance Sheet Metrics

1H26 NAV/ADS (US\$)	1.76
1H26 Net Cash/ADS (US\$)	0.97

Price Chart



Source: Bloomberg

Company Description

EHang Holdings designs, manufactures and operates pilotless electric vertical take-off and landing aircraft and autonomous aerial vehicle systems for passenger transport, aerial tourism, logistics, firefighting and aerial media in China and overseas.

- **The unit economics model.** For a customer running one EH216-S on sightseeing at a scenic site, management estimated an annual revenue of about Rmb2.4m, a margin of about 50%, and payback in about two years, on an aircraft priced at Rmb2.39m. The revenue side reconciles: 20 tickets a day at about Rmb450, over about 265 operating days, gives Rmb2.39m.
- **EHang has already achieved optimum manufacturing capacity and zero accidents at its operating base before it is approved to sell tickets.** Management reported that there have been more than 3,000 pilotless passenger-carrying missions as at Sep 26 without an incident, more than 40 operational sites across 23 countries and regions, and close to 100,000 safe flights as at Aug 26. The Guangzhou plant covers about 48,000 sqm, was awarded its production certificate in 2024, and can build about 1,000 eVTOLs a year, against deliveries of more than 200 units a year in both 2024 and 2025. Demand is confined to scenic-site tourism operators, several of them state-owned, because the CAAC currently permits A-to-A flight only.
- **EHang competes on aircraft prices and relatively low infrastructure requirements.** Management put the EH216-S at US\$410,000 vs more than US\$5m for Joby and Archer. Those peers carry a pilot on board, as do most Chinese eVTOL developers, and their customers include the US military. Both peers have a wingspan of about 15m. Under the infrastructure standards EHang helped write, a vertiport should be at least twice the aircraft's size, so a larger aircraft needs 30m or more before charging, maintenance, and passenger areas are added. EHang has retained a compact airframe with the aim of making vertiports as dense as metro and bus stops. On a Hong Kong-Macau route, management expects a cost well below a helicopter's, owing to lower acquisition and maintenance costs, the absence of a pilot on board, and lower noise from 16 small propellers in place of one large rotor.

Share Price Catalyst

- Resumption of CAAC approval for ticketed commercial passenger service.
- CAAT commercial operation approval in Thailand before Dec 26.
- First Fast Track commercial revenue in Sri Lanka.
- Disclosure of a revenue split by product line and of operating cash flow.

Profit & Loss

Year to 31 Dec (Rmbm)	2022	2023	2024	2025
Net turnover	44.3	117.4	456.2	418.0
EBITDA	(295.0)	(283.0)	(240.4)	(296.8)
Deprec. & amort.	(8.9)	(13.2)	(13.7)	(19.9)
EBIT	(303.9)	(296.3)	(254.1)	(316.7)
Total other non-operating income	(28.0)	(9.9)	1.6	(11.5)
Associate contributions	0.2	(1.6)	(4.4)	(5.2)
Net interest income/(expense)	2.5	5.6	27.2	52.6
Pre-tax profit	(329.3)	(302.1)	(229.6)	(280.8)
Tax	(0.1)	(0.2)	(0.4)	4.4
Minorities	1.1	0.6	0.3	0.4
Net profit	(328.2)	(301.7)	(229.8)	(276.0)
Net profit (adj.)	(231.3)	(150.2)	43.3	(29.8)

Cash Flow

Year to 31 Dec (Rmbm)	2022	2023	2024	2025
Operating	(173.5)	(88.4)	158.0	(179.5)
Pre-tax profit	(329.3)	(302.1)	(229.6)	(280.8)
Tax	(0.1)	(0.2)	(0.4)	4.4
Deprec. & amort.	20.9	21.4	19.8	30.0
Associates	(0.2)	1.6	4.4	5.2
Working capital changes	(10.0)	17.0	88.1	(139.2)
Non-cash items	145.6	165.6	286.8	255.6
Other operating cashflows	(0.5)	8.4	(11.1)	(54.8)
Investing	56.4	(128.7)	(482.5)	(507.1)
Capex (growth)	(12.2)	(7.8)	(39.0)	(147.9)
Investments	70.0	(87.9)	(446.9)	(345.1)
Others	0.2	(31.7)	4.5	(1.6)
Financing	106.7	195.5	701.4	337.4
Dividend payments	-	-	-	-
Proceeds from borrowings	119.7	79.1	179.2	324.1
Loan repayment	(13.0)	(133.8)	(165.9)	(97.3)
Others incl. share issues	0.1	250.2	688.0	110.5
Net cash inflow (outflow)	(10.3)	(21.6)	376.8	(349.2)
Beginning cash & cash equivalent	247.0	249.3	228.2	610.9
Changes due to forex impact	12.6	0.6	5.8	(5.3)
Ending cash & cash equivalent	249.3	228.2	610.9	256.4

Balance Sheet

Year to 31 Dec (Rmbm)	2022	2023	2024	2025
Fixed assets	47.1	44.6	60.2	258.1
Other LT assets	96.7	101.0	167.3	250.0
Cash/ST investment	249.3	285.7	1,124.6	1,129.3
Other current assets	137.8	167.3	232.5	354.2
Total assets	530.9	598.6	1,584.5	1,991.5
ST debt	62.9	73.3	74.8	239.4
Other current liabilities	219.4	176.7	395.6	476.4
LT debt	3.8	9.3	20.5	82.7
Other LT liabilities	120.0	125.0	137.8	124.7
Shareholders' equity	124.3	213.8	955.6	1,068.9
Minority interest	0.4	0.4	0.2	(0.6)
Total liabilities & equity	530.9	598.6	1,584.5	1,991.5

Key Metric

Year to 31 Dec (%)	2022	2023	2024	2025
Profitability				
EBITDA margin	(665.7)	(241.0)	(52.7)	(71.0)
Pre-tax margin	(742.9)	(257.3)	(50.3)	(67.2)
Net margin	(740.6)	(256.9)	(50.4)	(66.0)
ROA	(61.6)	(53.4)	(21.1)	(15.4)
ROE	(143.7)	(178.5)	(39.3)	(27.3)
Growth				
Turnover	(22.0)	165.0	288.5	(8.4)
EBITDA	n.m.	n.m.	n.m.	n.m.
Pre-tax profit	n.m.	n.m.	n.m.	n.m.
Net profit	n.m.	n.m.	n.m.	n.m.
Net profit (adj.)	n.m.	n.m.	n.m.	n.m.
EPS	n.m.	n.m.	n.m.	n.m.
Leverage				
Debt to total capital	34.9	27.8	9.1	23.2
Debt to equity	53.8	38.7	10.0	30.1
Net debt/(cash) to equity	(146.9)	(95.0)	(107.7)	(75.5)
Interest cover (x)	(141.7)	(101.1)	(75.3)	(53.0)

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