



Leading Technology Platform For B2B Auto eInsurance & Services

Investor Presentation

October 2024

Cautionary Statement Concerning Forward Looking Statements

This document contains forward-looking statements regarding SunCar Technology Group Inc., a Cayman Islands exempted company, NASDAQ Ticker Symbol: SDA (the “Company”). We base these forward-looking statements on our expectations and projections about future events, which we derive from the information currently available to us. Such forward-looking statements relate to future events or our future performance, including: our financial performance and projections; our growth in revenue and earnings; and our business prospects and opportunities. You can identify forward-looking statements by those that are not historical in nature, particularly those that use terminologies such as “may,” “should,” “expects,” “anticipates,” “contemplates,” “estimates,” “believes,” “plans,” “projected,” “predicts,” “potential,” or “hopes” or the negative of these or similar terms. In evaluating these forward-looking statements, you should consider various factors, including: our ability to change the direction of the Company; our ability to keep pace with new technology and changing market needs; and the competitive environment of our business. These and other factors may cause our actual results to differ materially from any forward-looking statement. Forward-looking statements are only predictions. The forward-looking events discussed in this document and other statements made from time to time by us or our representatives, may not occur, and actual events and results may differ materially and are subject to risks, uncertainties and assumptions about us. We are not obligated to publicly update or revise any forward-looking statement, whether as a result of uncertainties and assumptions, the forward-looking events discussed in this document and other statements made from time to time by us or our representatives might not occur, except as required by the applicable law, regulations and rules.

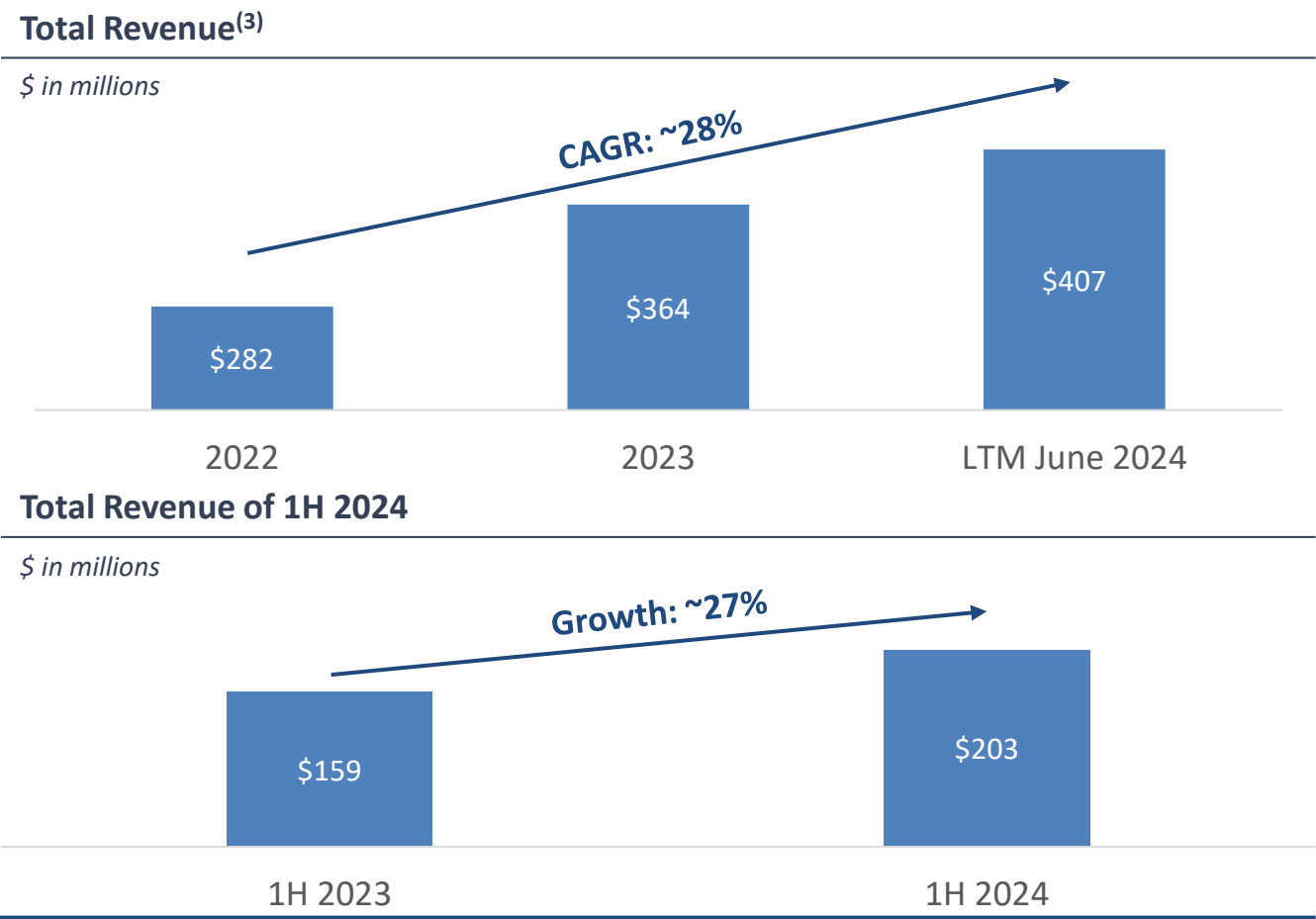
Company Profile



Platform Highlights

- **Founded in 2007, SunCar is a leading platform for digitalized B2B Auto Insurance and Auto Services in China**
- **Strong customer relationships with leading corporates such as Tesla, NIO, Ant Group, Bank of China, PICC, and Ping An**
- **~\$120B⁽¹⁾ total addressable market in auto Insurance and ~\$20B⁽²⁾ addressable market in Auto Services**
- **Competitive pressure from EVs and a slower economy have significantly increased the rate of digitalization**
- **Cloud and Mobile app integrated into an extensive B2B services network, enabling an asset-light business model**

Key Financial Metrics



Note: Historical financials based on public filings

(1) Based on total Insurance GMV, "China motor insurance industry to reach \$171.9 billion by 2028, forecasts GlobalData"

(2) Based on Auto Services TAM Analysis (Slide 13)

(3) Revenue CAGR based on USD revenue for period as of 2022 to LTM 1H 2024

SunCar at a Glance



Leveraging Technology to Facilitate Automotive eInsurance & Services to Enterprise Customers



Marquee Customer Base with

1,400+

Enterprise Clients & Partners in China



Strong Financial Performance with

\$407M

of Total Revenue for LTM June 2024



~5M

Auto eInsurance Transactions
Completed LTM June 2024



Highly Integrated Auto Services Platform

~21M

Transactions Completed LTM June 2024



Technology & Business Partnerships with

18

Auto-Manufacturers across
eInsurance and Auto Services Platform



Strong LTM June 2024
Revenue Growth of

~28%



A Network of

65,000+

Sales Partners Selling eInsurance
Through SunCar's Platform



Key Partnerships & Tech Integrations with

48,000+

Auto Services Vendors as of June 2024

Note: Historical financials based on public filings from the period ending June 30, 2024

Unique Value Proposition for Enterprise Customers & Partners



SunCar's Technology & Data Integrations with Enterprise Customers & Partners creates significant barriers to entry

SunCar Tech Platform



- ✓ Leading cloud-based platform to streamline and digitalize enterprise Auto eInsurance & Services in China



48,000+ Auto Services Vendors

Multi-Tenant Platform

SunCar Cloud

Marquee Enterprise Customers & Partners

Automotive Manufacturers



Insurance



Banking, Internet Apps and Others



SunCar's Value Proposition

- Generate incremental revenue through sale of insurance during new-car purchase
- Increased owner connectivity improves post-sale experience
- Additional monetization post-sale through sale of insurance renewal and auto services
- Generates incremental revenue that supplements the traditional B2C go-to-market for insurance companies
- Alternative sales channel through digital connection to auto manufacturers
- Increases customer satisfaction & LTV through loyalty programs
- Direct integration with customer's apps ensures benefits of digital Auto Services accrue to the customer
- Increases customer satisfaction and LTV through loyalty programs

Note: Non-financial metrics as of June 2024

Investment Thesis



Long-standing Relationships with the Largest Enterprises in China Including Auto Manufacturers, Insurance Companies, Banks, etc.



Significant Market Opportunity for Auto eInsurance & Services in the Largest & Fastest Growing Auto Market



Cloud-based Platform that Automates & Personalizes the Consumer Experience for Auto eInsurance & Services



Technology & Data Integrations with Enterprise Customers & Partners Allow for Significant Opportunity to Land-and-Expand



Strong Track-record of Growth with Over 33% CAGR for Over 10+ Years

One Stop Solution for Auto eInsurance & Services



Nationwide Digital Auto eInsurance

SunCar Capability



Online insurance with optimal cost



Automated on-demand services



Transparent and efficient



2-minute turnaround

Industry Pain Points

- High marketing & sales cost
- Ability to customize and optimize insurance for end customers
- Opaque insurance pricing restricts price optimization
- Time consuming, inefficient and manual application process



Auto Services Loyalty Solution for Enterprise Clients

SunCar Capability



Nationwide coverage



Full services



Online digital systems



Validated quality and economies of scale

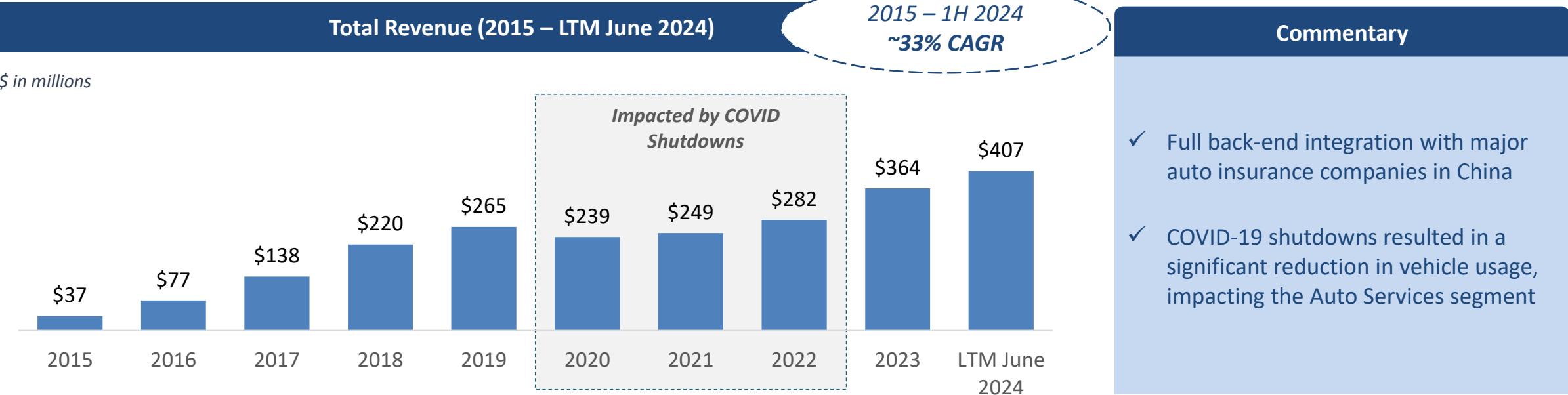
Demands from Enterprise Clients

- Full geographic coverage to serve end customers across China
- Services offered to both vehicles and vehicle owners via cards and APP
- Digitalized service package embedded into enterprise clients' apps
- Quality service at competitive prices

Consistent Long-Term Growth



Steady revenue growth across economic cycles



Supported by developed capabilities and enterprise clients

Loyal B2B Client Base and Continued Growth Inside Large Banks/Insurers

Over 1,400 enterprise customers with high retention and expansion metrics

Strong Moat with Growing Auto Manufacturer & Supplier Network

Unique network of 18 auto manufacturers and 48,000 Auto Services’ suppliers across 2,700 cities in China

Leading Digital Platforms for Auto eInsurance & Services in China

Asset-light and scalable business running on fully digital systems

Note: Non-financial metrics as of June 2024. Historical financials based on public filings

Experienced and Innovative Management Team



Mr. Zaizhang Ye
Co-Founder, Chairman & CEO

- 24 years of Management & Entrepreneurship experience
- 16 years of Auto Services experience
- Serial entrepreneur with multiple successful exits



Ms. Saiye Gu
Co-Founder, COO



Mr. Zhunfu Lei
Co-Founder, CTO



Mr. Bohong Du
Co-Founder, CFO



Mr. Breaux Walker
GM, North America



Mr. Stanley Yang
CSO



Ms. Jennifer Jiang
Director, IR

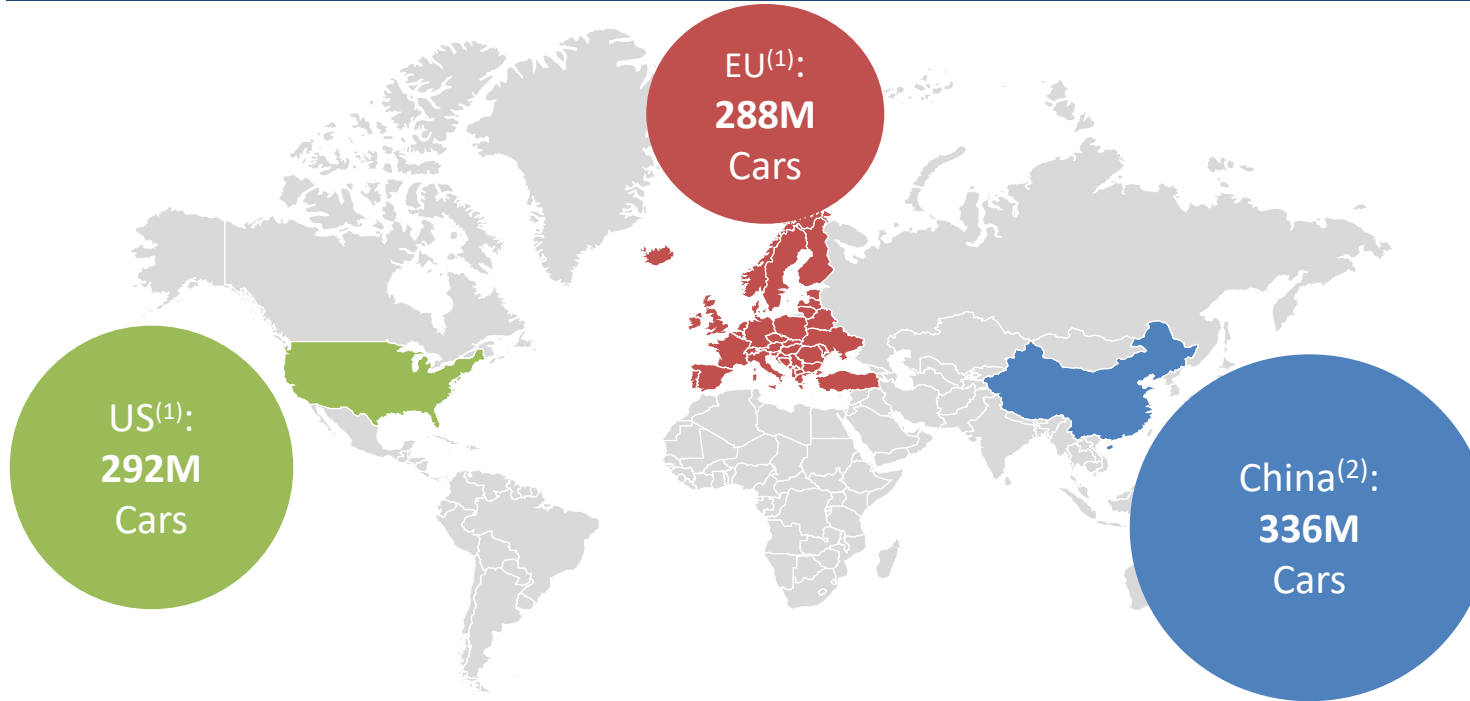
SunCar's management has unique experience in digitalizing China's Auto Insurance and Services industries

Auto Insurance and Services Markets in China

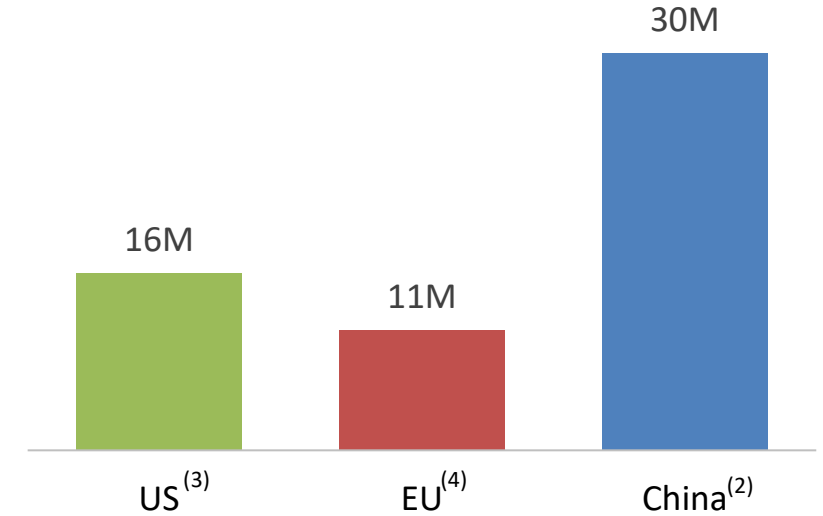


China is the Largest and Fastest Growing Car Market

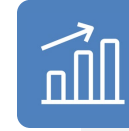
Registered Cars by Country (2023)



Estimated New Cars Sold in 2023



China now has the largest auto market in the world



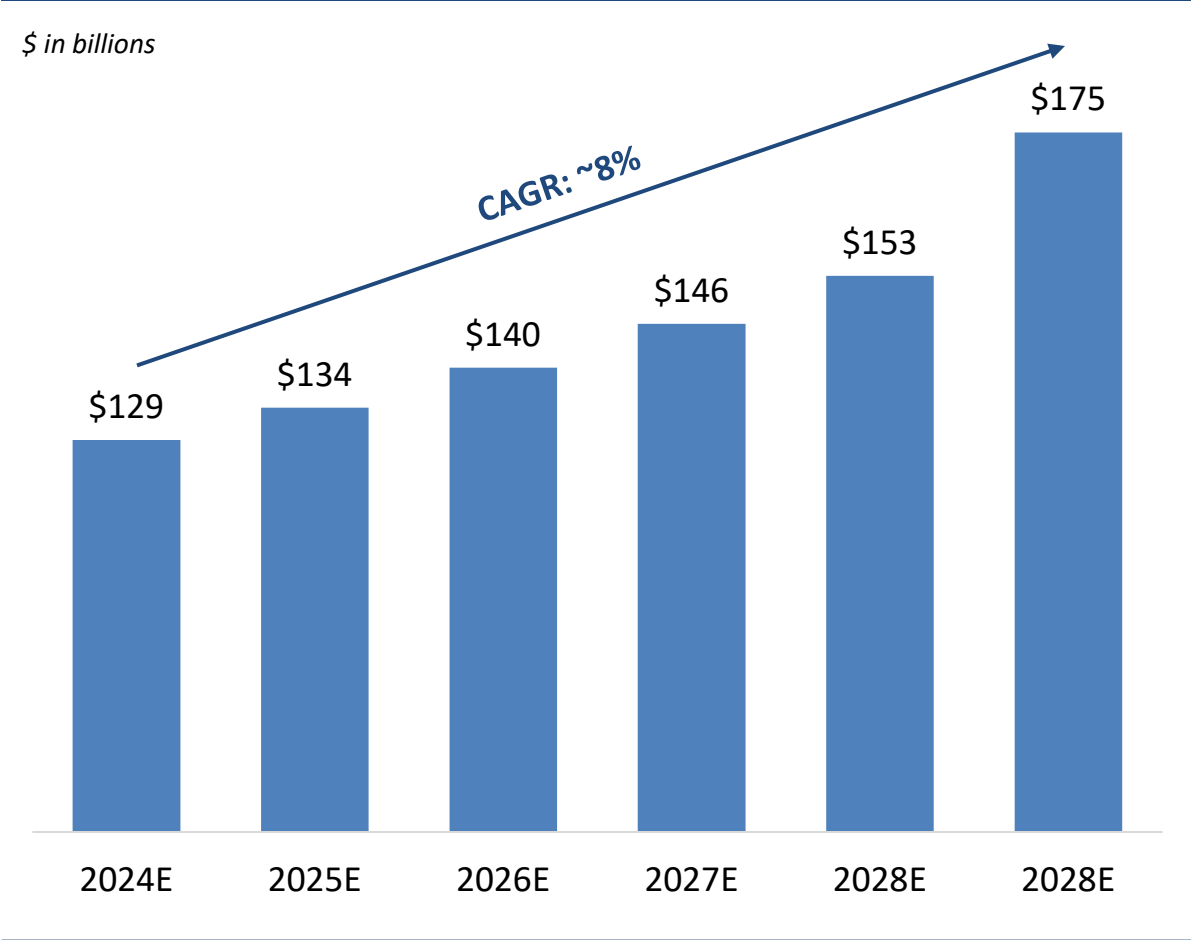
In 2023, the Chinese market grew ~2x faster than the US market and ~3x faster than the European market in terms of new car sales

(1) Hedges & Company – Estimated
(2) Chinese Ministry of Public Safety
(3) Wall Street Journal – Estimated
(4) ACEA – Estimated

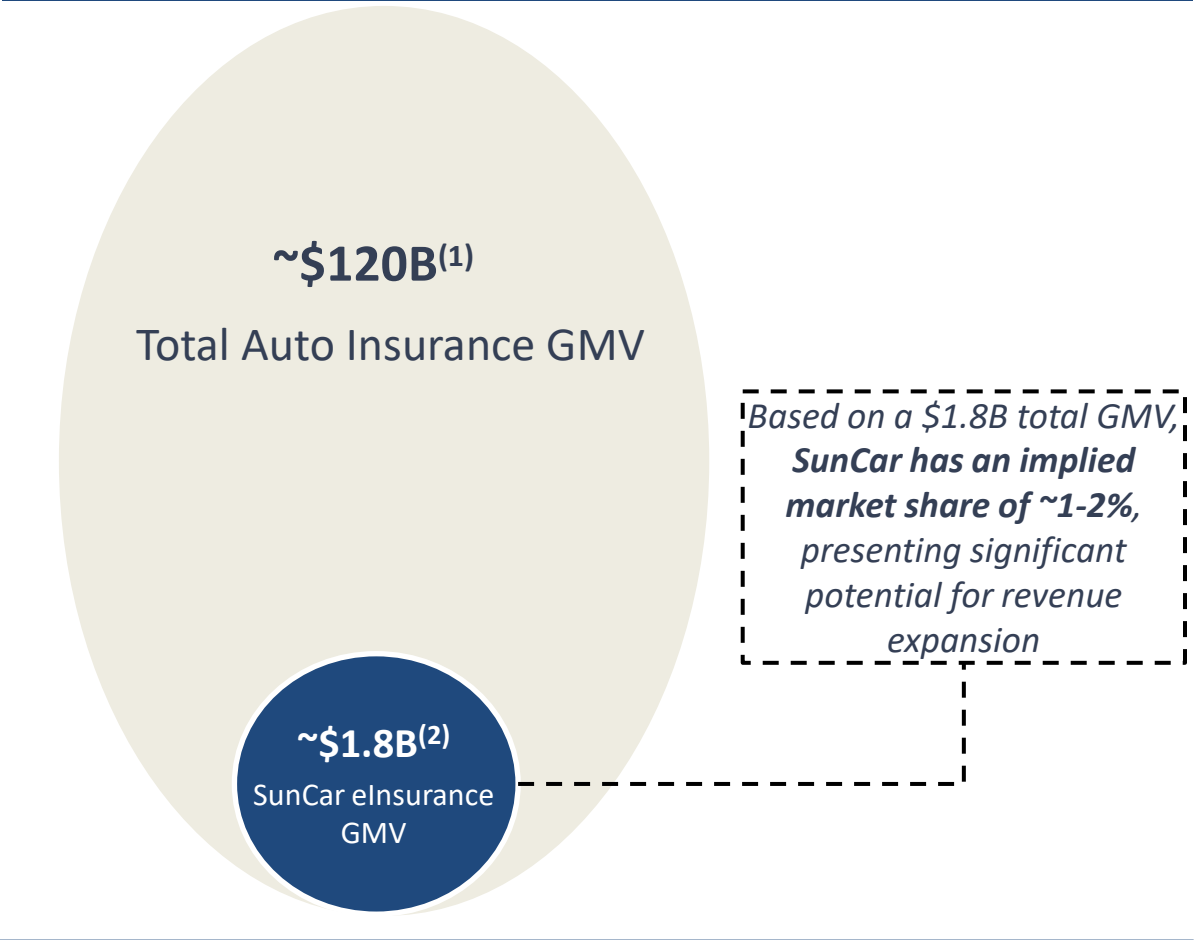
China's Auto Insurance Industry



Projected Growth in China's Auto Insurance Industry⁽¹⁾



SunCar's Market Penetration

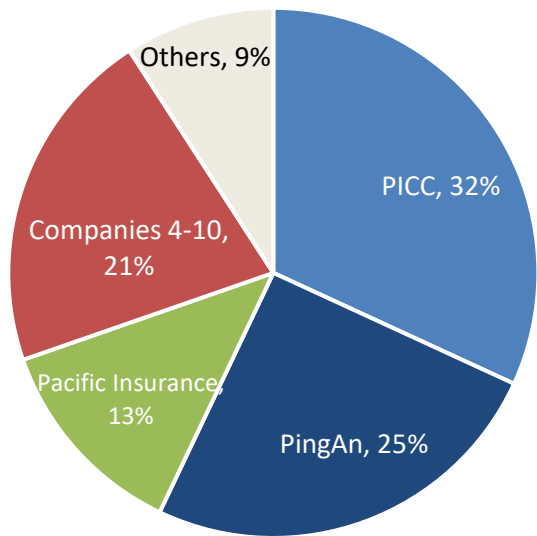


Note: Non-financial metrics as of June 2024
(1) GlobalData – Based on Auto Insurance gross written premiums
(2) Based on SunCar total GMV in the last-twelve-month (LTM) as of June 2024

SunCar Auto Insurance – Serviceable Market



Market Share by Insurance Company⁽¹⁾



Top-10 Market Share: ~91%



Commentary

- ✓ SunCar’s platform is integrated with 85+ insurance companies’ systems, including connections into the top 10 Insurers
- ✓ Technology integrations with top Insurance companies enable access to market-leading eInsurance quotes for end customers in < 2 minutes

Extensive Cooperation with the Largest Insurance Companies



65,000+ Sales Partners & 18 Manufacturers

Network of partners selling eInsurance through SunCar platform

2 Minutes

Average time to purchase Auto eInsurance with SunCar

85+ (including top-10)

Connected Insurance companies

Note: Non-financial metrics as of June 2024

(1) Shisanjing Consulting

B2B Auto Services Market in China



Auto Services TAM

# of Total Cars in China 2026E ⁽¹⁾	~400M
% of Car Owners Receiving Car Services ⁽¹⁾	25%
Total Auto Services End Customers in China	~100M
Average Annual Value per Eligible End Customer	~\$200
Total Addressable Market (2026E)	~\$20B
SunCar's Current Auto Services Revenue⁽²⁾	\$224M
Implied Market Share Based on Current Revenue⁽²⁾	~1%

Auto Services TAM Sensitivity

		% of Cars Receiving Car Services		
		20%	25%	30%
Average Annual Value / End Customer	\$150	\$12B	\$15B	\$18B
	200	16B	20B	24B
	250	20B	25B	30B

Commentary

- Potential upside as the percentage of car owners receiving car services through SunCar's platform significantly increases
- Opportunity to expand given entrenched relationships and experience with some of the largest banking and insurance clients in China

(1) Management guidance

(2) Implied market share calculated as SunCar's Current revenue on an LTM basis ending June 2024 divided by total addressable market in 2026E

Technology-Enabled Auto Insurance



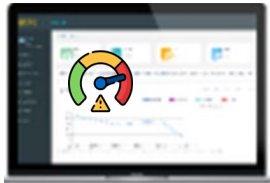
China's Leading Digital Auto Insurance Platform



Online Auto Insurance Platform



Online Quotation
and CRM System



No Underwriting Risk
or Loss Exposure



Direct Connection
to Car Insurance
Database

System Features



Highly
Integrated



Highly
Secure



Cloud
Based



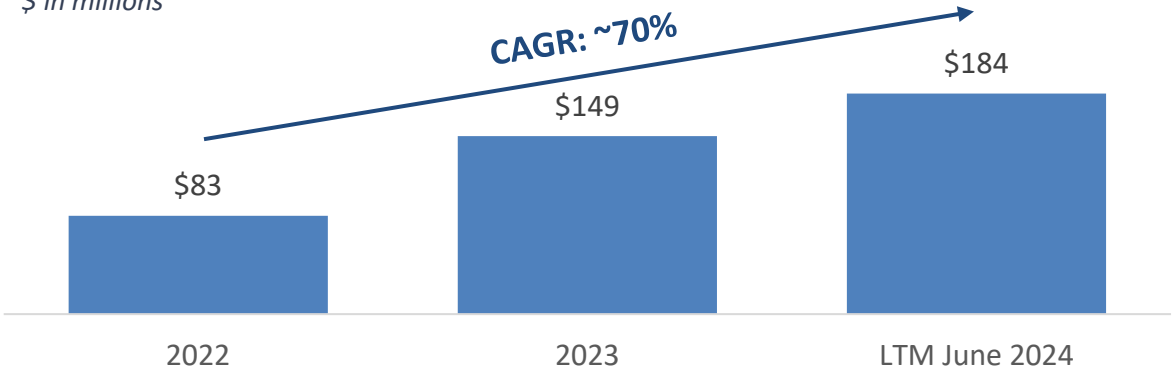
High
Accuracy



Hassle
Free

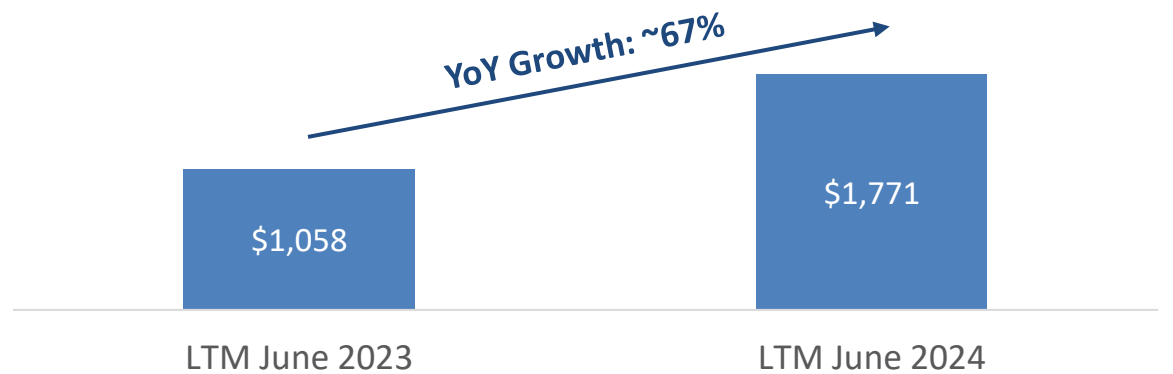
Total Auto Insurance Revenue

\$ in millions



Strong Insurance GMV Growth

\$ in millions



Note: Historical financials based on public filings

eInsurance Revenue Drivers



Total Auto Services Transactions for Registered Cars

- ~5M Auto eInsurance transactions completed LTM June 2024 through partnerships with 65,000+ sales partners and 18 auto manufacturers

New Cars / Electric Vehicles (EVs)

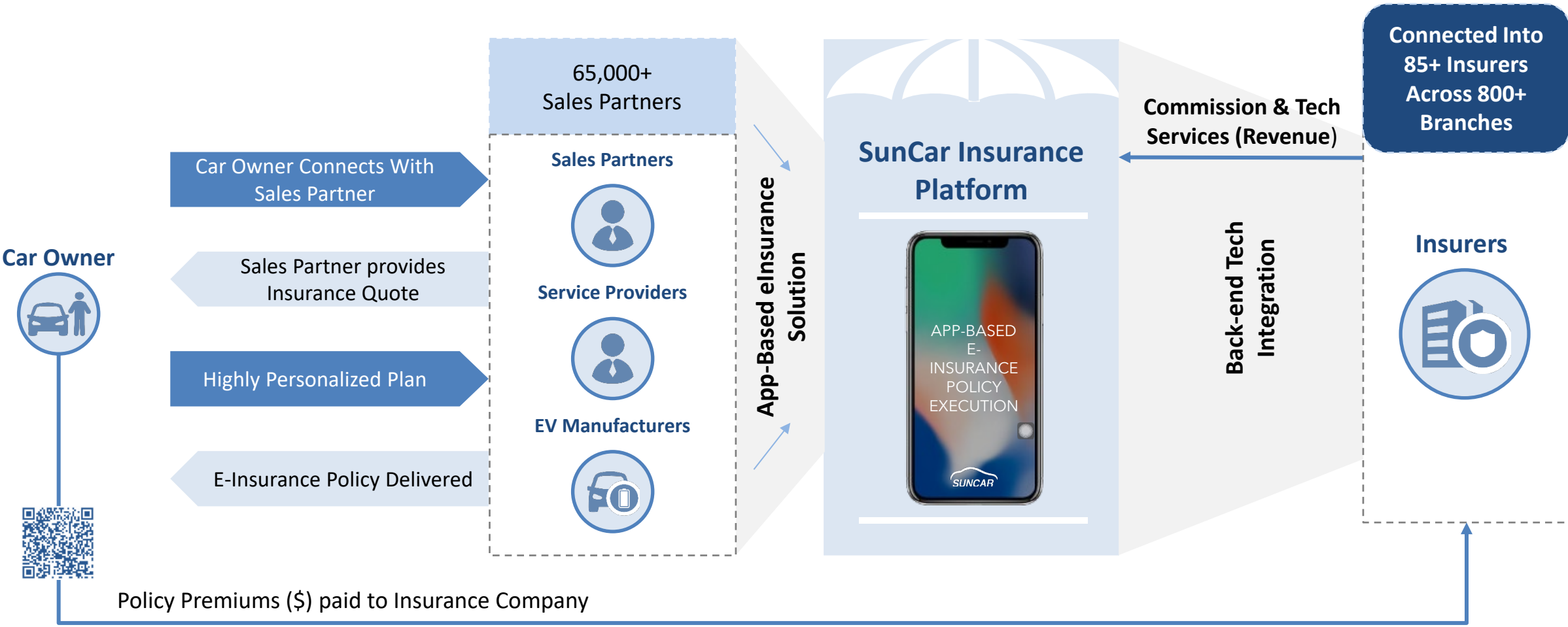
- High growth segment offering eInsurance for EVs through manufacturer partnerships
- ~93% revenue CAGR from 2021 to LTM June 2024

Technology Services

- Technology Services for prospective auto insurance providers with revenue growing at ~130% CAGR from 2021 to LTM June 2024

Note: Historical financials based on public filings

SunCar Auto elnsurance Platform – Business Model



















SunCar does not underwrite auto insurance and has no risk exposure to auto insurance losses

Note: Non-financial metrics as of June 2024

New Car / EV Insurance Driving Significant Growth

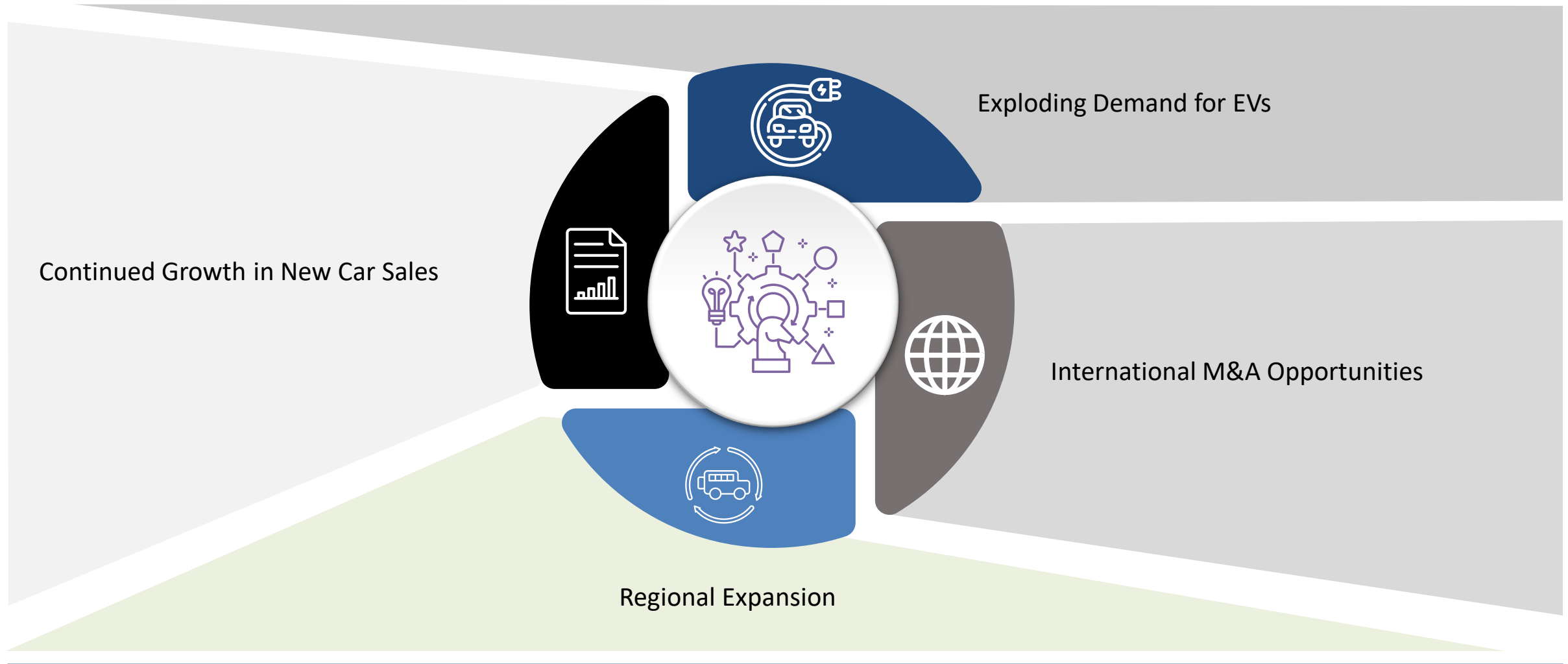


EV OEM Sales Partners Overview		 EV Company 1	 EV Company 2
<ul style="list-style-type: none">Generate incremental revenue through sale of insurance during new car purchaseIncreased owner connectivity improves post-sales experienceAdditional post-sales monetization through sale of insurance renewal and auto services		Top 3 Global EV Provider ⁽¹⁾	Top 10 Chinese EV Provider ⁽¹⁾
Select EV Manufacturing Sales Partners		Auto eInsurance for EVs	Auto eInsurance for EVs
<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>		Relationship Started in 2024	Relationship Started in 2021
SunCar GMV / Revenue Growth		\$0.5m GMV to \$50m GMV in 9 mos.	~100k cars insured (2023)
		100x GMV Growth in 9 Months	~200%

Note: Non-financial metrics as of June 2024

(1) Autovista Research

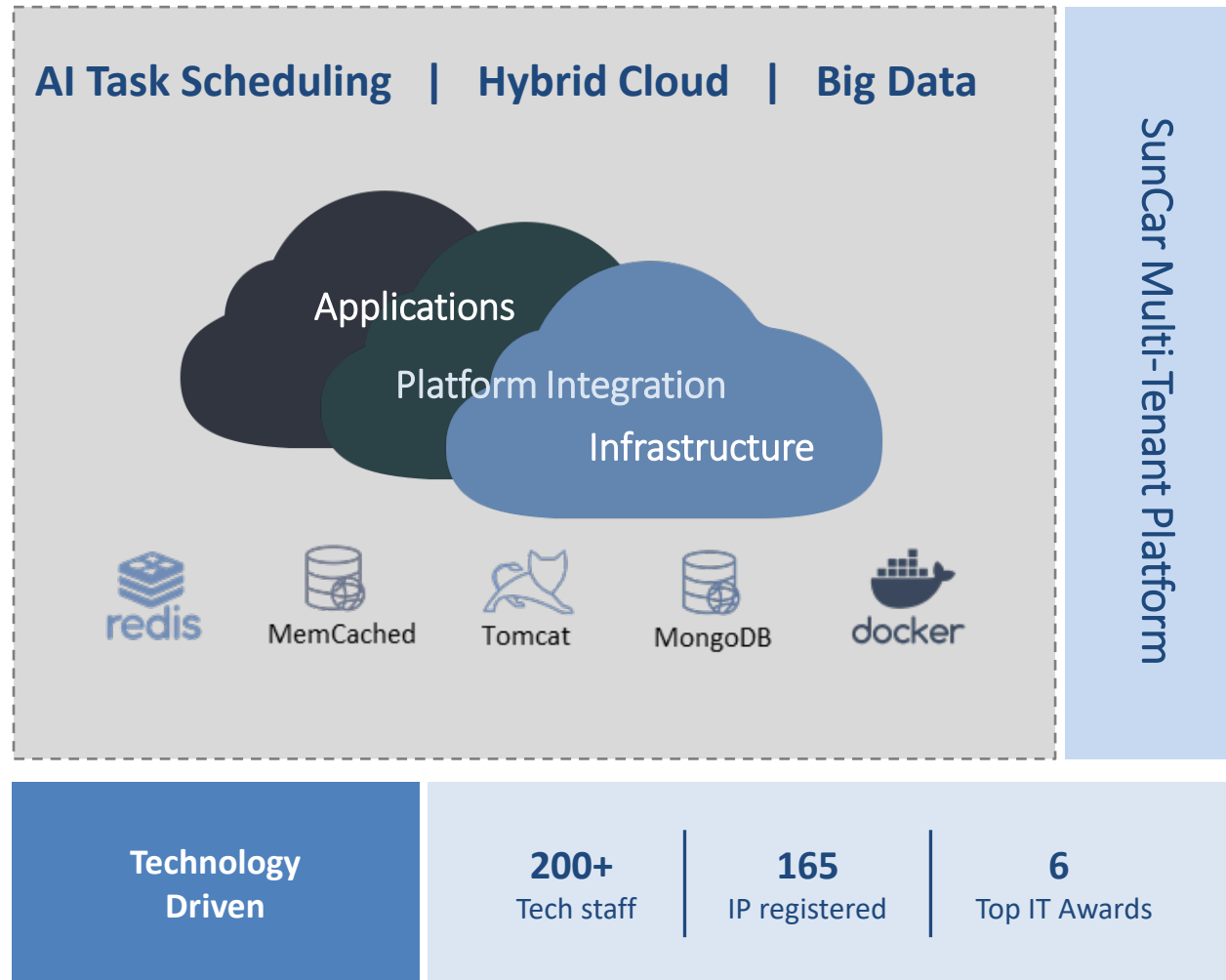
SunCar's Insurance Platform – Growth Strategy



Insurance-related Technology Services Business



SunCar's Technology Stack



Cumulative Investment of **US\$100 million** to Develop and Perfect our Industry-specific Cloud Platform

Managing Complexity – 45+ sub systems, 800+ customized service system, 1,100+ APPs connected
Highly Configurable – Infrastructure and backend solution provided by SunCar to enterprise clients for a customized, plug-and-play solution

Note: Non-financial metrics as of June 2024

Unlocking SunCar's Technology Services Market Potential



Large Gas Vehicle Market Potential

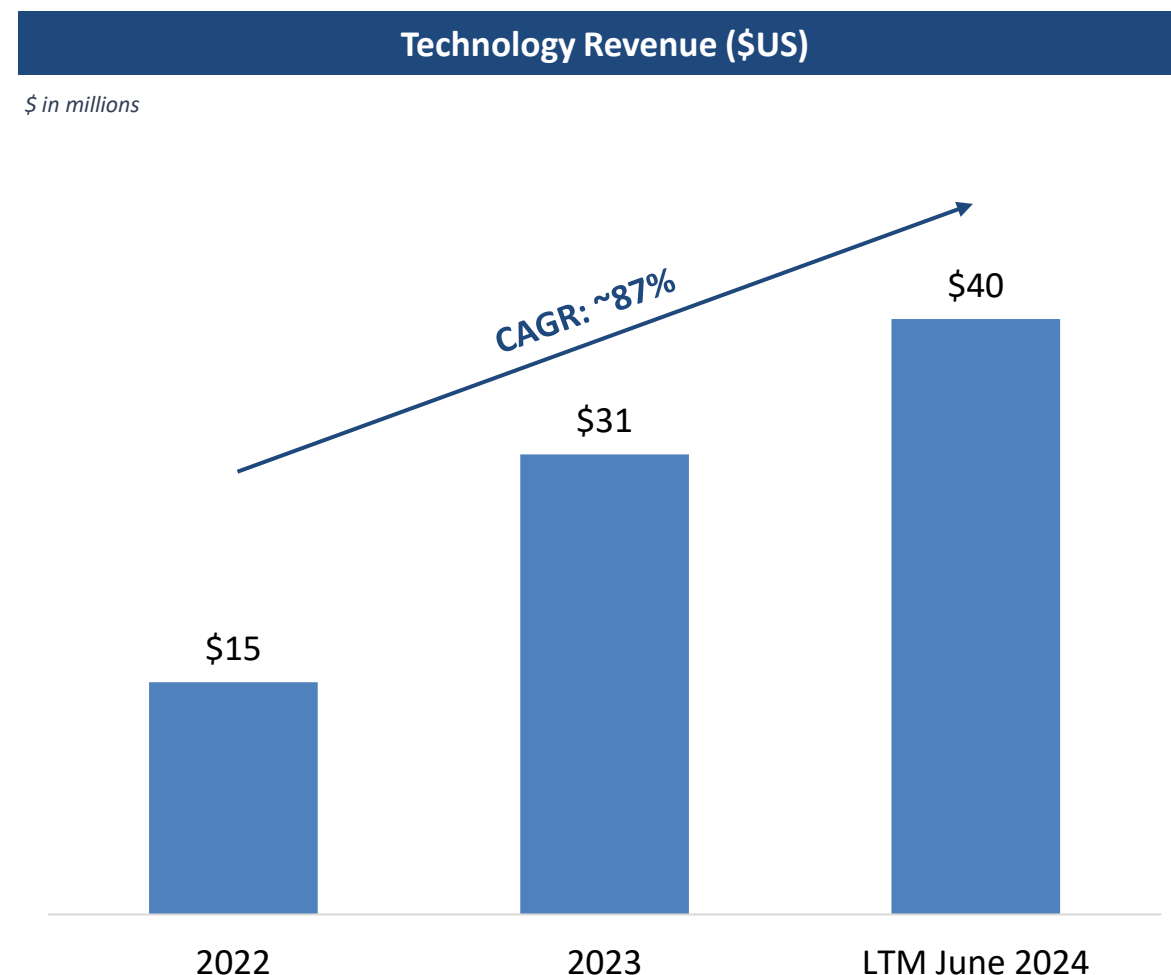
- Significant value delivered by SunCar through bundling of insurance product for new vehicle sales
- The Company is targeting the gas vehicle market which represents an addressable market opportunity 30x larger than the EV market
- Significantly improves dealers' insurance renewal rates and enables access to high-margin maintenance business

Strategic EV Partner Integration

- SunCar's platform is integrated into the digital services of leading EV manufacturers such as Tesla, Xiaomi, Li Auto, NIO, and Zeekr
- Positive experience with SunCar's eInsurance platform drives collaboration into a wider range of Auto Services

Ecosystem Synergy

- SunCar seamlessly connects insurance and automotive services, powered by robust data, mobile, and cloud capabilities
- This ecosystem enhances customer experience and supports scalable revenue growth



Note: Historical financials based on public filings

Digitalized Platform for Auto-Services



Strong Momentum and Market Share Expansion in Auto Services



Full-Service Coverage

Select Maintenance Services

Carwash

Oil Change

Car Overhaul

Tire Repair

Transportation Services

Flight Pickup

Driver Service

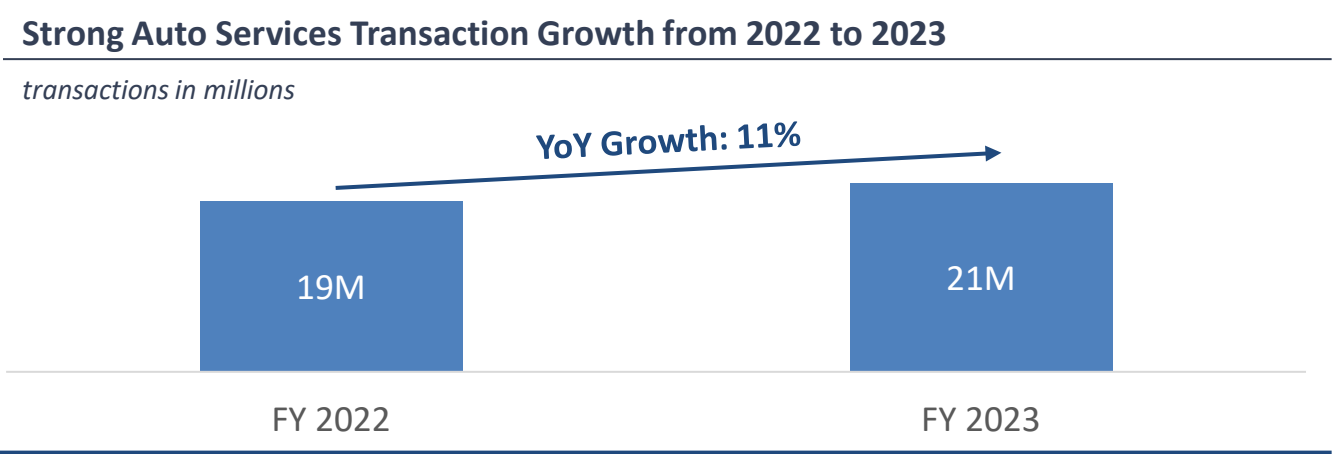
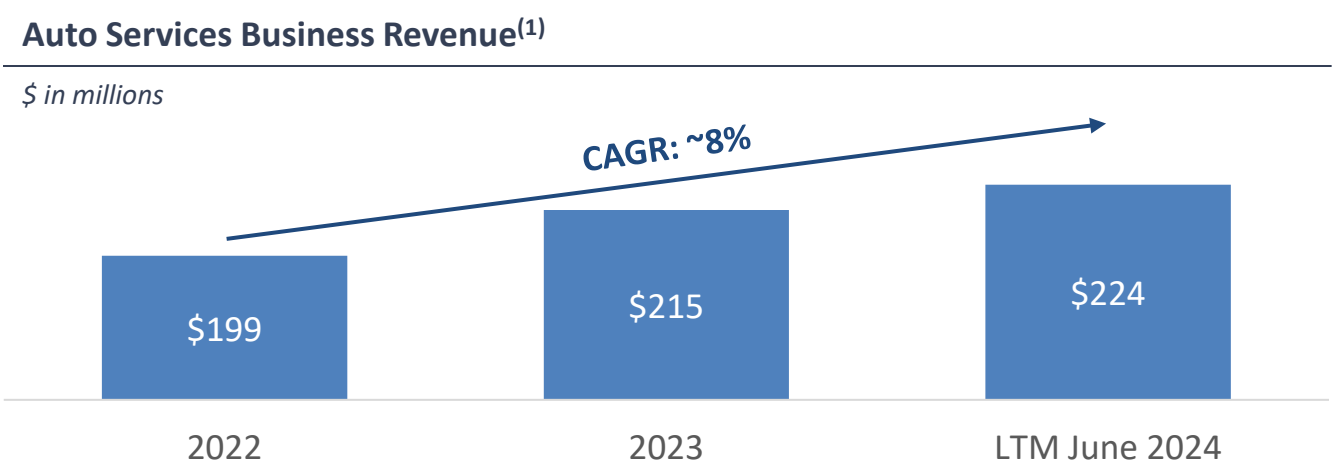
Road Assistance

Courtesy Car

Offering the full spectrum of Auto Services to Enterprise Clients

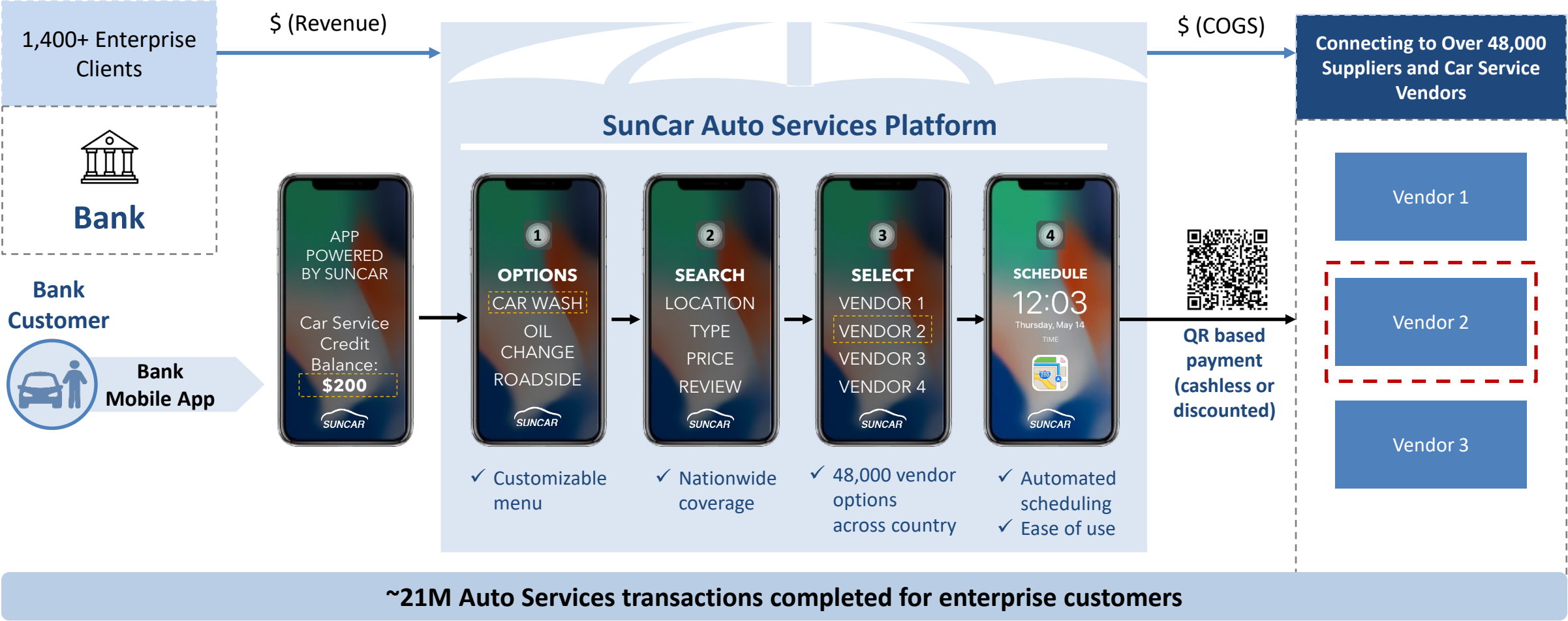
- 300+ types of services similar to AAA + Jiffy Lube + Uber
- Auto Services market in China continues to grow and is returning to pre-pandemic levels of growth

Key Financial Metrics



Note: Non-financial metrics as of June 2024
(1) Revenue and revenue CAGR based on USD revenue for period of 2022 to LTM 1H 2024

SunCar Auto Services Platform – Business Model



Note: Non-financial metrics as of June 2024

Marquee Customers with Significant Land and Expand Opportunities



SunCar’s nationwide reach has created a significant opportunity to land and expand within our existing large enterprise customer base



>300 Insurance Companies



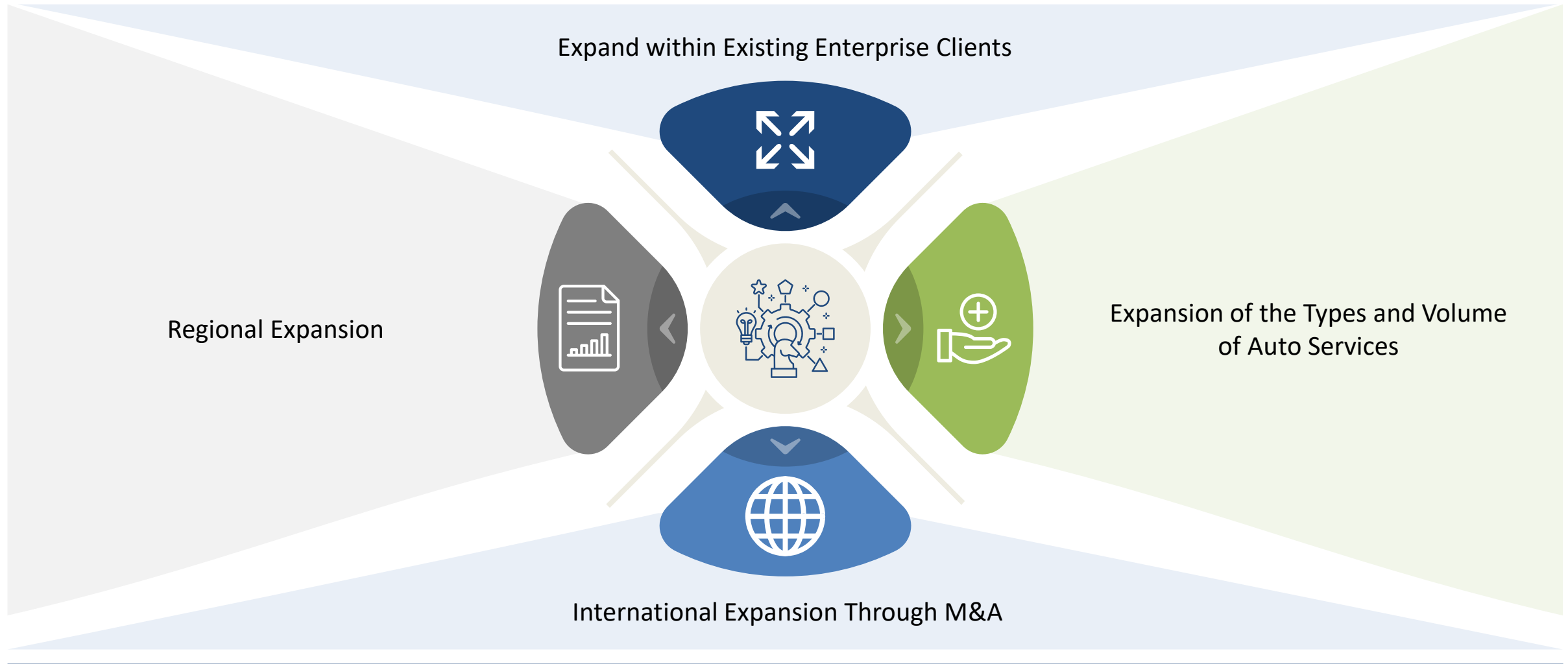
>900 Banks



>200 EVs, Other Services

Note: Non-financial metrics as of June 2024

SunCar Auto Services Platform – Growth Strategy



Financial Summary



(\$ in millions)	FY2021	FY2022	FY2023	LTM June 24
Revenue				
Auto Services	\$188	\$199	\$215	\$224
Auto eInsurance Business	\$61	\$83	\$149	\$184
<i>Insurance Intermediation Service</i>	\$57	\$68	\$118	\$144
<i>Technology services</i>	\$5	\$15	\$31	\$40
Total Revenue	\$249	\$282	\$364	\$407
<i>Revenue YoY Growth %</i>	4%	13%	29%	28%
Operating costs and expenses				
Integrated service cost	(\$157)	(\$167)	(\$210)	(\$229)
Promotional service expenses	(55)	(66)	(112)	(\$134)
Selling expenses	(13)	(16)	(21)	(\$18)
General and administrative expenses	(10)	(38)	(22)	(\$59)
Research and development expenses	(4)	(8)	(14)	(\$42)
Total Operating Costs and Expenses	(\$239)	(\$295)	(\$379)	(\$483)
Operating Profit	\$10	(\$13)	(\$15)	(\$75)
Other income, net	0	2	0	0
Profit before Income Tax	\$11	(\$11)	(\$15)	(\$77)
Income tax expense	(1)	(0)	(3)	(\$2)
Income from Continuing Operations, net	\$10	(\$11)	(\$18)	(\$79)
Net loss from discontinued operations, net of tax	(28)	(1)	0	0
Net Profit	(\$18)	(\$12)	(\$18)	(\$79)
Foreign currency translation difference	1	(2)	(1)	0
Total Comprehensive Income (loss)	(\$17)	(\$14)	(\$19)	(\$79)

- Strong 1H 2024 performance in-line with historical growth in the business
- Revenue growth fueled by the eInsurance segment and the rapid adoption of EVs in China as well as SunCar's growth in the gas vehicle market
- Technology Services continues to stay strong with growth in line with the Insurance platform
- Promotional service expenses have been steadily increasing with insurance revenues as the Company continues to establish its leadership in the category through customer acquisition
- The steady increase in R&D expenses reflects the Company's continuing investment in its Auto eInsurance & Services platforms and future revenue initiatives
- LTM June 2024 operating profit includes significant one-time non-cash stock-based expenses
- SunCar's low CapEx business model combined with the high growth of the eInsurance & Technology Services segments is expected to drive future margin expansion

Note: The revenue growth rate of LTM June 2024 is compared to the responding period of LTM June 2023

Adjusted EBITDA Reconciliation



(\$ in millions)	FY2022A	FY2023A	1H 2024
Net loss	(\$11.9)	(\$17.6)	(\$60.1)
(+) Depreciation and Amortization	5.1	4.1	1.8
(+) Financial Expenses, Net	3.7	4.4	2.3
(+) Investment Income	(0.4)	(0.5)	(0.3)
(+) Change of Fair Value of Warrant Liabilities	-	0.6	-
(+) Other Non-Recurring Income, Net	(5.1)	(5.0)	(0.7)
(+) Income Tax Expense	0.2	2.6	0.3
(+) Share-Based Compensation ⁽¹⁾	1.6	11.3	62.8
(+) Transaction Fees ⁽²⁾	0.4	1.7	0.1
(+) Net Loss From the Discontinued Operation, Net of Tax	1.0	-	-
Adjusted EBITDA	(\$5.5)	\$1.6	\$6.0

Commentary

- The SunCar team believes Adjusted EBITDA, as shown above, is crucial in evaluating operational performance as certain expenses including Transaction Fees and Share Based Compensation may not be indicative of recurring, core business operating results
- The Company has achieved positive Adjusted EBITDA for FY2023 and 1H 2024

Note: Historical financials based on public filings

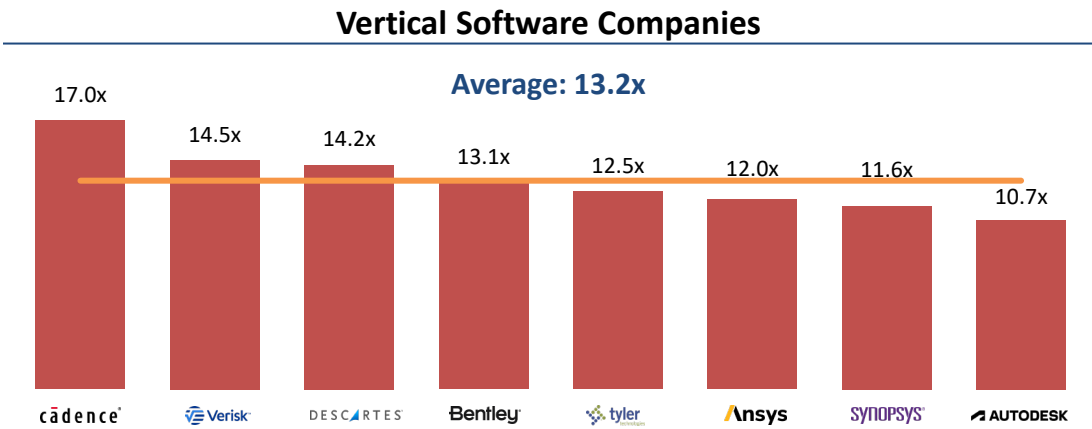
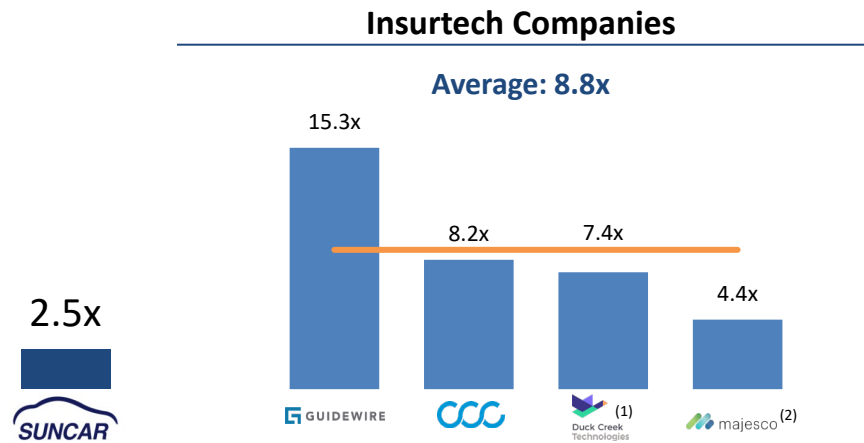
(1) Non-cash expense related to compensation costs for equity classified awards (both for the subsidiary and the Group)

(2) Includes non-recurring transaction related fees and expenses associated with the Company's Business Combination and prior and subsequent capital raises

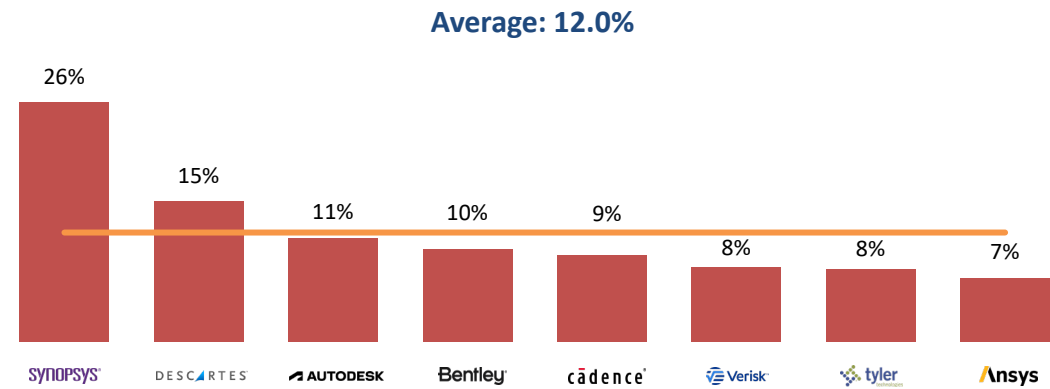
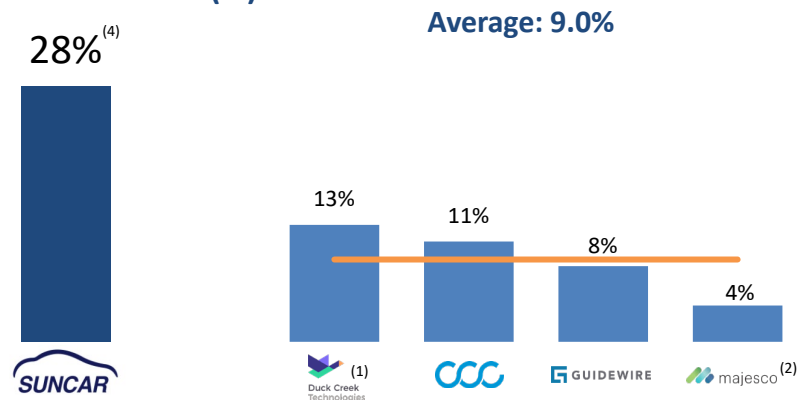
Valuation & Growth Benchmarking



EV/LTM Revenue



LTM Revenue Growth Rate⁽³⁾ (%)



Note: Capital IQ, data as of 10/25/2024. Enterprise value calculations exclude minority interest and operating leases.

(1) Data as of 3/29/2023 before Duck Creek went private

(2) Data as of 9/21/2020 before Majesco went private

(3) Company group growth rates based on LTM as of most recent filing

(4) LTM growth rate as of 6/30/2024



Thank you

www.SunCartech.com