

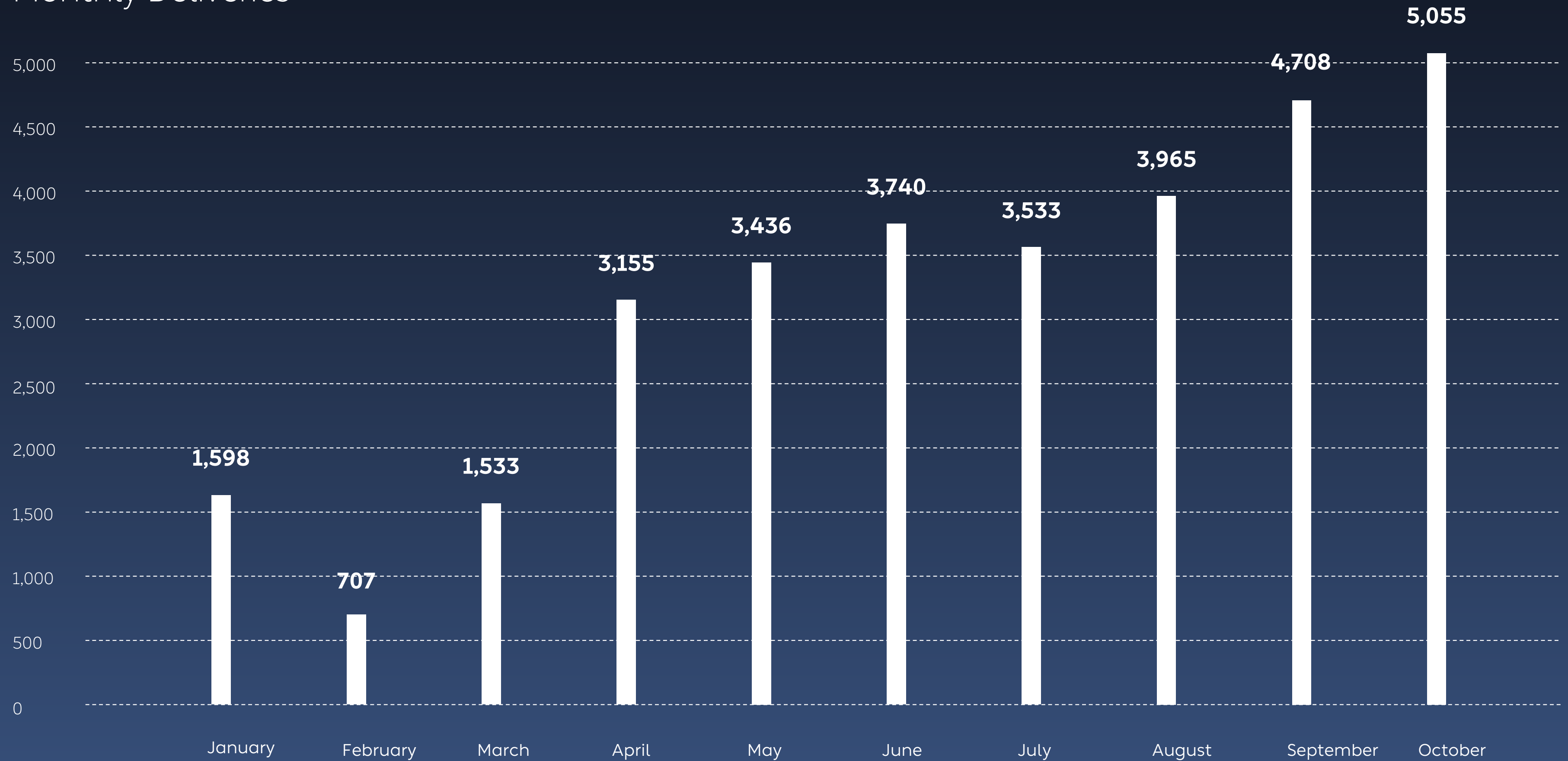


NIO 100 kWh Battery Launch Event

2020.11.06

NIO House | Oriental Plaza, Beijing

Monthly Deliveries




An aerial photograph of a winding asphalt road on a steep, forested mountain. Two cars, one white and one blue, are driving on the road. The background shows a rocky cliff face and dense green trees. The text '1,158,801,029 km' is overlaid in the center, with 'Accumulated mileage' in smaller text below it, and 'accumulated distance travelled' below that.

1,158,801,029 km
Accumulated mileage
accumulated distance travelled

1,183,105 swaps completed

NIOPOWER



On average, every 18 seconds a NIO vehicle gets a fully charged battery through a Power Swap.



Vehicle-battery separation

Battery subscription

Chargeable, swappable and upgradable batteries

70 kWh

2018

84 kWh

2019

100 kWh

2020

100 kWh Battery

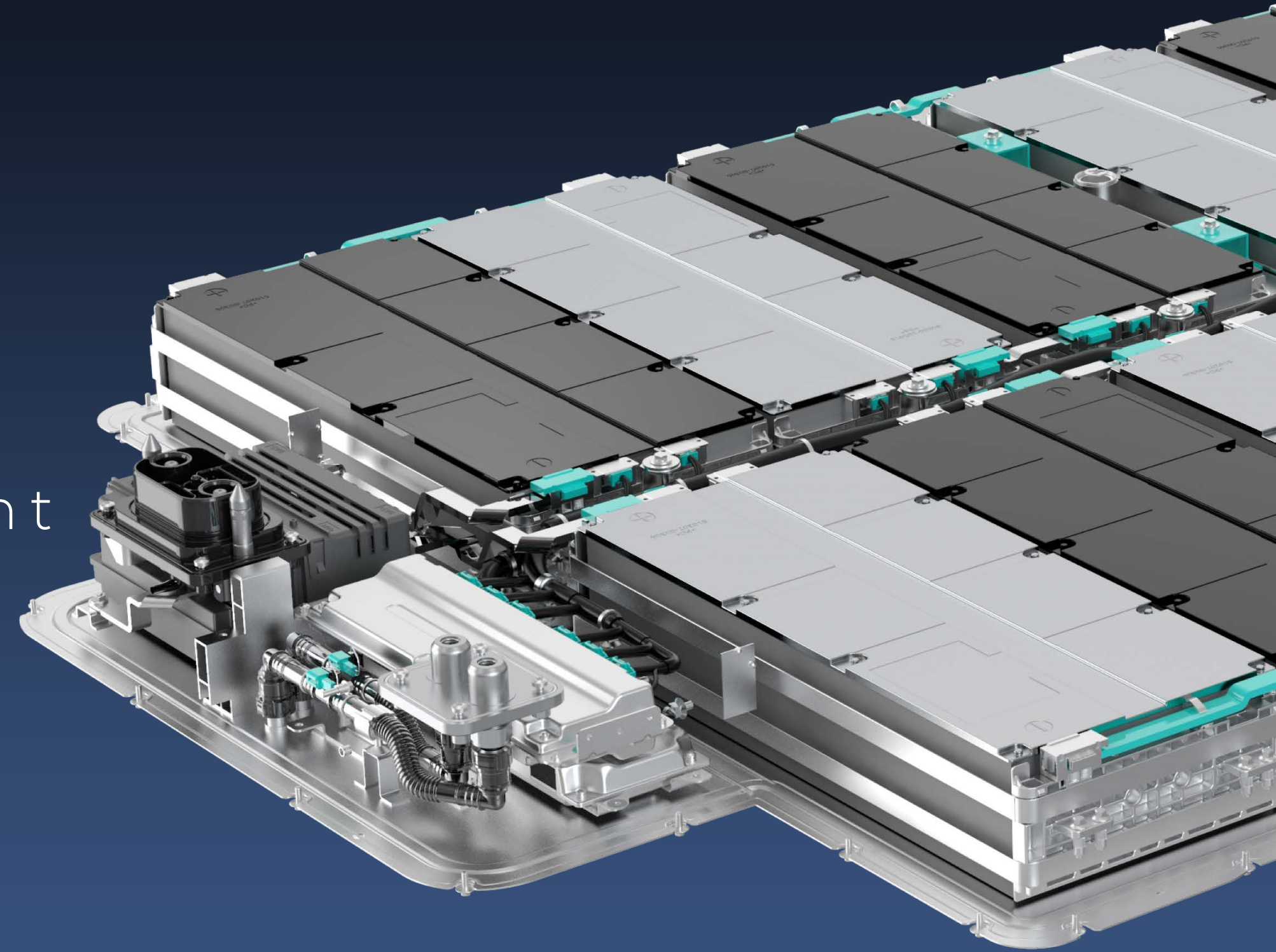
Over 300 Patents

Thermal Propagation Prevention

All-Climate Thermal Management

Highly Integrated CTP

Bi-Directional Cloud BMS



Highly Integrated CTP

19.8%

Higher space
utilization

37%

Higher energy
density

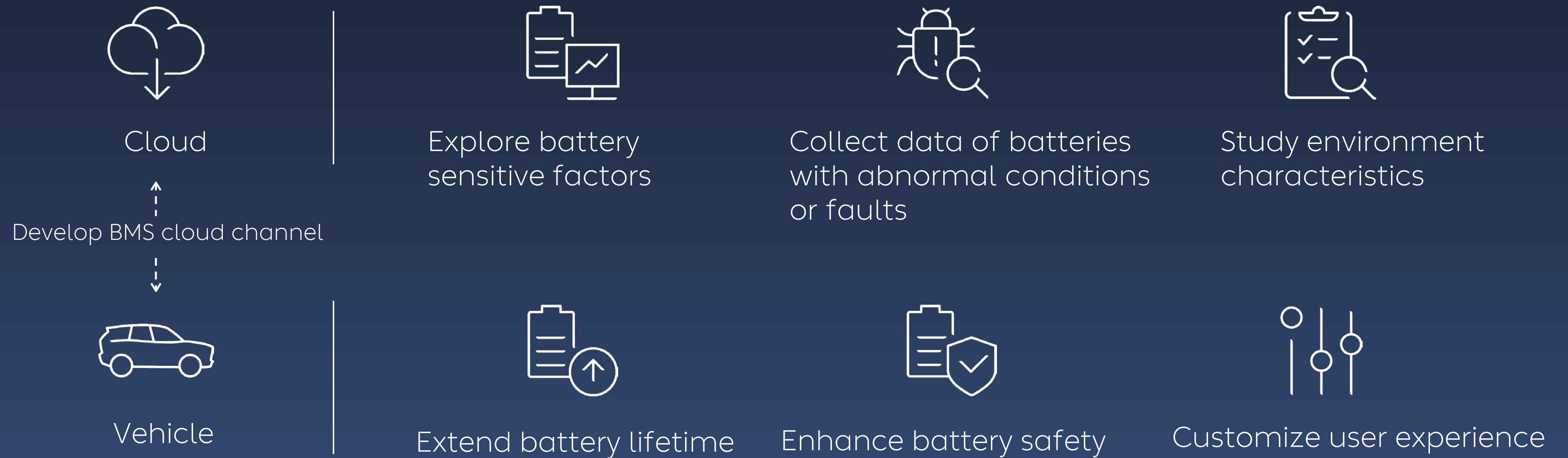
17.5%

Improved
thermal
management

40%

Streamlined
manufacturing

Bi-Directional Cloud BMS



All-Climate Thermal Management

10%

Longer range

during summertime

7%

Longer range

during wintertime

30%

More efficient

thermal
management

Longer range

Safer and more

reliable

Flexible

upgrades

Significant Range Improvement for All NIO Models

Up to 580 km

All-New eS8

Up to 610 km

eS6

Up to 615 km

EC6

Battery Upgrade \neq Battery Replacement

True Battery Upgrade

Benefit
existing
users

Support
flexible
upgrades

Make
upgrading
affordable

100 kWh Battery Upgrade Plans

Flexible Upgrade from 70 kWh to 100 kWh

¥880 / month

¥7,980 / year

Permanent Upgrade from 70 kWh to 100 kWh for
Non-BaaS Users

¥58,000

(can be paid by NIO points)

Permanent Upgrade from 84 kWh to 100 kWh for
Non-BaaS Users

¥5,400

(can be paid by NIO points)

Users of the Founder's Edition and who have placed the
production order of ES8 before March 31, 2019
can enjoy 40% off

Permanent Upgrade from 70 kWh to 100 kWh for
BaaS Users

¥500 / month

When upgrading to the 100 kWh battery, RMB 3,000 one-time service fee needs to be paid by users except those who have the production order placed before 10 a.m. on November 7th or delivery completed.

NIO 100 kWh Battery Upgrade Plans

	Type	Price
Flexible upgrade	Monthly upgrade	¥880/month
	Yearly upgrade	¥7,980/year
Permanent upgrade	Non-BaaS users*	¥58,000
	BaaS users	¥500/month

* Can pay by NIO points

Buy a New Vehicle with 100 kWh Battery

Non-BaaS users

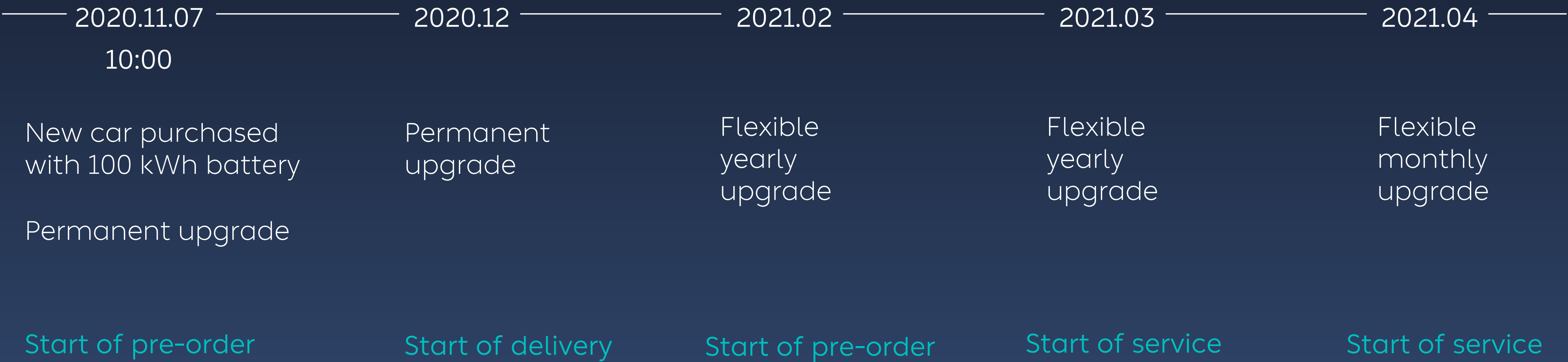
¥58,000

BaaS users

Vehicle price deduction of ¥128,000

Battery subscription fee of ¥1,480/month

100 kWh Battery Upgrade Schedule



For users of the same type, the delivery time of the upgrade service depends on how early the order is placed.







