

# 2025 Annual Letter to Shareholders

Dear Shareholders,

First and foremost, on behalf of Uxin, I would like to extend our heartfelt gratitude for your unwavering support and trust. It is my pleasure to share with you the remarkable business progress we have made over the past fiscal year, as well as our strategic outlook for the future through this shareholder letter.

China's vehicle ownership has approached 370 million units, forming a large and growing base that continues to unlock significant potential for vehicle recirculation. **In 2025, used car transaction volume in China exceeded 20 million units for the first time**, accounting for approximately 5.5% of total vehicle ownership, well below the 10% to 15% level typically seen in more mature markets. As this percentage rises toward that level, annual used car transaction volume could reach 35 million to 50 million units based on current vehicle ownership alone.

Consumer expectations for products, services and overall experience in the used car industry continue to rise. We have observed that they are no longer satisfied with availability alone and increasingly value transparency in vehicle condition, fair pricing, professional service, and reliable after-sales support. We believe that in this trillion-RMB market, which remains at an early stage of development, those who can systematically address these pain points will be well positioned to lead the transformation and upgrading of China's used car industry.

**Against this backdrop, Uxin is redefining used car transactions through a modern retail approach.** We leverage our advanced self-operated reconditioning factories to ensure vehicle quality and provide a one-stop purchasing experience and comprehensive after-sales support through our offline superstores and online marketplace. As a result, buying and selling used cars could become as simple, transparent, and trustworthy as purchasing standardized retail products.

**In 2025, despite continued intense price competition in the new car market, which created challenges for the used car industry, our business maintained strong growth momentum.** Our full-year retail transaction volume reached 51,110 units, up 135% year over year, marking the second consecutive year of more than 130% growth. Total revenues reached RMB3.24 billion, representing a 79% increase year over year. Meanwhile, as both inventory and sales continued to scale up, our inventory turnover days for vehicles available for sale remained stable at approximately 30 days.

**During the year, we also began large-scale replication and nationwide expansion of our superstore model.** Building on our existing superstores in Hefei and Xi'an, we opened three new superstores in Wuhan, Zhengzhou and Jinan, establishing a scalable operating system that can be replicated across regions. Our mature superstores in Xi'an and Hefei continued to ramp up, each achieving over 20% market share in their respective cities. Wuhan, as the first replicated superstore after our model had been validated, delivered stronger sales growth and profitability than our earlier superstores at the same stage. Zhengzhou and Jinan superstores further improved upon Wuhan's performance.

**These achievements are supported by core capabilities that we have built over time and continue to strengthen. First, our pricing capability continues to evolve.** We have accumulated the industry's largest set of real transaction data from our self-operated used car sales, and this data continues to grow, roughly doubling each year. This enables our pricing model to become increasingly precise. Our digital systems respond rapidly to market changes, allowing us to maintain real-time pricing competitiveness on both sourcing and sales. As a result, we are well positioned to navigate industry volatility and systematically improve vehicle-level profitability while sustaining high inventory turnover efficiency.

**Second, we have built an innovative integrated factory-warehousing-retail business model.** Each of our superstores is supported by a used car reconditioning factory, forming China's largest, most advanced and most efficient supply system for high-quality used vehicles. We have established scalable advantages over traditional dealers in quality control, reconditioning efficiency and cost optimization. Leveraging the reconditioning capabilities at our self-operated factories, we have expanded the used car service value chain and are able to provide full lifecycle vehicle services, including financing, insurance, extended warranties, accessories, and repair and maintenance services, similar to those offered by new car dealers. Compared with traditional used car dealers that primarily offer financing services, our revenue streams are more diversified, with greater potential for profitability improvement.

**Meanwhile, most of our superstores carries inventory of more than 2,000 vehicles and serves as a landmark used car retail destination in its local market. Landmark superstores help build customer trust.** Through our in-store service, vehicle display and experience design, customers can enjoy a professional, transparent, and trustworthy retail experience at our superstores. **Our Net Promoter Score has reached 67, and customer satisfaction and brand reputation remain at industry-leading levels.** We believe that our sales conversion efficiency, together with our ability to generate organic traffic through strong word-of-mouth, provides us with significant advantages over traditional used car dealers.

We clearly see that Uxin is advancing rapidly along a validated and continuously strengthening development path. Looking ahead to 2026, we will continue to increase inventory and sales across our existing five superstores, and **we plan to open**

**four to six additional superstores during the year**, further strengthening our nationwide network. **Based on these plans, we expect both our full-year retail transaction volume in 2026 and revenue to grow by more than 100%.**

The modernization of China's used car industry has only just begun, and Uxin is positioned to benefit from a significant market opportunity. We also recognize that truly sustainable growth is not simply about speed, but is built on the coordinated improvement of scalability, operational efficiency and customer value. We will remain focused on delivering better products and more professional services to our customers, while driving higher standards for solutions across the industry and creating long-term value for our shareholders.

Once again, thank you for your trust and support.

Kun Dai

Chairman and Chief Executive Officer of Uxin

---

<https://ir.xin.com/News-Releases?item=159>