



Investor Presentation

First Quarter 2022



June 2022

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In evaluating the business, the Company considers and uses non-GAAP measures, such as non-GAAP operating expenses, non-GAAP loss from operations (including non-GAAP operating margin), non-GAAP net loss (including non-GAAP net margin), and non-GAAP basic and diluted net loss per ADS, as a supplemental measure to review and assess its operating performance. The presentation of the non-GAAP financial measures is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with generally accepted accounting principles in the United States of America ("U.S. GAAP"). The Company defines non-GAAP measures by measures excluding the impact of share-based compensation expenses. The Company presents the non-GAAP financial measures because they are used by the management to evaluate the operating performance and formulate business plans. The Company also believes that the use of the non-GAAP measures facilitates investors' assessment of its operating performance.

Non-GAAP measures are not defined under U.S. GAAP and are not presented in accordance with U.S. GAAP. These non-GAAP financial measures have limitations as analytical tools. One of the key limitations of using aforementioned non-GAAP measures is that it does not reflect all items of expenses that affect the Company's operations. Share-based compensation expenses have been and may continue to be incurred in the business and are not reflected in the presentation of non-GAAP measures. Further, the non-GAAP measures may differ from the non-GAAP information used by other companies, including peer companies, and therefore their comparability may be limited. The Company compensates for these limitations by reconciling the non-GAAP financial measures to the nearest U.S. GAAP performance measures, all of which should be considered when evaluating the Company's performance. The Company encourages you to review its financial information in its entirety and not rely on a single financial measure.

Reconciliations of Tuya's non-GAAP financial measures to the most comparable U.S. GAAP measures are included at the end of this Presentation.

Unless otherwise indicated, all references in this Presentation to "Tuya", "we", "our", "us", or similar terms refer to Tuya Inc. and its subsidiaries and, in the context of describing its operations and consolidated financial information, also include our variable interest entity in the PRC.

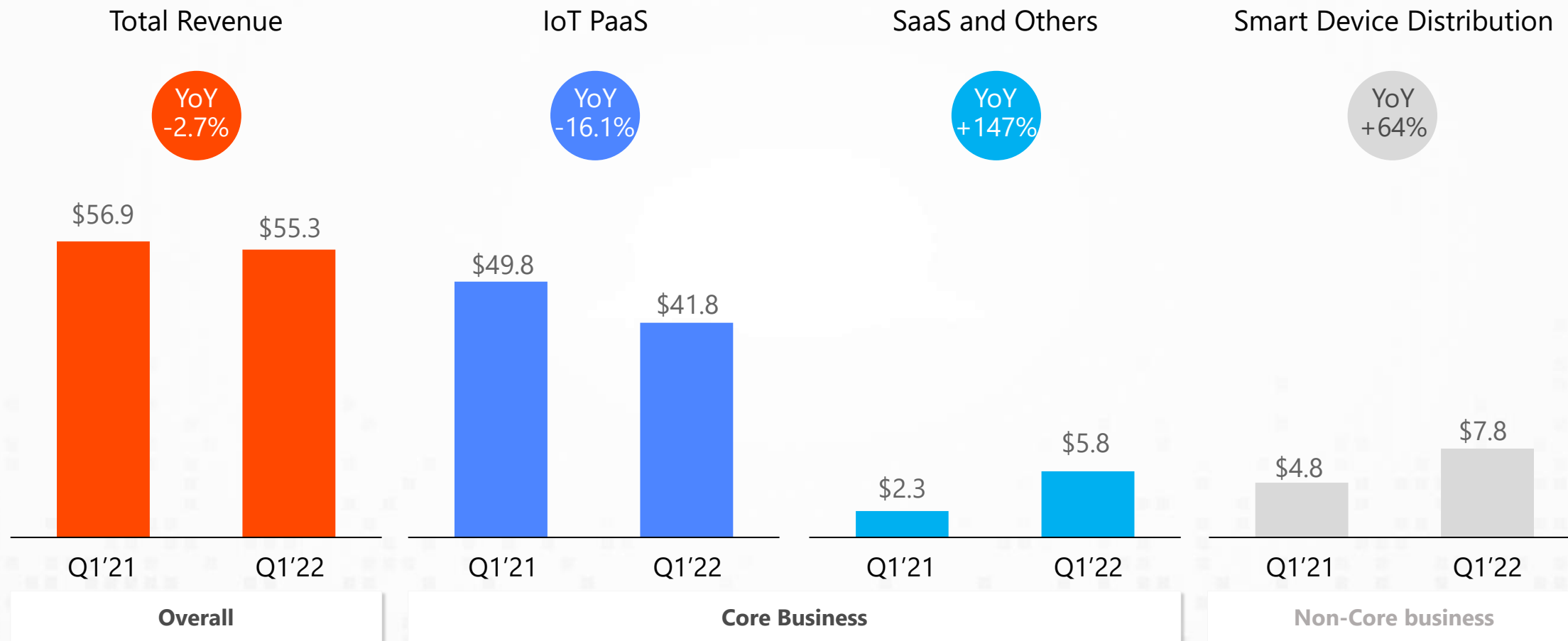


Build an IoT Developer Ecosystem
Enable Everything to Be Smart

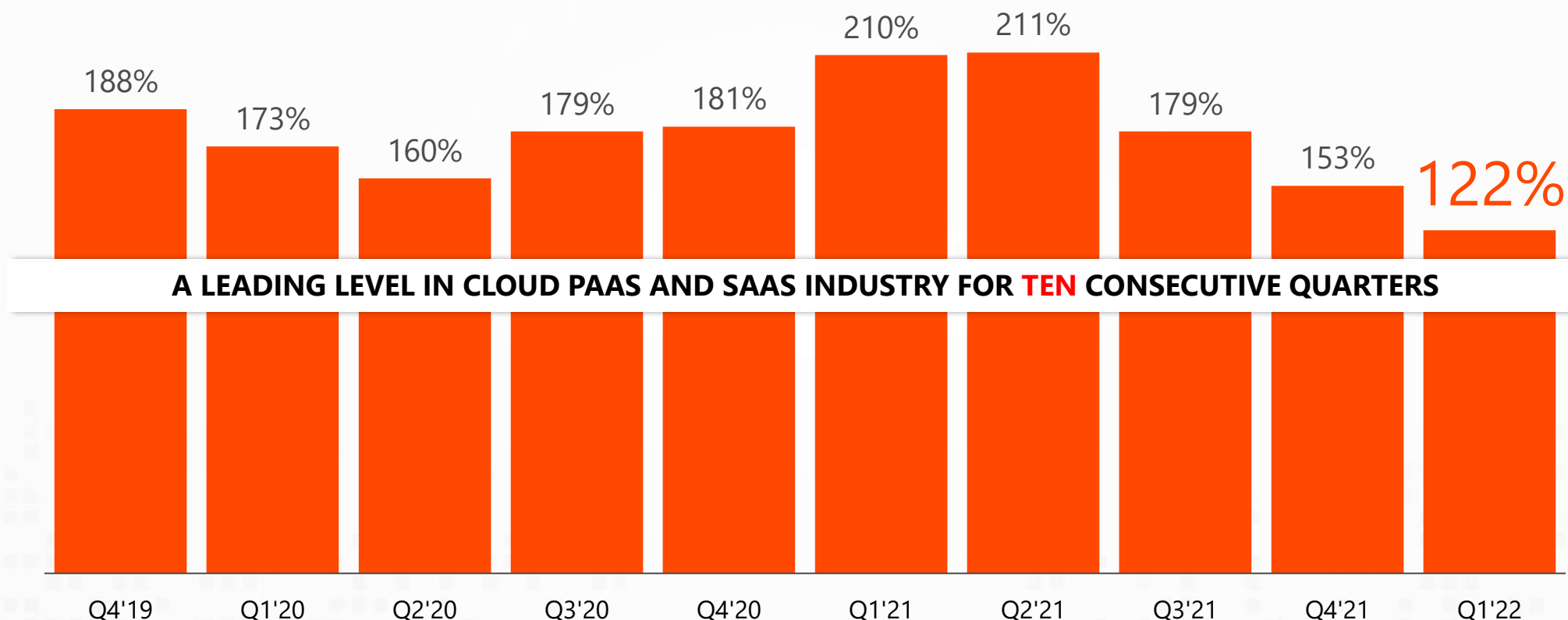
Revenue Updates by Segment



Revenue breakdown for the quarter (USD'M)



PaaS Business — Dollar-Based Net Expansion Rate Remained over 120%+ for 10 Consecutive Quarters



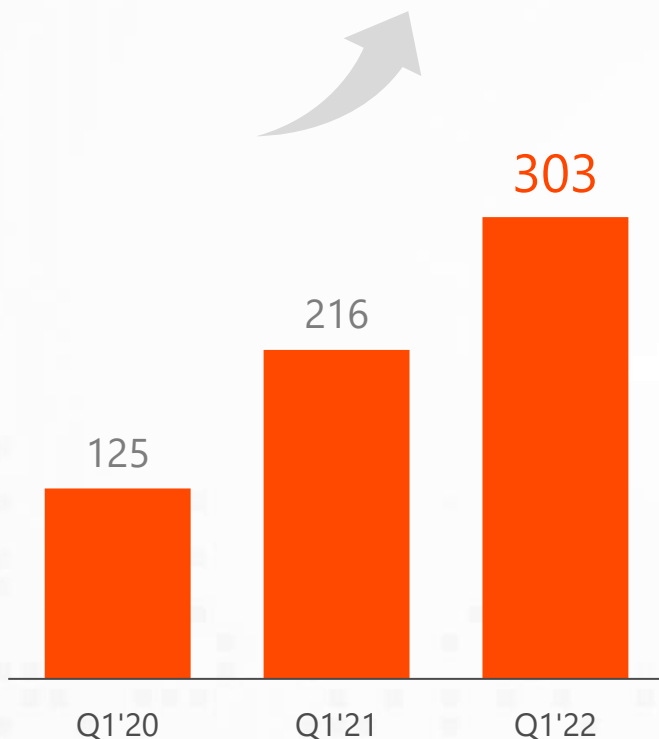
Note: Tuya calculates dollar-based net expansion rate of IoT PaaS for a trailing 12-month period by first identifying all customers in the prior 12-month period (i.e., those who have placed at least one order for IoT PaaS during that period), and then calculating the quotient by dividing the IoT PaaS revenue generated from such customers in the trailing 12-month period by the IoT PaaS revenue generated from the same group of customers in the prior 12-month period.

PaaS Business — Strengthening Ecosystem with Expanding Customer Base



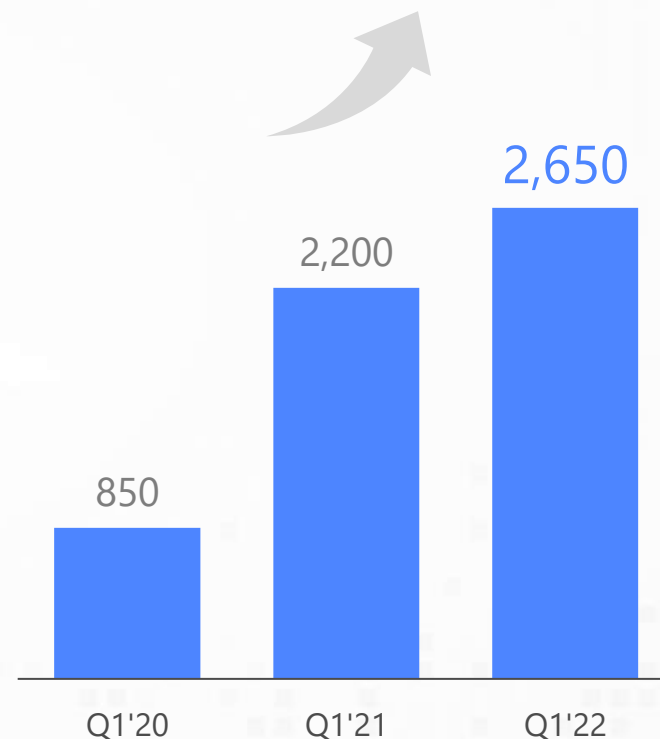
Premium IoT PaaS customers¹

Contributed ~86%
of IoT PaaS revenue in Q1'22



Total IoT PaaS customers we served in Q1'22

(#Number of customers)



1. Tuya defines a premium IoT PaaS customer as a customer as of a given date that contributed more than US\$100,000 of IoT PaaS revenue during the immediately preceding 12-month period.

2. A management metric calculated by dividing total IoT PaaS revenue contributed by premium IoT PaaS customers for last twelve-month period by total number of premium IoT PaaS customers during that period.

Lighting Products Underperformed in Q1'22 Due to Weakened Consumer Purchase Power Caused by Global Inflation

Q1'21 vs Q1'22

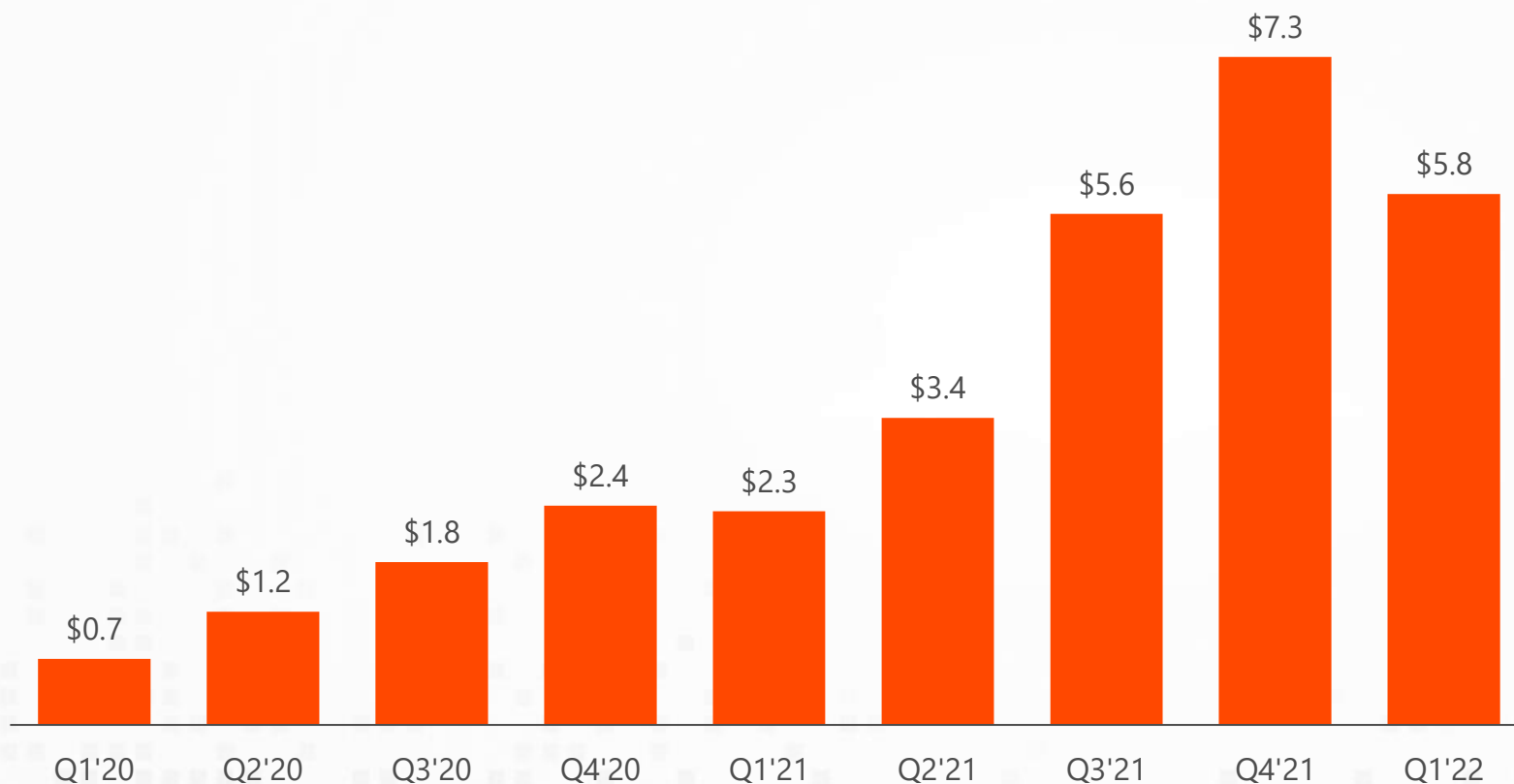


Note: Icons are for illustrative purpose only. The penetration rate is the Company's estimation.

Strong Revenue Growth in SaaS and Others



SaaS and Others revenue
(USD'M)



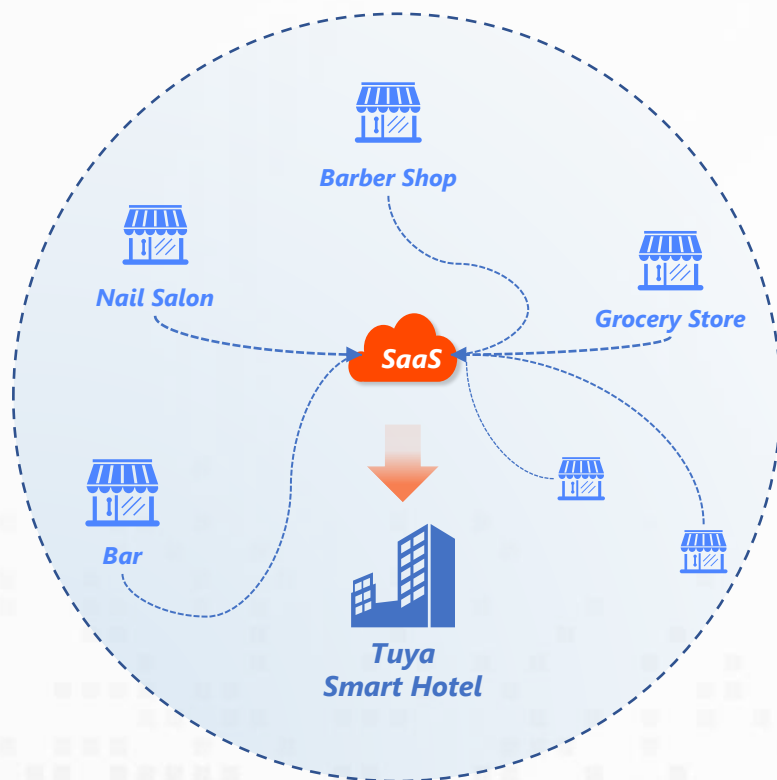
+147%

Q1 SaaS and Others
Revenue Y/Y Growth

Hotel SaaS — Strategic Partnership Between Tuya and Alipay



Tuya Hotel SaaS Integrates Surrounding Commercial Resources Efficiently



Software + Hardware IoT Capability



Big Data + Algorithm & Platform Marketing Capability



For hotels:

- Obtain the capability of connecting surrounding commercial zones
- More diversified revenue model
- Integrate resources and reduce operating costs

For customers:

- Wider range of product options
- Enjoy lower discounts
- Better purchasing experience with more convenient payment method

In the future, the cooperation model between Tuya and Alipay can be applied to any scenario requires payment...

Commercial Lighting SaaS — Delivered Many Benchmark Projects



Overall Performance in Q1'22



~280

New Projects



35,000+

New Access Devices



20+

Potential Customers



15+

New Obtained Brands

Application Scenarios

School & Classroom

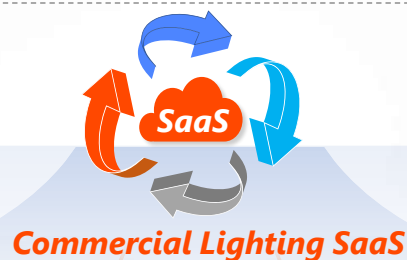
Office Building

Warehouse

Chain Stores

Garage

Logistic Park



China Construction Development Corporation – Street Lighting Projects

- Enabled smart control through NB-IOT
- Included 500 street lights on 16 city streets

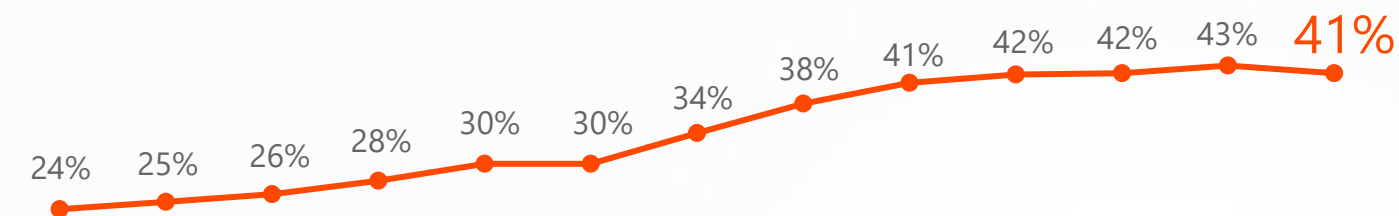


Dimas Lighting – Commercial lighting Intelligent Platform

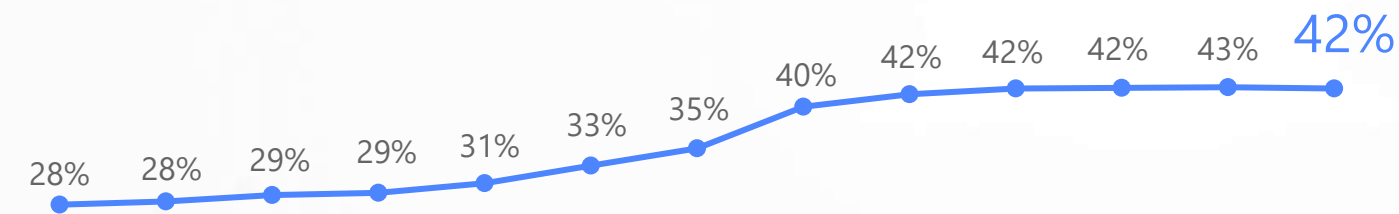
- Leveraged Tuya's software capabilities to construct in-house intelligent platform
- Delivered several industrial lighting projects

Gross Margin

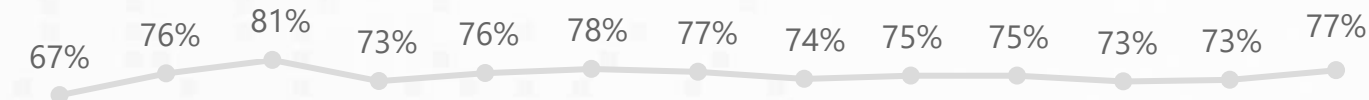
Overall gross margin



IoT PaaS gross margin



SaaS and Others gross margin



Main drivers:

- Effective implementation of pricing and cost management and efficiency improvement initiatives
- Expansion into higher-margin IoT PaaS product lines

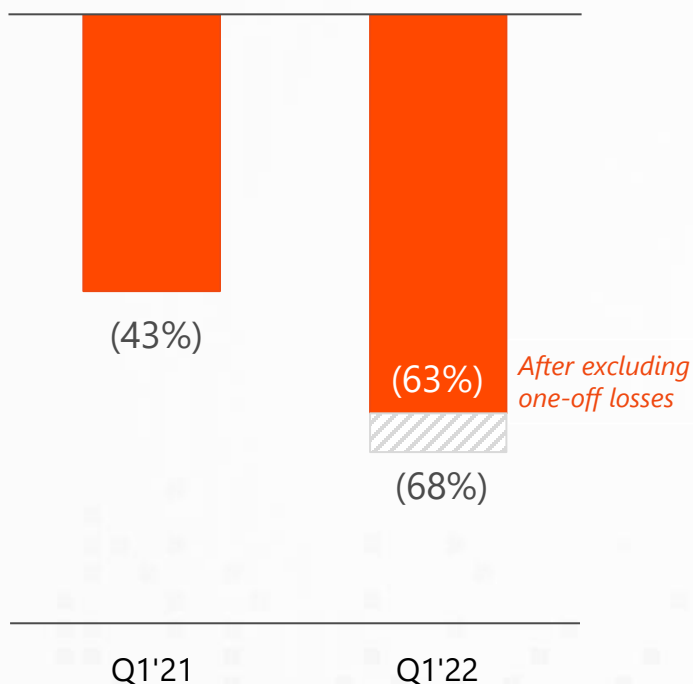
Note: Overall gross margin fluctuated due to the increase in revenue contribution of smart device distribution business with GPM of 9.1% in Q1'21 caused by customer mix and variable purchase timing.

Q1'19 Q2'19 Q3'19 Q4'19 Q1'20 Q2'20 Q3'20 Q4'20 Q1'21 Q2'21 Q3'21 Q4'21 Q1'22

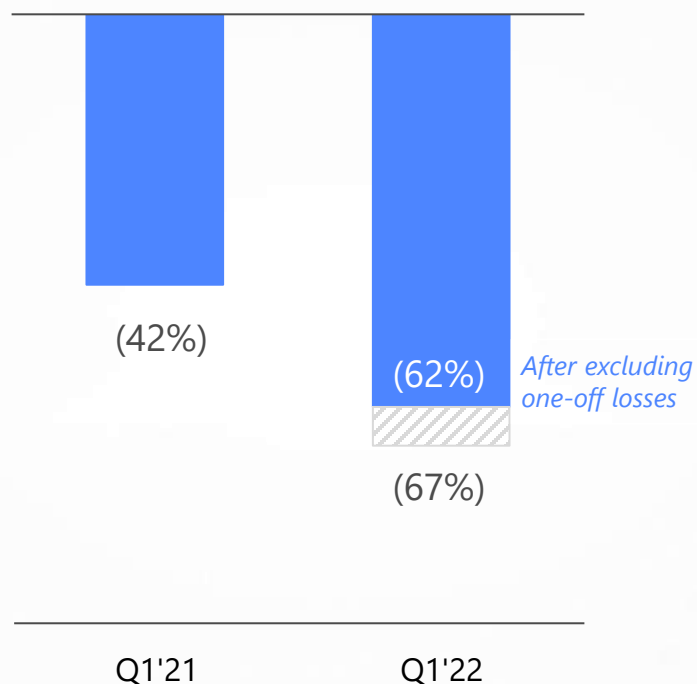
Note: Numbers are rounded for presentation purposes.

Operating Margin and Net Margin

Non-GAAP operating margin¹



Non-GAAP net margin¹



Main drivers:

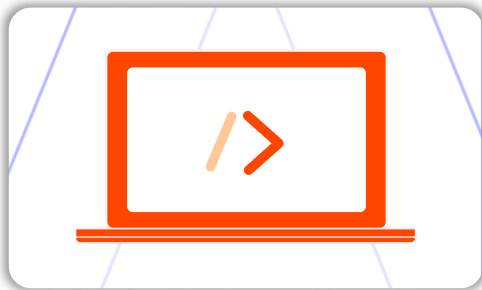
- Increased employee-related costs due to headcounts in Q1
- One-off compensations to employees due to team restructuring
- One-off commercial penalties and restoration fees due to termination of tenancies

1. Non-GAAP measures. Please refer to the earning release or financial reports for reconciliations of these non-GAAP measures to their most comparable GAAP equivalents.

Note: Numbers are rounded for presentation purposes.

582,000 Developers¹

+14% Quarter over Quarter / +80% Year over Year



Product Development



App Development



Cloud Development

1. "Developer" refers to registered developer, as of March 31, 2022.



Building an IoT Developer Ecosystem
Enabling Everything to Be Smart

Appendix: Reconciliation of Non-GAAP to GAAP



	For the Three Months Ended March 31, 2021	For the Three Months Ended March 31, 2022
	USD'000	USD'000
Reconciliation of operating expenses to non-GAAP operating expenses		
Research and development expenses	(34,709)	(47,588)
Add: Share-based compensation	3,845	4,130
Adjusted Research and development expenses	(30,864)	(43,458)
Sales and marketing expenses	(16,412)	(15,278)
Add: Share-based compensation	2,139	1,653
Adjusted Sales and marketing expenses	(14,273)	(13,625)
General and administrative expenses	(16,062)	(18,030)
Add: Share-based compensation	10,798	11,873
Adjusted General and administrative expenses	(5,264)	(6,157)
Reconciliation of loss from operations to non-GAAP loss from operations		
Loss from operations	(41,277)	(55,482)
Add: Share-based compensation expenses	16,782	17,656
Non-GAAP Loss from operations	(24,495)	(37,826)
Non-GAAP operating margin	(43.1%)	(68.4%)
Reconciliation of net loss to non-GAAP net loss		
Net loss	(40,533)	(54,953)
Add: Share-based compensation expenses	16,782	17,656
Non-GAAP net loss	(23,751)	(37,297)
Non-GAAP net margin	(41.8%)	(67.4%)
Weighted average number of ordinary shares used in computing non-GAAP net loss per share, basic and diluted	268,165,312	556,808,050
Non-GAAP net loss per share attributable to ordinary shareholders - basic and diluted	(0.09)	(0.07)