Initiation of Coverage

Yushu Technology

Humanoid robot OEM pioneer with leadership in cerebellum and body; initiate at Neutral

Equities

China

Industrial, Diversified

12-month rating	**Neutral ***
	Prior : No Rating
12m price target	**Rmb608.00**
	Prior :
Price (27 Aug 2026)	**Rmb615.03**

RIC: 688836.SS **BBG:** 688836 CH

Trading data and key metrics

52-wk range	Rmb845.00-591.53
Market cap.	Rmb249b/US$37.0b
Shares o/s	404m (ORDA)
Free float	7%
Avg. daily volume ('000)	9,701
Avg. daily value (m)	Rmb6,835.3
Common s/h equity (12/26E)	Rmb9.35b
P/BV (12/26E)	26.6x
Net debt to EBITDA (12/26E)	NM

EPS (UBS, diluted) (Rmb)

	From	To	% ch	Cons.
12/26E	-	1.49	-	1.55
12/27E	-	2.20	-	3.04
12/28E	-	3.02	-	6.40

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A strong body, an evolving brain

We initiate coverage of Yushu Technology (Unitree) with a Neutral rating. The company is a leading global embodied-AI robotics platform, with 2025 sales of 5,215 humanoid and 23,037 quadruped robots, implying a roughly 30%/28% global market share. We expect its hardware and motion-control leadership to capture early demand, while generalisation remains an industry-wide constraint. Longer term, further investment in AI models and ecosystem development, supported by solid financials, should enable expansion into more complex, higher-value applications. At 54x/39x 2027E/2028E P/S, we believe its 53% 2026-28E revenue CAGR is largely priced in. We rate the stock Neutral, pending clearer progress in robot "brain" capabilities and sustainable earnings conversion. Upside and downside risks relate to orders, AI model progress and margins.

Leadership in hardware and motion control to capitalise early-stage demand

With humanoid generalisation still limited, near-term demand remains concentrated in lower-complexity applications such as commercial showcases, entertainment, research and data collection that support long-term capability development. Unitree's strengths in hardware (especially in-house design and R&D for actuators), locomotion/whole-body motion control and competitively priced platforms align well with these early use cases, which accounted for 76% of its humanoid robot revenue in 2025. We expect a broadly stable mix over the next two to three years, potentially supporting strong sales growth and a market share above 25%.

Development of "brain" technology and ecosystem to drive long-term growth

Despite its hardware leadership, Unitree faces an industry-wide bottleneck: robot intelligence remains nascent and unproven in complex, high-value applications. The company is developing World Model-based Approach (WMA) and Vision-Language-Action (VLA) models, and we believe related R&D spending could reach more than Rmb2bn over the next 2-3 years, above the industry average. Its healthy financial position, sustained investment in robot intelligence and expanding ecosystem, including a strategic partnership with DeepSeek (to accelerate the development of embodied AI), support stronger long-term growth visibility than peers, in our view.

Valuation: Initiate coverage at Neutral with a price target of Rmb608

We use a 53x 2027E P/S multiple to derive our price target, given that the industry is still at an early stage of development, using historical AI foundation model valuations and comparable Chinese robotics peers as reference points. Our valuation implies a premium to H-share peers (7x), justified by Unitree's scale leadership, greater exposure to humanoid robots, superior margins and the broader A-share premium over H-shares.

Highlights (Rmbm)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Revenues	159	393	1,699	2,742	4,622	6,398	8,784	13,694
EBIT (UBS)	(30)	69	335	783	1,049	1,508	2,142	3,442
Net earnings (UBS)	(11)	96	278	604	892	1,221	1,688	2,656
EPS (UBS, diluted) (Rmb)	(5.80)	0.26	0.76	1.49	2.20	3.02	4.17	6.57
DPS (net) (Rmb)	0.00	0.00	0.00	0.16	0.23	0.31	0.42	0.66
Net (debt) / cash	207	565	1,405	7,972	8,460	9,246	10,525	12,839

Profitability/valuation	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
EBIT (UBS) margin %	(19.0)	17.6	19.7	28.6	22.7	23.6	24.4	25.1
ROIC (EBIT) %	(28.7)	25.9	85.2	200.6	161.7	152.5	164.5	225.0
EV/EBITDA (UBS core) x	-	-	-	>100	>100	>100	>100	65.2
P/E (UBS, diluted) x	-	-	-	NM	NM	NM	NM	93.6
Equity FCF (UBS) yield %	-	-	-	0.2	0.2	0.4	0.6	1.0
Dividend yield (net) %	-	-	-	0.0	0.0	0.1	0.1	0.1

Source: Company accounts, LSEG Eikon, UBS estimates. Metrics marked as (UBS) have had analyst adjustments applied. Valuations: based on an average share price that year, (E): based on a share price of Rmb 615.03 on 27-Aug-2026 21:04:35 CST

This report has been prepared by UBS Securities Co. Limited. * Exception to core rating bands; See Required Disclosures section. **ANALYST CERTIFICATION AND REQUIRED DISCLOSURES, INCLUDING INFORMATION ON THE QUANTITATIVE RESEARCH REVIEW PUBLISHED BY UBS, BEGIN ON PAGE 29.**

UBS-S Research THESIS MAP a guide to our thinking and what's where in this report

PIVOTAL QUESTIONS

Q: Will Unitree capture the strong demand for embodied AI robots?
Yes. We believe it looks well positioned to capture early demand and remain a top-tier global humanoid-robotics company over the coming two to three years, underpinned by its full-stack in-house R&D, industry-leading motion-control capabilities, vertical integration and the ability to commercialise rapidly. Over the longer term, its financial strength could enable the company to expand from hardware leadership into a broader ecosystem, creating a closed loop across data collection and real-world applications through open-source models, developer platforms, and industry-academia-research collaboration.

Q: Can Unitree sustain its high margins?
Yes. Unitree's H126 net margin dropped to 24% (vs. H125 NPM at 30%+ excluding share-based compensation impact), due to lower GPM (partly due to the negative impact of factory relocation) and higher operating expenses (caused by higher R&D expenses and one-off brand-promotion spending for the Spring Festival Gala campaign), in our view. We expect heavier R&D in the next few years, which could weigh on the company's NPM in 2026-27. Beyond 2027, we expect GPM to be stable and SG&A expense ratios to mildly trend down, driven by its strong brand recognition and increasing economies of scale, supporting a stable NPM of over 19% in 2028-2030E.

UBS-S VIEW

We initiate coverage of Yushu Technology (Unitree) with a Neutral rating. Unitree is a leading global embodied-AI robotics platform, with 2025 sales of 5,215 humanoid and 23,037 quadruped robots, implying a roughly 30%/28% global market share. We expect its hardware and motion-control leadership to capture early demand in commercial performances, research and data collection, while generalisation remains an industry-wide constraint. Longer term, further investment in AI models and ecosystem development, supported by solid financials, should enable expansion into more complex, higher-value applications. The stock trades at 53x/38x 2027E/2028E P/S. With hardware leadership and a 53% 2026-28E revenue CAGR largely priced in, in our view, we assign a Neutral rating and see balanced risk-reward pending clearer progress in robot brain capabilities and sustainable earnings conversion. We believe potential upside and downside risks relate to orders growth, AI model progress and margins.

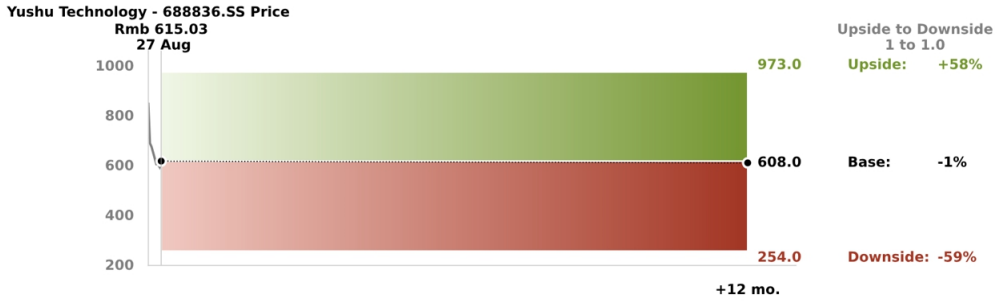
EVIDENCE

1) Unitree's humanoid robots scaled from 5 units of H1 in 2023 to 5,215 units in 2025, ranking No.1 globally. 2) Although the ASPs of Unitree's humanoid robots declined 56%/36% in 2024/2025 and the ASPs of its quadruped robots declined 16%/6% in 2024/2025, its GPM continued to improve from 43.6% in 2023 to 60.3% in 2025.

WHAT'S PRICED IN?

The stock trades at 54x/39x 2027E/2028E P/S. We believe its hardware leadership and rapid revenue growth (a 53% CAGR in 2026-28) are already priced in.

UPSIDE/DOWNSIDE SPECTRUM



Value drivers (2027E)	Humanoid robot sales volume	Humanoid robot ASP YoY growth (%)	Quadruped robot sales volume	Quadruped robot ASP YoY growth (%)
upside Rmb973	25,000	-5%	65,000	-3%
base Rmb608	20,000	-8%	58,975	-5%
downside Rmb254	15,000	-12%	45,000	-8%

Source: UBS-S estimates

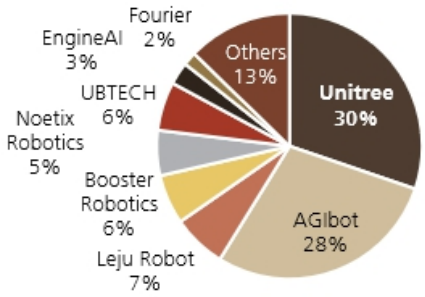
COMPANY DESCRIPTION

Yushu Technology (also known as Unitree Robotics) is a leading Chinese robotics company founded in 2016. The company specialises in the R&D, production and sales of quadruped and humanoid robots, as well as related robotic components and technologies.

Will Unitree maintain its leading position and capture strong demand?

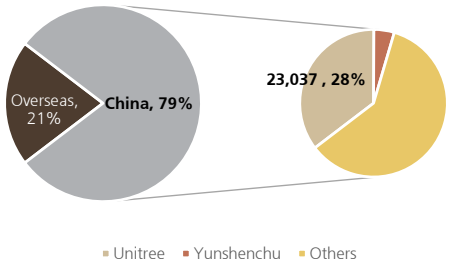
Unitree is a high-performance general-purpose robotics company focused on the R&D, manufacturing and sale of humanoid robots, quadruped robots, robot components and embodied-intelligence models. Unitree shipped more than 5,500 humanoid robots in 2025, ranking first globally by unit shipments with an approximately 30% global shipment share (while units recognised as revenue in the 2025 results totalled 5,215). In quadruped robots, cumulative sales exceeded 33,000 units by 2025, supporting a leading global position. The company also has a meaningful international footprint, with overseas revenue exceeding 40% in 2022-25. In 2025, humanoid robots became its largest revenue category, contributing approximately 51% of revenue, while quadruped robots accounted for roughly 41% and components for the balance.

Figure 1: Unitree captured about 30% of global humanoid shipments in 2025



Source: Company data, Omdia, IDC, UBS-S estimates

Figure 2: Unitree takes 28% global market share in quadruped robots in 2025



Source: Company data, White Paper on the Development of Application Scenarios for Quadruped Robots 2025, Yunshenchu, UBS-S estimates

We divide humanoid core capabilities into three key areas: the brain, cerebellum and body. The brain handles perception, reasoning and task planning; the cerebellum manages real-time motion control and dynamic balance; and the body determines execution performance and reliability. In our view, **Unitree's current strengths** are concentrated primarily in the cerebellum and body. Leveraging its long-standing expertise in full-stack in-house development of key components, motion-control algorithms and scaled manufacturing capabilities, we believe the company is highly competitive in high-speed locomotion, adaptation to complex terrain, impact resistance and overall system cost control.

1) Full-stack in-house development of key components: In-house development of actuators, motor drives, control systems, overall robot structures and LiDAR reduces supplier dependence, lowers costs, enables faster iteration and improves system integration.

2) Motion-control algorithms: Motion-control algorithms determine how effectively a robot can maintain balance, coordinate its joints, respond to environmental changes and execute complex movements such as running, jumping or navigating obstacles. Unitree's accumulated expertise in gait planning, dynamic balance, whole-body coordination and real-time control supports strong mobility, stability and smooth movement, according to the company.

3) Scaled manufacturing capabilities: Unitree has built the engineering, supply-chain management, assembly, quality-control and cost-optimisation capabilities needed to progress from prototype development to mass production. Mass-production capabilities improve product consistency, delivery efficiency and cost competitiveness, accelerating commercialisation.

Looking ahead, Unitree's focus is to shift from enabling robots that can move toward robots that can understand, decide and execute. This will likely require strengthening its embodied foundation models, vision-language-action models and closed-loop data

capabilities to achieve integrated coordination across the brain, cerebellum and body architecture.

Figure 3: Three key areas of Unitree's humanoid robot capabilities

	Category	Industry Progress	Main Function
Unitree's future R&D focus	Robot Brain	× Model architecture is still being explored; the technology has not yet converged	A multimodal embodied large model that perceives the external environment and simulates human thinking and decision-making, enabling robots to understand interactions, make autonomous decisions, and plan tasks
Unitree's current advantages	Robot Cerebellum	✓ Reinforcement learning is the mainstream approach × Hardware-software coupling, motion-control generalization, and Sim-to-Real are still being iterated	Motion-control algorithms mainly responsible for motion control, path planning, and gait balance, enabling robots to achieve highly stable, highly complex, and highly dynamic responsive motion-control capabilities
	Robot Body	✓ Hardware architecture is basically clear × Some component configurations, transmission routes, and hardware parameters are still being iterated	Includes the robot's physical structure and actuators; based on motion planning from the cerebellum layer, it performs precise closed-loop control so each motor executes efficiently and accurately to complete the intended motion tasks

Source: Company data, UBS-S

In the near term, we believe Unitree's strengths in robot hardware, motion control and engineering-driven mass production position it well to capture early demand. This demand is likely to come mainly from: 1) relatively low-requirement applications; and 2) training-oriented use cases that support longer-term capability development, including scientific research and data collection. We believe Unitree offers better long-term visibility than its peers, supported by its healthy financials, continued investment in the robot "brain" and ecosystem development.

Leadership in hardware and motion control to capture early demand

1. In-house hardware R&D

We view Unitree's early lead in quadruped robots as the foundation of its technological moat. Since 2016, the company has built capabilities across motor drives, robot architecture, whole-body control, integrated joints, impact resistance and thermal management. The modular Go2 platform should support component reuse, faster product iteration and improved scale economics.

The 2023 launch of the H1 suggests these capabilities are transferable to humanoids, potentially shortening the commercialisation cycle. Its self-developed M107 motor delivers 360N·m peak torque and 10,000N maximum pulling force, while a hollow-shaft design and dual encoders improve integration and control precision. We believe **in-house actuator capability (R&D, design and assembling)** is a key differentiator for performance, cost reduction and supply-chain control. Based on our checks, many OEM peers define joint performance specifications, interfaces and control algorithms, while a third party supplies the complete joint module. In contrast, Unitree designs its actuator components in-house, sources them externally and assembles the joints itself. Actuators are key components of humanoid robots, and we forecast they account for around 40% + of total BOM costs.

By 2025, Unitree had achieved a high level of in-house hardware design and supply, while external procurement was mainly for batteries, computing modules, cameras and dexterous-hand modules.

Figure 4: Unitree had a high in-house R&D and design ratio

Type	Main Components	In-house R&D / Design	Customized Parts Purchase	In-house Assembly	Electronic Components Purchase	Outsourced SMT Assembly	In-house Software / System	Purchased Finished / Module
Body Structure	Mechanical Structure	✓	✓	✓				
	Cooling System	✓	✓	✓				
	Wire Harnesses and Connectors	✓	✓	✓				
Joint Module	Reducer	✓	✓	✓				
	Motor	✓	✓	✓				
	Encoder	✓			✓	✓	✓	
	Driver	✓			✓	✓	✓	
Energy System	Battery Assembly	✓	✓	✓			✓	
	Battery Cells							✓
	Power Management Module	✓			✓	✓	✓	
Computing Platform	Computing Module Interface Module	✓			✓	✓	✓	✓
	Thermal Control System	✓	✓	✓				
	Storage Module							✓
Motion Control System	Computing Module						✓	✓
	Interface Module	✓			✓	✓		
	Inertial Measurement Unit	✓			✓	✓		
Perception System	In-house LiDAR	✓	✓	✓				
	Purchased LiDAR							✓
	In-house Camera	✓	✓	✓				
	Purchased Camera							✓
Dexterous Hand	In-house Dexterous Hand	✓	✓	✓				
	Purchased Dexterous Hand							✓

Source: Company data. Note: SMT = Surface Mount Technology

2. QDD (quasi-direct-drive) technology route

For its rotary joints, the company adopts a quasi-direct-drive solution, the core of which lies in the combination of a high-torque-density motor, a low-ratio planetary reducer and high-bandwidth force control. Specifically, the solution is built on a medium-to-low reduction-ratio planetary transmission and uses FOC (field-oriented control) to enable high-bandwidth closed-loop torque control. Combined with a low-inertia, high-speed internal-rotor permanent magnet synchronous motor, the design delivers faster response and better heat dissipation while maintaining output capability. In our view, this architecture helps improve joint sensitivity and stability, thereby **supporting stronger performance in high-speed motion, balance control and complex tasks.**

Figure 5: Unitree's QDD technology route

Emphasis on reducer → Emphasis on motor

Items	Traditional Route	Quasi-Direct Drive Route (Unitree)	Direct Drive Route
Typical Structure	**Motor:** servo motor / frameless motor **Reducer:** high-ratio reducer (harmonic, RV, or high-ratio planetary) **Control:** position-servo-priority control	**Motor:** high torque-density motor **Reducer:** low to medium-low reduction mechanism (planetary visible in public products) **Control:** FOC high-bandwidth current/torque control	**Motor:** high-torque direct-drive / frameless torque motor **Reducer:** extremely low reduction ratio or no reducer **Control:** high-performance FOC / torque control
Key Advantages	Strong torque amplification and high positioning accuracy; a relatively mature technical route with a compact structure, suitable for high-precision positioning and highly repeatable operation scenarios	Achieves a strong balance among torque output, dynamic response, backdrivability, and engineering feasibility; suitable for high-dynamic scenarios such as running/jumping, disturbance recovery, and compliant interaction	Best mechanical transparency and backdrivability; effectively reduces reducer backlash and friction interference, and theoretically offers the best force-control performance
Main Limitations	Relatively weak backdrivability; friction, elasticity, and backlash may constrain high-quality force control and natural interaction performance	Requires high motor torque density, control algorithms, current-loop bandwidth, and thermal management capability; overall system optimization is relatively more difficult	Places higher demands on motor torque density, heat dissipation, size, weight, and cost control; engineering implementation of complete robot joints is relatively difficult

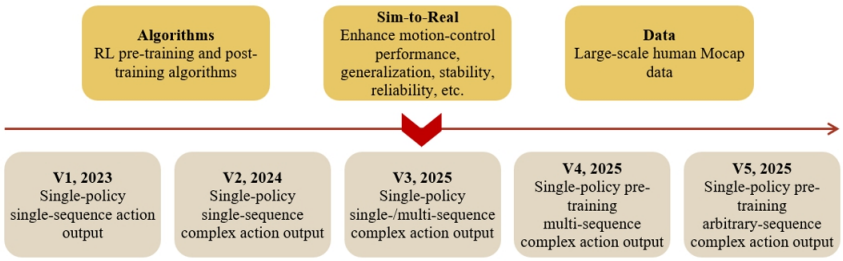
Source: Company data, UBS-S

3. Locomotion and whole-body motion control

At the cerebellum level, the company leverages deep reinforcement learning to address environmental uncertainty and complexity. Through large-scale parallel simulation and training, it enhances the robot's locomotion and generalisation capabilities in unknown environments. By incorporating robot dynamics modelling and feedforward control, it improves sim-to-real consistency while ensuring high precision and reliability in control. In addition, the company's motion control algorithms deeply integrate multi-modal sensory inputs – including radar, vision, inertial measurement units (IMU), and force sensors – enabling a closed-loop system that tightly couples perception and motion control. Unitree has also accumulated its own large-scale human motion-capture

(MoCap) data. Together, these capabilities have enabled Unitree to evolve its locomotion system from a single-policy, single-sequency action output to arbitrary-sequence, complex-motion generation in 2025.

Figure 6: Evolution of Unitree's locomotion control capabilities



Source: Company data, UBS-S

We believe Unitree stands out in motion control (particularly in whole-body coordination, locomotion and dynamic balance), as demonstrated by its dynamic full-body movements, running speed, load-bearing endurance and stability in complex environments.

Its humanoid robots can perform complex movements such as flips (see below figure). In terms of speed, its standard H1 has an official top speed of 3.3 m/s (the company also indicates that the speed can potentially surpasses 5m/s). While a racing-modified H1 has achieved a peak speed of approximately 10 m/s. Its quadruped robots can reach 6.0m/s and travel long distances carrying a 25kg load. According to the company, the sports-oriented "Superman" prototype, unveiled in August 2026, can reach top speeds of 12.66 m/s, although the result has yet to be independently verified. Together, we believe these capabilities highlight the strength and reliability of its control and power systems.

Figure 7: Unitree's leading locomotion and whole-body motion control capabilities and milestones

Category	Event Time	Product Model	Event	Impact
Advanced Manoeuvres	2024	H1 humanoid	Full-size electric humanoid robot performs a standing backflip	World first
	2025	G1 humanoid	Electric humanoid robot performs a standing side flip	World first
	2026	G1/H2 Humanoid	Completed three consecutive single-leg backflips; used a launch platform to leap 2–3 meters, execute front and side flips, and land steadily	World-first launch-assisted flips
	2026	G1/H2 Humanoid	G1 performed continuous punch combinations, evasive moves, spinning kicks, and flying kicks; H2 performed power punches, high kicks, and rapid turns	Advances in dynamic balance, whole-body coordination, power output, and high-speed motion control
Movement Speed	2020	A1 quadruped	Maximum running speed reached 3.3 m/s	Fastest running speed among domestic medium/small quadruped robots with similar specifications at the time
	2021	Go1 quadruped	Maximum running speed reached 4.7 m/s	Set a world record for running speed among quadruped robots with similar specifications
	2023	B2 quadruped	Maximum running speed reached 6.0 m/s	Set a world record for running speed among quadruped robots with similar specifications
	2024	H1 humanoid	Achieved a running speed of 3.3 m/s	Set a world record for running speed by a full-size humanoid robot
	2025	H1 humanoid	Achieved a running speed of over 5 m/s	Set a new world record for running speed by a full-size humanoid robot
	2025	H1 humanoid	Completed 1,500 meters in 6 minutes 34 seconds	Set a new long-distance running speed record for humanoid robots of the same specification
	2026	H1 Humanoid	Peak speed reached 10 m/s	Set a new world record for a humanoid robot in the 100-meter sprint
	2026	"Superman" Humanoid	Maximum running speed reached 12.66 m/s	Surpassed the global human running-speed record
Payload Capacity	2025	A2 quadruped	Walked continuously for over 12 km in 3 hours with a 25 kg load	Highest publicly disclosed payload-endurance ratio among quadruped robots of the same specification at the time
	2026	H2 Humanoid / B2W Quadruped	The armoured H2 weighed more than 85 kg in total and was carried across the stage by a B2W quadruped robot	Validated the B2W's load-bearing stability with a high centre of gravity and a total payload exceeding 85 kg
Innovative Applications	2026	G1 humanoid; H2 humanoid	Group dance "WuBOT" at CCTV Year of the Horse Spring Festival Gala	Set multiple world records, including consecutive freestyle table-flip parkour and assisted flips
	2025	H1 humanoid	Group dance "YangBOT" at CCTV Year of the Snake Spring Festival Gala	Fully AI-driven autonomous group humanoid robot performance
	2025	G1 humanoid	Became the only model used in the mecha combat arena event of the CMG World Robot Competition Series	Pioneered competitive humanoid robot combat worldwide
	2026	G1 Humanoid	Multiple G1 units used Unitree's proprietary AI group-control system for unified choreography, coordinated movement, and a fully autonomous group dance	Demonstrated the evolution from individual to collective intelligence and validated multi-robot motion control and fleet coordination
	2026	GD01 Piloted Mecha	The GD01 piloted debuted at the World Robot Conference; it stands about 3 meters tall, weighs about 500 kg with a pilot, and can switch stably between different robot configurations	Extended legged-motion control to piloted equipment. GD01 shows new possibilities for tourism displays and specialized operations
Robot Games	2025	H1 humanoid	Won first place in the 1,500-meter race with a time of 6 minutes 34 seconds	The company won 11 medals at the inaugural World Robot Games, ranking first in both gold medals and total medals, fully validating the excellent motion performance and reliability of its humanoid robots in high-dynamic tasks such as competitive running and obstacle races
	2025	H1 humanoid	Won first place in the 400-meter race with a time of 1 minute 28 seconds	
	2025	H1 humanoid	Won first place in the 4×100-meter relay with a time of 1 minute 48 seconds	
	2025	G1 humanoid	Won first place in the 100-meter obstacle race with a time of 33.71 seconds	

Source: Company data, CCTV News, UBS-S. Note: Whole-body motion control refers to the coordinated control of the torso, limbs, joints, balance and contact forces for flips, dancing, manipulation and loaded movements. Locomotion control refers to a more specific area covering walking, running, gait generation, footstep planning, terrain adaptation and movement stability.

In addition to leading most domestic peers in speed, Unitree's humanoid robots feature peak joint torque of up to 360 N·m, exceeding the publicly disclosed specifications of several humanoid robot peers.

While actuator torque metrics are not directly comparable across manufacturers due to differences in definitions and testing conditions, we believe the combination of industry-leading speed, high-torque actuation and multiple full-size humanoid platforms underscores Unitree's leadership in dynamic mobility and hardware performance.

Figure 8: Motion-control capabilities across some major humanoid robots models (selected available metrics)

Company	Model	Height / Weight	Moving Speed	Peak or Maximum Torque (N·m)
Unitree	H1	Approx. 180 cm / 47 kg	3.3 m/s, potencial >5 m/s	360 N·m for peak knee torque; hip 220, ankle 59 and arm 75
	H1-2	Approx. 180 cm / 70 kg	2 m/s	Knee 360; hip and waist 220 each; ankles 75×2; shoulder/elbow 120 each; wrist 30
	H2	182 cm / 70 kg	Not disclosed	maximum leg torque of 360 and arm torque of 120
	G1	127 cm / 35 kg	>2 m/s	knee 90 (standard)/ 120 (EDU)
	"Superman"	legs at 85cm, not in human shape	maximum speed at 12,66m/s	n.a.
Leju Robotics	KUAVO 5 Advanced	173 cm / 63.5 kg	walking 5 km/h (1.39 m/s), running>7km/h (1.94m/s)	360 N·m (integrated joints)
Fourier Intelligence	GR-1	165 cm / 55 kg	5 km/h (1.39 m/s)	230 N·m for joint torque
Kepler	K2	175 cm / 75 kg	>1.1 m/s	Maximum joint torque is >220 N·m
UBTECH	Walker S2	176 cm / Not disclosed	2 m/s	Max Joint Torque at 250 N·m
AgiBot	Expedition A2	169 cm / Approx. 69 kg	max walking speed at 1.2 m/s	270 N·m for peak knee torque; 512 for self-developed integrated actuator
Boston Dynamics	Atlas (electric)	190 cm / 90 kg	1.5m/s	n.a.
Tesla	Optimus Gen 2	Approx. 173 cm	n.a.	n.a.
Figure AI	Figure 02	Approx. 168 cm	1.2 m/s	n.a.

Source: Company data, UBS-S note: Unitree "Superman", Boston Dynamics Atlas, Figure 2 (Figure AI) are still at pilot or R&D validation stage.

4. Capturing early-stage demand with product and downstream expansion

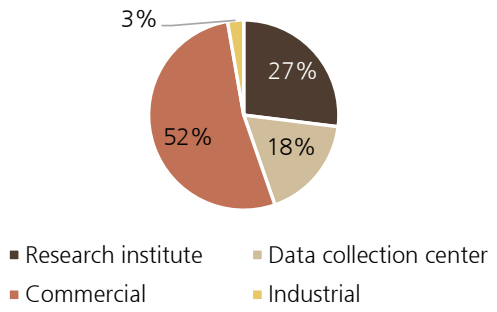
Based on International Data Corporation (IDC), Omdia and company data, we estimate global humanoid robot shipments at 18,315 units in 2025, up sharply from around 2,200 units in 2024. We believe this marks a milestone in humanoid mass production, especially for leading companies such as Unitree. According to Smart Analytics Global (SAG), global demand for humanoid robots reached 19.1k units in H126, up 272% YoY.

In terms of end markets, we estimate that **52%** of demand came from commercial applications, which typically have low requirements for robot generalisation, while **27% and 18%** were attributable to research institutes and data-collection centres, respectively, which aim to accumulate training data and advance the realisation of humanoid generalisation. Demand from research institutes for humanoid robots signals accelerating development within academia, and we expect such demand to grow as humanoid R&D expands across more regions and universities. Meanwhile, humanoid data-collection centres are currently concentrated in China and are supported by government policies. According to Interact Analysis, there are 64 data collection centres in use and 26 under construction across 23 provinces in China. These data collection centres deploy humanoid robots in pre-set application scenarios and collect task fulfilment data to improve humanoid AI models. We believe this highlights the early-stage nature of current humanoid robot applications. Industrial applications **(approximately 3% of total demand**) have progressed slowly for compounding reasons: 1) generalisation – robotics AI capabilities are not yet mature enough for unstructured tasks; and 2) humanoids simultaneously require coordinated locomotion and manipulation control, implying a level of complexity far greater than that of traditional robots. We believe this trend may continue until key bottlenecks, particularly AI model development and dataset collection, are resolved.

Based on 2025 demand trends, we believe our upside case for global humanoid robot demand (Is the world ready for 1bn robots?, Phyllis Wang, 06/17/2025) is increasingly achievable, given better-than-expected early-stage humanoid applications (mainly driven by faster commercial adoption for future preparation and simple use cases). In our upside case, we assume global demand for humanoid robots would rise from 18.3k units to 325k units in 2030E, implying a CAGR of more than 70%. In value terms, the

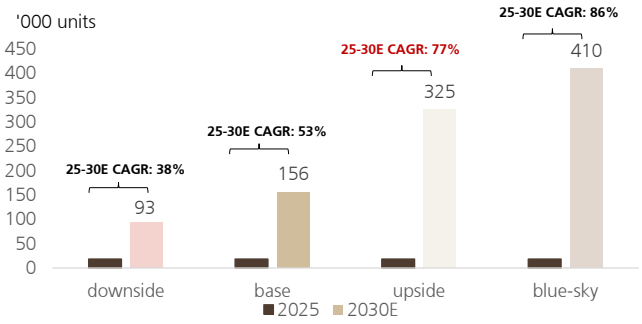
total addressable market would reach US$16bn in 2030E, representing a CAGR of more than 60%.

Figure 9: Global humanoid robot sales by downstream segment (2025)



Source: IDC, UBS-S

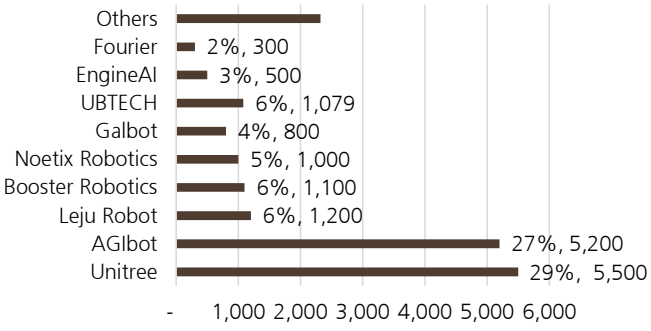
Figure 10: Our upside case for global humanoid robot demand is increasingly achievable, in our view



Source: UBS-S estimates

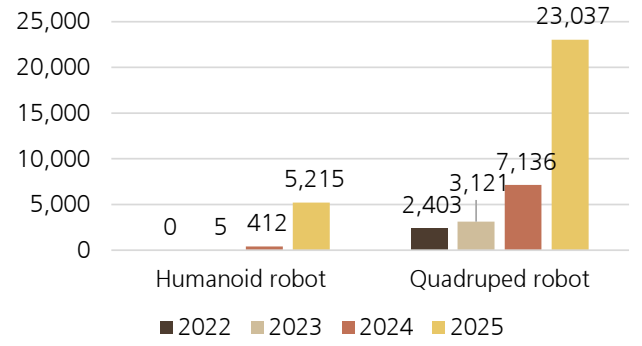
We find Chinese companies dominated global humanoid robot shipments in 2025, as foreign companies were generally more engaged in in-house robot training and provided limited shipment disclosures. Unitree ranked No.1 globally with 5,500 shipments and5,215 recognised units of humanoid sales, while its quadruped robot sales also increased to 23,037 units in 2025. This suggests that Unitree has already emerged as one of the leading shipment companies in the early-stage humanoid robotics market. While overall industry volumes remain relatively small and are still concentrated in early commercialisation scenarios, Unitree's shipment scale appears to stand out to us versus peers, potentially indicating that the company has been more effective in converting its technical capabilities into actual product delivery. In our view, this reflects a strong alignment between Unitree's product positioning and the market's current demand profile.

Figure 11: Global humanoid robot shipment (units, 2025)



Source: Company data, Omdia, IDC, UBS-S estimates

Figure 12: Unitree's robot sales (units)



Source: Company data

Through product portfolio expansion, lower price points and broader downstream coverage, Unitree has continued to expand its addressable demand base and achieved leading shipment scale in humanoid and quadruped robots.

By product:

- In 2020-23, ***following the launches of A1, Go1 and Go2,*** Unitree progressively lowered the entry price for its quadruped robots, expanding use cases from research, developer and display scenarios to broader consumer interaction and services (including companion walking or jogging, human recognition, remote video transmission and scripted demonstrations at exhibitions or commercial events, autonomous patrol and charging, photo and video capture). ***B1/B2*** further extended the portfolio into industrial applications such as power inspection, security, firefighting reconnaissance and industrial surveying, marking a shift from "demonstrable and programmable" to "deployable and deliverable".

- In 2023, ***H1*** marked the extension of Unitree's product lineup into humanoids, opening a second growth curve. Near-term demand remains centred on lower-generalisation scenarios such as commercial displays, research validation, performances and data collection, while also supporting real-robot training for future skill upgrades.
- Since 2024, the rollout of ***G1, B2-W and UnifoLM*** has, in our view, marked a strategic inflection point in Unitree's evolution from a standalone hardware vendor toward an integrated "products + solutions + ecosystem" platform. On the quadruped side, improving mobility and environmental adaptability are supporting penetration into higher-value applications such as complex-terrain inspection, emergency response and hazardous operations. On the humanoid side, the company is advancing from research and demonstration toward factory training, light industrial tasks and standardised task validation. We believe this broadening product and software stack should expand Unitree's addressable market and deepen customer engagement.

Figure 13: Unitree has established an early and broad product portfolio

Type	Company	Model	Release Date	Starting Price (RMB 10k)
Humanoid Robot (Full-size)	Unitree	H1	2023.08	49.98
		H2	2025.1	19.9
	Figure	Figure 02	2024.08	US$59,000 (RMB 420k)
	UBTECH	Walker S	2023.12	No public quote
		Walker S1	2024.1	No public quote
		Walker S2	2025.07	No public quote
		Walker C	2025.03	No public quote
	Dobot	Atom	2025.03	19.9
	AgiBot	Expedition A1	2023.08	No public quote
		Expedition A2	2024.08	19.8
Humanoid Robot (Medium / Small-medium)	Unitree	G1	2024.05	8.50
		R1	2025.07	3.99
		R1 Air	2025.11	2.99
	UBTECH	Walker X	2021.07	No public quote
	AgiBot	Lingxi X1	2024.08	10.9
		Lingxi X2	2025.03	9.8
Quadruped Robot (Consumer-grade)	Unitree	Go1	2021.06	1.6
		Go2	2023.07	1
	Dobot	Rover X1	2025.11	0.9
	Deep Robotics	Lite3	2023.03	0.9
	AgiBot	D1 Pro/Edu	2025.08	1.3
Quadruped Robot (Industrial-grade)	Unitree	B1	2022.06	28
		B2	2023.11	29.9
	Boston Dynamics	Spot	2020.06	US$74,500 (RMB 500k)
	Deep Robotics	X30	2023.1	38
	AgiBot	D1 Ultra	2025.08	No public quote

Source: Company data

By end market:

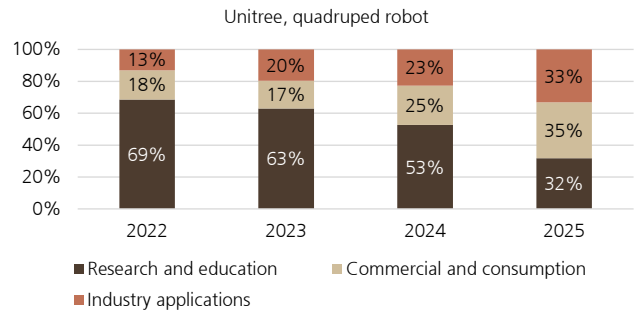
We believe that humanoid robots have yet to achieve fully general-purpose capabilities, with immature "brain" technology remaining the primary bottleneck. Nevertheless, this does not preclude near-term commercialisation, in our view. We believe early demand is already emerging in: 1) Relatively low-complexity commercial use cases. So far, the most mature use cases are performances, commercial showcases, and trade-show marketing, while applications are expanding into reception and wayfinding, retail interaction, venue services and personal entertainment; and 2) Training-oriented scenarios that contribute to longer-term capability building, including scientific research and data collection. Based on Unitree's annual report, research and education, commercial and consumption applications, and industrial applications accounted for 76%, 16% and 9% of its humanoid robot sales in 2025. In our view, Unitree's downstream positioning looks well aligned with these early demand pockets, which not only supports near-term commercialisation but also represents a necessary pathway toward broader capability accumulation and future large-scale deployment.

- **Research and education**: Unitree's high-performance general-purpose robots provide a key hardware platform for advanced algorithm validation, system integration and embodied AI research, and have gained recognition from universities, research institutions and technology companies.
- **Commercial and consumption**: The company lowers the adoption barriers through its "high performance at an accessible price" strategy, supporting deployment in cultural performances and smart-services scenarios, from exhibition

booths and stages to shopping malls and interactive service settings, where functions such as dancing, greeting and light assistance can generate visitor traffic and brand exposure.

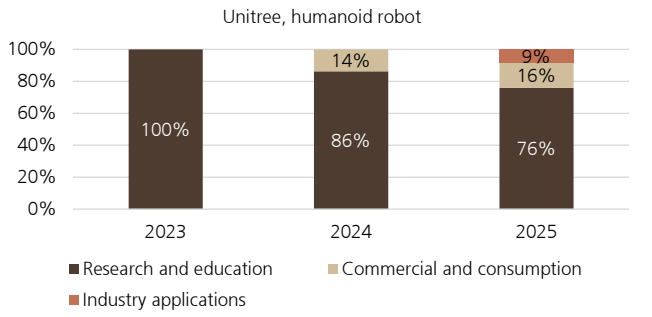
- **Industrial applications**: The company is driving deployment in inspection and surveying, firefighting and rescue, and public-service scenarios, with validation among leading customers in energy and chemicals, smart firefighting and smart-city applications.

Figure 14: Diversifying downstream application of quadruped robots...



Source: Company data

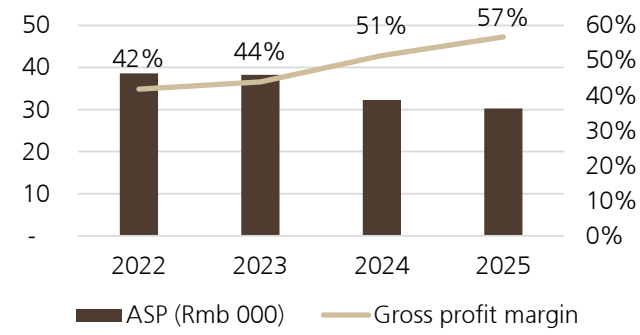
Figure 15: ...and humanoid robots



Source: Company data

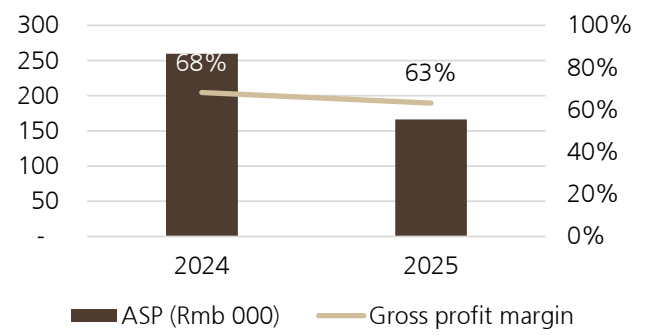
In our view, Unitree's strong track record in scaling production is reflected in the consistent decline in the ASPs of both its quadruped and humanoid robots, alongside rising gross margins for its quadruped robots and sustained high gross margins for its humanoid robots

Figure 16: Lower quadruped robot ASPs while lifting GPM



Source: Company data

Figure 17: Lower humanoid robot ASPs while GPM is generally maintained at a high level



Source: Company data note: 2023 data not showing above due to 5 units of humanoid robots sales which is not comparable

Better long-term visibility supported by healthy financials, investments in robot brain technology and ecosystem development

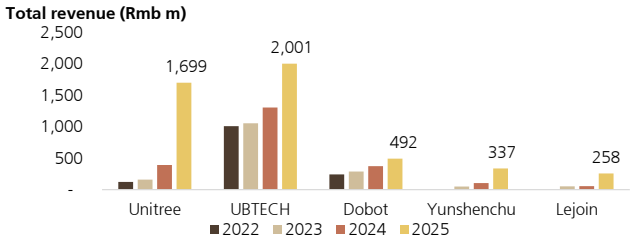
1. Financial strength to support long-term scaling

We believe Unitree's leadership in humanoid robot field is attributable to its combination of standardised robot platforms, in-house development of key components, global developer and research channels and a lean organisation, rather than its financing or revenue scale. It has demonstrated that a robotics company can achieve high gross margins and positive cash flow at a relatively modest revenue base. Unitree, Dobot and UBTECH benefited from the development of embodied-intelligence demand in 2025, but we think Unitree converted revenue into profit far more efficiently based on its 2025 financials. This, in our view, reflects Unitree's differentiated strategy. At this early stage of industry development, the company has concentrated its limited

R&D resources on robot bodies and motion control, namely the body and cerebellum, rather than foundation models and industry-specific deployment, as evidenced by its substantially lower R&D expense ratio than those of UBTECH and Dobot. Leveraging its advantages in hardware and motion control, Unitree has secured more orders and translated them into stronger revenue and profitability.

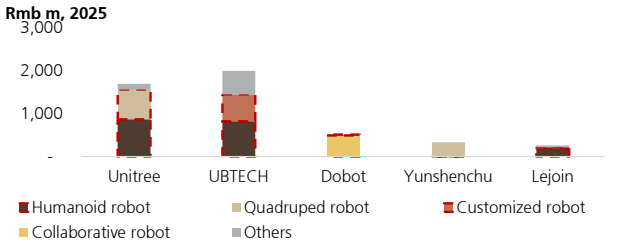
We think Unitree's product mix is more favourable than that of its peers. In 2025, humanoid robots accounted for more than 50% of Unitree's revenues, making it one of the earliest robotics companies to achieve meaningful commercialisation of humanoid robots at scale. In contrast, UBTECH's revenue has historically concentrated in education, logistics and consumer areas (contributing 89% of total sales in 2024, which declined to 60% in 2025), although its humanoid robot business has recently started scaling up (accounting for 41% of total sales in 2025 versus 11% in 2024). Dobot mainly focuses on collaborative robots (accounting for 80% of total sales in 2025).

Figure 18: Unitree has the leading revenue scale among peers...



Source: Company data

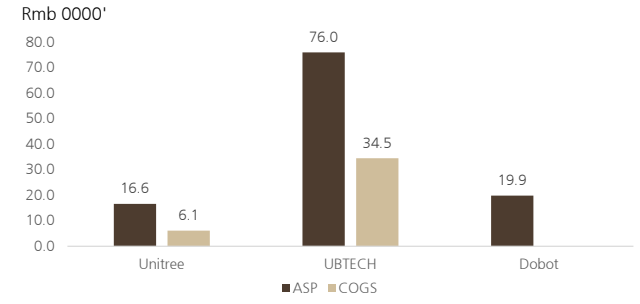
Figure 19: ...and a higher proportion of embodied AI-related revenue



Source: Company data. Note: The red area shows embodied AI-related revenue.

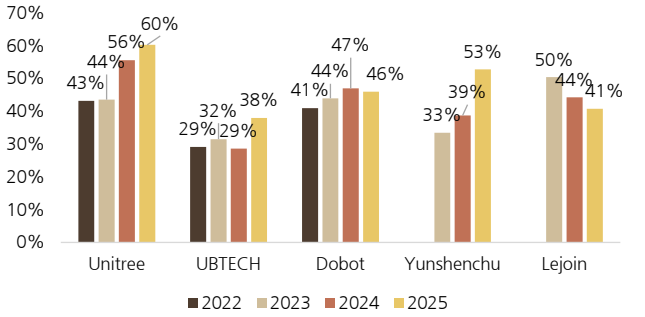
We believe Unitree's higher-than-peers GPM is driven by: 1) its vertically integrated full-stack R&D and manufacturing model, which lowers BOM costs and strengthens cost competitiveness; 2) scale advantages – as Unitree's sales volumes increase, the company benefits from stronger procurement bargaining power and operating leverage; and 3) a more favourable product mix, with humanoid robots accounting for an increasingly large share of revenue relative to peers.

Figure 20: Unit ASP/COGS of a humanoid robot, 2025



Source: Company data, UBS-S. Note: Segment ASPs are used for Unitree and UBTECH, while Dobot Atom's selling price is used for Dobot. COGS were not disclosed.

Figure 21: Unitree has a higher GPM than peers



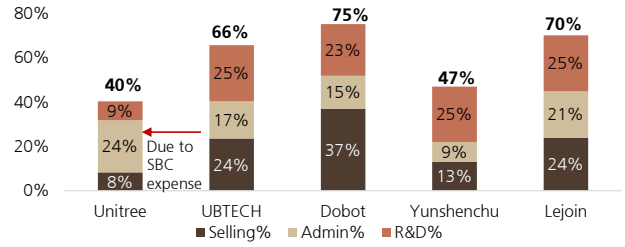
Source: Company data

Unitree's expense ratio is also significantly lower than peers. In 2025, its administrative expense was about Rmb400m (24% of revenue), primarily due to share-based compensation expenses of about Rmb350m. Excluding this non-recurring impact, Unitree's administrative expenses would have been about 2.97%, reflecting its strong cost discipline and lean organisational structure.

While Unitree's current R&D expenditure, which has been focused more on body and motion control over the past few years), is not particularly high relative to industry peers, we expect its R&D intensity to trend higher over the next few years to support its continuous upgrades of hardware, embodied intelligence models, data infrastructure

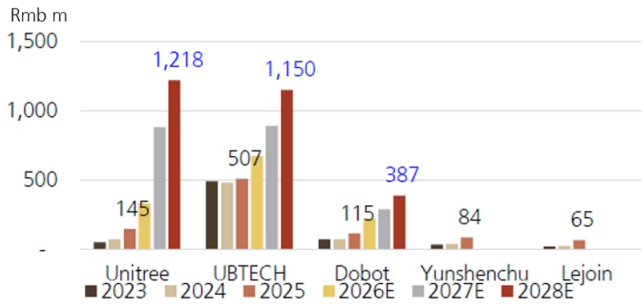
and broader application deployment.

Figure 22: Comparison of selling, admin and R&D expense ratios, 2025



Source: Company data. Note: SBC = share based compensation

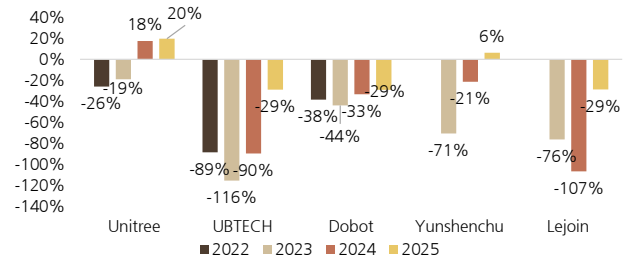
Figure 23: Comparison of R&D expenses



Source: Company data, Reuters, UBS-S estimates. Note: Figures in black are for 2025, figures in blue are for 2028E. forecast data for UBTECH and Dobot are Reuters consensus

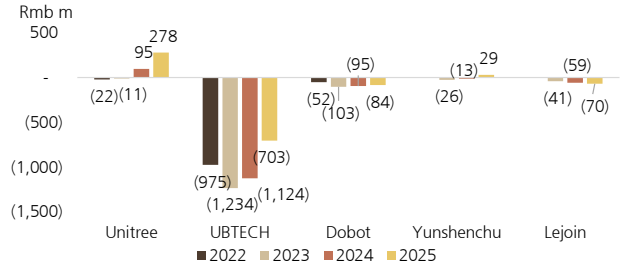
Unitree is one of the few robotics companies that have achieved profitability, which we think is driven by its vertically integrated supply chain under a full-stack in-house development model, as well as its industry-leading shipment scale. The company achieved positive EBIT and net profit from 2024.

Figure 24: Unitree's EBIT margin turned positive from 2024...



Source: Company data

Figure 25: ...and reached Rmb278m in net profit in 2025



Source: Company data

2. Investing in robotics AI model for the next growth phase

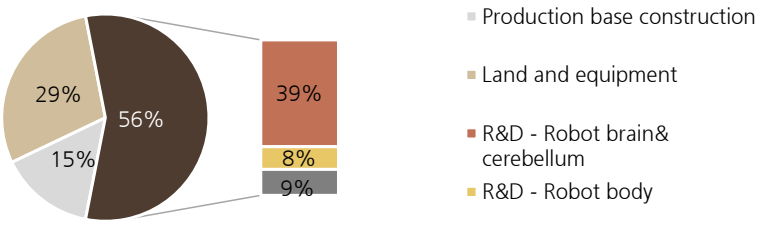
Unitree adopts a dual-track strategy in embodied intelligence, advancing both the World Model-based Approach (WMA) and the Vision-Language-Action (VLA) model. The company open-sourced its general-purpose WMA model, "UnifoLM-WMA-0", in September 2025, followed by its general-purpose VLA model, "UnifoLM-VLA-0", in January 2026.

At the "brain" layer, the company trains its models on large-scale real-robot data, enabling high-performance general-purpose robots to better understand natural-language instructions, perceive and interact with the environment, and generate corresponding action policies, thereby moving closer to true embodied intelligence. In parallel, the company is actively exploring embodied AI models for robotics, with the aim of building foundation models capable of predicting the interaction states between the robot and its environment. By forecasting future interactions with the physical world, the model can dynamically optimise decision-making performance. Combined with the strengths of imitation learning and reinforcement learning, we believe this could significantly shorten algorithm iteration and task adaptation cycles, while accelerating sim-to-real transfer.

Unitree initially targeted RMB4.202bn of IPO proceeds, although the company ultimately raised RMB6.099bn following its listing on August 19, 2026. Based on the company's disclosed use-of-proceeds plan, we believe Unitree's strategic focus is

gradually extending from robot hardware ("body") toward "brain". We estimate that approximately 56% of the planned proceeds will be directed toward R&D (excluding equipment, land and other capex in the projects), of which around 39% of total proceeds is allocated to embodied AI models and core robotics algorithms.

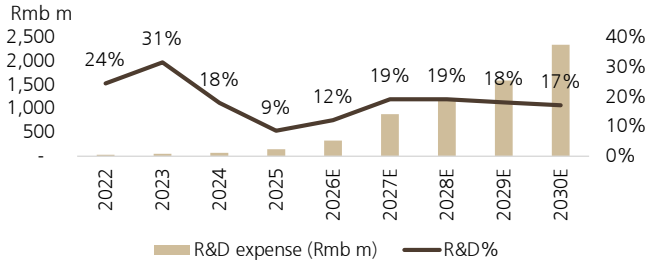
Figure 26: Allocation of IPO fundraising



Source: Company data, UBS-S

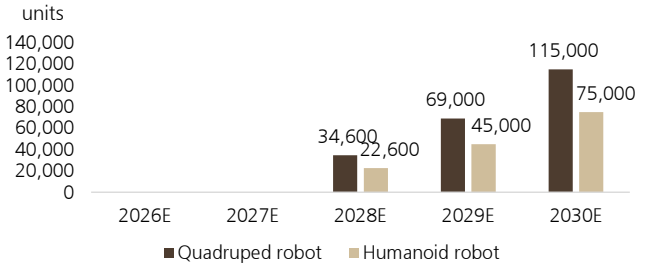
As part of its IPO-funded investment plan, Unitree also intends to build a new intelligent robotics manufacturing base, with a planned construction period of two years, to accelerate capacity expansion. Upon completion and full ramp-up of the project, the company is expected to add annual production capacity of 75,000 humanoid robots and 115,000 quadruped robots.

Figure 27: R&D expenses likely to increase for new projects



Source: Company data, UBS-S estimates

Figure 28: Capex and capacity planning support scale-up



Source: Company data, UBS-S estimates Note; capacity ramp-up time are our estimates based on market demand

3. Leveraging ecosystem development to enhance its leading position

Unitree uses high-performance, low-cost, programmable quadruped and humanoid robots as its hardware foundation. Through open SDKs (software development kit), ROS (robot operating system), simulation training, reinforcement learning, teleoperation, data collection and other tools, the company lowers the barriers to secondary development for universities, research institutions, developers and system integrators. It also works with application distribution platforms and industry partners to promote the standardised reuse and real-world deployment of algorithms, models, and solutions. The core logic is to use the installed base to attract developers, rely on developers to enrich applications and data, and then leverage real-world data to continuously iterate products and reduce costs. Over time, this creates a self-reinforcing ecosystem loop spanning "hardware-toolchain-developers-applications-data," enabling Unitree to expand from a robot manufacturer into an embodied-intelligence hardware and software platform. In our view, ***Unitree's advantages*** lie in its ability to connect low-cost hardware, an open toolchain, developers, data and the supply chain into an ecosystem flywheel. We believe its main challenge is converting its installed base and technical community into third-party application revenue, industry-specific delivery capabilities and repeat customer purchases.

Strategic cooperation between DeepSeek and Unitree

In August 2026, DeepSeek and Unitree formed a strategic and capital partnership. The two companies signed a strategic cooperation memorandum covering AGI, high-

performance general-purpose robots and AI foundation models. In parallel, DeepSeek subscribed for approximately 933,400 Unitree shares through the IPO strategic placement, investing about Rmb141m, with a 36-month lock-up. We believe the long lock-up and accompanying strategic cooperation memorandum indicate a multi-year industrial relationship rather than a short-term financial investment. DeepSeek can reduce model-development duplication and accelerate the transition from robots that excel mainly at locomotion and demonstrations to systems capable of natural-language instruction, reasoning and adaptive physical tasks. Unitree, in turn, provides deployed hardware, manipulation data and a commercialisation channel for embodied models. If execution is successful, we believe the partnership could improve product differentiation, shorten development cycles, support premium software and service revenue, and reinforce Unitree's existing hardware cost advantage. The partnership combines DeepSeek's large-model capabilities with Unitree's robot hardware, motion control, embodied-AI platform and physical-world data. In our view, it gives Unitree a credible route to strengthen the "brain" of its humanoid robots while preserving its existing advantage in cost-efficient, standardised hardware.

The cooperation is strategically important, but no material revenue, profit contribution, minimum purchase volume or commercialisation timetable has been disclosed. It may initially increase R&D and computing expenditure before generating revenue. We believe the main risks are integration complexity, insufficient real-world training data, reliability and safety requirements and uncertainty over whether model improvements translate into repeatable customer applications.

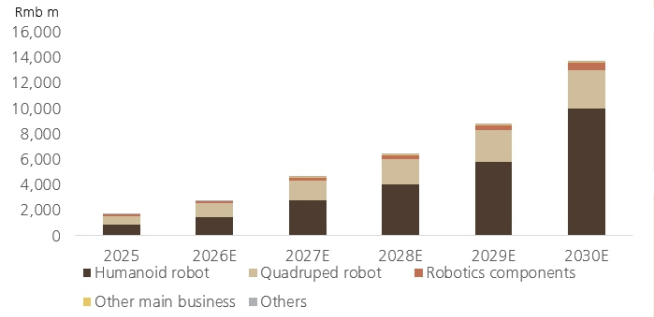
Can Unitree sustain its high margins?

Revenue growth drivers

Unitree's revenue grew at a CAGR of 140% over 2022-25, driven mainly by significant sales volume growth in quadruped and humanoid robots. Its quadruped robot sales volume exceeded 23,000 units in 2025, representing a CAGR of 112% over 2022-25, while its humanoid robot sales volume rose from just five H1 units in 2023 to over 5,000 units in 2025. In H126, Unitree maintained a rapid revenue growth trajectory with a 48.5% YoY increase to Rmb1.15bn. Within H1, Q2 revenue grew 39% YoY.

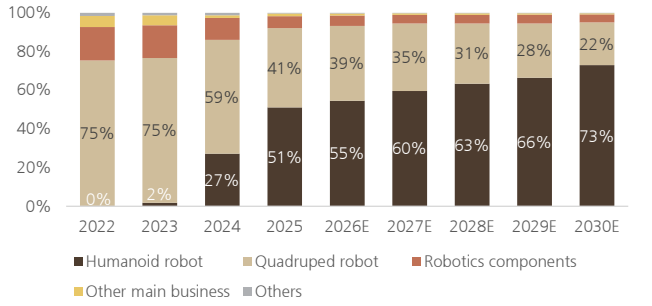
Going forward, we expect Unitree's revenue to grow at a CAGR of 53% over 2026-28, from Rmb2.74bn to Rmb6.4bn. By segment, we forecast humanoid and quadruped robot revenue to account for 63% and 31% of total revenue, respectively, in 2028, versus 51% and 41% in 2025. We expect Unitree's humanoid robot business to remain its primary growth driver over the next five years.

Figure 29: Revenue by segment



Source: Company data, UBS-S estimates

Figure 30: Revenue % of total by segment

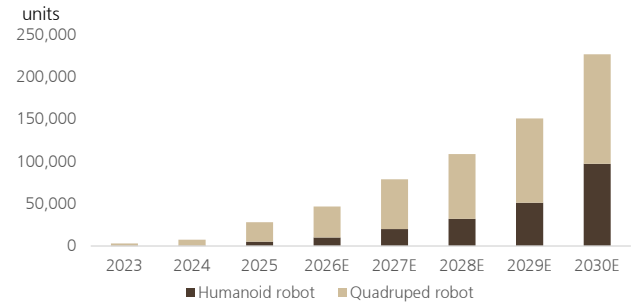


Source: Company data, UBS-S estimates

The key drivers for our revenue forecasts are robot sales volumes. Unitree is already in a leading global position in terms of production and sales, and we are positive on its volume growth to sustain. In H126, Unitree's humanoid robot shipments reached around 5,900 units, maintaining a global market share of 31% (data by SAG Robotics 360). **We forecast humanoid robot sales to increase from 5,215 units in 2025 to approximately 10,000 units in 2026 and further to around 32,000 units in 2028**. Meanwhile, we believe Unitree's quadruped robot business should continue to provide a stable earnings foundation, with shipments expected to grow at a 2025-30 CAGR of approximately 41%, supported by expanding adoption in areas such as industrial inspection and public safety.

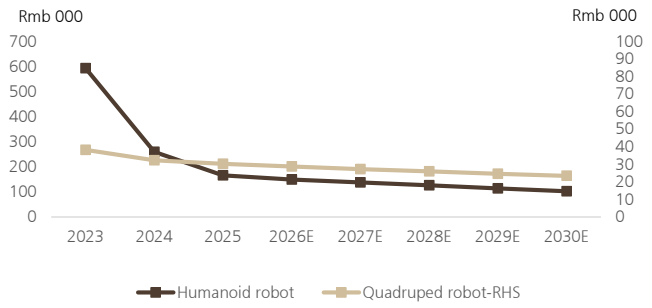
On the ASP side, we take a more conservative view. We expect increasing price competition and its aim to expand market share to drive **annual ASP declines of roughly 9% for humanoid robots and 5% for quadruped robots over 2025-30.**

Figure 31: We expect humanoid/quadruped robots sales to grow at 80%/41% CAGRs over 2025-30



Source: Company data, UBS-S estimates

Figure 32: We expect humanoid/quadruped robots ASPs to decline 9%/5% p.a. over 2025-30

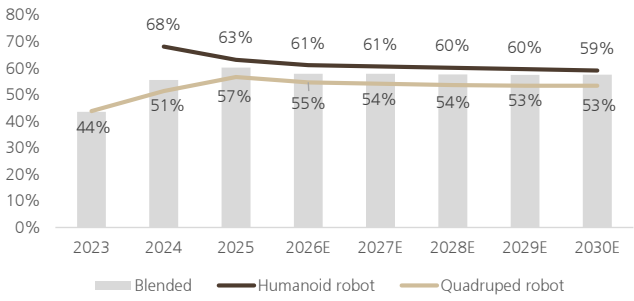


Source: Company data, UBS-S estimates

Scale and cost reduction capabilities could support profitability amid rising R&D investment

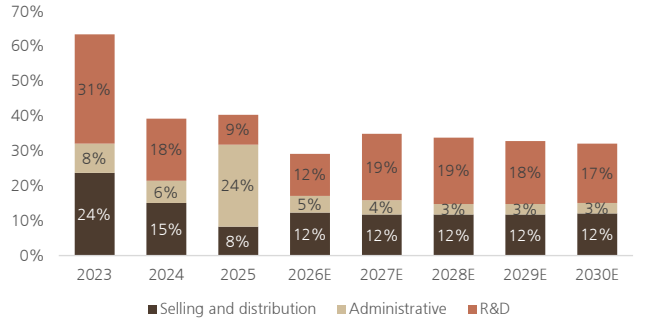
GPM: Although ASPs declined as lower-priced products, especially the G1 humanoids, scaled up, GPM expanded from 44% in 2023 to 60% in 2025 through in-house development, falling production costs and a more favourable product mix. In H126, Unitree's GPM dropped to 56%, partly due to the negative impact of factory relocation. However, we expect longer-term GPM to remain resilient at about 58% as Unitree shows strong cost reduction capabilities as its business scales and we believe the company will be able to largely offset pricing pressure through further cost reductions.

Figure 33: blended GPM could remain stable at around 58%



Source: Company data, UBS-S estimates

Figure 34: Longer-term operating expense ratios could decline to about 32%

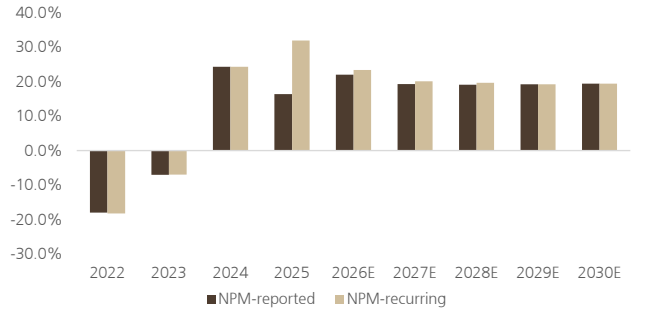


Source: Company data, UBS-S estimates

Operating expenses: Unitree's operating expense ratio declined from 70.4% in 2022 to 31.8% in 2025. In 2025, the increase in administrative expenses was largely due to share-based compensation and we believe the non-recurring impact on Unitree's earnings will moderate over the next three years. Excluding this item, Unitree's net margin reached 30%+ in 2025 (vs. reported net margin of 16.4%). In H126, its net margin dropped to 24%, mainly attributable to a lower gross margin and higher operating expenses YoY (excluding share-based compensation expenses). We believe selling expenses were pushed up by higher brand-promotion spending, including the Spring Festival Gala campaign, while R&D expenses increased 150% YoY, mainly reflecting stepped-up investments in the robot "brain."

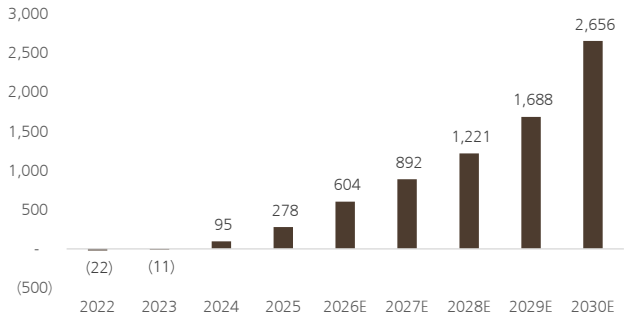
NPM: We expect heavier R&D in the next few years, which could weigh on the company's NPM in the next 2-3 years. Our base-case assumption is that, beyond 2027, SG&A expense ratios will stabilize as economies of scale continue to strengthen, supporting a NPM of above 19% during 2028-30. However, we believe that if commercialization progresses more slowly than expected, or if the development of robot "brain" capabilities falls behind expectations, Unitree may further increase its R&D investment, which could weigh on NPM.

Figure 35: We expect NPM of around 19%



Source: Company data, UBS-S estimates note: reported NPM in above chart

Figure 36: We expect net profit to grow at a 57% CAGR in 2025-30



Source: Company data, UBS-S estimates

Figure 37: Key operating financials forecasts

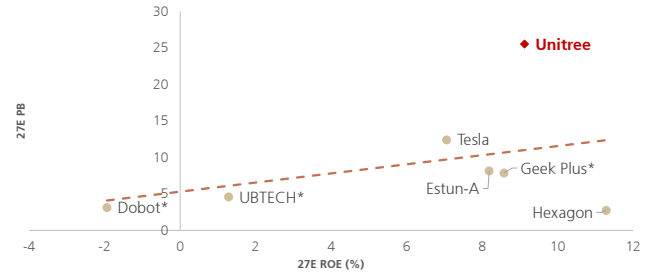
Rmb mn	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E	2022-25 CAGR	2025-30E CAGR
Total revenues	**123**	**160**	**392**	**1,699**	**2,742**	**4,622**	**6,398**	**8,784**	**13,694**	*140%*	52%
		29%	*146%*	*333%*	*61%*	*69%*	*38%*	*37%*	*56%*		
Humanoid robot	0	3	107	868	1,498	2,756	4,056	5,841	9,988		63%
			3503%	*712%*	*73%*	*84%*	*47%*	*44%*	*71%*		
Quadruped robot	93	119	231	698	1,060	1,612	1,990	2,458	3,036	*96%*	34%
		29%	93%	203%	52%	52%	24%	24%	24%		
Robotics components	21	27	45	104	145	203	285	398	558	*69%*	40%
		26%	65%	133%	40%	40%	40%	40%	40%		
Other main business	7	8	5	23	30	39	51	66	86		
		18%	-36%	338%	30%	30%	30%	30%	30%		
Others	2	2	5	7	9	12	15	20	26		
		0%	150%	38%	30%	30%	30%	30%	30%		
Sales volume (units)											
Humanoid robot	0	5	412	5,215	10,000	20,000	32,000	51,200	97,280	*N.M.*	80%
Quadruped robot	2,403	3,121	7,136	23,037	36,859	58,975	76,667	99,667	129,567	*112%*	41%
ASP (Rmb 000)											
Humanoid robot		593	259	166	150	138	127	114	103	*-47% (23-25 CAGR)*	-9%
Quadruped robot	39	38	32	30	29	27	26	25	23	*-8%*	-5%
Gross profit											
Humanoid robot	0	3	73	548	916	1,672	2,441	3,485	5,910		61%
Quadruped robot	39	52	119	396	580	874	1,069	1,313	1,622	*117%*	33%
Robotics components	12	13	26	62	86	121	169	236	331	*70%*	40%
Other main business	2	1	1	19	8	10	13	17	22		
Others	2	2	5	2	3	4	5	7	9		
GPM											
Humanoid robot			68%	63%	61%	61%	60%	60%	59%		
Quadruped robot	42%	44%	51%	57%	55%	54%	54%	53%	53%		
Robotics components	58%	48%	57%	59%	59%	59%	59%	59%	59%		
Other main business	28%	15%	24%	83%	25%	25%	25%	25%	25%		
Others				33%	33%	33%	33%	33%	33%		
Blended	**43%**	**44%**	**56%**	**60%**	**58%**	**58%**	**58%**	**58%**	**58%**		
SG&A expenses											
Selling and distribution expenses	(26)	(38)	(59)	(141)	(338)	(546)	(756)	(1,037)	(1,658)		
Administrative expenses	(31)	(13)	(25)	(400)	(132)	(187)	(190)	(261)	(407)		
Share-based payment expenses	-	-	-	(349)	(50)	(50)	(50)	(50)	(50)		
R&D investment	(30)	(50)	(70)	(145)	(330)	(880)	(1,218)	(1,584)	(2,332)		
SG&A % of revenues											
Selling and distribution expenses	21%	24%	15%	8%	12%	12%	12%	12%	12%		
Administrative expenses	25%	8%	6%	24%	17%	10%	3%	3%	3%		
Share-based payment expenses				21%	13%	7%					
Administrative expenses excluding SBP				3%	4%	3%	3%	3%	3%		
Research and development costs	24%	31%	18%	9%	12%	19%	19%	17%	15%		
Net profit	-22	-11	95	278	604	892	1,221	1,688	2,656		57%
NPM	-18%	-7%	24%	16%	22%	19%	19%	19%	19%		

Source: Company data, UBS-S estimates

WHAT´S PRICED IN?

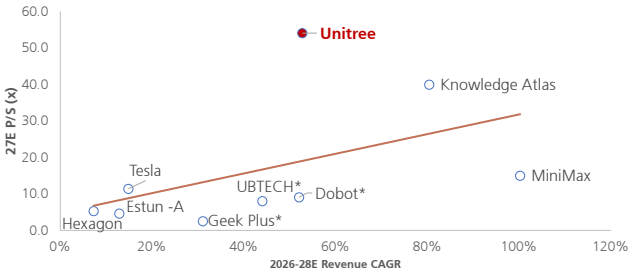
Unitree's share price experienced a significant rally on its first trading day (19 August 2026), as it is the first humanoid robot OEM company listed on the A-share market. The share price has trended lower in the following days, but it is still trading at about 4x its listing price of Rmb150.8 per share. The stock trades at 54x/39x 2027E/2028E P/S, well above the average for humanoid robot OEM peers of 7x/5x 2027/28E P/S. We believe Unitree deserves a higher valuation than peers considering its: 1) premium positioning is supported by its leadership in hardware ("body") and motion control ("cerebellum"), which helps it capture early-stage demand; 2) stronger financials than peers, supporting scale expansion and R&D investment (especially for robot "brain" technology); and 3) better long-term visibility, supported by its ecosystem strategy (e.g. its strategic cooperation with DeepSeek). However, we believe many of the positives and a 53% 2026-28E revenue CAGR look largely priced in. We assign a Neutral rating and see balanced risk-reward pending clearer progress in robot "brain" capabilities and sustainable earnings conversion.

Figure 38: P/BV valuation and ROE comparison



Source: Wind, Reuters, UBS-S estimates for Unitree and Estun-A

Figure 39: P/S valuation and revenue growth comparison



Source: Wind, Reuters, UBS-S estimates for Unitree and Estun-A

P/S-based valuation

We use a 53x 2027E P/S multiple to derive our valuation for Unitree, given that the embodied AI robotics industry is still at an early stage of development and many companies are reporting net losses. We use the following two factors as the basis for our valuation:

1) We cross-check against comparable peers in China's embodied AI robotics industry, taking into account Unitree's business exposure. We believe Unitree should trade a valuation premium to its peers due to its leadership in hardware and motion control and its stronger profitability than peers.

2) We believe the humanoid robot industry is currently at a stage similar to the AI industry prior to the widespread adoption of chat-based LLM models, with embodied AI and robot brain development still requiring time to mature before reaching a similar breakthrough moment.

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Figure 40: Valuation for Unitree

	2024	2025	2026E	2027E
Revenue	393	1,699	2,742	4,622
YoY growth		*333%*	*61%*	*69%*
2027E valuation				
Revenue (Rmb m) - 2027E				4,622
P/S multiple				**53x**
Market cap (Rmb m)				245,865
No. of shares (m)				404
Share price (Rmb/share)				**608**

Source: Company data, UBS-S estimates

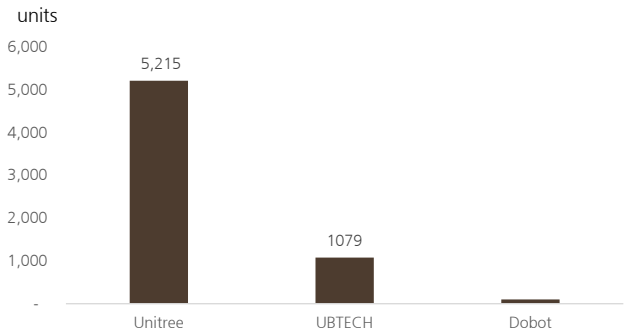
Figure 41: Humanoid robot OEM comparables

Company Name	Ticker	Market Cap (USD bn)	Share Price (LC)	PS (x)			Revenue CAGR	PE (x)			EPS CAGR	PB (x)			ROE (%)		
				2026	2027	2028	2026-28E	2026	2027	2028	2026-28E	2026	2027	2028	2026	2027	2028
Yushu Technology (Unitree)*	688836.SH	37.0	615.03	90.7x	53.8x	38.9x	53%	412x	279x	204x	42%	27.3x	25.5x	22.9x	10.1	9.1	11.4
Mainland China																	
OEM																	
UBTECH	9880.HK	5.3	82.95	11.6x	8.0x	5.6x	44%	N.M.	327x	55x	N.M.	5.0x	4.6x	4.1x	-4.4	1.3	7.9
Dobot	2432.HK	1.3	23.90	13.6x	9.1x	5.9x	52%	N.M.	N.M.	129x	N.M.	3.2x	3.1x	2.7x	-4.6	-1.9	2.9
Geek Plus	2590.HK	1.7	10.25	3.3x	2.5x	1.9x	31%	121x	32x	17x	163%	10.6x	7.9x	2.7x	1.5	8.6	16.0
Estun Automation-A*	002747.SZ	4.3	31.81	5.2x	4.6x	4.1x	13%	110x	104x	76x	20%	8.8x	8.1x	7.4x	10.3	8.2	10.2
China OEM average				**8x**	**6x**	**4x**	**35%**	**115x**	**154x**	**69x**	**75%**	**7x**	**6x**	**4x**	**2.6**	**5.0**	**9.7**
China OEM weighted average				**9x**	**6x**	**5x**		**N.M.**	**N.M.**	**65x**		**7x**	**6x**	**5x**			
AI foundation model																	
MiniMax	0100.HK	14.0	314.60	33.6x	15.0x	8.4x	100%	N.M.	N.M.	N.M.	N.M.	N.M.	N.M.	N.M.	25.8	33.8	27.4
Knowledge Atlas	2513.HK	68.9	1,160.00	98.3x	39.9x	30.2x	80%	N.M.	N.M.	N.M.	N.M.	N.M.	N.M.	N.M.	154.2	362.7	60.5
China AI foundation average				**66x**	**27x**	**19x**	**90%**	**N.M.**	**N.M.**	**N.M.**	**N.M.**	**N.M.**	**N.M.**	**N.M.**	**90.0**	**198.2**	**43.9**
China AI foundation weighted average				**87x**	**36x**	**27x**		**N.M.**	**N.M.**	**N.M.**		**N.M.**	**N.M.**	**N.M.**			
Overseas																	
OEM																	
Tesla	TSLA.O	1,365.8	345.8	12.9x	11.4x	9.7x	15%	200x	151x	115x	33%	13.5x	12.4x	11.4x	6.0	7.1	8.7
Hexagon	0GRX.L	28.6	100.6	5.8x	5.3x	5.0x	7%	28x	28x	25x	6%	2.7x	2.7x	2.6x	13.5	11.3	11.5
Overseas OEM average				**9x**	**8x**	**7x**	**11%**	**114x**	**89x**	**70x**	**19%**	**8x**	**8x**	**7x**	**9.8**	**9.2**	**10.1**
Overseas OEM weighted average				**13x**	**11x**	**10x**		**196x**	**148x**	**113x**		**13x**	**12x**	**11x**			

Source: Wind, Reuters, *UBS-S estimates. Note: Data as of 27 Aug 2026.

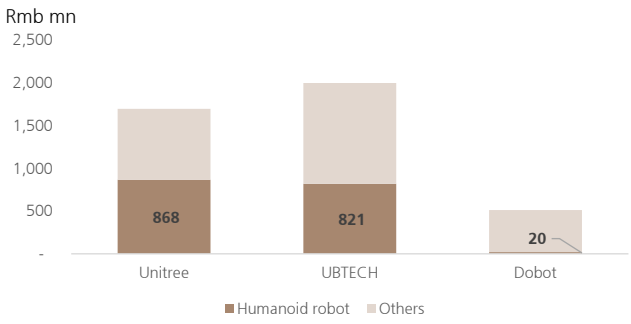
Our valuation is at a premium to H-share peers (7x), which we believe is justified by: 1) Its scale leadership (Figure 42). Unitree's and UBTECH's sales volumes in 2025 were 5,215 and 1,079 units, respectively. Dobot began batch deliveries of its humanoid robots in 2025, although unit shipments were not disclosed. Geek Plus and Estun remain at an early stage in humanoid robotics. 2) Greater humanoid robot exposure (Figure 43). In 2025, humanoid robots accounted for 51% of Unitree's revenue, with quadruped robots contributing 41%. In comparison, humanoid robots represented 41% of UBTECH's revenue; its remaining revenue mainly came from education, logistics and other customised robots (31%), as well as smart hardware such as robotic lawn mowers, pool cleaners and vacuum cleaners (25%). Dobot remained primarily exposed to collaborative robots. 3) Stronger profitability (Figure 44, Figure 45). Unitree's GPM is significantly higher than its peers and its NPM has been positive since 2024 when many peers were still loss-making.

Figure 42: Unitree, Dobot, UBTECH – humanoid robot sales volumes in 2025



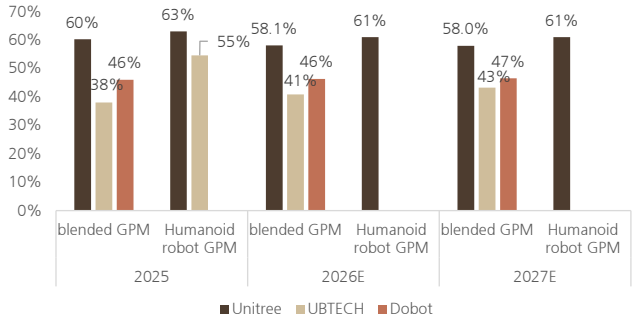
Source: Company data. Note: Dobot only began batch deliveries of its humanoid robots in 2025, although unit shipments were not disclosed.

Figure 43: Unitree, UBTECH, Dobot – humanoid robot revenues in 2025



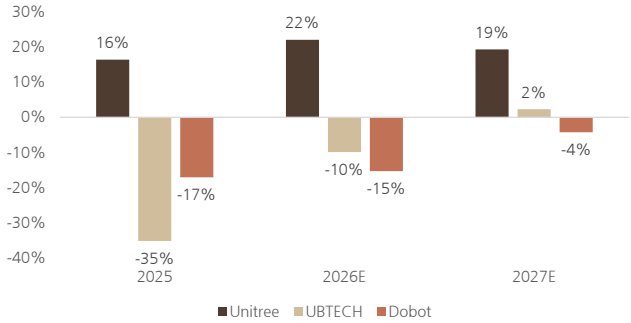
Source: Company data

Figure 44: GPM comparison (2025-2027)



Source: Company data. Note: Dobot does not disclose humanoid robot GPM. Reuters consensus estimates are used for UBTECH and Dobot in 2026-27.

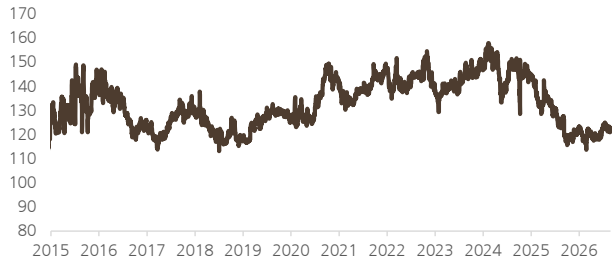
Figure 45: NPM comparison (2025-2027)



Source: Company data. Note: Reuters consensus estimates are used for UBTECH and Dobot in 2026-27.

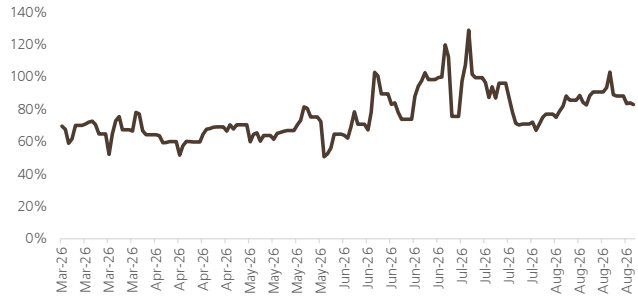
The A-share market has tended to trade at a valuation premium to the Hong Kong market over the past decade, reflecting stronger liquidity, a more retail-driven investor base and different risk preferences. This structural A/H premium suggests that Unitree could potentially command a higher valuation than robotics peers such as UBTech and Dobot, which are listed in Hong Kong. In addition, Estun, an important comparable automation and robotics company, was listed in Hong Kong in March 2026, and its average A/H premium has exceeded 75%, demonstrating the potentially significant valuation uplift that may be available in the A-share market.

Figure 46: Hang Seng Stock Connect China AH Premium Index



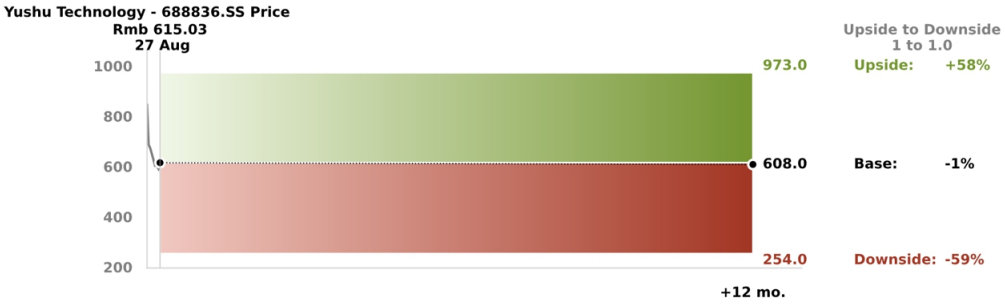
Source: Wind

Figure 47: Estun's A/H premium



Source: Wind, UBS-S

UPSIDE/DOWNSIDE SPECTRUM



Unitree is trading at Rmb615.03 (as of 27 August)

Value drivers	Humanoid robot sales volume	Humanoid robot ASP growth	Quadruped robot sales volume	Quadruped robot ASP growth
upside Rmb973	25,000	-5%	65,000	-3%
base Rmb608	20,000	-8%	58,975	-5%
downside Rmb254	15,000	-12%	45,000	-8%

Source: UBS-S estimates

Risk to the current share price is balanced (1:1).

UPSIDE (Rmb973): We assume Unitree would sell 25,000 humanoid robots in 2027E, with humanoid ASP declining 5% YoY, while quadruped robot shipments would reach 65,000 units and ASP would decline 3% YoY. We assume faster-than-expected adoption of humanoid robots in industrial and commercial areas, supported by improving reliability and stronger humanoid robot capabilities. Unitree would gain market share through its competitive pricing and product iteration, while healthy demand would allow the company to maintain pricing discipline. We apply a 70x 2027E P/S multiple to total revenue of Rmb5,625m, deriving an upside valuation of Rmb973.

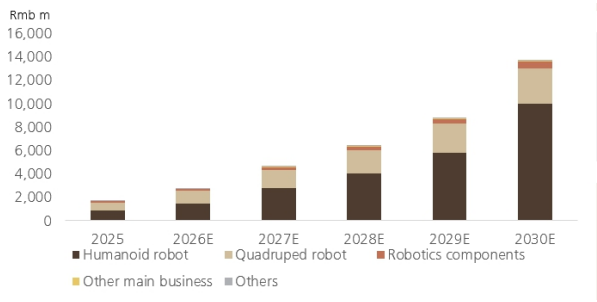
BASE (Rmb608): In our base case, we expect Unitree to sell 20,000 humanoid robots in 2027, with humanoid ASP declining 8% YoY, while quadruped robot shipments reach 58,975 units with ASP falling 5% YoY. We forecast steady commercialisation of humanoid robots across industrial, education and developer markets, with Unitree maintaining its cost advantage and leading market position. Moderate competitive pressure leads to gradual ASP erosion, while demand for quadruped robots remains supported by industrial inspection, security and international markets. We apply a 53x 2027E P/S multiple (2026-28E sales CAGR of 53% to total revenue of Rmb4,622 in 2027E, deriving a price target of Rmb608.

DOWNSIDE (Rmb254): We assume Unitree would sell 15,000 humanoid robots in 2027E, with humanoid ASP declining 12% YoY, while quadruped robot shipments would reach 45,000 units and ASP would decline 8% YoY. We assume slower commercialisation due to deployment challenges and weaker customer demand. Intensifying competition would drive aggressive pricing across both humanoid and quadruped markets, resulting in lower shipment growth and greater ASP pressure. We apply a 30x 2027E P/S multiple to total revenue of Rmb3,422m, deriving a downside valuation of Rmb254.

COMPANY DESCRIPTION

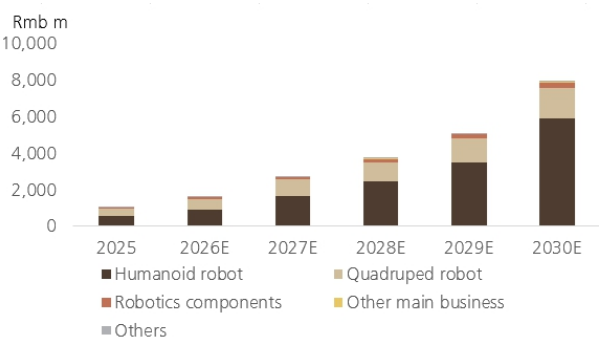
Yushu Technology (also known as Unitree Robotics) is a leading Chinese robotics company founded in 2016. The company specialises in the R&D, production and sales of quadruped and humanoid robots, as well as related robotic components and technologies. Unitree shipped more than 5,500 humanoid robots in 2025 (with 5,215 recognised in sales), ranking first globally by unit shipments with an approximately 30% global shipment share. In quadruped robots, cumulative sales exceeded 33,000 units in 2025, supporting a leading global position.

Revenue by product, 2025-30E



Source: Company data, UBS-S estimates

Gross profit by product, 2025-30E



Source: Company data, UBS-S estimates

Industry Outlook

The humanoid robot industry is on a fast developing track and we believe that differentiation will shift from mobility to task generalisation, although constraints in AI models, data and reliability mean broad commercialisation remains some way off. As we see faster commercial sector adoption, mainly from "preparing for the future" demand and simple use cases in the next five years, we believe our upside case for global humanoid robot demand is increasingly achievable given better-than-expected early stage humanoid applications. In our upside case, we expect global demand for humanoid robots to rise from 18.3k units in 2025 to 325k units in 2030E, implying a CAGR of more than 70%. In value terms, the total addressable market could reach US$16bn in 2030E, representing a CAGR of more than 60%.

Yushu Technology (688836.SS)

Income Statement (Rmbm)	12/23	12/24	12/25	12/26E	%ch	12/27E	%ch	12/28E	12/29E	12/30E
Revenues	**159**	**393**	**1,699**	**2,742**	*61.4*	**4,622**	*68.5*	**6,398**	**8,784**	**13,694**
Gross profit	71	225	1,027	1,593	*55.1*	2,680	*68.2*	3,697	5,058	7,893
EBITDA (UBS)	**(23)**	**78**	**358**	**807**	*125.3*	**1,103**	*36.7*	**1,602**	**2,279**	**3,625**
Depreciation & amortisation	(8)	(9)	(24)	(24)	*-1.3*	(54)	*-124.9*	(94)	(138)	(183)
EBIT (UBS)	**(30)**	**69**	**335**	**783**	*134.1*	**1,049**	*34.0*	**1,508**	**2,142**	**3,442**
Associates & investment income	2	9	24	24	*0.0*	24	*0.0*	24	24	24
Other non-operating income	2	9	(14)	(30)	*-121.5*	(1)	*95.4*	(23)	(43)	(70)
Net interest	5	14	23	23	*0.0*	109	*364.2*	107	112	122
Exceptionals (incl goodwill)	0	0	0	0	-	0	-	0	0	0
Pre-tax profit	**(21)**	**101**	**368**	**801**	*117.3*	**1,181**	*47.5*	**1,617**	**2,235**	**3,518**
Tax	10	(5)	(90)	(196)	*-117.3*	(289)	*-47.5*	(396)	(547)	(862)
Profit after tax	**(11)**	**95**	**278**	**604**	*117.3*	**892**	*47.5*	**1,221**	**1,688**	**2,656**
Preference dividends	0	0	0	0	-	0	-	0	0	0
Minorities	0	0	0	0	-	0	-	0	0	0
Extraordinary items	0	0	0	0	-	0	-	0	0	0
Net earnings (local GAAP)	**(11)**	**95**	**278**	**604**	*117.3*	**892**	*47.5*	**1,221**	**1,688**	**2,656**
Net earnings (UBS)	**(11)**	**96**	**278**	**604**	*117.3*	**892**	*47.5*	**1,221**	**1,688**	**2,656**
Tax rate (%)	0.0	5.1	24.5	24.5	*0.0*	24.5	*0.0*	24.5	24.5	24.5

Per Share (Rmb)	12/23	12/24	12/25	12/26E	%ch	12/27E	%ch	12/28E	12/29E	12/30E
EPS (UBS, diluted)	(5.80)	0.26	0.76	1.49	*95.5*	2.20	*47.5*	3.02	4.17	6.57
EPS (local GAAP, diluted)	(5.82)	0.26	0.76	1.49	*95.5*	2.20	*47.5*	3.02	4.17	6.57
EPS (UBS, basic)	(5.80)	0.26	0.76	1.49	*95.5*	2.20	*47.5*	3.02	4.17	6.57
DPS (net) (Rmb)	0.00	0.00	0.00	0.16	-	0.23	*44.7*	0.31	0.42	0.66
Cash EPS (UBS, diluted) [1]	(1.90)	0.29	0.83	1.55	*87.3*	2.34	*50.4*	3.25	4.51	7.02
Book value per share	0.82	3.52	7.16	23.11	*223.0*	25.16	*8.8*	27.95	31.81	37.96
Average shares (diluted)	2	364	364	404	*11.1*	404	*0.0*	404	404	404

Balance Sheet (Rmbm)	12/23	12/24	12/25	12/26E	%ch	12/27E	%ch	12/28E	12/29E	12/30E
Cash and equivalents	222	566	1,419	8,052	*NM*	8,680	*7.8*	9,567	10,981	13,564
Other current assets	104	705	800	1,101	*37.5*	1,623	*47.4*	2,113	2,782	4,154
Total current assets	**326**	**1,271**	**2,220**	**9,153**	*312.4*	**10,303**	*12.6*	**11,680**	**13,763**	**17,719**
Net tangible fixed assets	7	13	36	267	*NM*	668	*150.1*	1,079	1,446	1,769
Net intangible fixed assets	14	9	33	28	*-15.4*	23	*-18.2*	18	13	8
Investments / other assets	44	235	920	920	*0.0*	920	*0.0*	920	920	920
Total assets	**391**	**1,528**	**3,209**	**10,368**	*223.1*	**11,914**	*14.9*	**13,696**	**16,142**	**20,415**
Trade payables & other ST liabilities	75	238	556	904	*62.7*	1,483	*64.0*	2,038	2,786	4,302
Short term debt	10	0	0	65	-	177	*173.3*	257	366	581
Total current liabilities	**85**	**238**	**556**	**969**	*74.4*	**1,660**	*71.3*	**2,295**	**3,152**	**4,884**
Long term debt	5	1	14	16	*13.0*	44	*173.3*	63	90	144
Other long term liabilities	2	8	34	34	*0.0*	34	*0.0*	34	34	34
Preferred shares	0	0	0	0	-	0	-	0	0	0
Total liabilities (incl pref shares)	**92**	**247**	**604**	**1,019**	*68.7*	**1,738**	*70.5*	**2,392**	**3,276**	**5,061**
Common s/h equity	**299**	**1,281**	**2,605**	**9,349**	*258.9*	**10,176**	*8.8*	**11,304**	**12,866**	**15,354**
Minority interests	0	0	0	0	-	0	-	0	0	0
Total liabilities & equity	**391**	**1,528**	**3,209**	**10,368**	*223.1*	**11,914**	*14.9*	**13,696**	**16,142**	**20,415**

Cash Flow (Rmbm)	12/23	12/24	12/25	12/26E	%ch	12/27E	%ch	12/28E	12/29E	12/30E
Net income (before pref divs)	(11)	95	278	604	*117.3*	892	*47.5*	1,221	1,688	2,656
Depreciation & amortisation	8	9	24	24	*1.3*	54	*124.9*	94	138	183
Net change in working capital	3	82	(1)	30	-	26	*-13.3*	13	7	45
Other operating	5	6	367	19	*-94.9*	31	*65.9*	52	72	99
Operating cash flow	**4**	**191**	**667**	**677**	*1.4*	**1,002**	*48.1*	**1,380**	**1,904**	**2,983**
Tangible capital expenditure	(5)	(10)	(50)	(250)	*-396.4*	(450)	*-80.0*	(500)	(500)	(500)
Intangible capital expenditure	0	0	0	0	-	0	-	0	0	0
Net (acquisitions) & disposals	0	0	0	0	-	0	-	0	0	0
Other investing	83	(704)	(422)	0	-	0	-	0	0	0
Investing cash flow	**78**	**(714)**	**(472)**	**(250)**	*47.1*	**(450)**	*-80.0*	**(500)**	**(500)**	**(500)**
Equity dividends paid	0	0	0	0	-	(64)	*NM*	(93)	(126)	(169)
Share issues / (buybacks)	0	885	695	6,140	*NM*	0	-	0	0	0
Other financing	0	0	0	0	-	0	-	0	0	0
Change in debt & pref shares	10	(10)	0	67	-	140	*110.1*	100	135	269
Financing cash flow	**10**	**875**	**695**	**6,206**	*NM*	**76**	*-98.8*	**7**	**10**	**100**
Cash flow inc/(dec) in cash	**92**	**353**	**890**	**6,633**	*NM*	**628**	*-90.5*	**886**	**1,414**	**2,583**
FX / non cash items	(5)	(9)	(36)	0	-	0	-	0	0	0
Balance sheet inc/(dec) in cash	**87**	**344**	**853**	**6,633**	*NM*	**628**	*-90.5*	**886**	**1,414**	**2,583**

Source: Company accounts, UBS estimates. (UBS) metrics use reported figures which have been adjusted by UBS analysts.[1] Cash EPS (UBS, diluted) is calculated using UBS net income adding back depreciation and amortization.

Yushu Technology (688836.SS)

Valuation (x)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
P/E (local GAAP, diluted)	-	-	-	NM	NM	NM	NM	NM
P/E (UBS, diluted)	-	-	-	NM	NM	NM	NM	93.6
P/CEPS	-	-	-	NM	NM	NM	NM	NM
Equity FCF (UBS) yield %	-	-	-	0.2	0.2	0.4	0.6	1.0
Dividend yield (net) %	-	-	-	0.0	0.0	0.1	0.1	0.1
P/BV	-	-	-	26.6	24.4	22.0	19.3	16.2
EV/revenues (core)	-	-	-	NM	NM	NM	NM	NM
EV/EBITDA (UBS core)	-	-	-	>100	>100	>100	>100	65.2
EV/EBIT (core)	-	-	-	>100	>100	>100	>100	68.6
EV/OpFCF (core)	-	-	-	>100	>100	>100	>100	65.2
EV/op. invested capital	-	-	-	>100	>100	>100	>100	>100

Enterprise value (Rmbm)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Market cap.	-	-	-	248,755	248,755	248,755	248,755	248,755
Net debt (cash)	(166)	(386)	(985)	(4,688)	(8,216)	(8,853)	(9,886)	(11,682)
Buy out of minorities	0	0	0	0	0	0	0	0
Pension provisions/other	2	5	21	34	34	34	34	34
Total enterprise value	**-**	**-**	**-**	**244,101**	**240,573**	**239,936**	**238,903**	**237,107**
Non core assets	(44)	(232)	(898)	(898)	(898)	(898)	(898)	(898)
Core enterprise value	**-**	**-**	**-**	**243,203**	**239,675**	**239,038**	**238,006**	**236,209**

Growth (%)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Revenue	29.5	146.8	NM	61.4	68.5	38.4	37.3	55.9
EBITDA (UBS)	15.7	-	NM	125.3	36.7	45.2	42.2	59.0
EBIT (UBS)	5.7	-	NM	134.1	34.0	43.8	42.0	60.7
EPS (UBS, diluted)	50.4	-	191.2	95.5	47.5	36.9	38.2	57.4
Net DPS	-	-	-	-	44.7	35.5	34.1	57.4

Margins & Profitability (%)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Gross profit margin	44.7	57.2	60.4	58.1	58.0	57.8	57.6	57.6
EBITDA margin	NM	19.8	21.1	29.4	23.9	25.0	25.9	26.5
EBIT (UBS) margin	(19.0)	17.6	19.7	28.6	22.7	23.6	24.4	25.1
Net earnings (UBS) margin	NM	24.3	16.4	22.0	19.3	19.1	19.2	19.4
ROIC (EBIT)	NM	25.9	NM	NM	NM	NM	NM	NM
ROIC post tax	NM	24.6	64.3	NM	NM	NM	NM	NM
ROE (UBS)	(3.7)	12.1	14.3	10.1	9.1	11.4	14.0	18.8

Capital structure & Coverage (x)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Net debt / EBITDA	9.1	(7.3)	(3.9)	(9.9)	(7.7)	(5.8)	(4.6)	(3.5)
Net debt / total equity %	(69.2)	(44.1)	(53.9)	(85.3)	(83.1)	(81.8)	(81.8)	(83.6)
Net debt / (net debt + total equity) %	NM	(78.9)	NM	NM	NM	NM	NM	NM
Net debt/EV %	-	-	-	(1.9)	(3.4)	(3.7)	(4.1)	(4.9)
Capex / depreciation %	NM	NM	NM	NM	NM	NM	NM	NM
Capex / revenue %	3.2	2.5	3.0	9.1	9.7	7.8	5.7	3.7
EBIT / net interest	-	-	-	-	-	-	-	-
Dividend cover (UBS)	-	-	-	9.4	9.6	9.7	10.0	10.0
Div. payout ratio (UBS) %	-	-	-	10.6	10.4	10.3	10.0	10.0

Revenues by division (Rmbm)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Others	159	393	1,699	2,742	4,622	6,398	8,784	13,694
Total	**159**	**393**	**1,699**	**2,742**	**4,622**	**6,398**	**8,784**	**13,694**

EBIT (UBS) by division (Rmbm)	12/23	12/24	12/25	12/26E	12/27E	12/28E	12/29E	12/30E
Others	(30)	69	335	783	1,049	1,508	2,142	3,442
Total	**(30)**	**69**	**335**	**783**	**1,049**	**1,508**	**2,142**	**3,442**

Source: Company accounts, UBS estimates. (UBS) metrics use reported figures which have been adjusted by UBS analysts.

Forecast returns

Forecast price appreciation	-1.1%
Forecast dividend yield	0.0%
Forecast stock return	-1.1%
Market return assumption	6.8%
Forecast excess return	-7.9%

Company Description

Yushu Technology (also known as Unitree Robotics) is a leading Chinese robotics company founded in 2016. The company specialises in the R&D, production and sales of quadruped and humanoid robots, as well as related robotic components and technology. Unitree shipped more than 5,500 humanoid robots in 2025 (with 5,215 recognised in sales), ranking first globally by unit shipments with approximately a 30% global shipment share. In quadruped robots, cumulative sales exceeded 33,000 units in 2025, supporting a leading global position.

Valuation Method and Risk Statement

We adopt price-to-sales (P/S) as our valuation methodology for Yushu Technology (Unitree Robotics).
Key downside risks: 1) lower-than-expected humanoid robot commercialisation and customer adoption; 2) intensifying competition leading to greater ASP and margin pressure; 3) delays in product development or large-scale deployment; 4) weaker demand for quadruped robots due to market saturation or spending cuts; and 5) supply chain, manufacturing or execution issues limiting shipment growth; 6) technology breakthroughs for robot "brains" slower than expected.
Key upside risks include: 1) faster-than-expected humanoid robot adoption; 2) stronger shipment growth in both humanoid and quadruped robots; 3) better pricing resilience and margin expansion; and 4) larger enterprise orders and overseas market penetration; 5) technology breakthroughs for robot "brains" faster than expected.

Quantitative Research Review

UBS Global Research publishes a quantitative assessment of its analysts' responses to certain questions about the likelihood of an occurrence of a number of short term factors in a product known as the 'Quantitative Research Review'. The views for this month can be found below. Views contained in this assessment on a particular stock reflect only the views on those short term factors which are a different timeframe to the 12-month timeframe reflected in any equity rating set out in this note. For previous responses please make reference to (i) previous UBS Global Research reports; and (ii) where no applicable research report was published that month, the Quantitative Research Review which can be found at https://neo.ubs.com/quantitative, or contact your UBS sales representative for access to the report or the Quantitative Research Team on ubs-quant-answers@ubs.com. A consolidated report which contains all responses is also available and again you should contact your UBS sales representative for details and pricing or the Quantitative Research Team on the email above.

Yushu Technology

Question	Response
1. Is the industry structure facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting worse, 3 = no change, 5 = getting better, N/A = no view)	4
2. Is the regulatory/government environment facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting tougher 3 = no change, 5 = getting better, N/A = no view)	4
3. Over the last 3-6 months in broad terms have things been improving/no change/getting worse for this stock? Rate on a scale of 1-5 (1 = getting a lot worse, 3 = not much change, 5 = getting a lot better, N/A = no view)	4
4. Relative to the current CONSENSUS EPS forecast, is the next company EPS update likely to lead to: (1 = negative surprise vs consensus, 3 = in-line with consensus, 5 = positive surprise vs consensus expectations, N/A = no view)	3
5. What's driving the difference?	
6. Relative to YOUR current earnings forecast, is there relatively greater risk at the next earnings result of:(1 = downside skew risk to earnings, 3 = equal upside or downside risk to earnings, 5 = upside skew risk to earnings, N/A = no view)	3
7. What's driving the difference?	
8. Is there an upcoming catalyst for the company over the next three months?	
9. Is there an actual or approximate date for the catalyst?	
10. Is the catalyst date an actual or approximate date?	
11. What is the catalyst?	