



INITIATION OF COVERAGE · 19 OCTOBER 2026

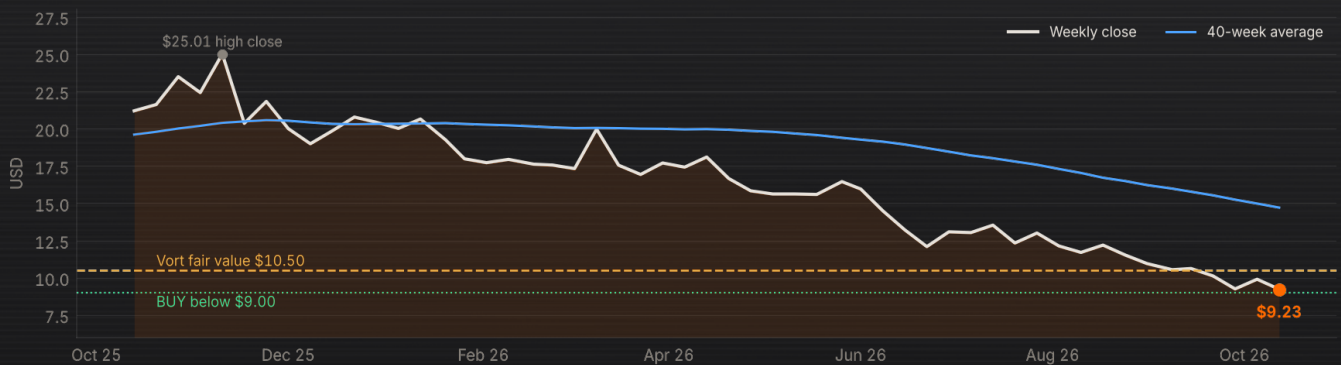
Half the price is a robot. The cars have to earn the rest.

The robot unit's round explains half the market value. The cars lose money, and the first half burned RMB 13bn of cash.

Our view

- The moat is in the software. Own AI chip, driving model and car architecture — and Volkswagen pays to use them: half of Q2 gross profit.
- The cars have no edge. 2.9% of China's EV market; vehicle margin 12.1%; Q2 net loss RMB 1.34bn.
- The robot carries the price. XPeng's c. 82% of Dogotix is worth \$4.8bn at the August round — 55% of market value. We count half.
- About fair today. Base case \$9.05; weighted \$10.42. We buy below \$9.00, or on a Q4 at 60,000 cars a month.

Rating	HOLD «spec.»
Fair value	\$10.50
Price (16 Oct 2026)	\$9.23
Implied upside	+14%
Buy below	\$9.00
Key data	
Market cap	\$8.8bn
52-week range	\$9.18–28.24
EV / sales TTM*	0.64x
From Nov 2025 high	–63%
Consensus target	\$18.44

Exhibit 1: Share price over twelve months, with the Vort fair value and buy level

Source: IBKR weekly closes of the NYSE ADS to 16 October 2026; Vort Research.

Bear case	Base case	Bull case	Buy below	Sell above
\$3.34 –64% · cash burn repeats	\$9.05 –2% · break-even in 2027	\$20.24 +119% · 60k cars a month	\$9.00 15% under fair value	\$12.00 15% over fair value

What decides it

When	Catalyst
29 Oct 2026	MONA L05 launch, RMB 170–192k
1 Nov 2026	October deliveries vs a 60,000 a month target
Mid-Nov 2026	Q3 results — margin, services, cash flow
Q4 2026	IRON mass production; VW ID. UNYX 09

Moat and ownership, in brief

- Technology moat, commodity car: moat score 5.4/10*; VW is a paying customer, no second one yet.
- He Xiaopeng owns 18.8% of the capital and 69.2% of the votes; VW 4.9%, Alibaba 3.5%.
- The founder bought XPeng shares in 2024 and 2025; in 2026 he invested in the robot unit instead.

THE FULL REPORT — VORT PLUS

The complete 15-page initiation covers the moat source by source, the Volkswagen contract, the robot and flying-car units, the H1 cash outflow, the sum of the parts, 13F holders and founder dealings, financials, technical levels and the risk map. Available to Vort Plus subscribers at vortresearch.com.

Vort Research summary of its initiation on XPeng Inc. (NYSE: XPEV; HKEX: 9868) dated 19 October 2026. Reference price \$9.23 per ADS, close 16 October 2026 (IBKR); one ADS represents two Class A ordinary shares. Sources: XPeng Q2 2026 results and call, 2026 interim report, delivery releases to September 2026, Dogotix announcement (24 August 2026), AGM circular, 13F aggregators, IBKR, StockAnalysis; figures marked * are Vort estimates; RMB at 6.68 per US dollar. This is an investment recommendation under MAR Art. 20, not personalised advice; Vort Research holds no position in XPEV or 9868. Rating scale: BUY > +15%, HOLD ±15%, SELL < –15%, 12–24 months; «spec.» marks very wide scenario ranges. © 2026 Vort Research.