3Q 2021
Earnings Presentation

> > > >

2021/11/16

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3Q21 Financial and Operating Results

Revenue
RMB1,606.1 M

YOY
-28.1%

Adjusted Net Income
attributable to Zepp **
RMB65.5 M

YOY
-45.8%

Units Shipped
9.9 M

YOY
-37.7%

**Adjusted net income, a non-GAAP financial measure, represents net income excluding share-based compensation, and such adjustment has no impact on tax

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Revenue

(RMB in Millions)

-28.1%

2,235.1

1,786.1

449.0

US$249.3 million

1,606.1

-44.7%

986.9

+37.9%

619.2

3Q20

3Q21

■ Xiaomi wearable products
■ Self-branded wearable products

+2.9%

US$712.1 million

4,460.8

4,588.5

3,282.9

1,177.9

-19.7%

2,637.5

+65.6%

1,951.0

9M20

9M21

■ Xiaomi wearable products
■ Self-branded wearable products
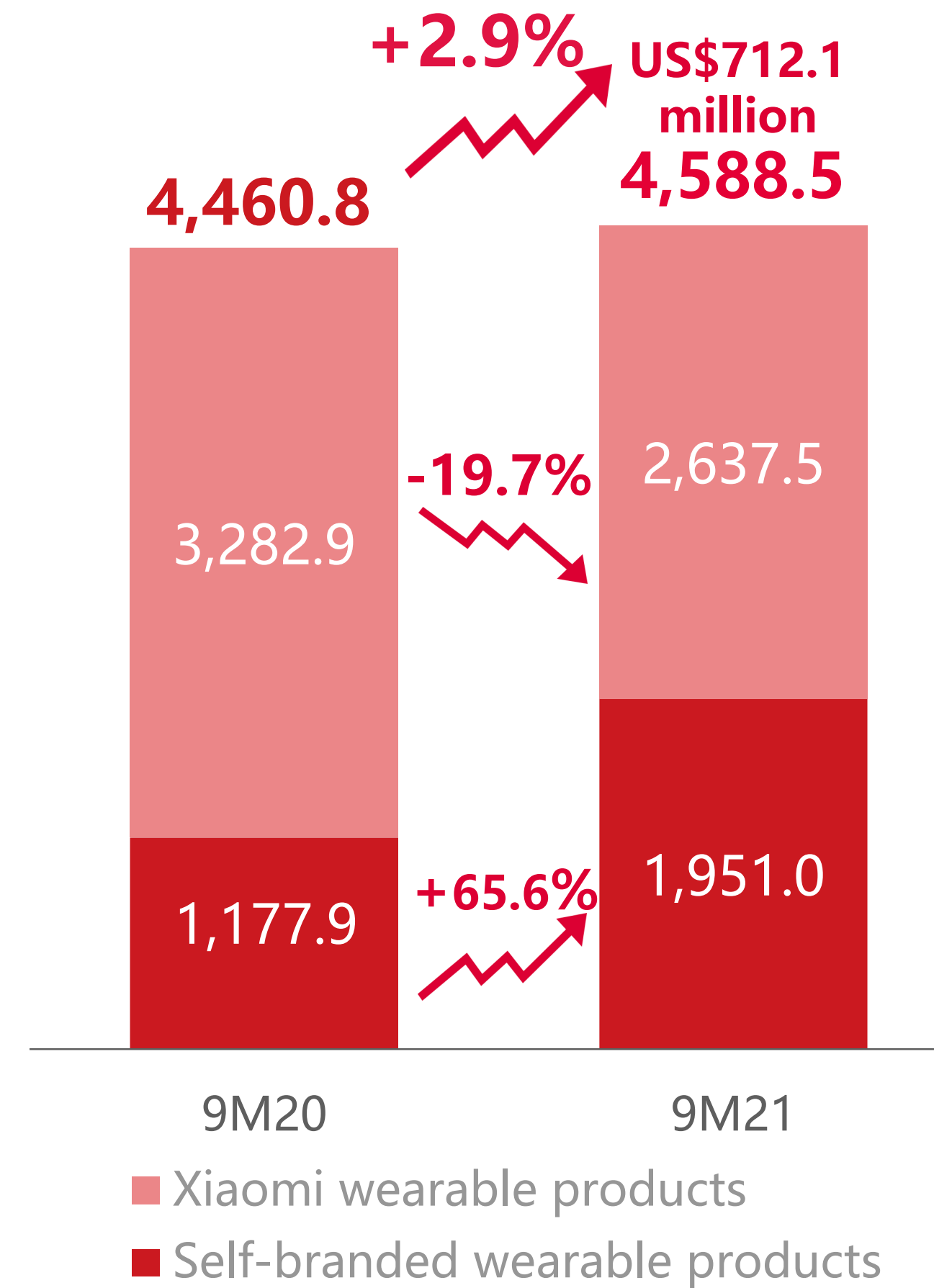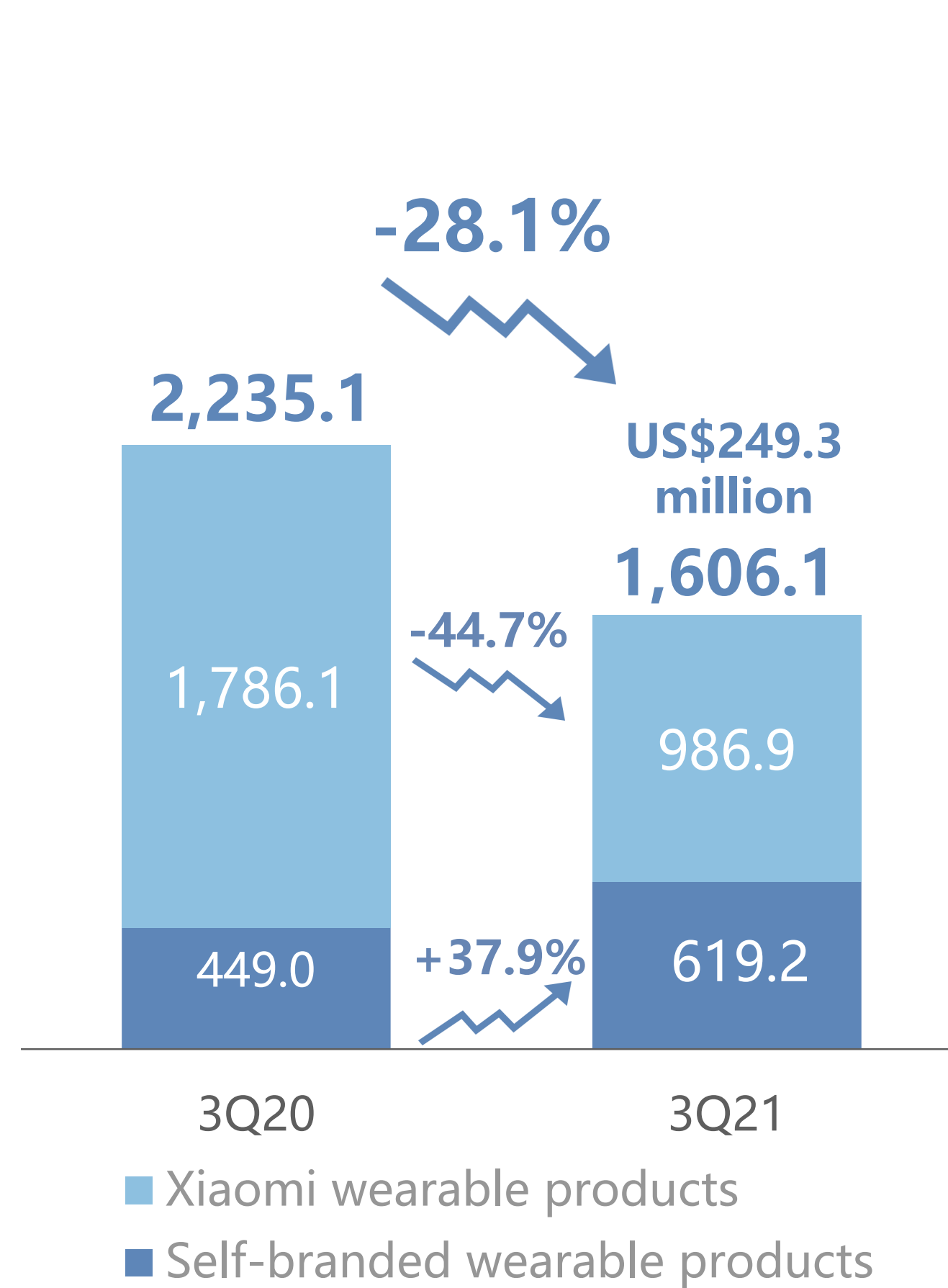
Gross margin 3Q21

Gross Profit (RMB in millions)

-29.6%

460.1

US$50.2 million

323.7

3Q20   3Q21

■ 3Q20 ■ 3Q21
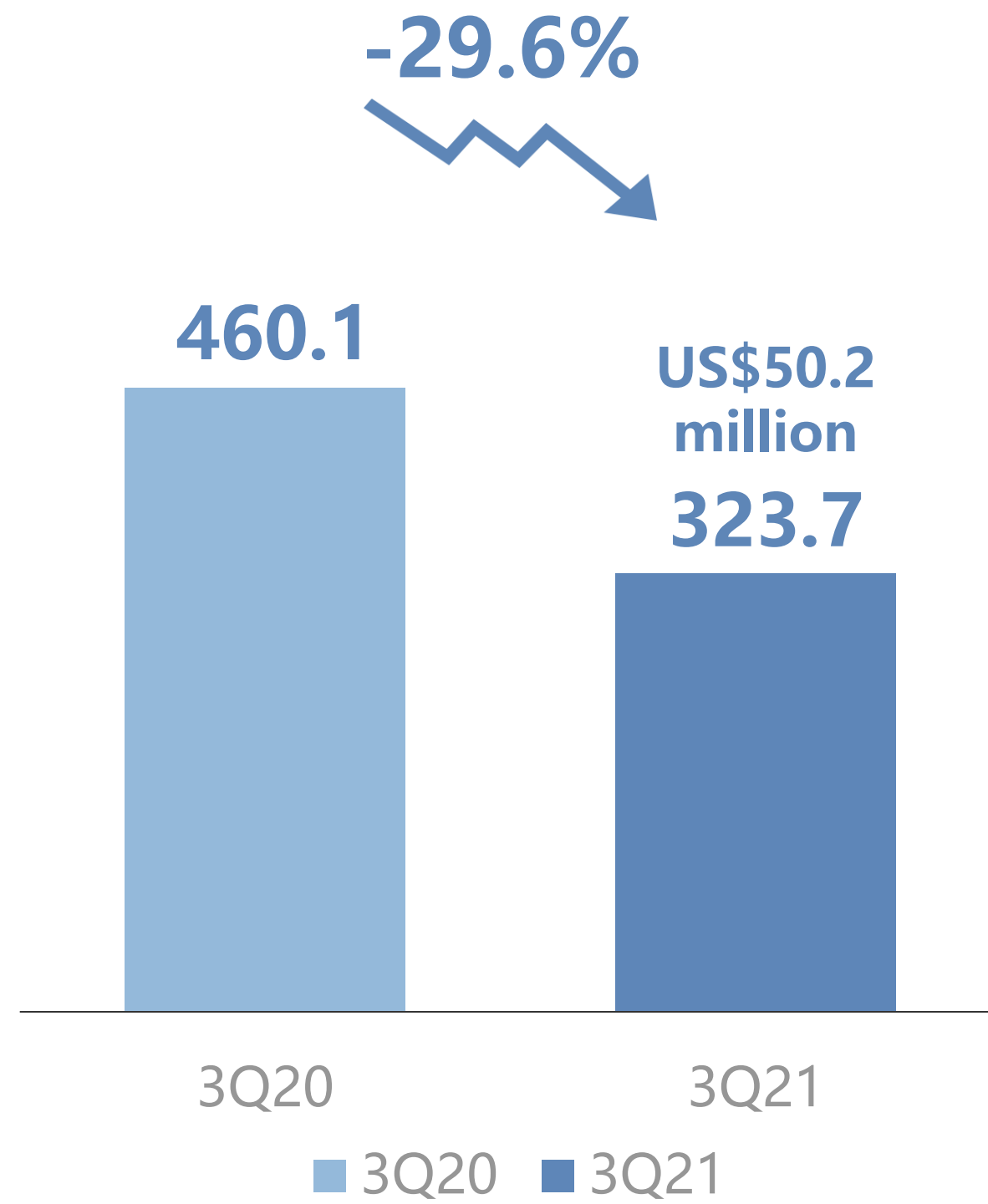
Gross Margin as a % of Total Revenue

20.6%   20.2%

3Q20   3Q21

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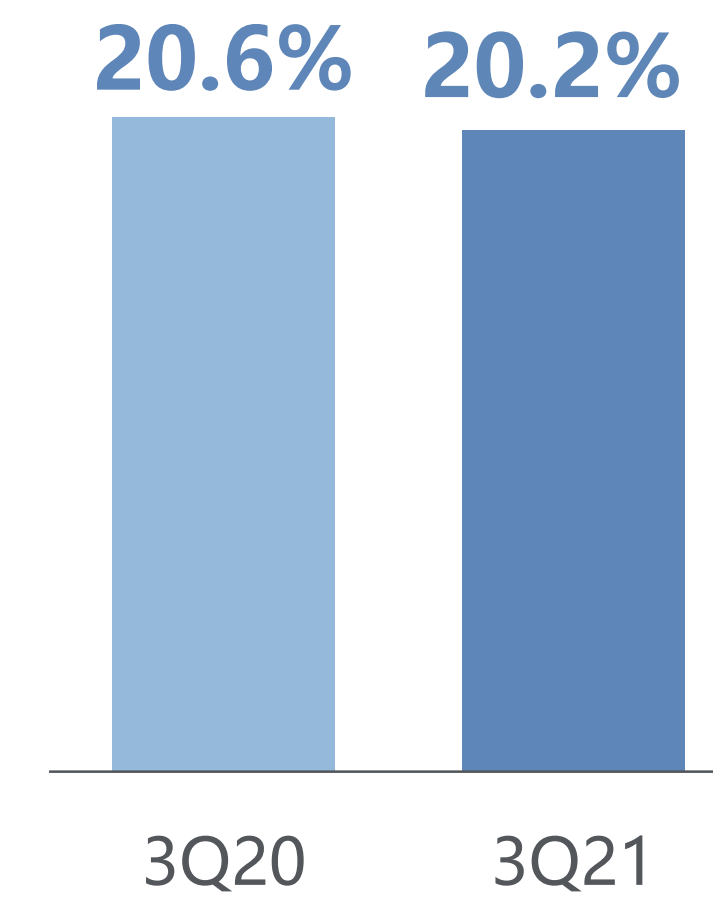
Net Income Performance

Net Income Attributable to Zepp
(RMB in Millions)

-39.1%

81.1

US$7.7 million

49.3

3Q20 3Q21

-10.6%

113.5

US$15.8 million

101.5

9M20 9M21

■3Q20 ■3Q21   ■9M20 ■9M21

Adjusted Net Income Attributable to Zepp
(RMB in Millions)

-45.8%

120.8

US$10.2 million

65.5

3Q20 3Q21

+2.1%

US$26.2 million

165.5 168.9

9M20 9M21

■3Q20 ■3Q21   ■9M20 ■9M21

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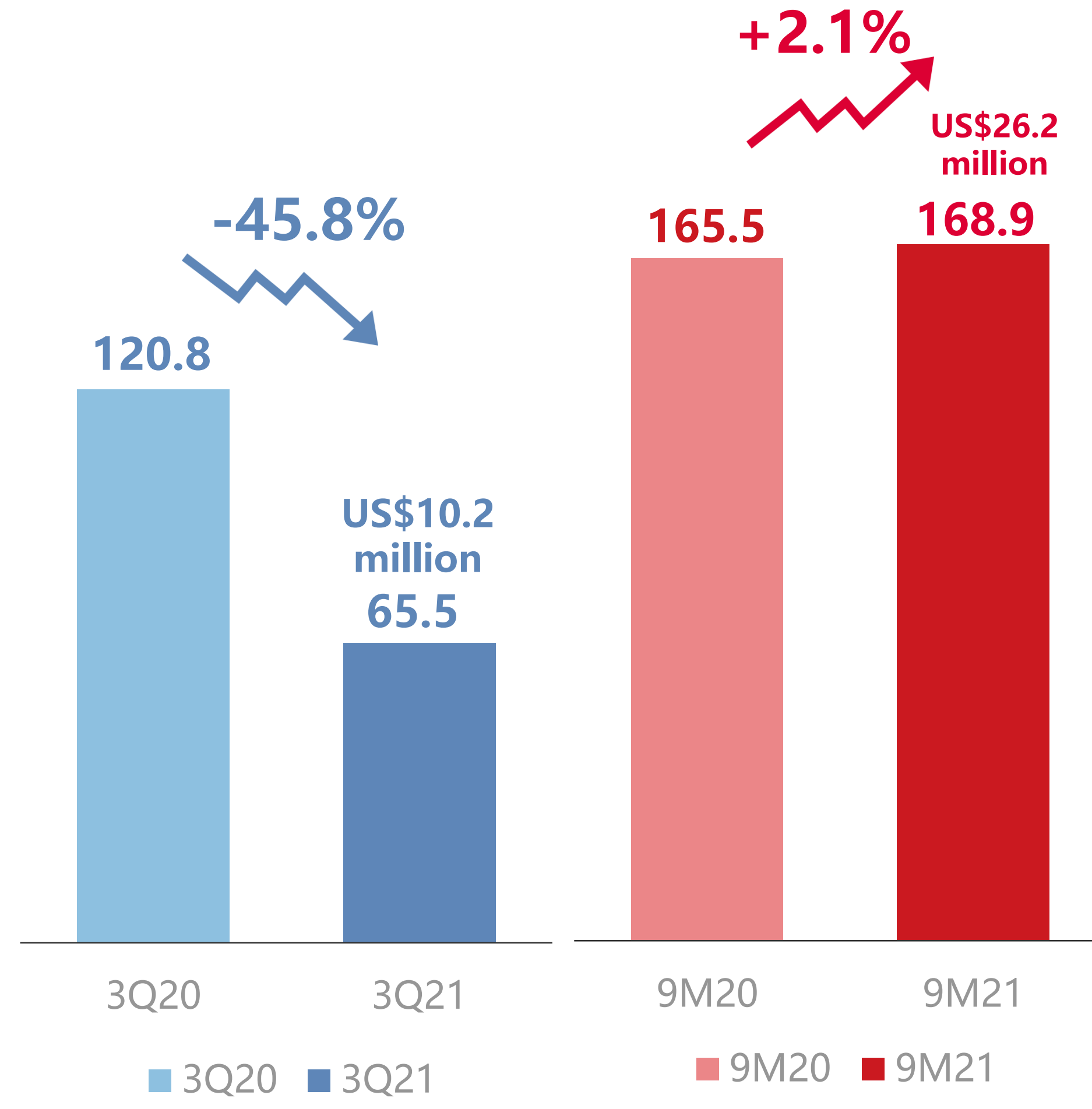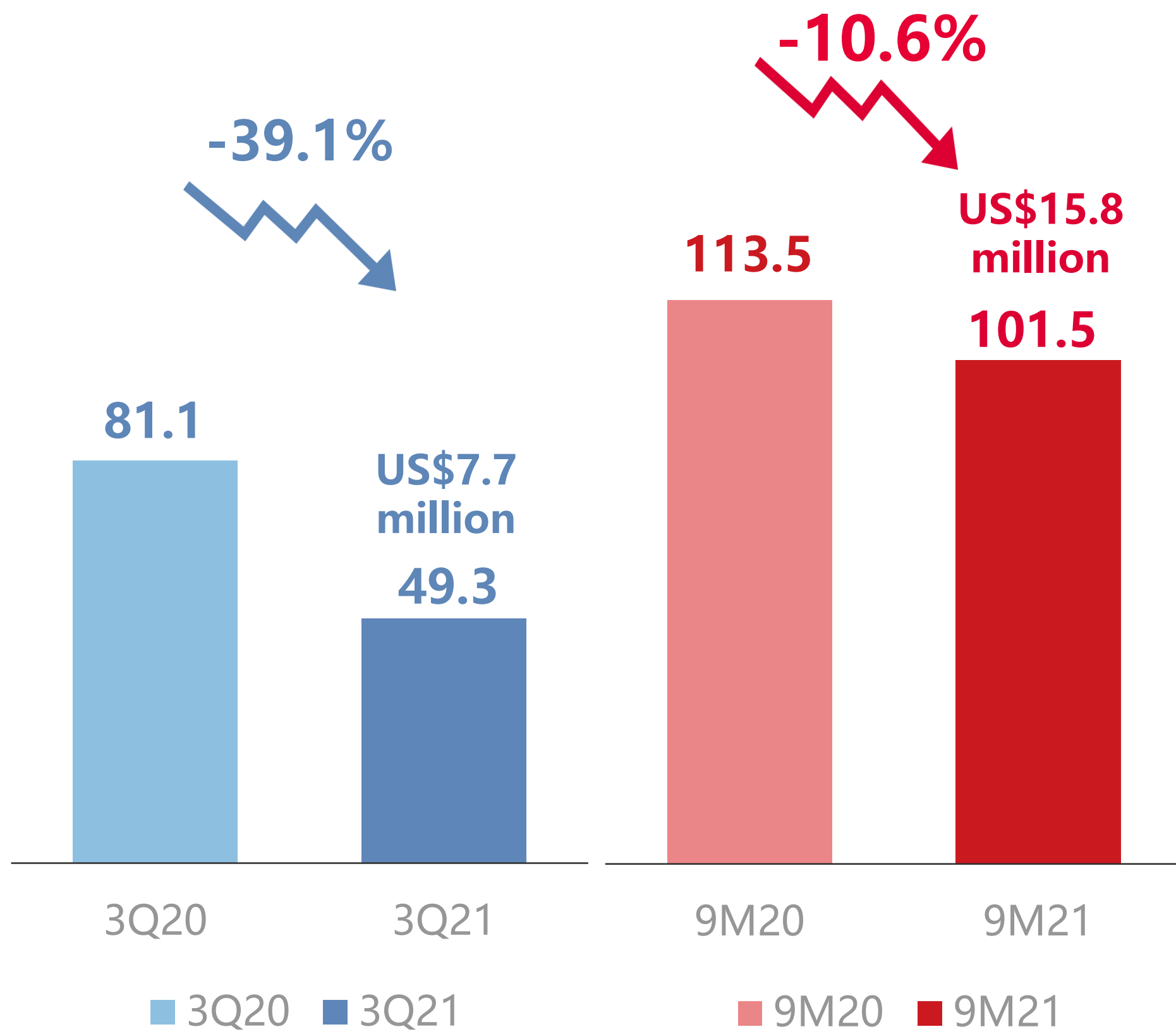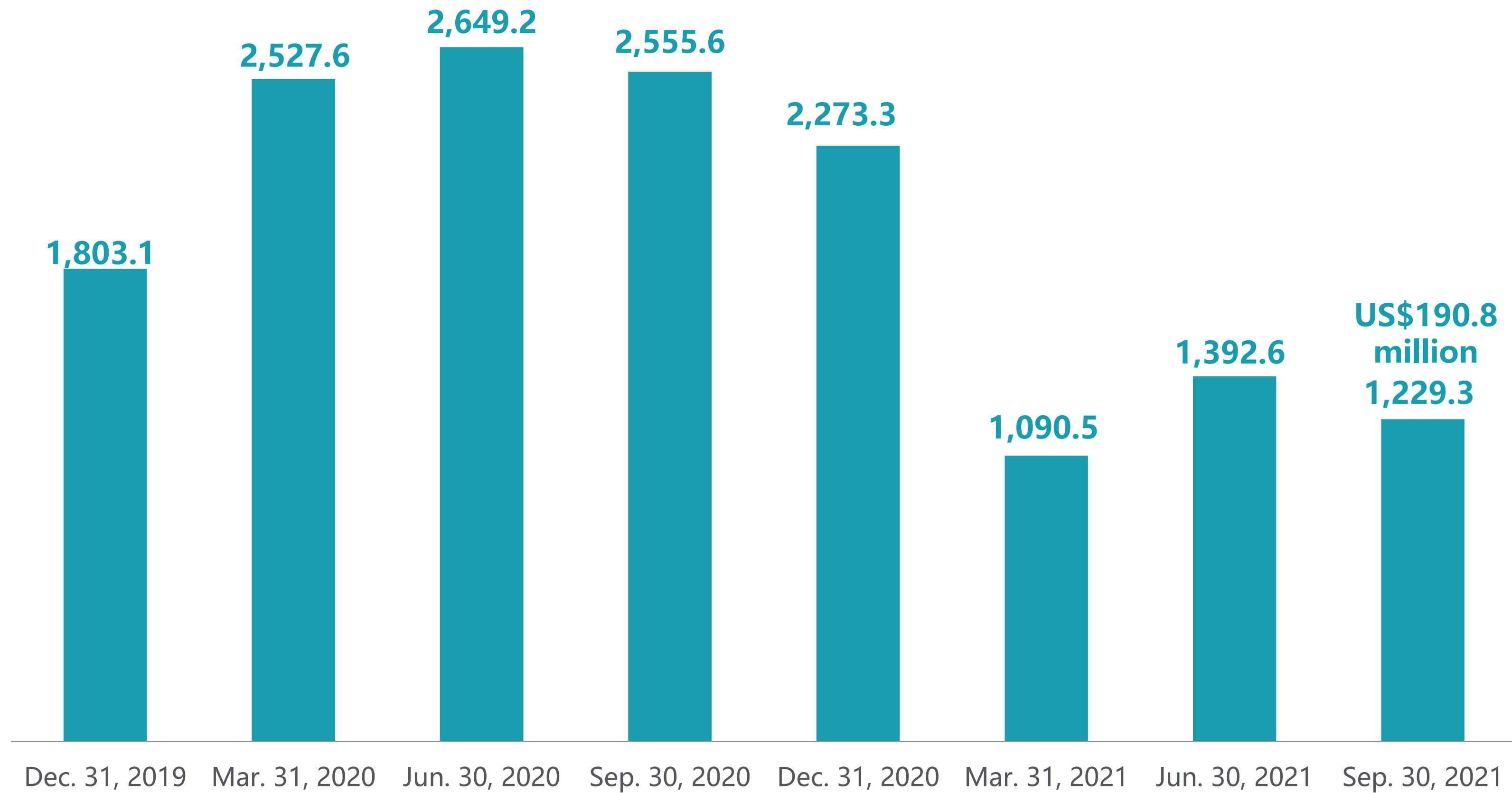
Business Outlook

For the fourth quarter of 2021, the Company currently expects:

- Net revenues to be between RMB1.75 billion and RMB2.0 billion, compared with RMB1.97 billion in the fourth quarter of 2020.

01 International Expansion

02 Expanding Product Categories

03 New Product Releases

04 Growing Value Added Service Revenue

05 Strict Cost Control

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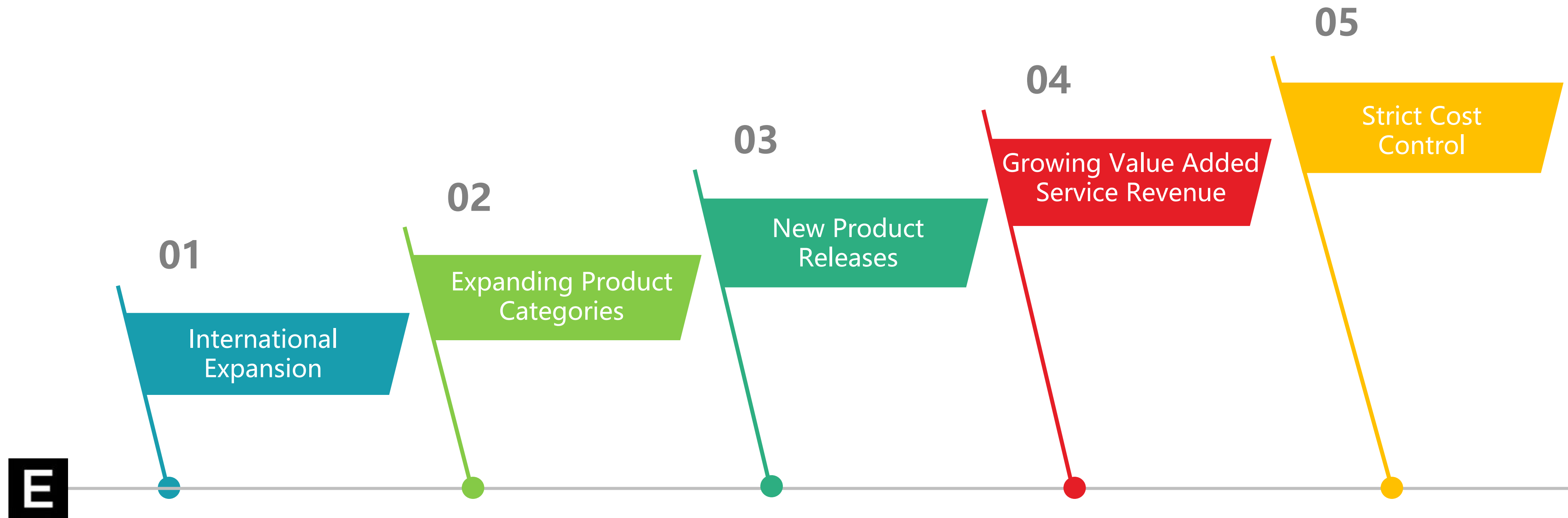
THANKS

谢谢聆听

ER table

GAAP in millions, except percentages and per share amounts	For the Three Months Ended		For the Nine Months Ended	
	30-Sep-2021	30-Sep-2020	30-Sep-2021	30-Sep-2020
Revenue RMB	1,606.1	2,235.1	4,588.5	4,460.8
Revenue USD	249.3	329.2	712.1	657.0
Gross Margin	20.2%	20.6%	21.5%	21.5%
Net income attributable to Zepp Corporation RMB	49.3	81.1	101.5	113.5
Adjusted net income attributable to Zepp Corporation RMB	65.5	120.8	168.9	165.5
Diluted net income per share RMB	0.19	0.31	0.38	0.44
Diluted net income per ADS USD	0.11	0.18	0.24	0.26
Adjusted diluted net income per share RMB	0.25	0.46	0.64	0.64
Adjusted diluted net income per ADS USD	0.15	0.27	0.40	0.38
Units Shipped	9.9	15.9	27.8	32.4

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