

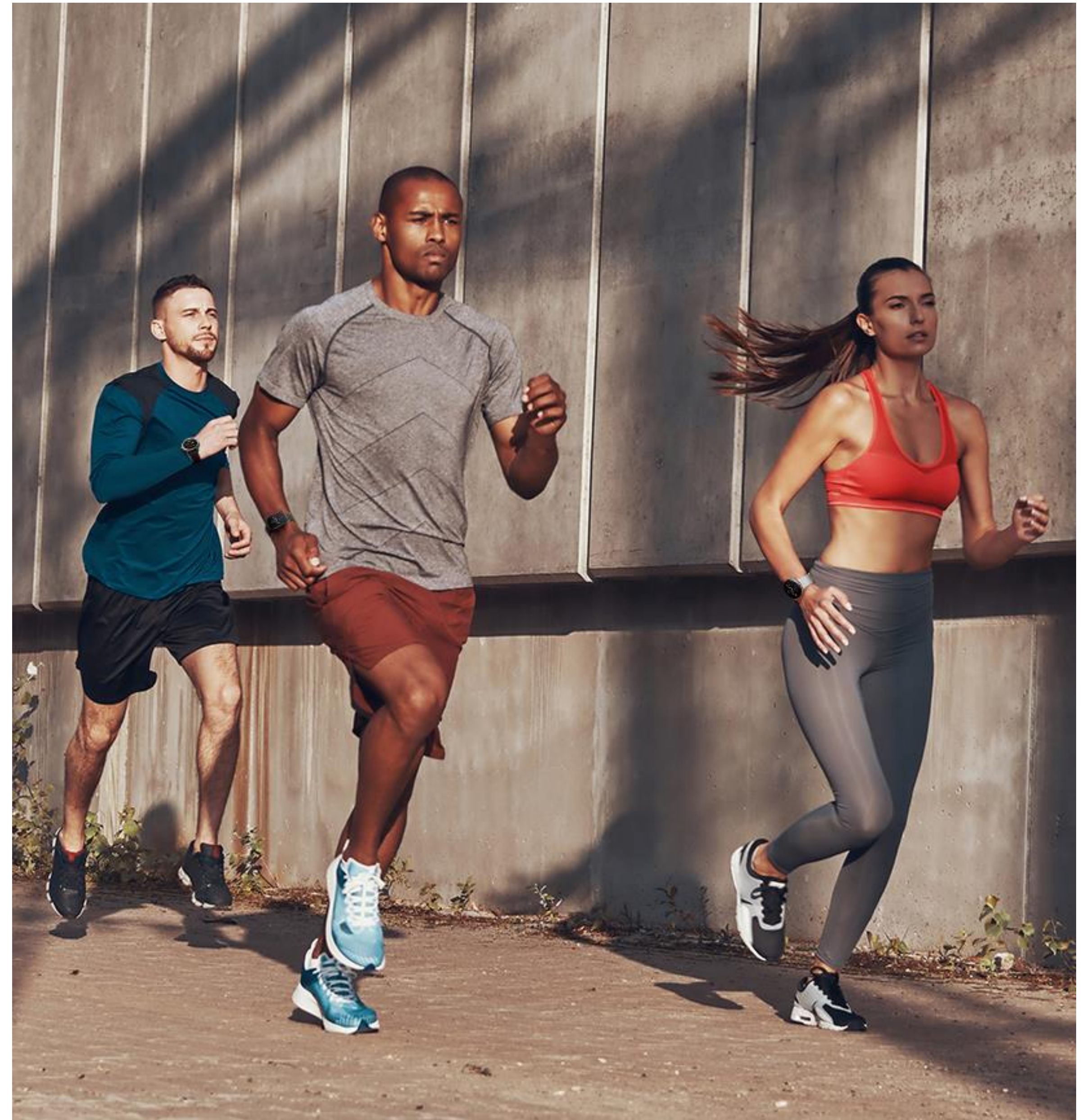
# Zepp Health Earnings Presentation

Third Quarter 2022

Investor Relations  
21 November 2022

Z S P P

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ZEPPLARITY  
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# > 3Q22 Financial and Operating Results

## Revenue

**1,205.8** Million

- Meeting guidance range

## Adjusted Net Income (loss)

**-8.8** Million

- Attributable to Zepp \*\*

## Units Shipped

**5.8** Million

## Xiaomi

**4.1** Million

## Self-branded

**1.7** Million

Currency: RMB

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

# > 9M22 Financial and Operating Results

**Revenue**

**3,071.1** Million

• Meeting guidance range

**Adjusted Net  
Income (loss)**

**-178.9** Million

• Attributable to Zepp \*\*

**Units Shipped**

**15.8** Million

**Xiaomi**

**11.5** Million

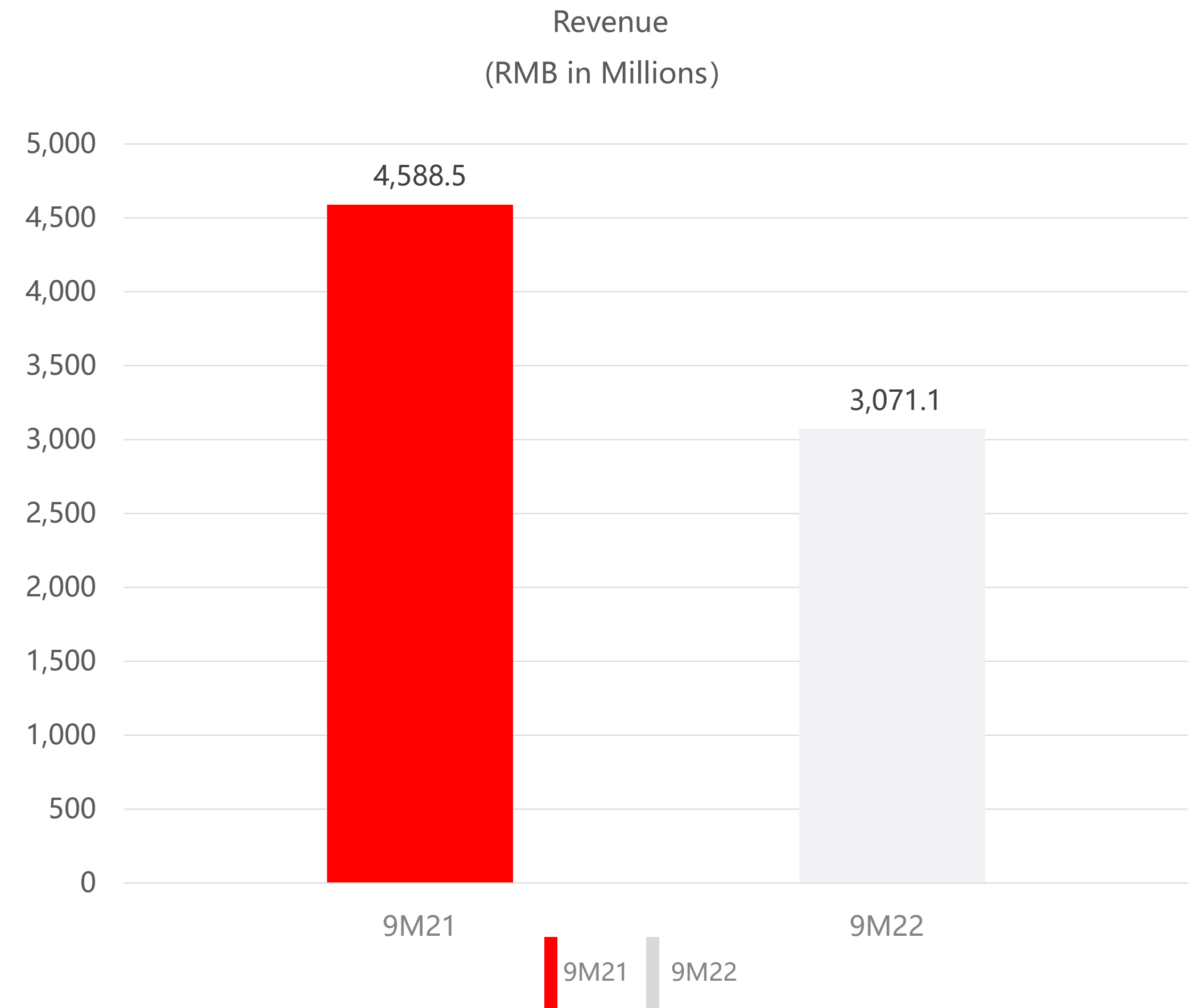
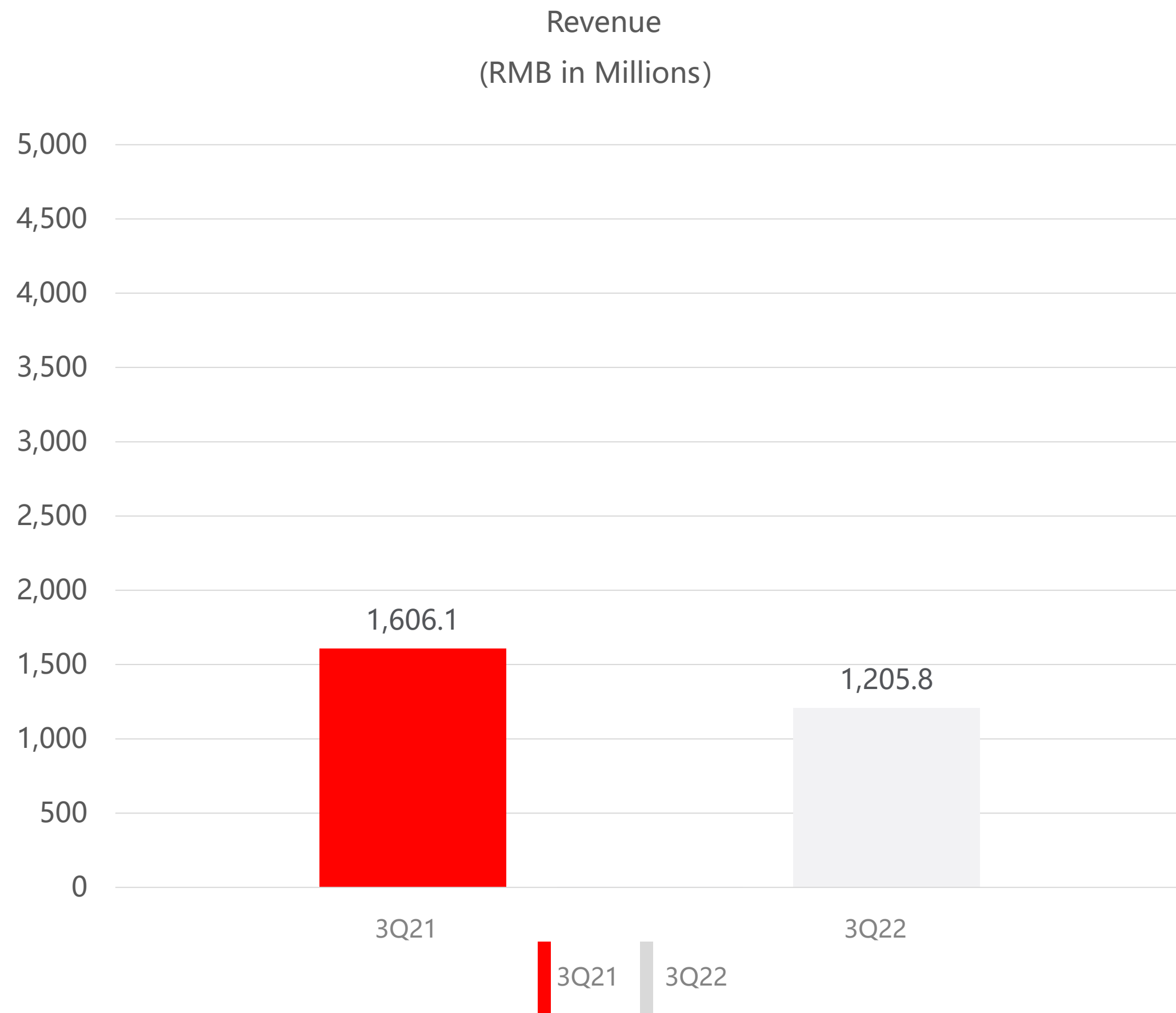
**Self-branded**

**4.3** Million

Currency: RMB

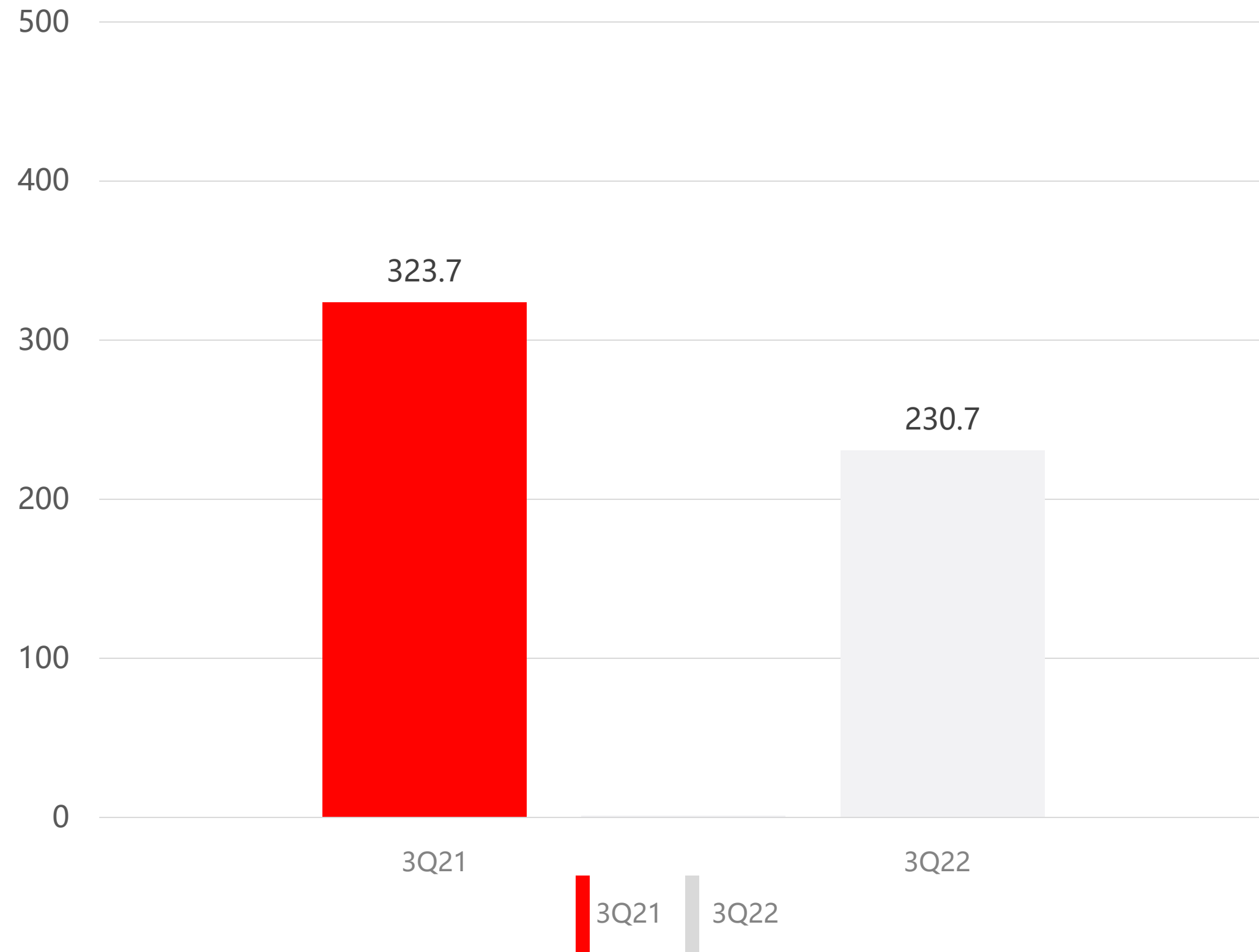
\*\*Adjusted net income, a non-GAAP financial measure, represents net income excluding share-based compensation, and such adjustment has no impact on tax

# > Revenue

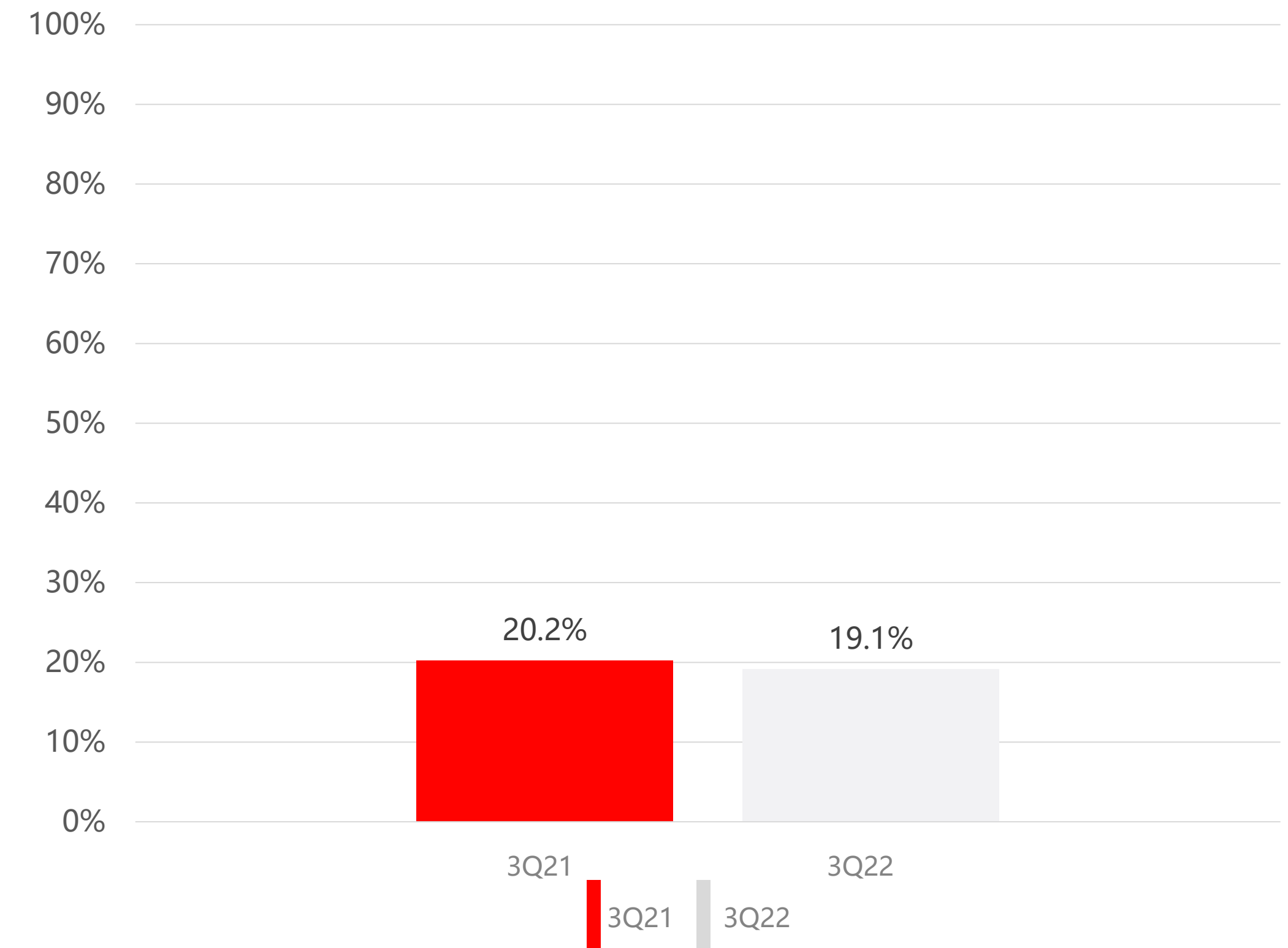


# > Gross Margin 3Q22

Gross Profit  
(RMB in Millions)

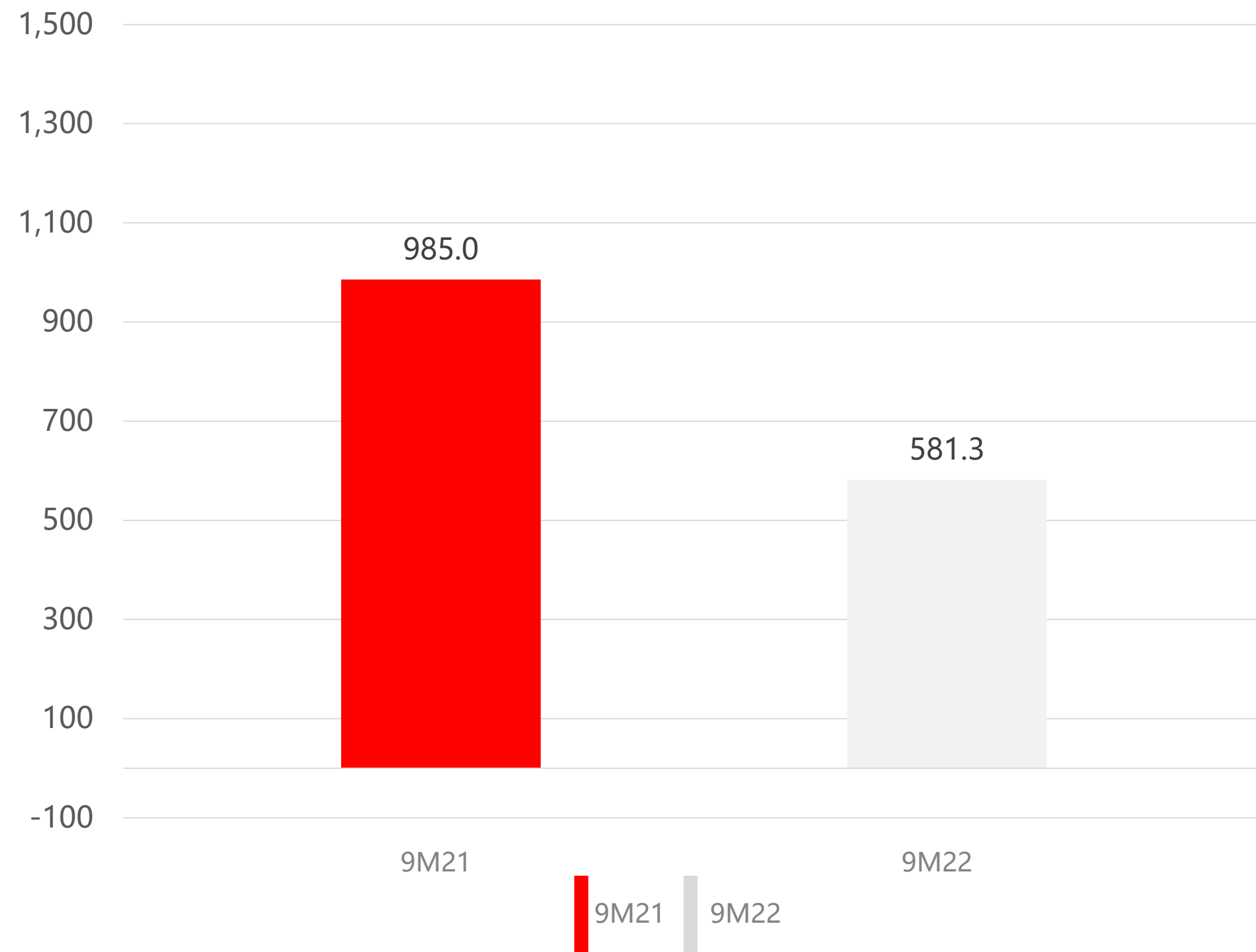


Gross margin as a % of total revenue

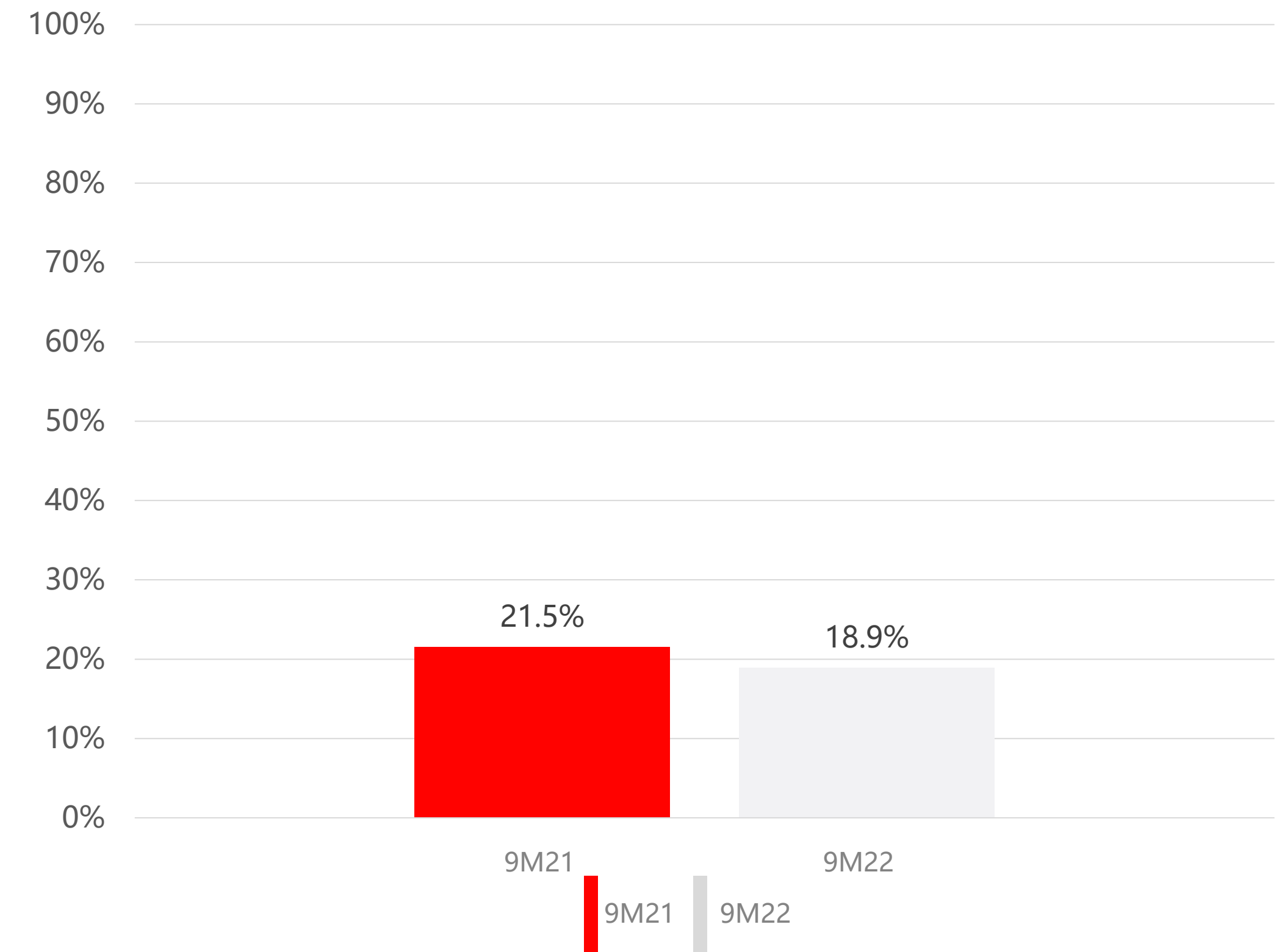


# > Gross Margin 9M22

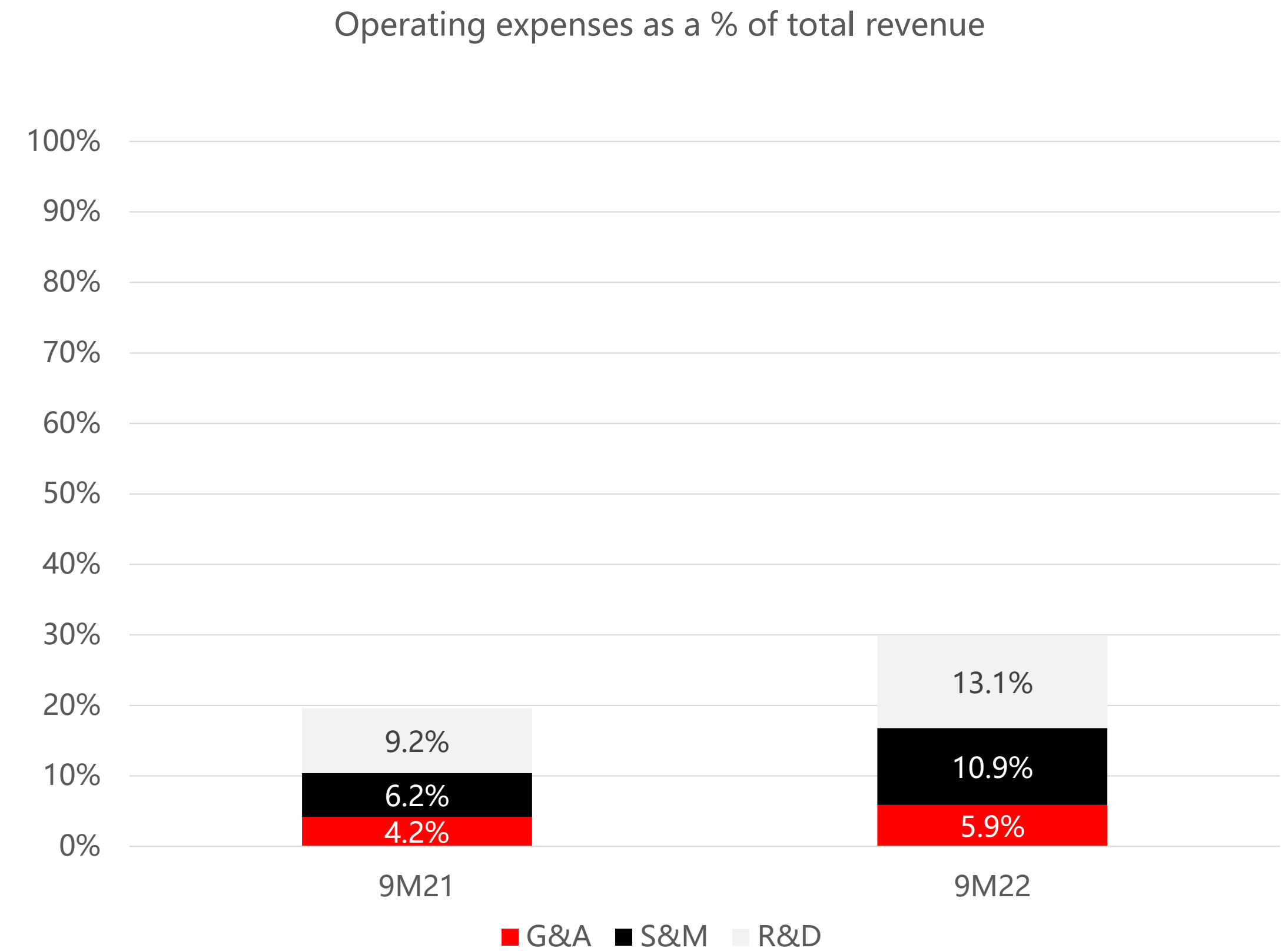
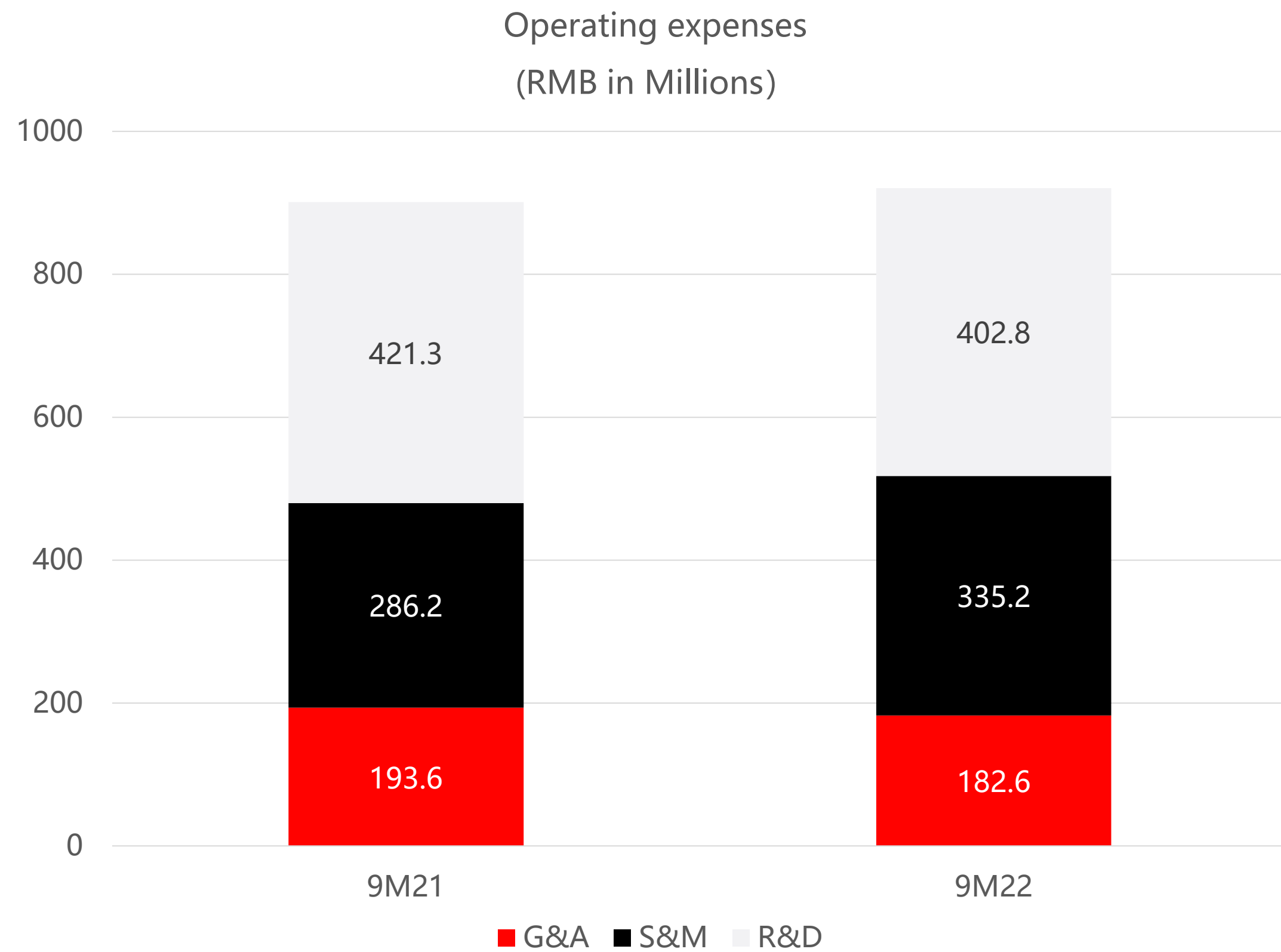
Gross Profit  
(RMB in Millions)



Gross margin as a % of total revenue



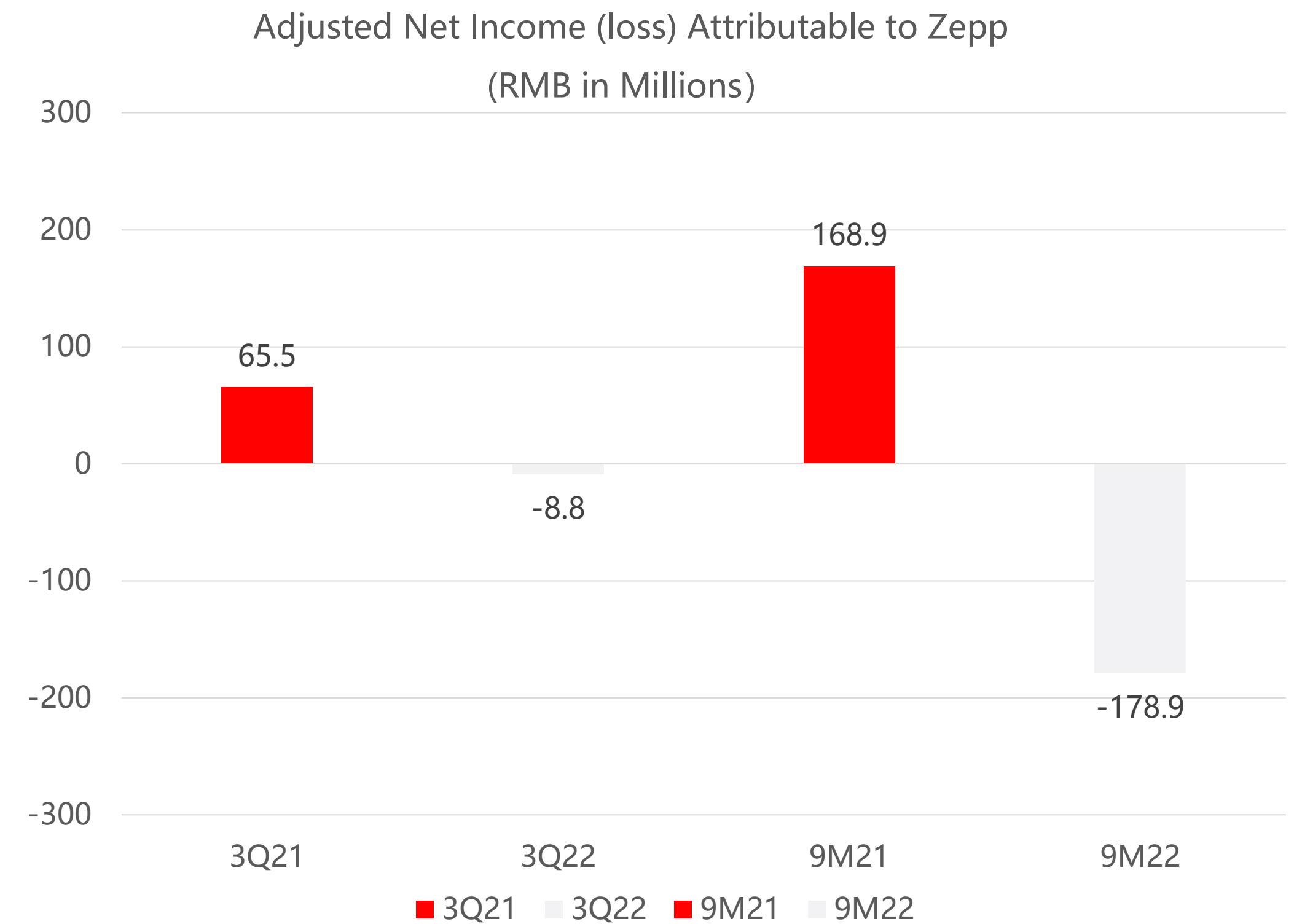
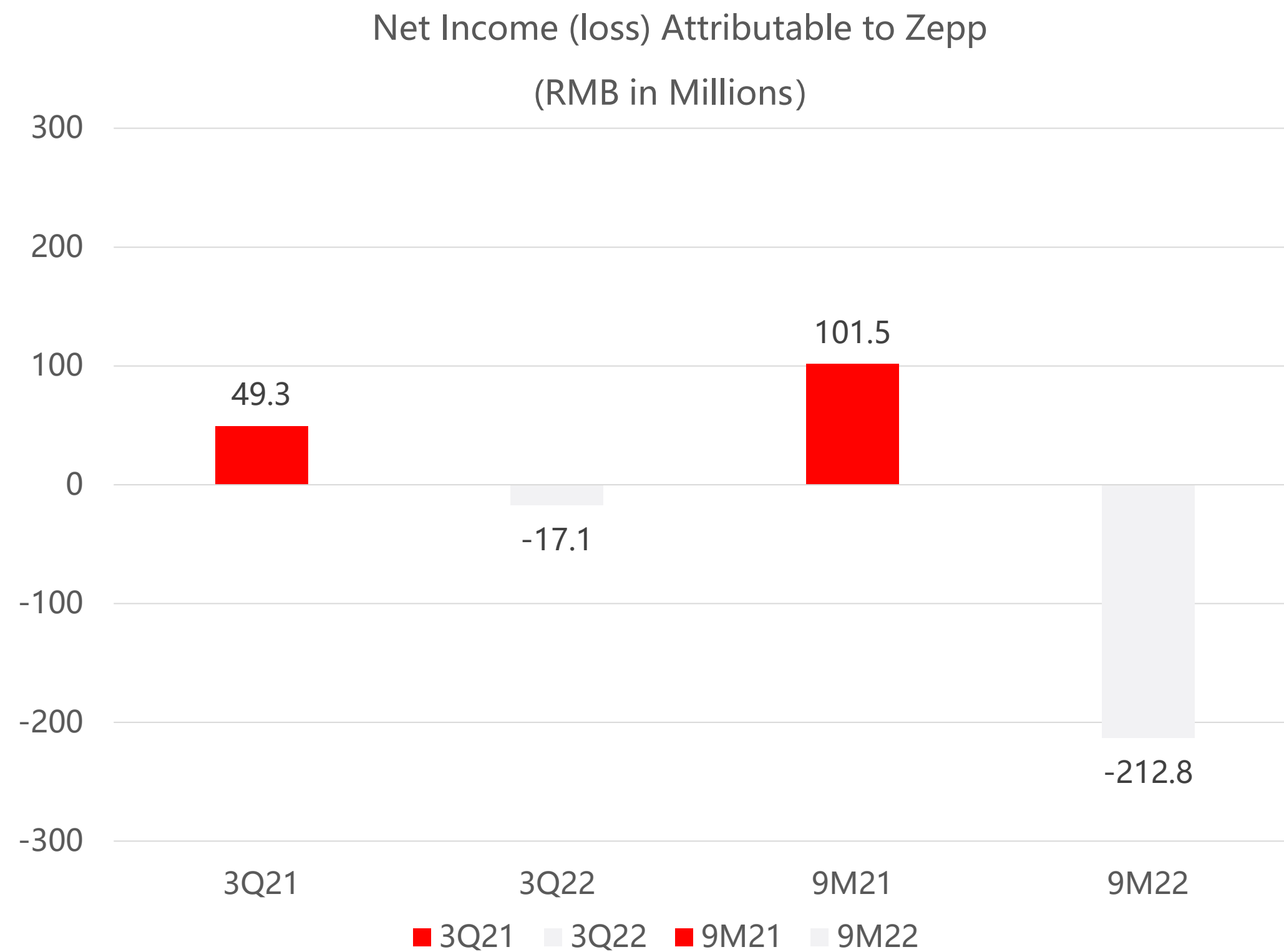
# > Operating Expenses Trend-9M22



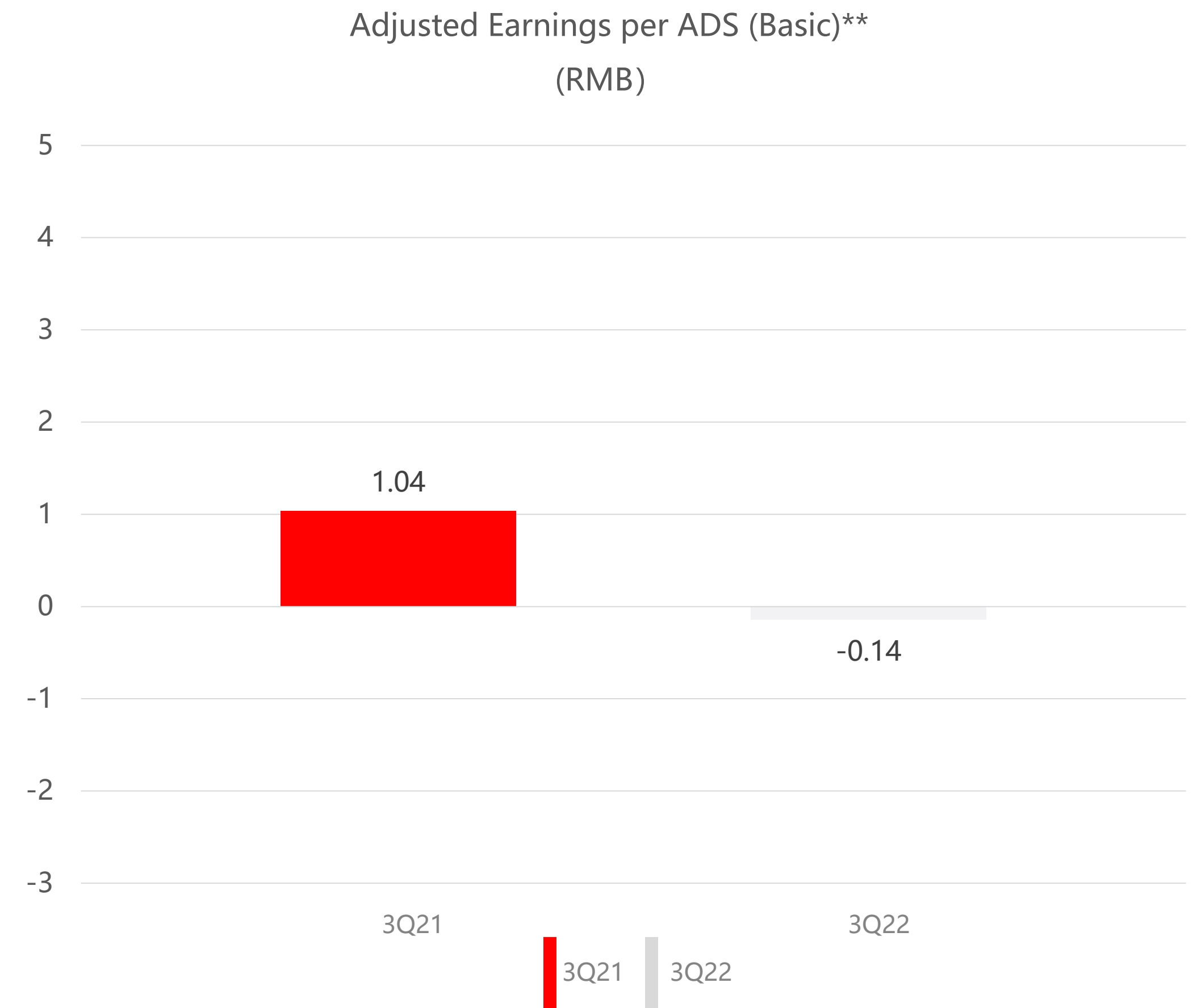
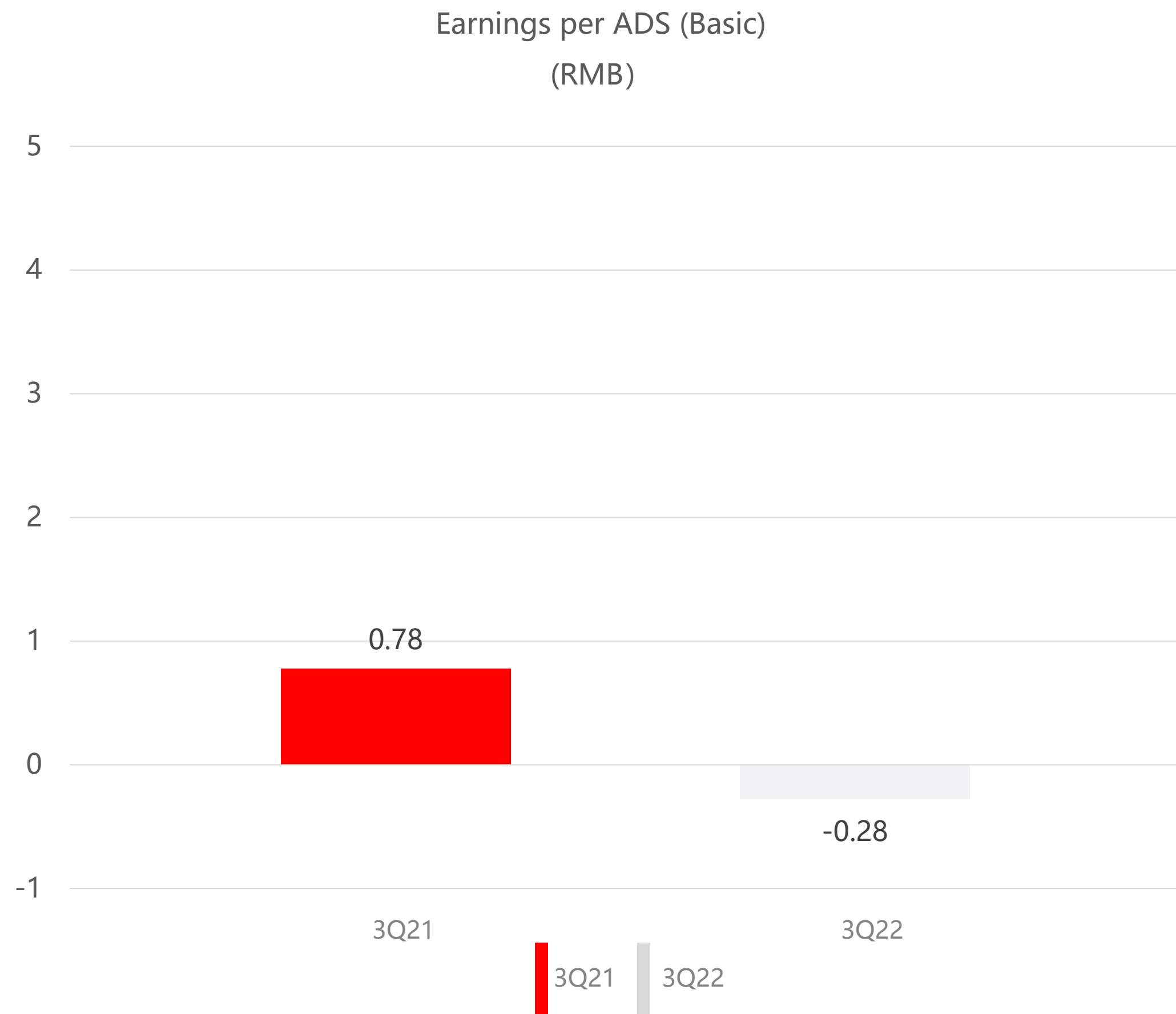
Operating expenses as a % of total revenue



# > Net Income Performance

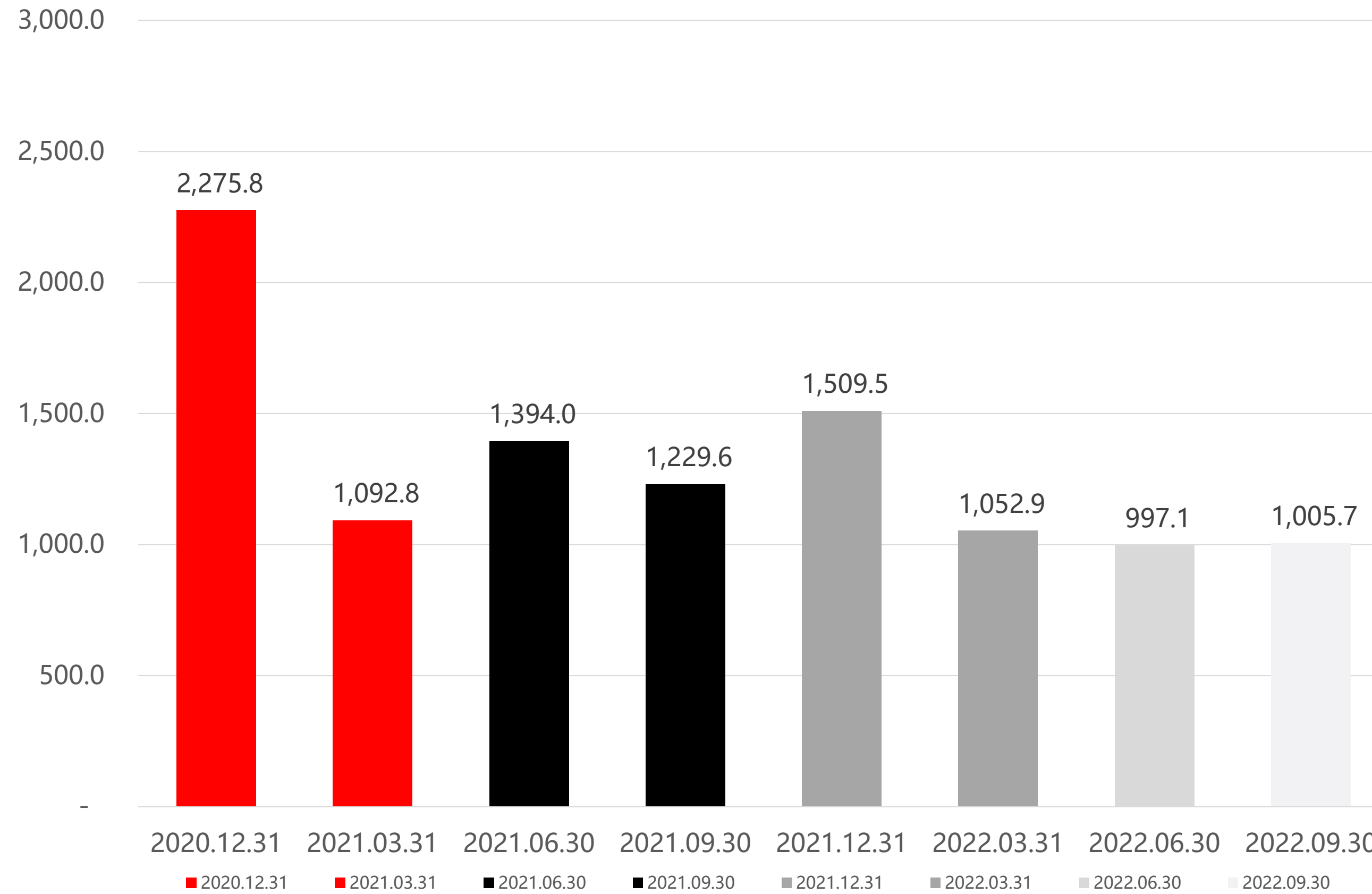


# > Earnings Performance



# > Liquidity Position

Liquidity Position Cash and Cash Equivalents  
(RMB in Millions)



## Share Repurchase Program

- 2021/12/31 - US\$3.4 million
- Until 2022/09/30 - US\$9.2 million

# > Business Outlook



**For the fourth quarter of 2022, the Company currently expects:**

- Net revenues to be between RMB1.1 billion and RMB1.35 billion**

# Thank You!

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## > Key financial tables

### Third Quarter 2022 Financial Summary

GAAP in millions, except for percentages and per-share/ADS amounts	For the Three Months Ended		For the Nine Months Ended	
	Sept. 30, 2022	Sept. 30, 2021	Sept. 30, 2022	Sept. 30, 2021
Revenue RMB	1,205.8	1,606.1	3,071.1	4,588.5
Revenue US\$	169.5	249.3	431.7	712.1
Gross margin	19.1%	20.2%	18.9%	21.5%
Net income/(loss) attributable to Zepp Health Corporation RMB	(17.1)	49.3	(212.8)	101.5
Adjusted net income/(loss) attributable to Zepp Health Corporation RMB	(8.8)	65.5	(178.9)	168.9
Diluted net income/(loss) per share RMB	(0.07)	0.19	(0.86)	0.38
Diluted net income/(loss) per ADS US\$	(0.04)	0.11	(0.48)	0.24
Adjusted diluted net income/(loss) per share RMB	(0.04)	0.25	(0.72)	0.64
Adjusted diluted net income/(loss) per ADS US\$	(0.02)	0.15	(0.41)	0.40
Units shipped in millions	5.8	9.9	15.8	27.8