

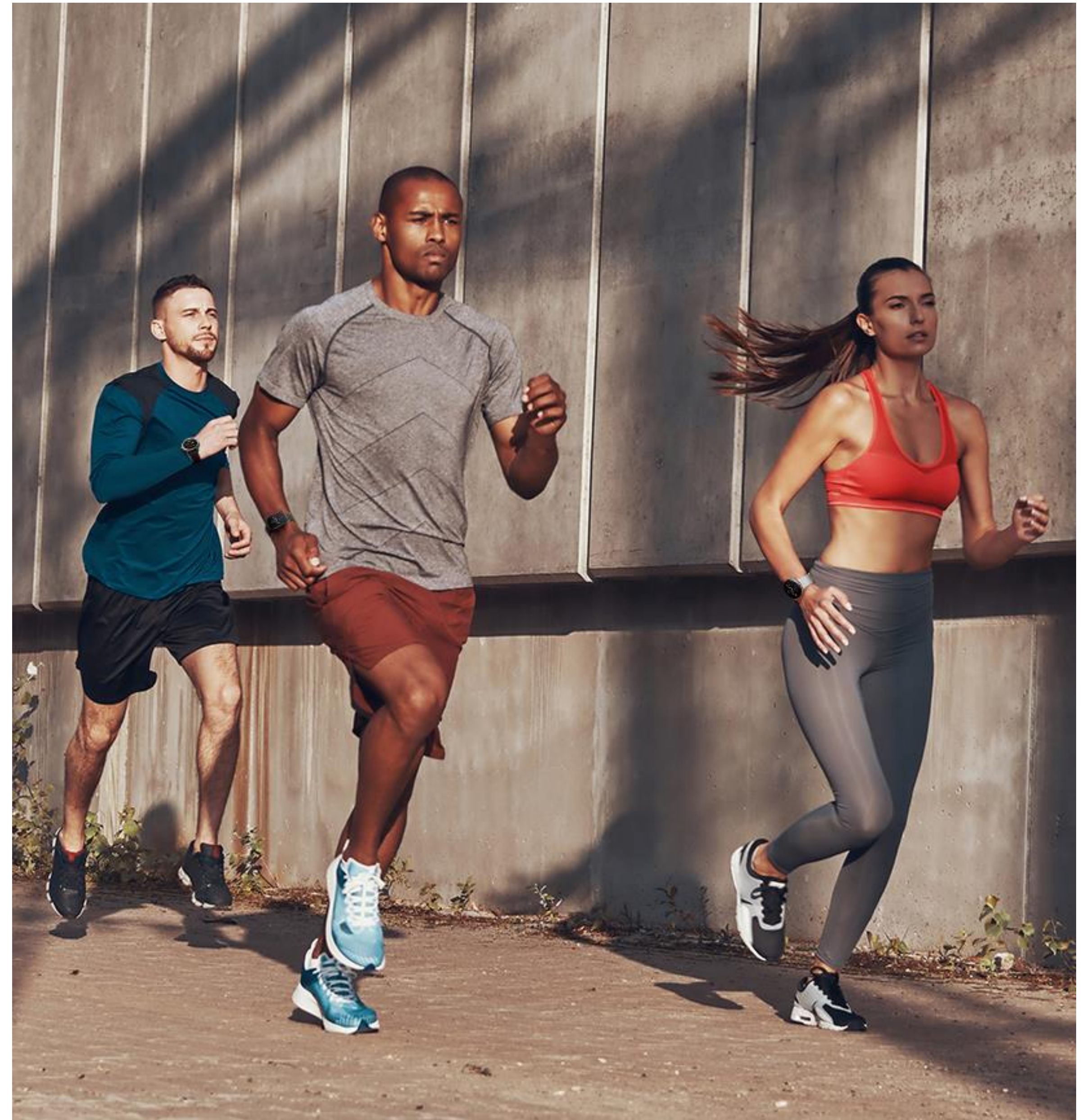
# Zepp Health Earnings Presentation

Third Quarter 2023

Investor Relations  
20 November 2023

Z S P P

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ZEPPLARITY  
ZEPPLAURA



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# > 3Q23 Financial and Operating Results

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**Revenue** • Meeting guidance range  
**602.1** Million

**Adjusted Net Income (loss)** • Attributable to Zepp \*\*  
**16.0** Million

**Units Shipped**  
**2.8** Million Million

**Xiaomi**  
**1.7** Million Million

**Self-branded**  
**1.1** 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

# > 9M23 Financial and Operating Results

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**Revenue**

**1,895.6** Million

**Adjusted Net  
Income (loss)**

**-156.0** Million

• Attributable to Zepp \*\*

**Units Shipped**

**10.0** Million

**Xiaomi**

**6.8** Million

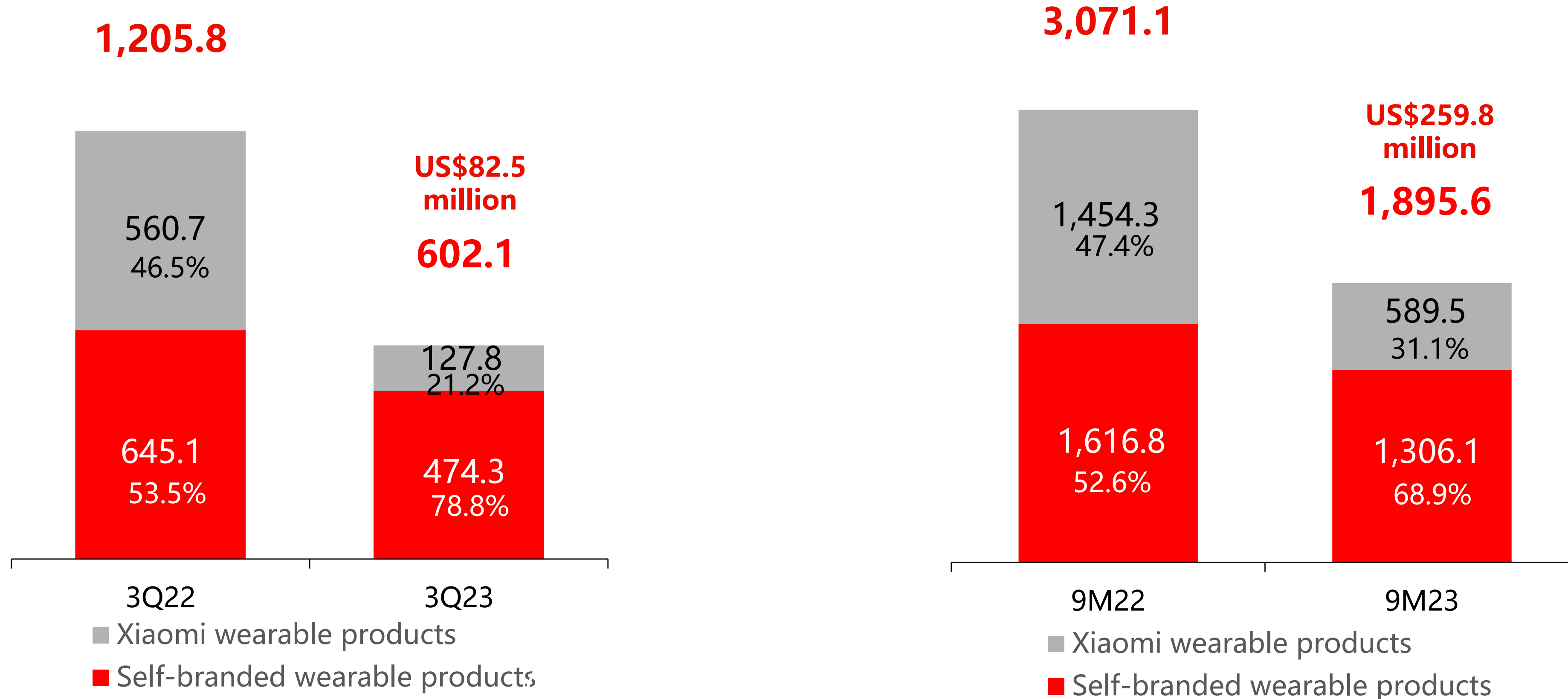
**Self-branded**

**3.2** Million

Currency: RMB

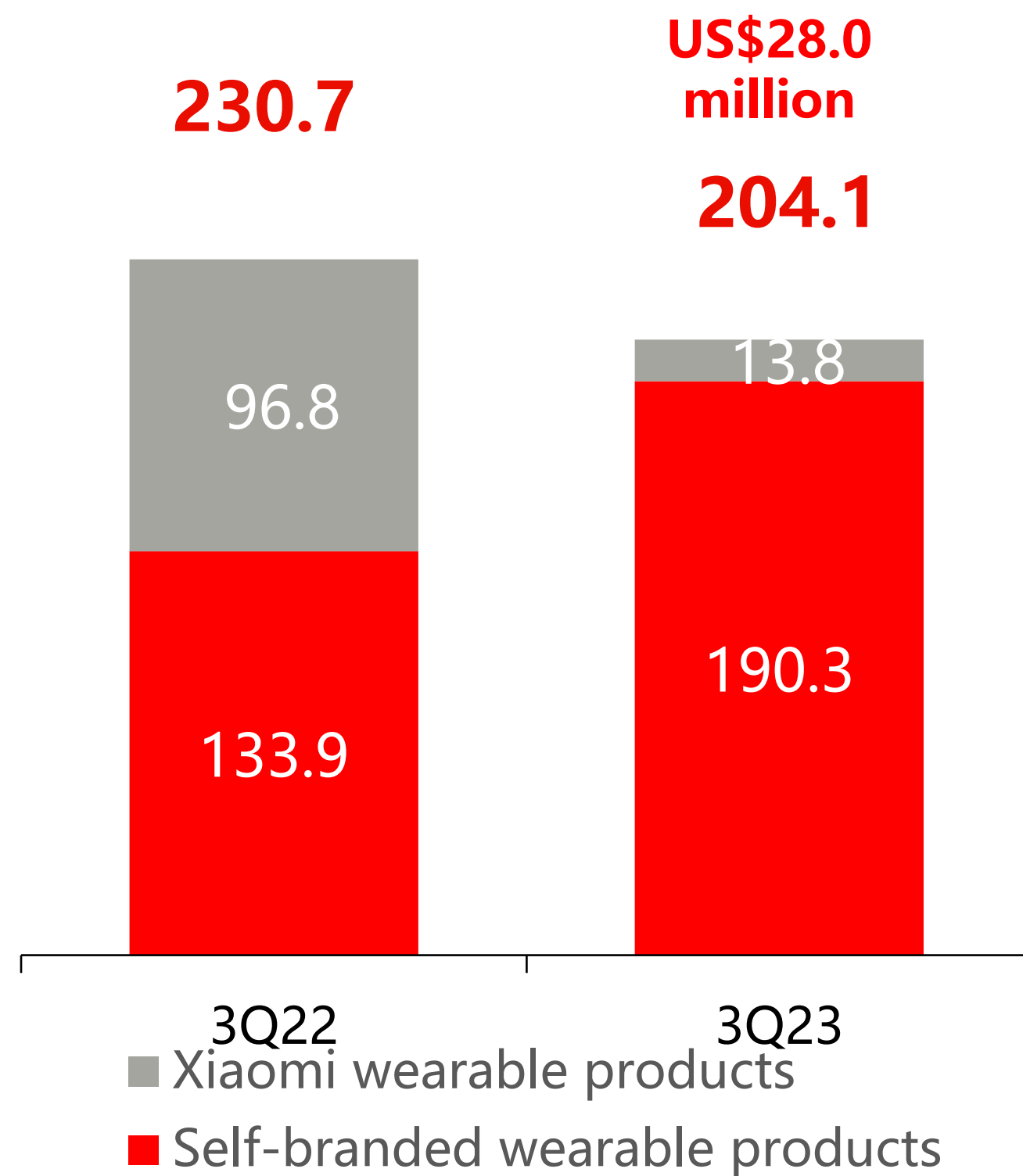
\*\*Adjusted net income, a non-GAAP financial measure, represents net income excluding share-based compensation, and such adjustment has no impact on tax

# > Revenue



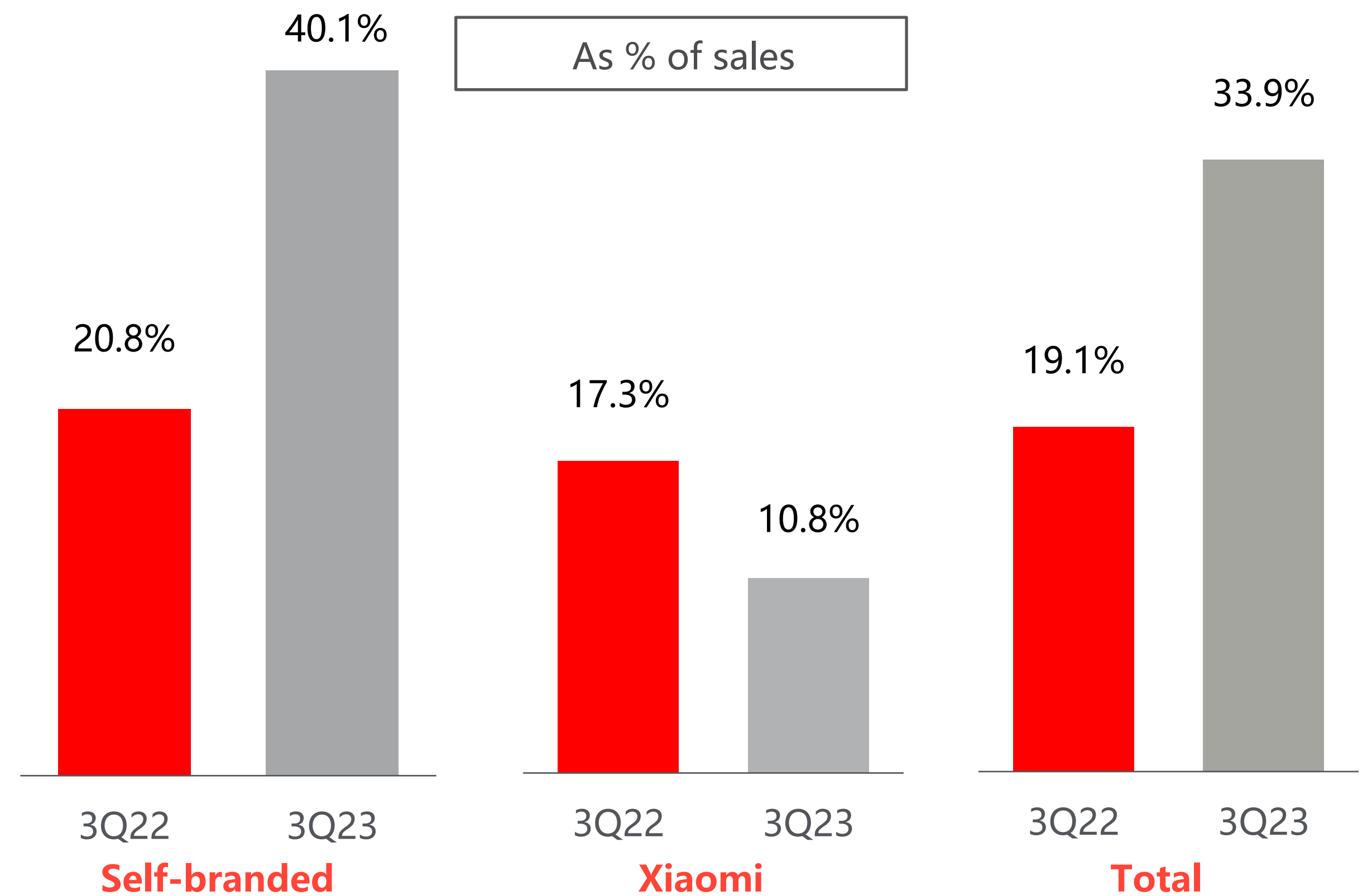
# > 3Q23 Gross Margin

Gross Profit (RMB in Millions)



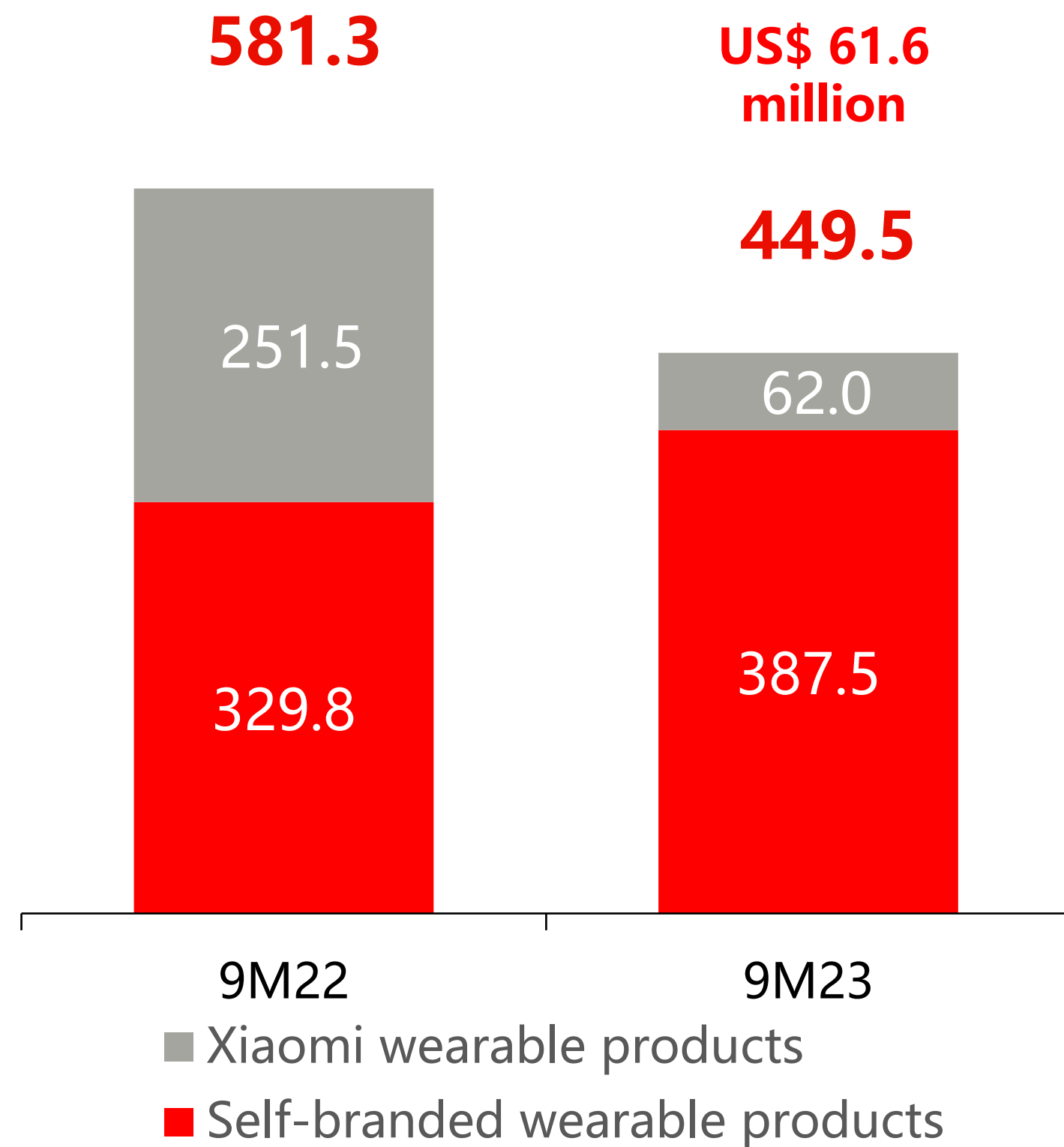
Gross margin

As % of sales



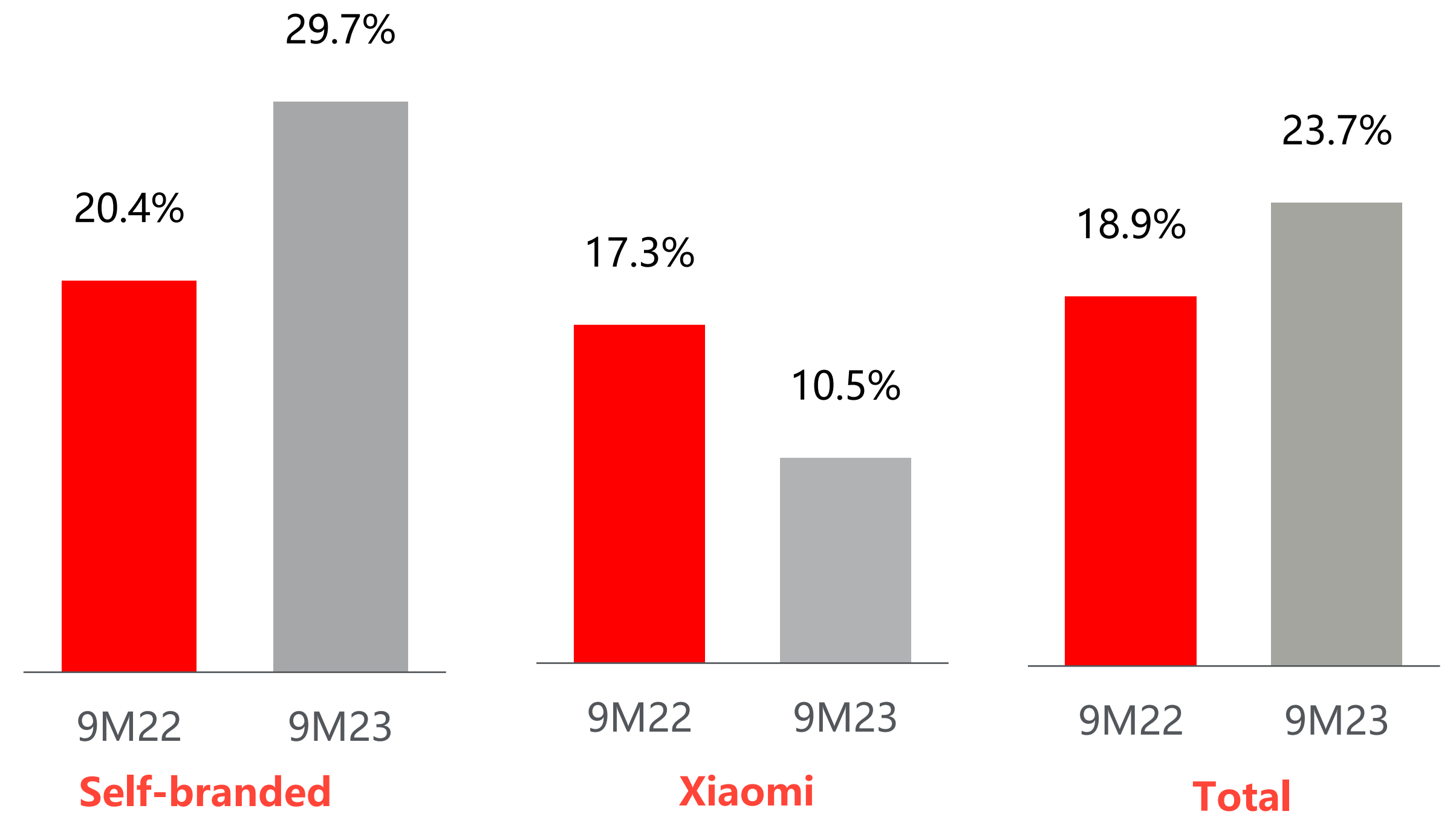
# > 9M23 Gross Margin

Gross Profit (RMB in Millions)

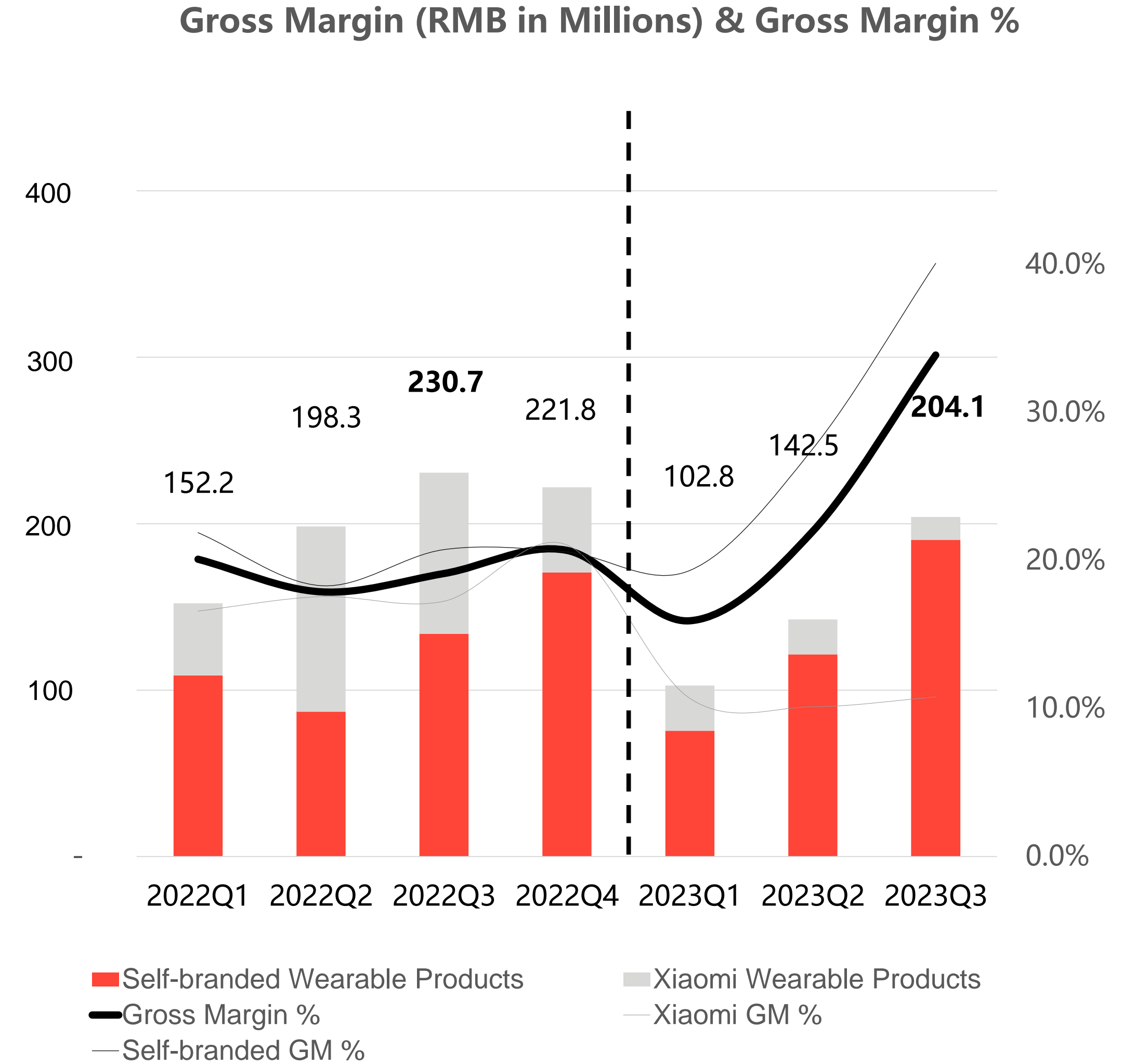
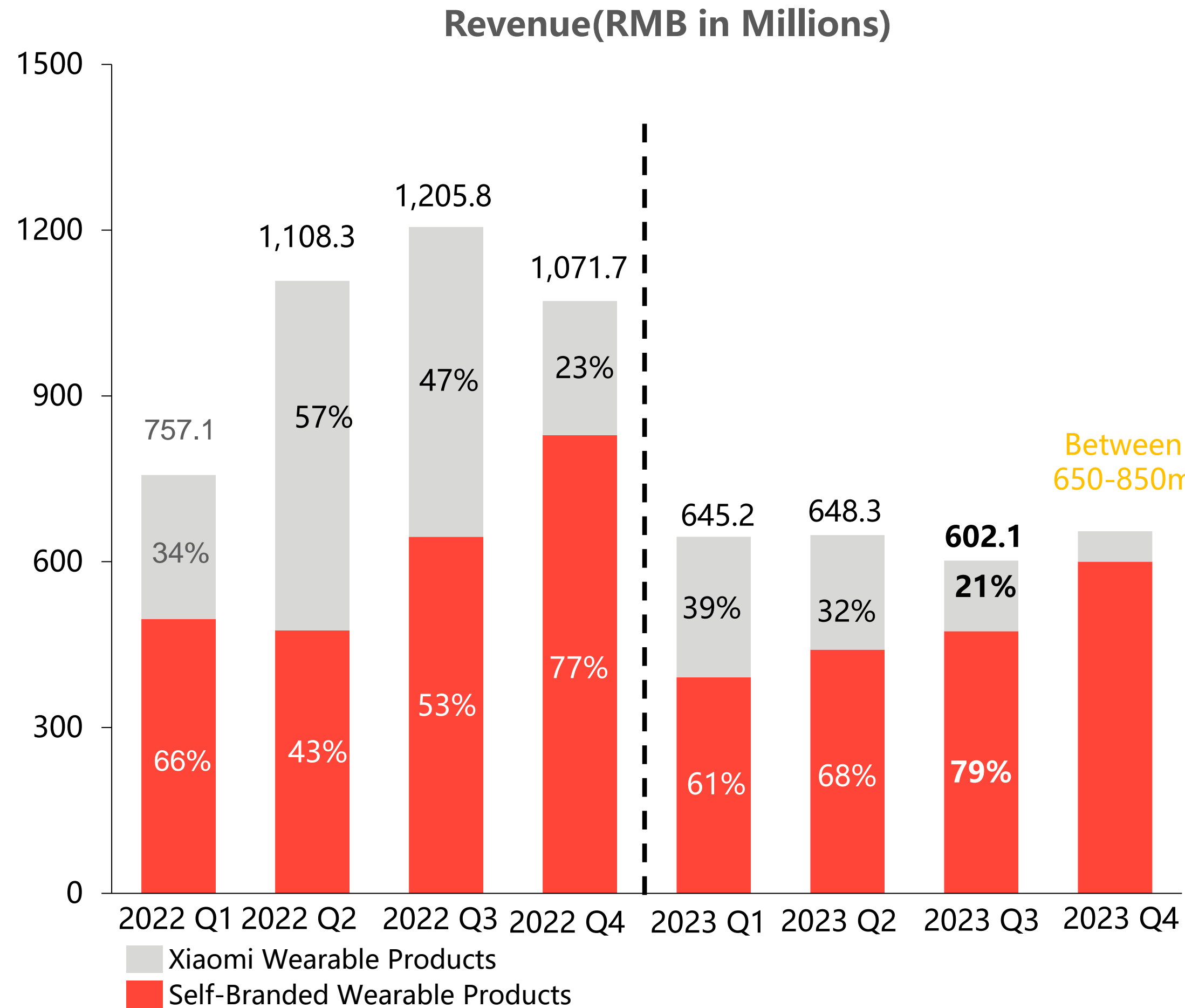


Gross margin

As % of sales

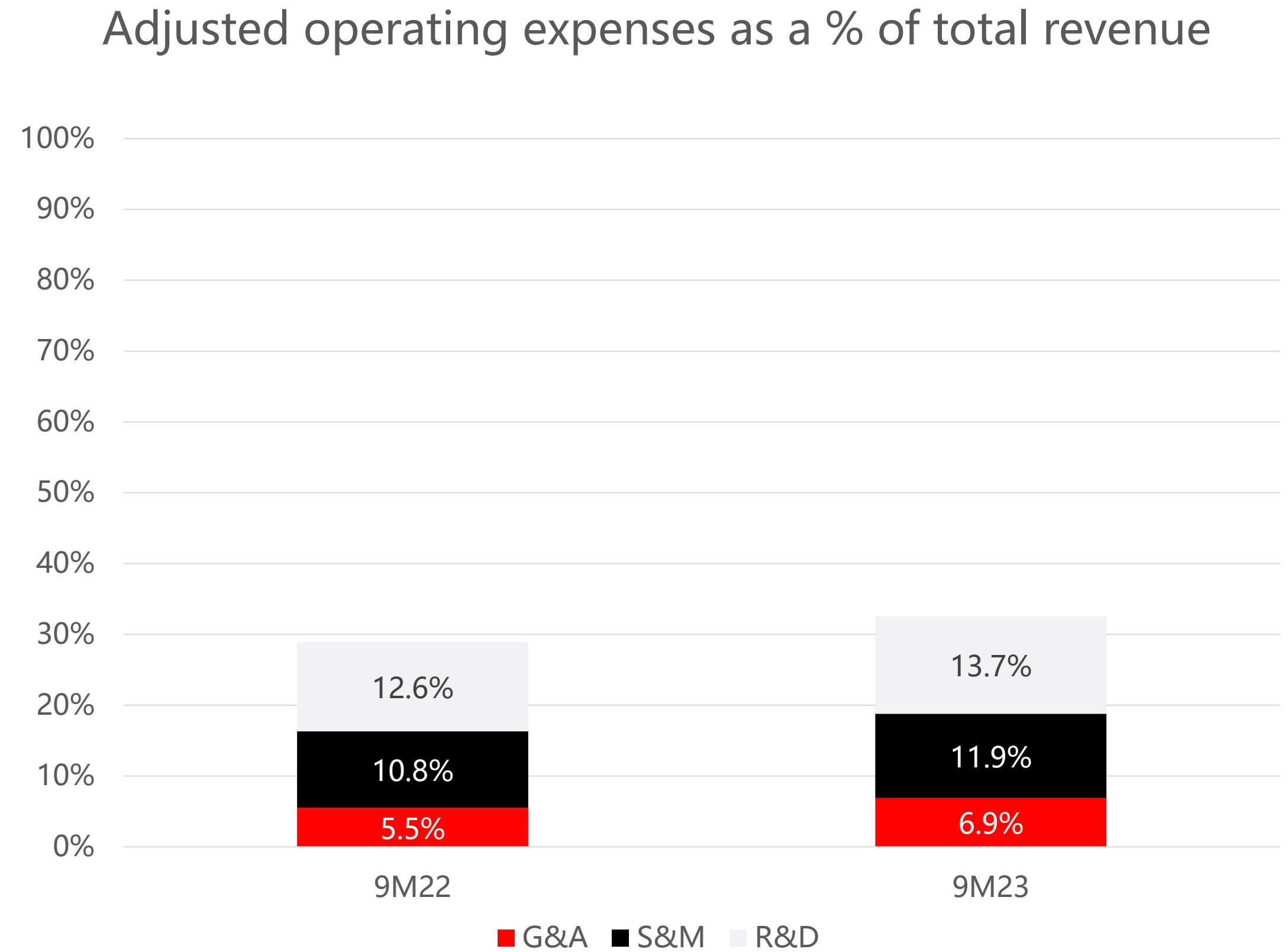
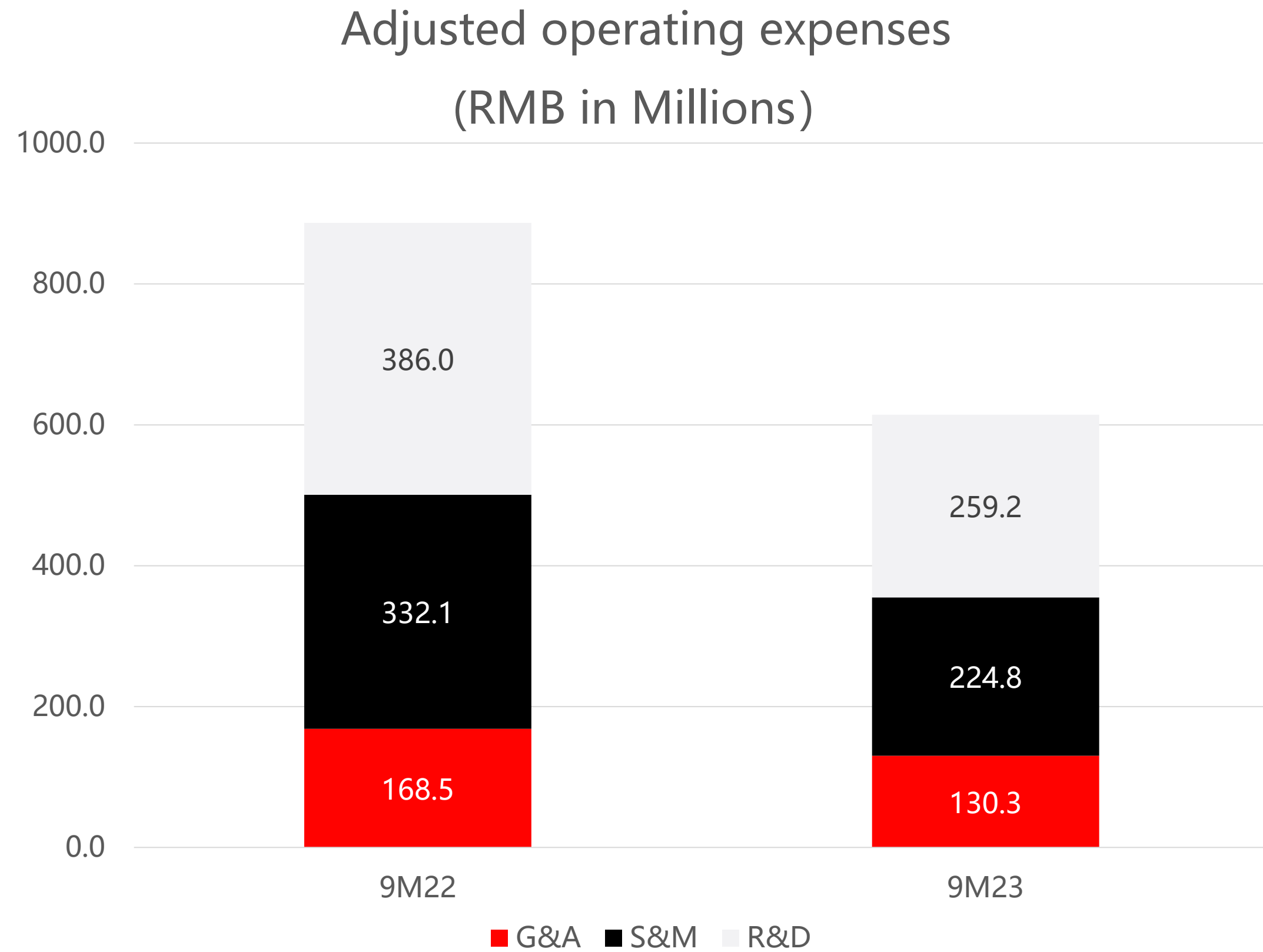


# > 3Q23 Revenue and Gross margin trend



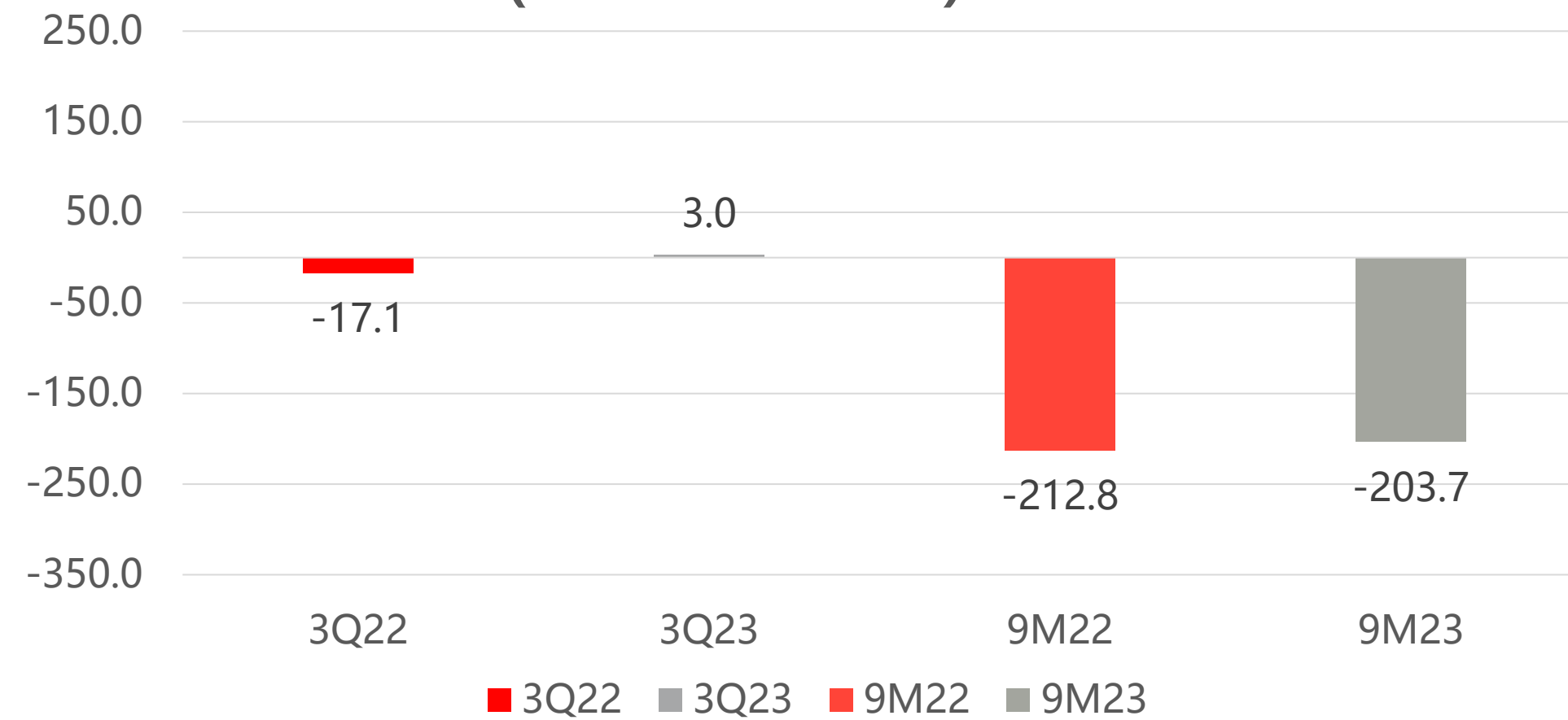


# > Adjusted Operating Expenses

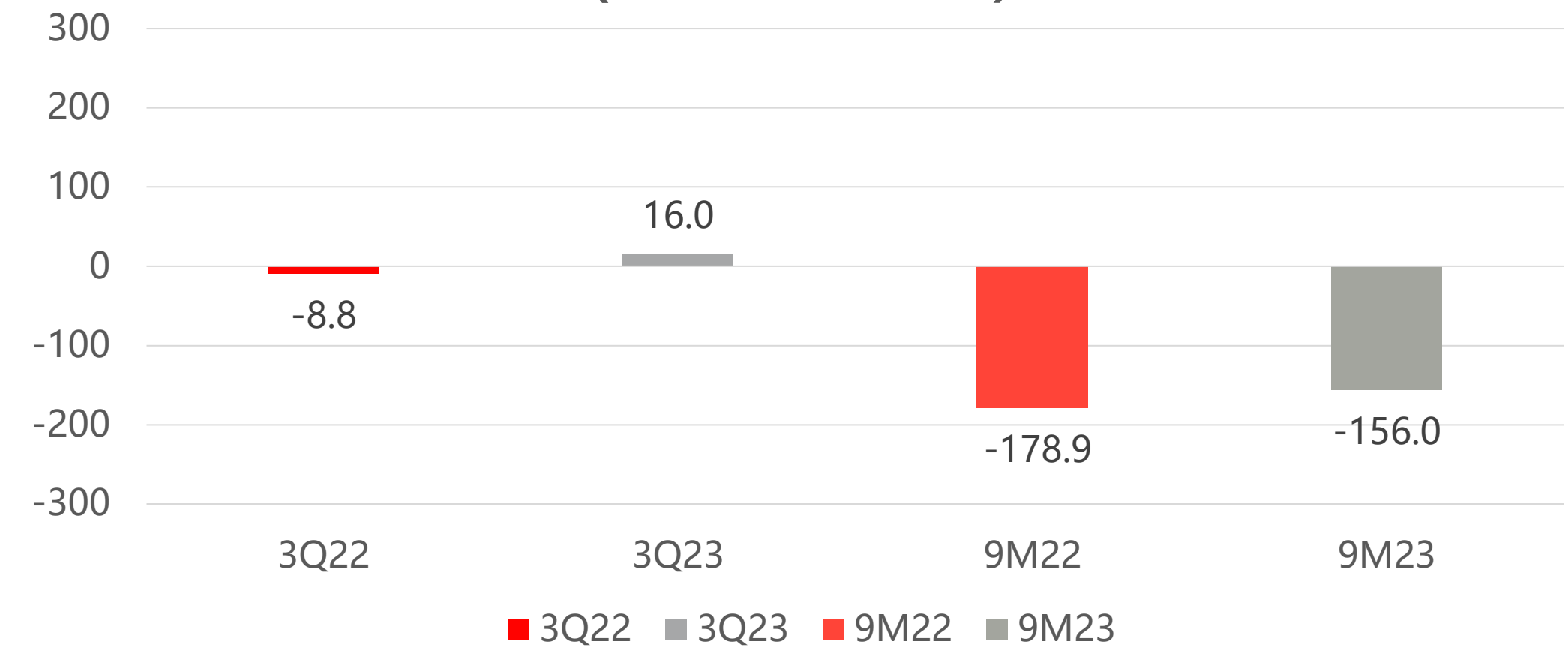


# > Net Income/ Earnings Performance

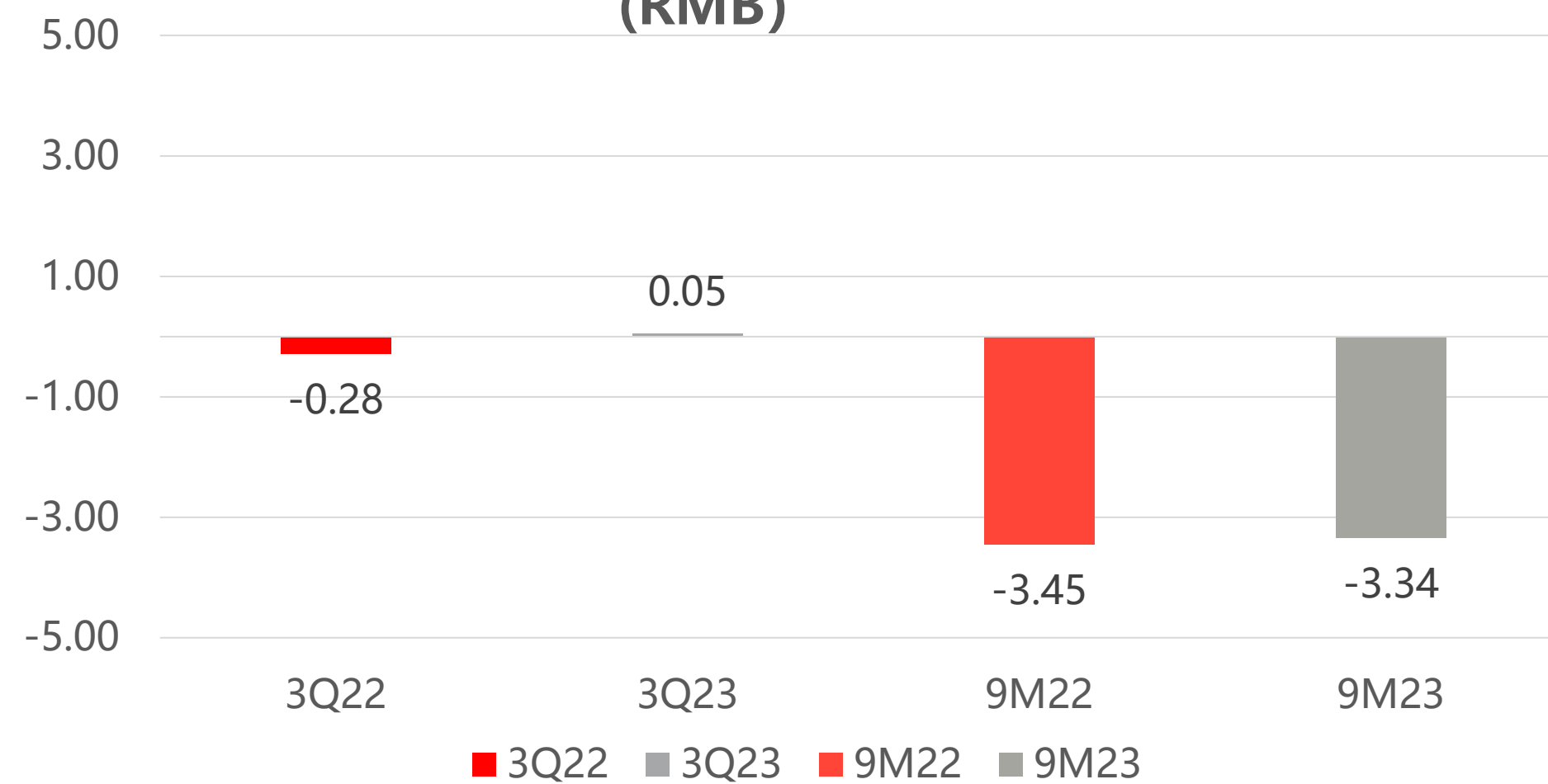
**Net Income (loss) Attributable to Zepp  
(RMB in Millions)**



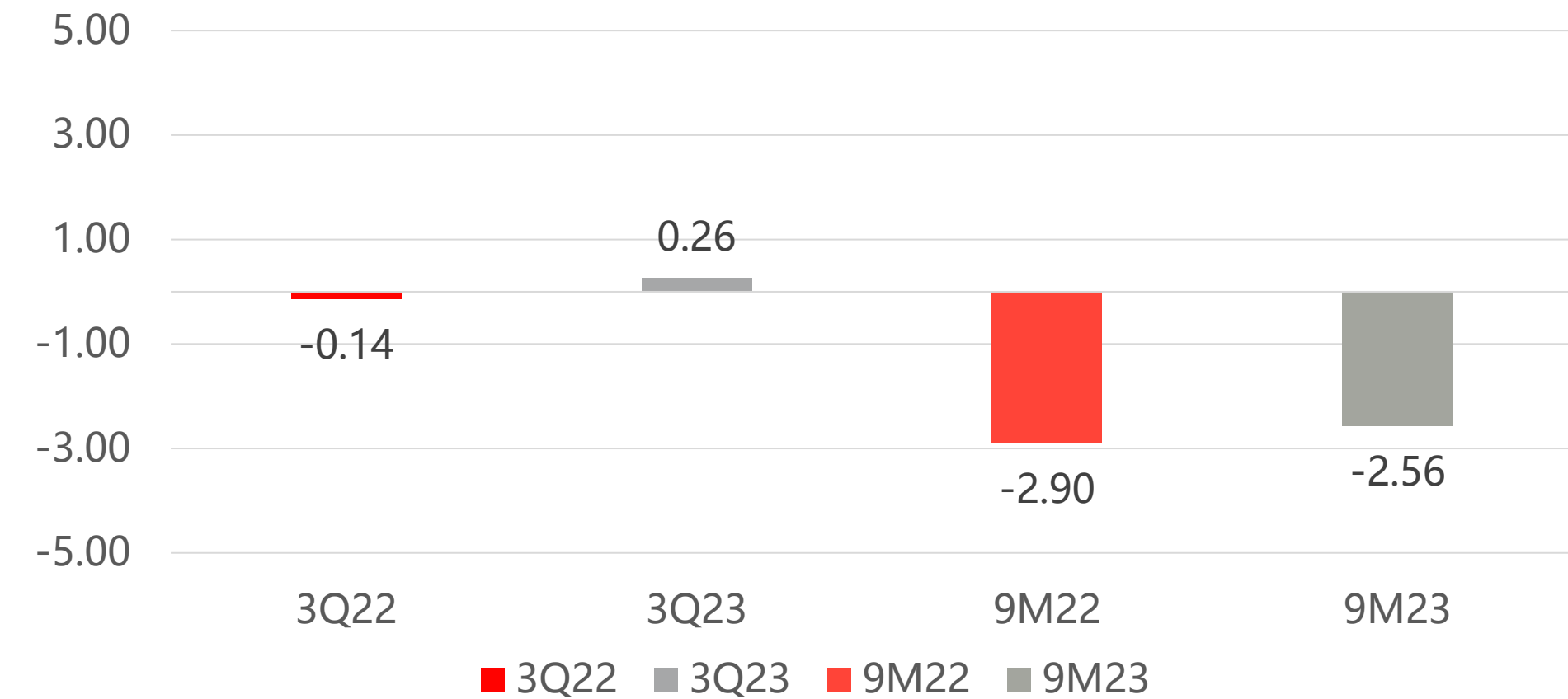
**Adjusted Net Income (loss) Attributable to Zepp  
(RMB in Millions)**



**Earnings per ADS (Basic)  
(RMB)**

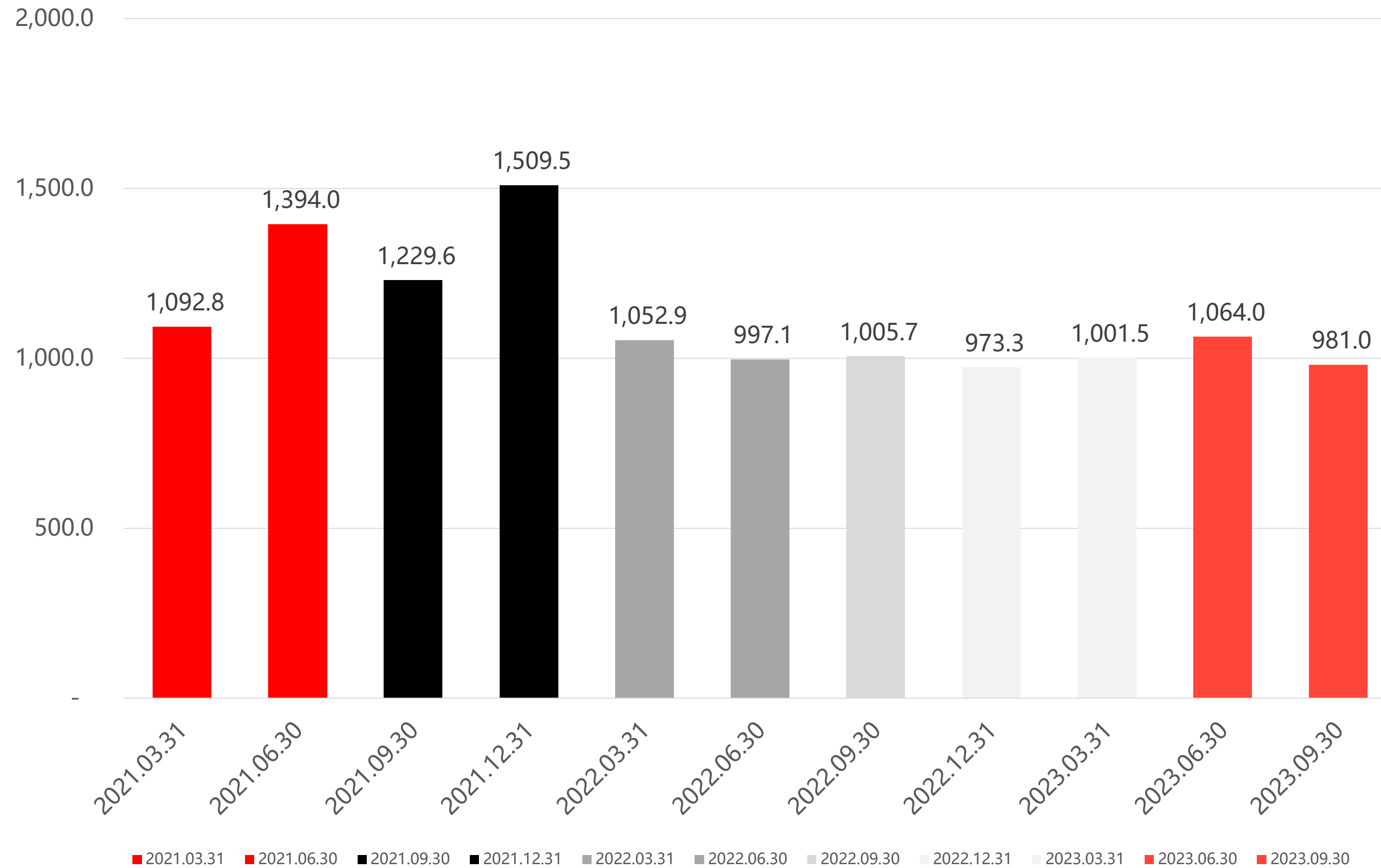


**Adjusted Earnings per ADS (Basic)  
(RMB)**



# > Liquidity Position

Liquidity Position Cash and Cash Equivalents  
(RMB in Millions)



## Share Repurchase Program

- Until 2023/9/30 - US\$12.3 million

# > Business Outlook



**For the fourth quarter of 2023, the Company currently expects:**

- **Net revenues to be between RMB600 million and RMB850 million.**

# Thank You!

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## > Key financial tables

### Third Quarter 2023 Financial Summary

| Number in millions, except for percentages and per- share/ADS amounts  | For the Three Months Ended |                | For the Nine Months Ended |                |
|--|----------------------------|----------------|---------------------------|----------------|
|  | Sept. 30, 2023             | Sept. 30, 2022 | Sept. 30, 2023            | Sept. 30, 2022 |
| Revenue RMB  | 602.1                      | 1,205.8        | 1,895.6                   | 3,071.1        |
| Revenue US\$   | 82.5                       | 169.5          | 259.8                     | 431.7          |
| Gross margin   | 33.9%                      | 19.1%          | 23.7%                     | 18.9%          |
| Net (loss)/income attributable to Zepp Health Corporation RMB          | 3.0                        | (17.1)         | (203.7)                   | (212.8)        |
| Adjusted net (loss)/income attributable to Zepp Health Corporation RMB | 16.0                       | (8.8)          | (156.0)                   | (178.9)        |
| Diluted net (loss)/income per share RMB                                | 0.01                       | (0.07)         | (0.84)                    | (0.86)         |
| Diluted net (loss)/income per ADS US\$                                 | 0.01                       | (0.04)         | (0.46)                    | (0.48)         |
| Adjusted diluted net (loss)/income per share RMB                       | 0.06                       | (0.04)         | (0.64)                    | (0.72)         |
| Adjusted diluted net (loss)/income per ADS US\$                        | 0.03                       | (0.02)         | (0.35)                    | (0.41)         |
| Units shipped in millions  | 2.8                        | 5.8            | 10.0                      | 15.8           |
| -Xiaomi-branded  | 1.7                        | 4.1            | 6.8                       | 11.5           |
| -Self-branded  | 1.1                        | 1.7            | 3.2                       | 4.3            |