



# huami

making the world  
more **connected**

Q1 2018  
Earnings Presentation

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# 2018Q1 Financial and Operating Highlights



Revenue

**RMB585.9 MM**

Exceeding guidance range



YOY

**+77%**



Adjusted Net Income

attributable to Huami \*\*

**RMB92.5 MM**



YOY

**+817.5%**

**huami**  
华米科技

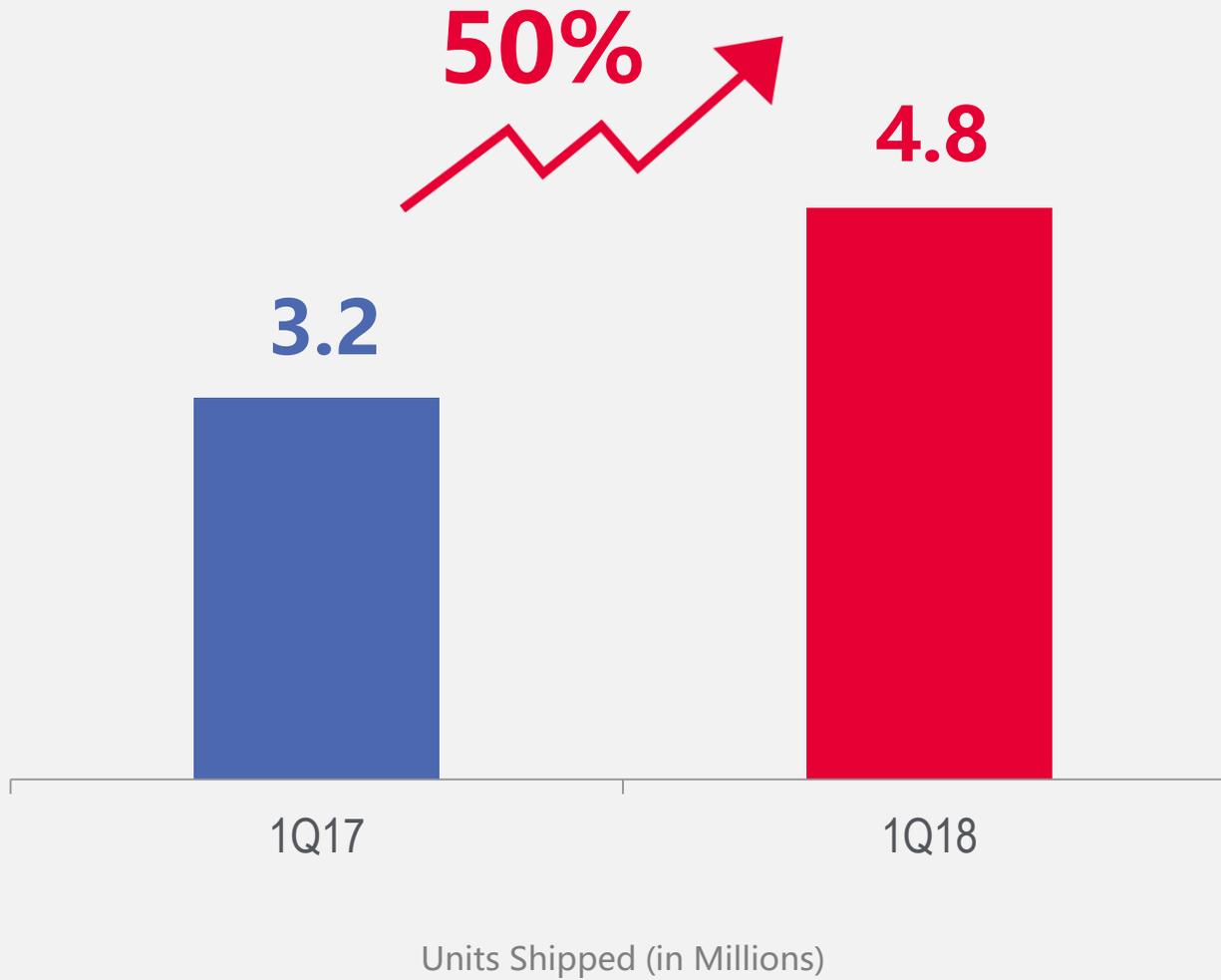
**Units Shipped**



**4.8 MM**

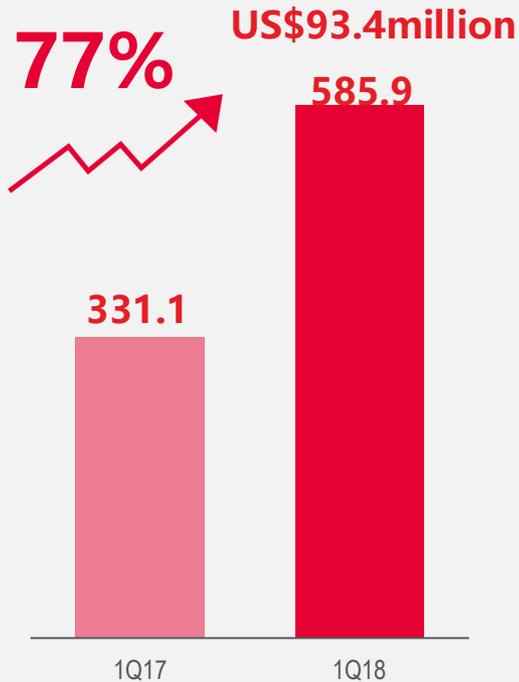
\*\*Adjusted net income, a non GAAP financial measure, represents net income excluding share-based compensation, and such adjustment has no impact on income tax

# Shipment Data

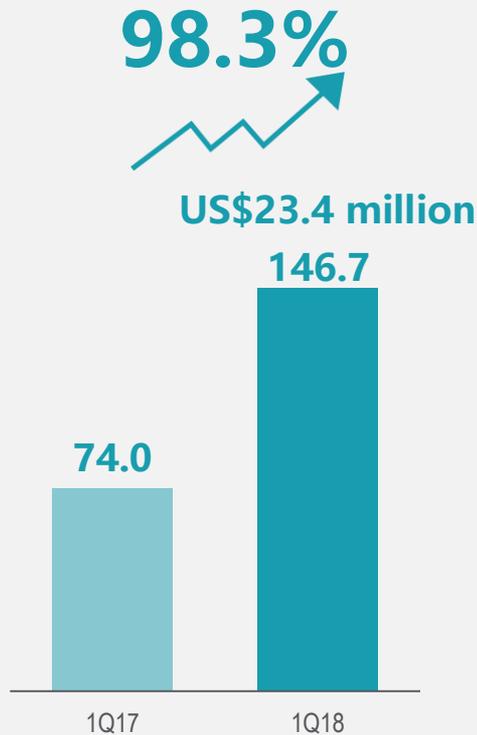


# Robust Top Line Growth With Increasing Gross Margin

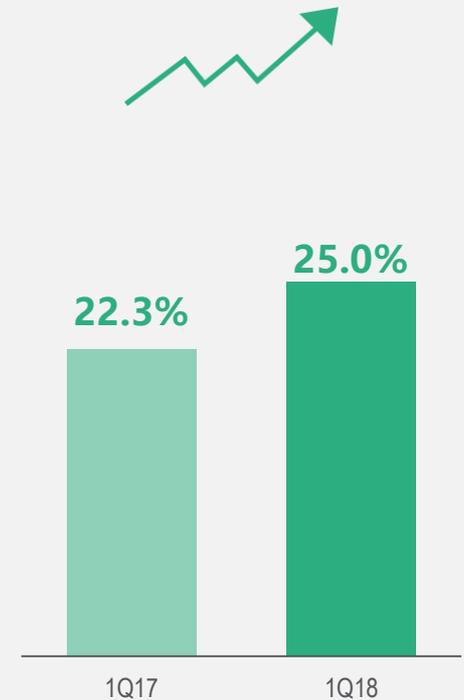
Revenue  
(RMB in Millions)



Gross Profit  
(RMB in Millions)

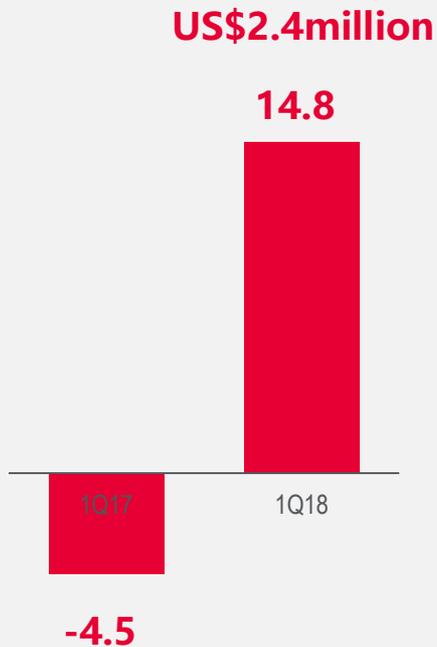


Gross Margin

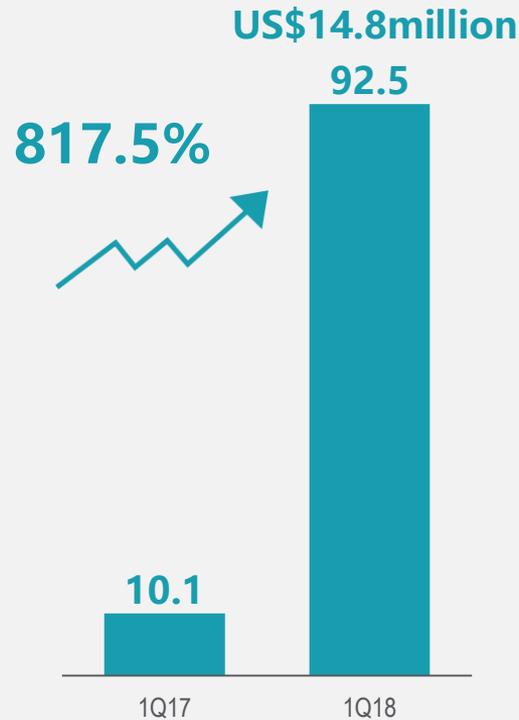


# Solid Earnings Growth

Net Income Attributable to Huami  
(RMB in Millions)



Adjusted Net Income Attributable to Huami  
(RMB in Millions)



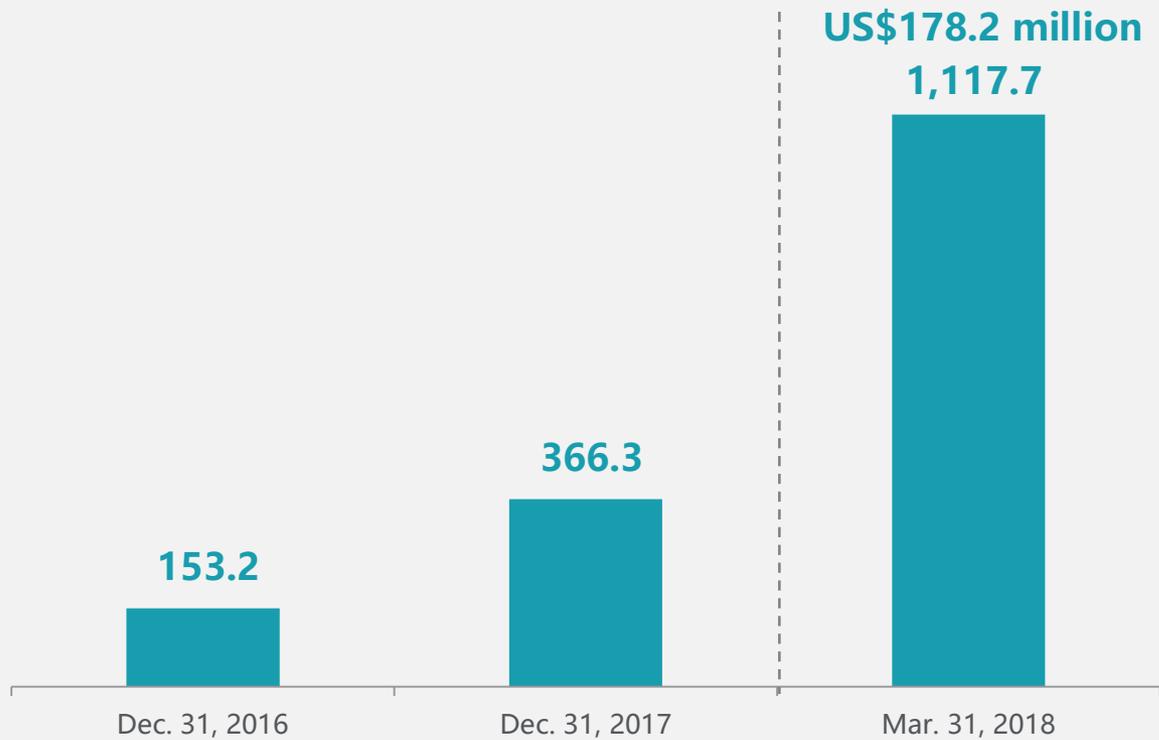
Earnings per Share/Adjusted Earnings per Share (Basic)  
(RMB)



\*\*Adjusted net income represents net income excluding share-based compensation expenses, and such adjustment has no impacts on income tax.

# Improving Liquidity Position

Cash and Cash Equivalents  
(RMB in Millions)



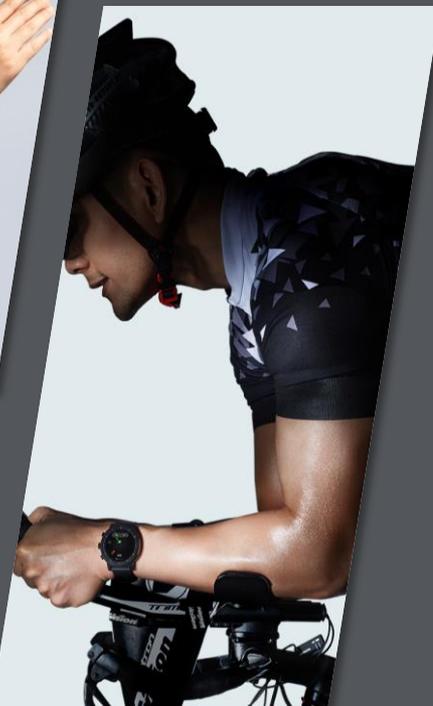
# Business Outlook

For the second quarter of 2018, the Company currently expects:

- Net revenues to be between 650.0 million to 675.0 million RMB, which would represent an increase of approximately 32.4% to 37.4% from 491.1 million RMB for the second quarter of 2017



# Thank You



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