



# huami

making the world  
more **connected**

Q3 2018  
Earnings Presentation

# Safe Harbor

This presentation has been prepared by Huami Corporation ( “Huami” or the “Company” ) solely for informational purposes and does not constitute an offer to sell or issue or the solicitation of an offer to buy or acquire securities of the Company in any jurisdiction or an inducement to enter into investment activity, nor may it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever.

This document has been prepared by the Company solely for use at this presentation. The information contained in this presentation, including the Company’ s unaudited result of operation for the third quarter of 2018, has not been independently verified. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein. None of the Company or any of its affiliates, directors, officers, advisors or representatives will be liable (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising from or in connection with this presentation.

This presentation contains statements that constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition of the Company, which can be identified by terminology such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates,” “confident” and similar statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. The Company or any of its affiliates, directors, officers, advisors or representatives has no obligation and does not undertake to revise forward-looking statements to reflect new information, future events or circumstances after the date of this presentation, except as required by law.

# 2018 3Q Financial and Operating Highlights

## Revenue



**RMB1,074.7 M**

Exceeding guidance range



YOY

**+126.7%**

## Adjusted Net Income

attributable to Huami \*\*



**RMB134.2 M**



YOY

**+93.1%**

**huami**

华米科技

## Units Shipped



**8.2 M**



YOY **+110.3%**

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

# 2018 9M Financial and Operating Highlights

## Revenue

 **RMB2,420.8 M**

Exceeding guidance range

 **YOY +86.8%**

## Adjusted Net Income

attributable to Huami \*\*

 **RMB328.3 M**

 **YOY +128.1%**

**huami**  
华米科技

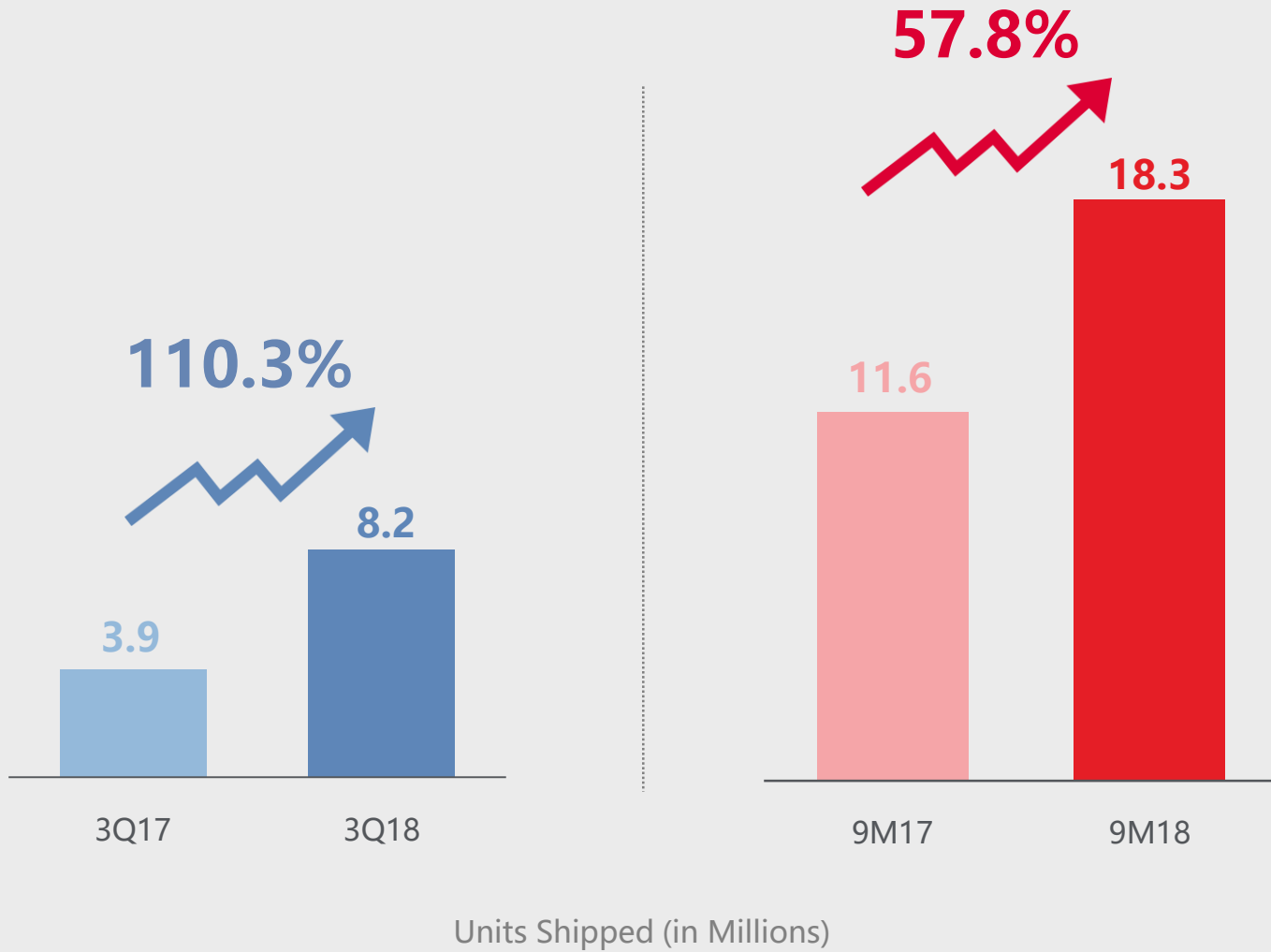
## Units Shipped

 **18.3 M**

 **YOY +57.8%**

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

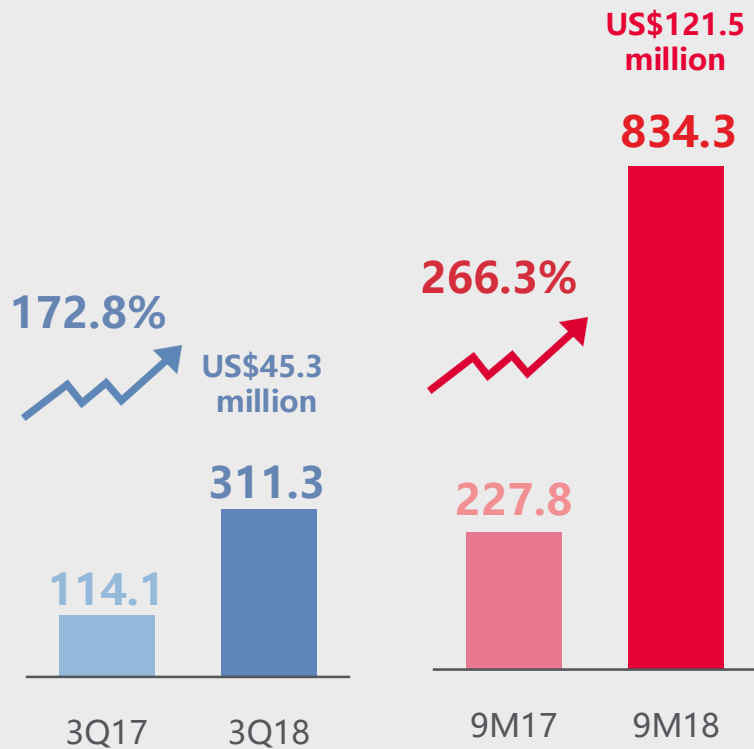
# Shipment Data



# Strong Growth of Self-Branded Products

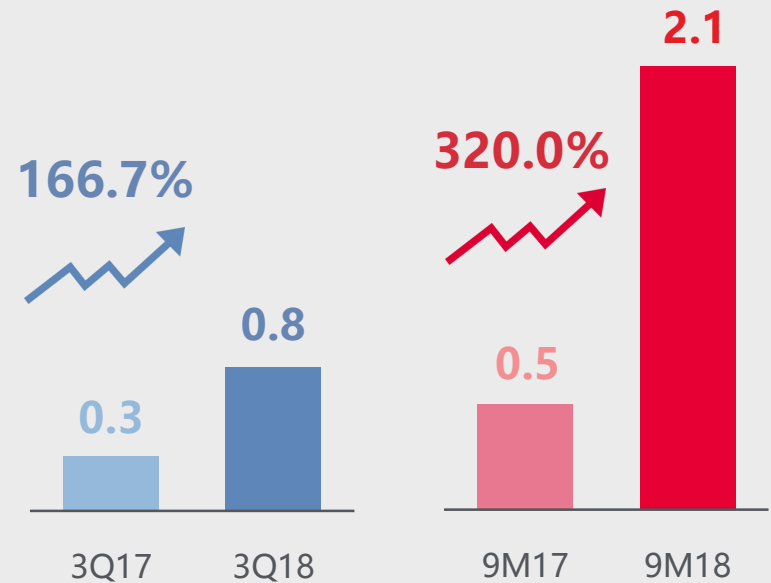
## Self-Branded Revenue

(RMB in Millions)

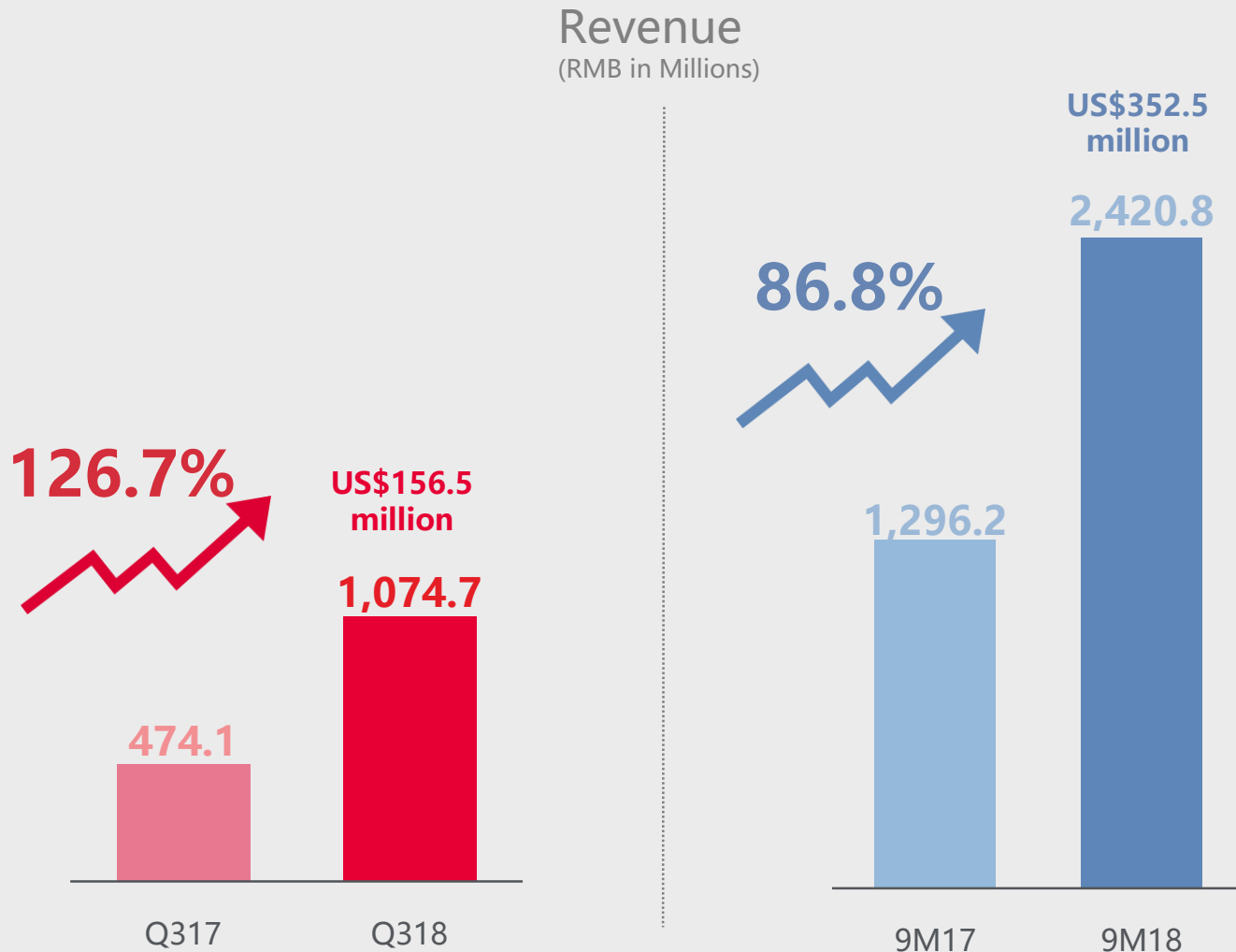


## Self-Branded Units Shipped

(in Millions)

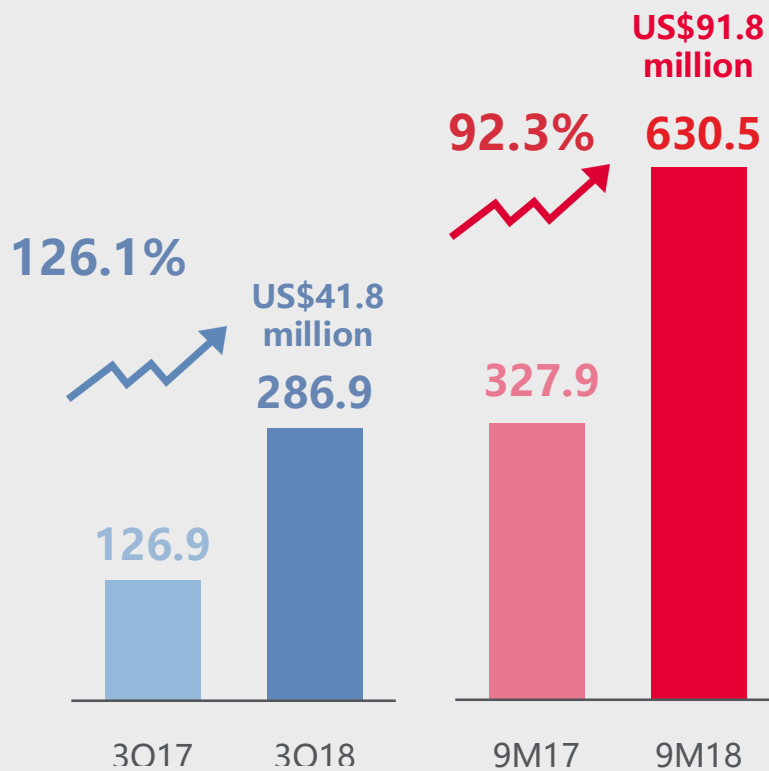


# Robust Top Line Growth With Increasing Gross Profit

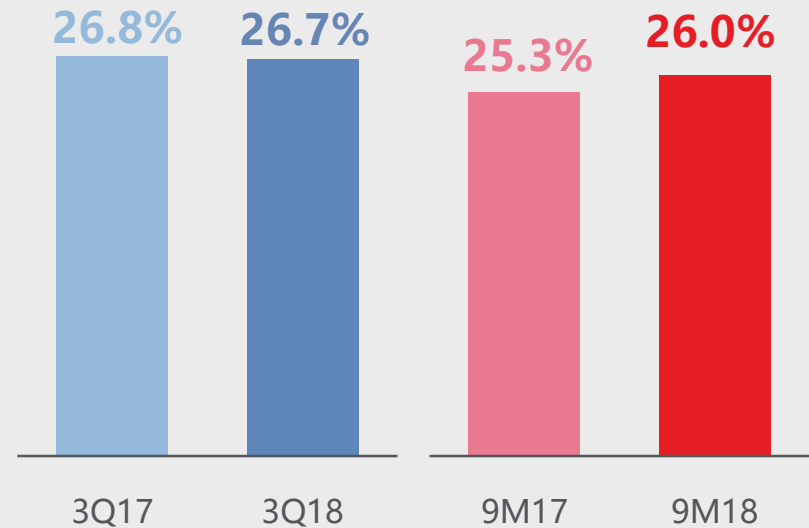


# Robust Top Line Growth With Increasing Gross Profit

## Gross Profit (RMB in Millions)



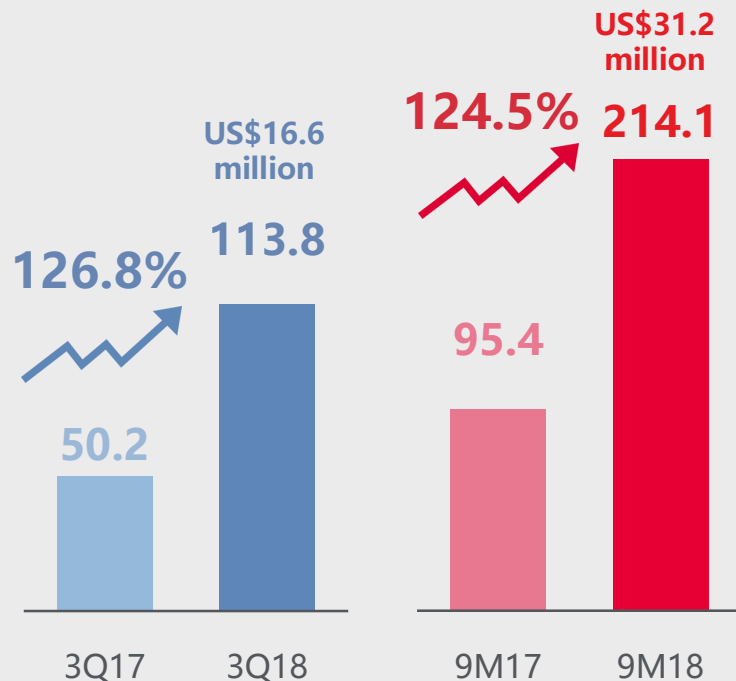
## Gross Margin



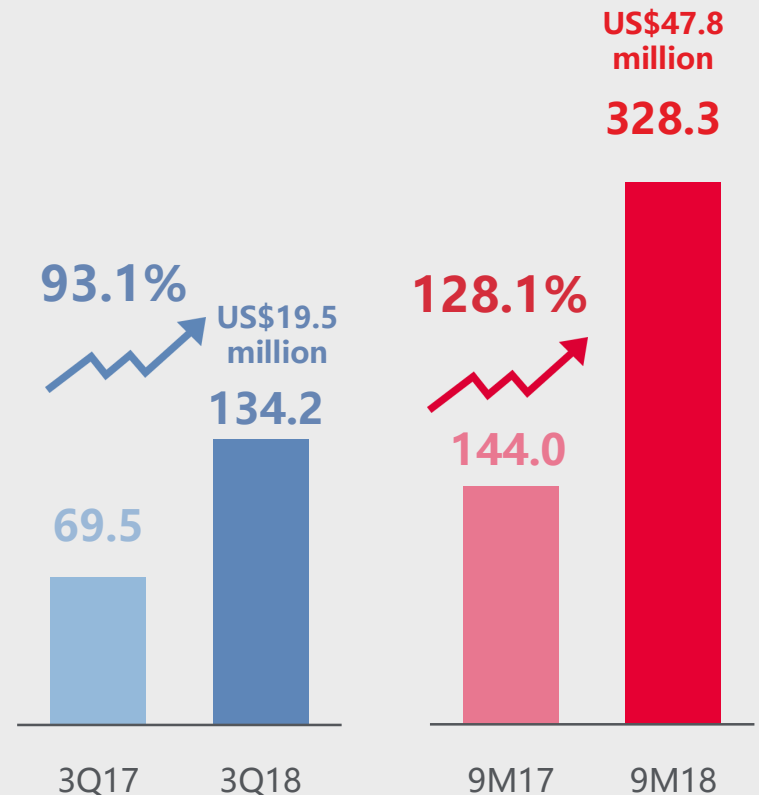


# Solid Earnings Growth

Net Income Attributable to Huami  
(RMB in Millions)



Adjusted Net Income Attributable to Huami  
(RMB in Millions)



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

# Solid Earnings Growth

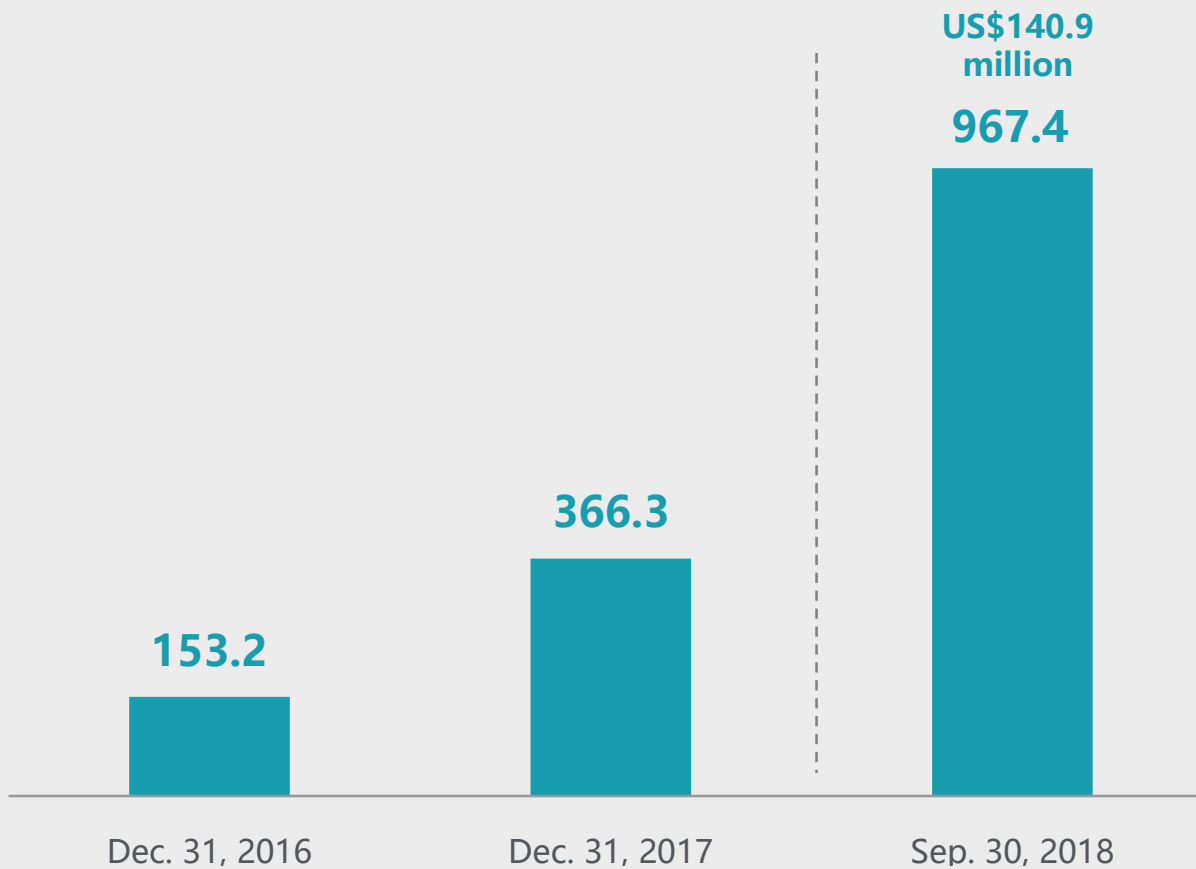
Earnings per ADS/Adjusted Earnings per ADS (Basic)  
(RMB)



\*\*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)



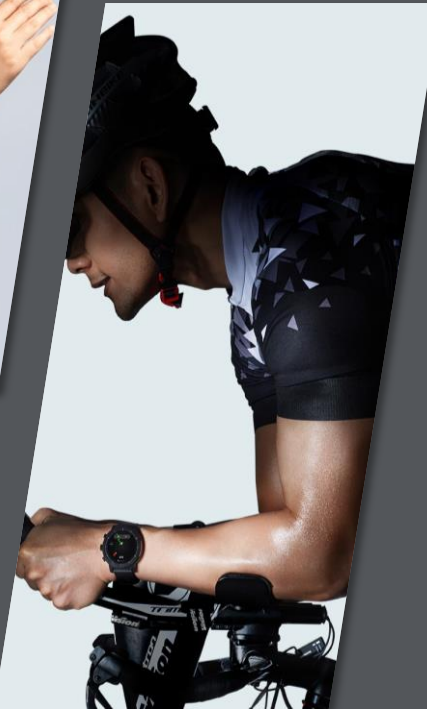
# Business Outlook

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

- Net revenues to be between 1.12 billion to 1.15 billion RMB, which would represent an increase of approximately 48.8% to 52.8% from 752.6 million RMB for the third quarter of 2017



# Thank You



huami