



huami

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more **connected**

Q4 2018
Earnings Presentation

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2018 4Q Financial and Operating Highlights

Revenue

 **RMB1,224.6M**

Exceeding guidance range

 **YOY +62.7%**

Adjusted Net Income

attributable to Huami **

 **RMB146.5M**

 **YOY +69.3%**

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Units Shipped

 **9.2M**

 **YOY +41.5%**

**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 FY Financial and Operating Highlights

Revenue

 **RMB3,645.3M**

Exceeding guidance range

 **YOY +77.9%**

Adjusted Net Income

attributable to Huami **

 **RMB474.8M**

 **YOY +106.0%**

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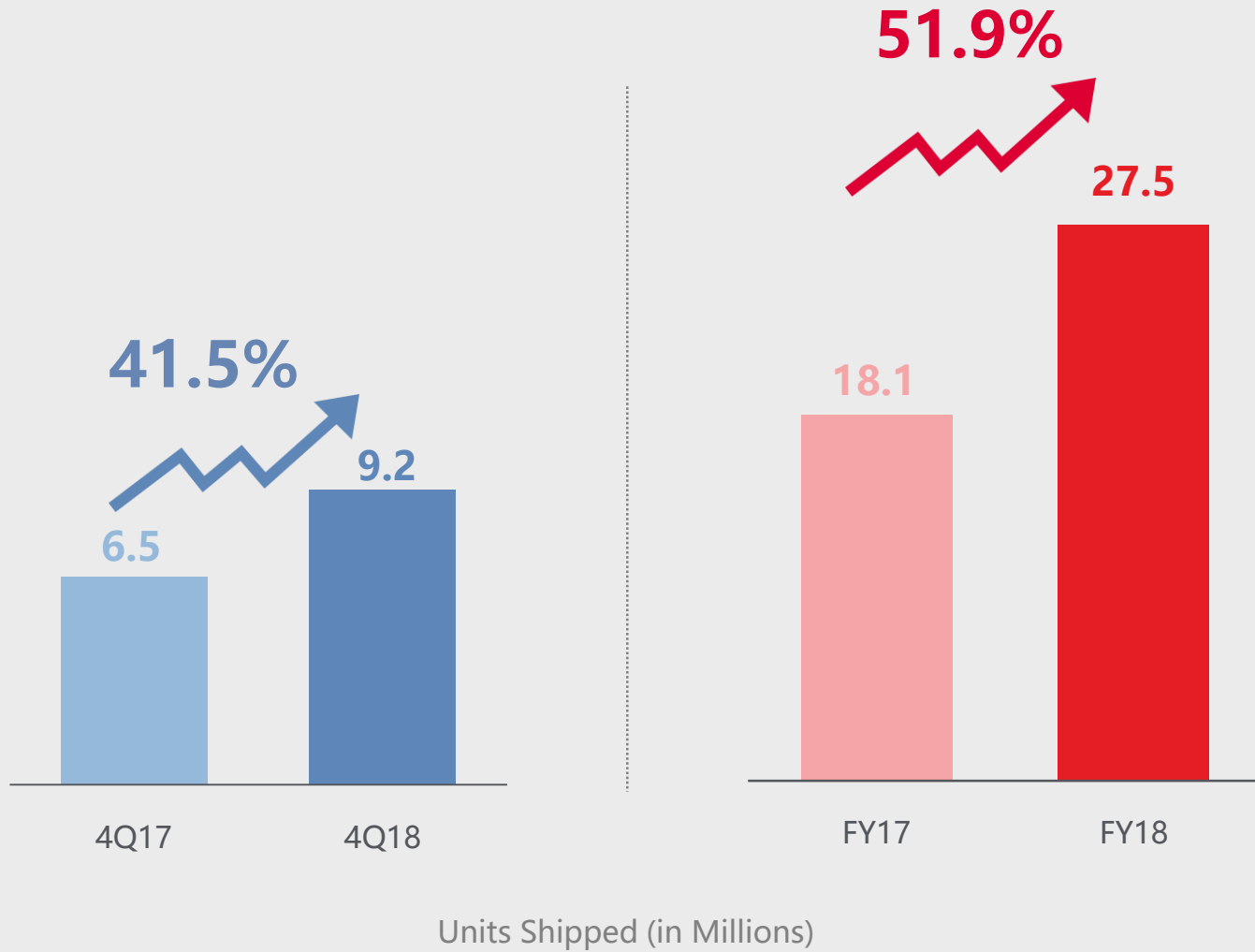
Units Shipped

 **27.5M**

 **YOY +51.9%**

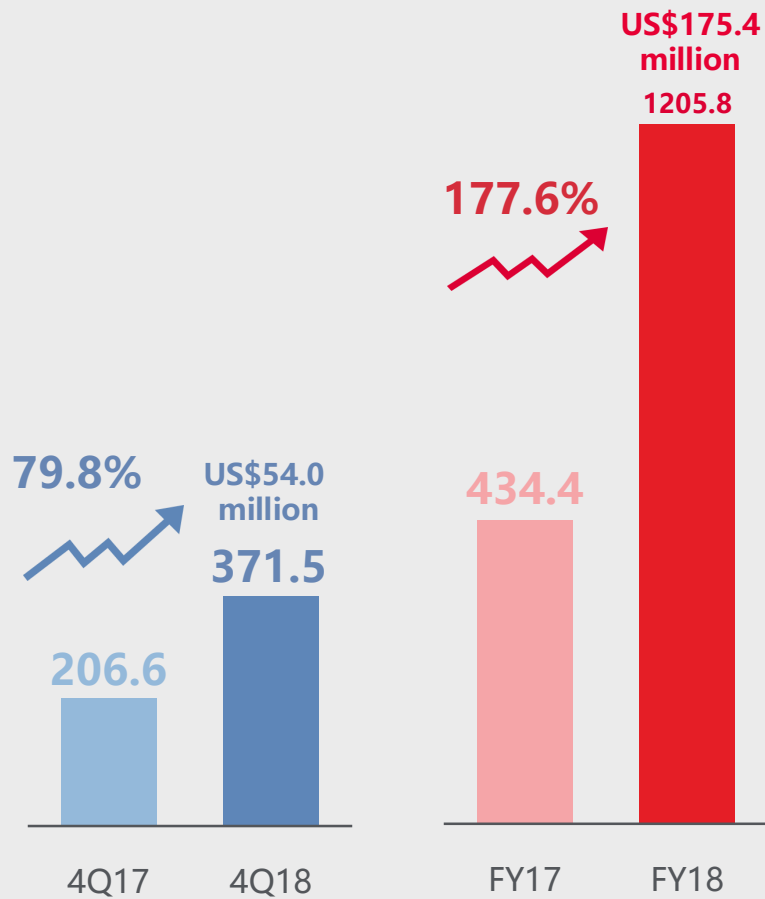
**Adjusted net income, a non GAAP financial measure, represents net income excluding share-based compensation, and such adjustment has no impact on income tax

Shipment Data

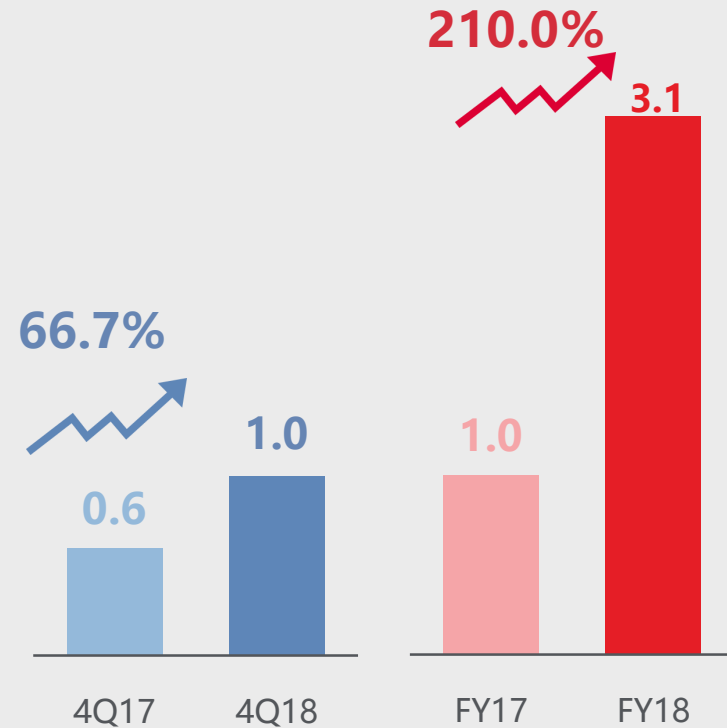


Strong Growth of Self-Branded Products

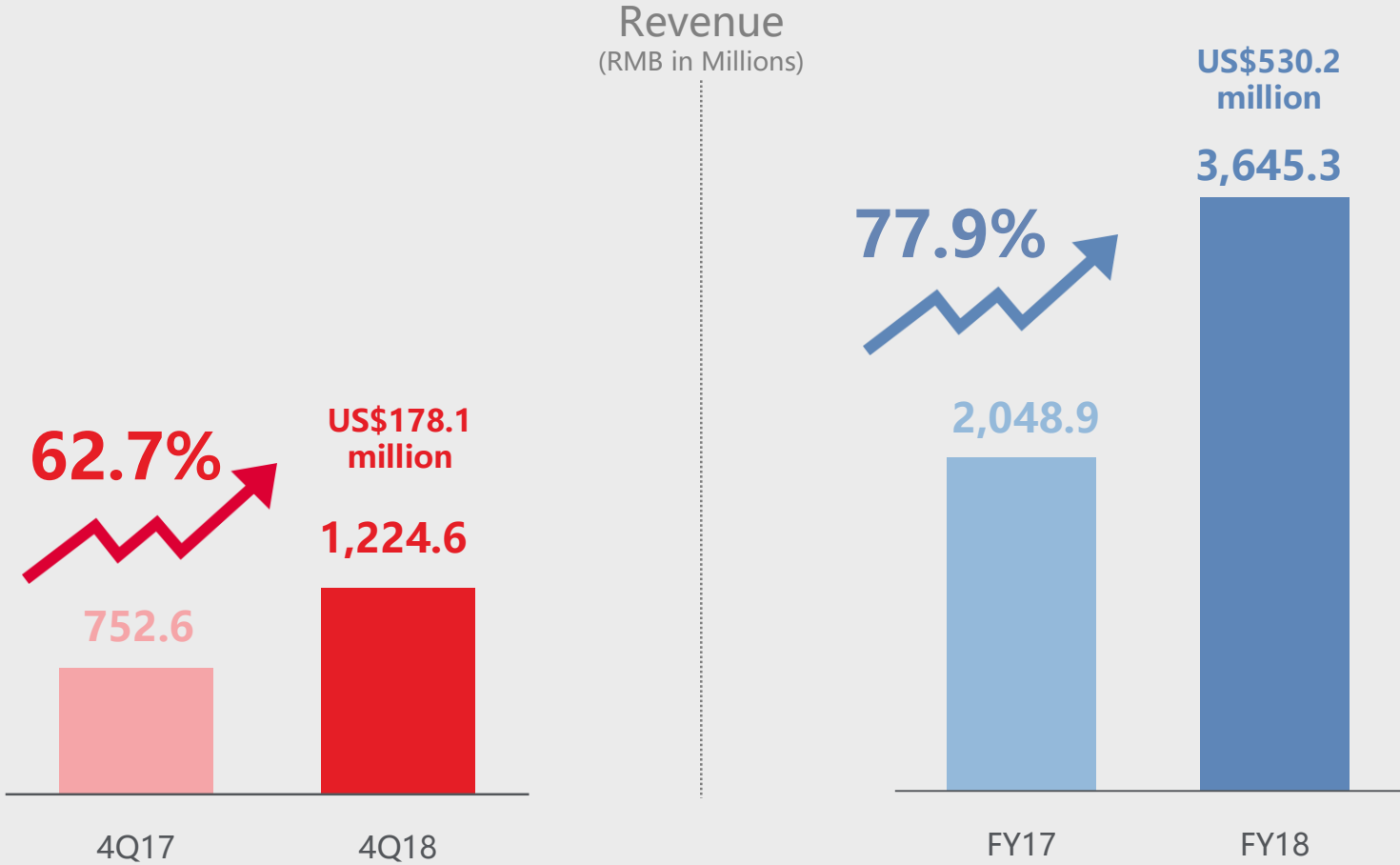
Self-Branded Revenue
(RMB in Millions)



Self-Branded Units Shipped
(in Millions)



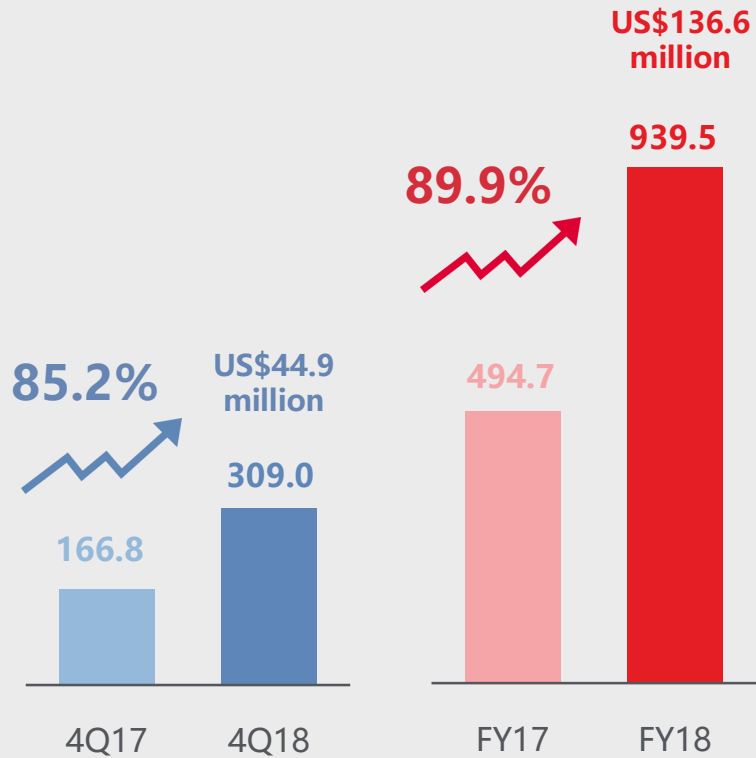
Robust Top Line Growth



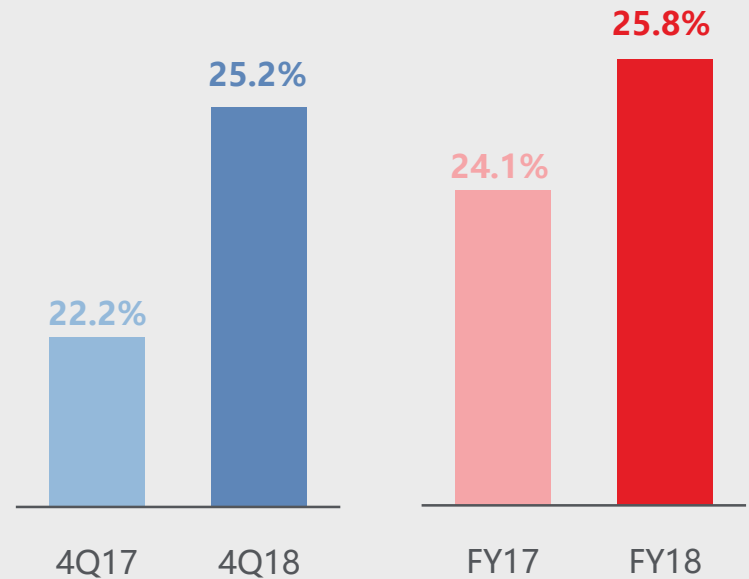
Strong Profitability

Gross Profit

(RMB in Millions)

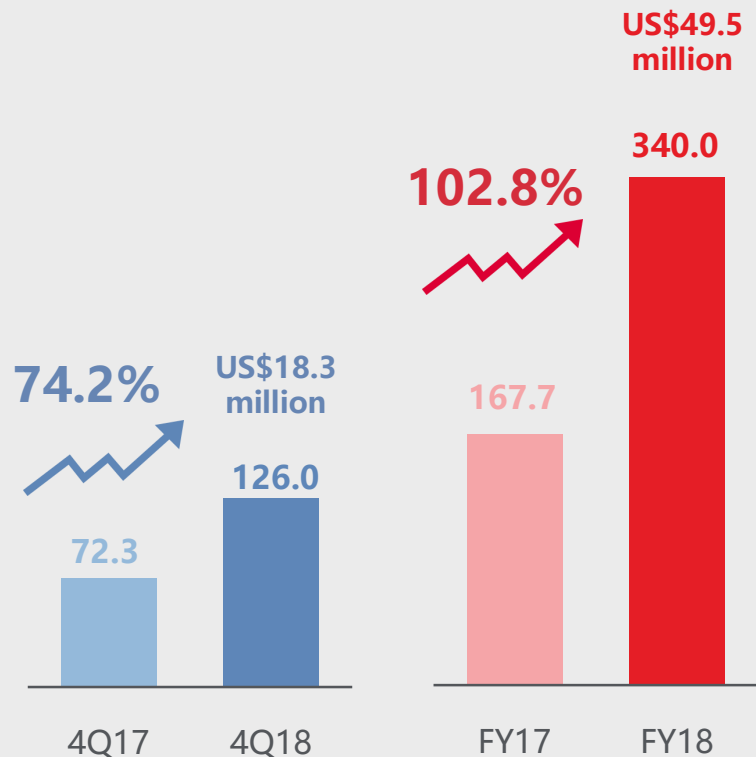


Gross Margin

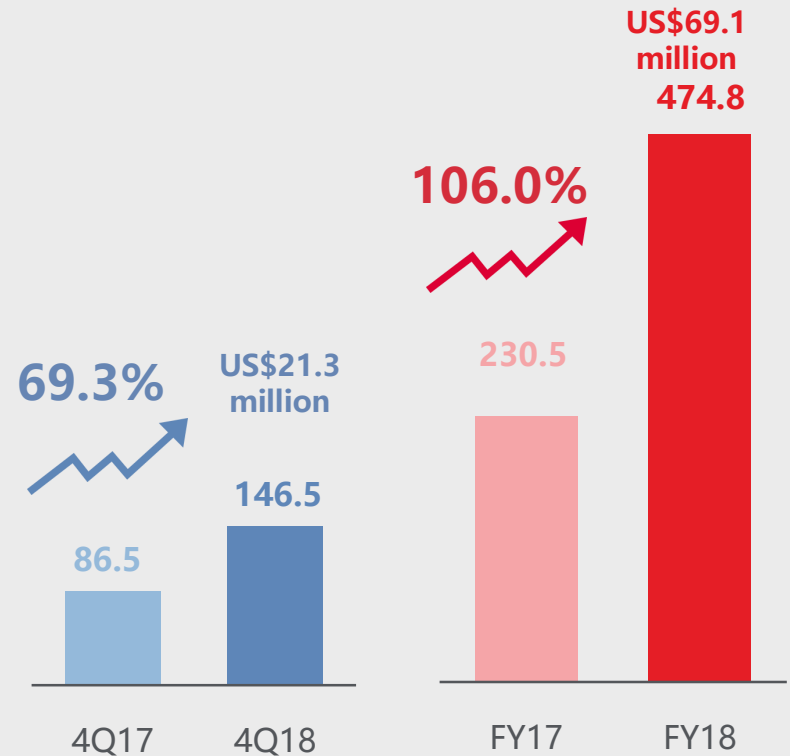


Solid Earnings Growth

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

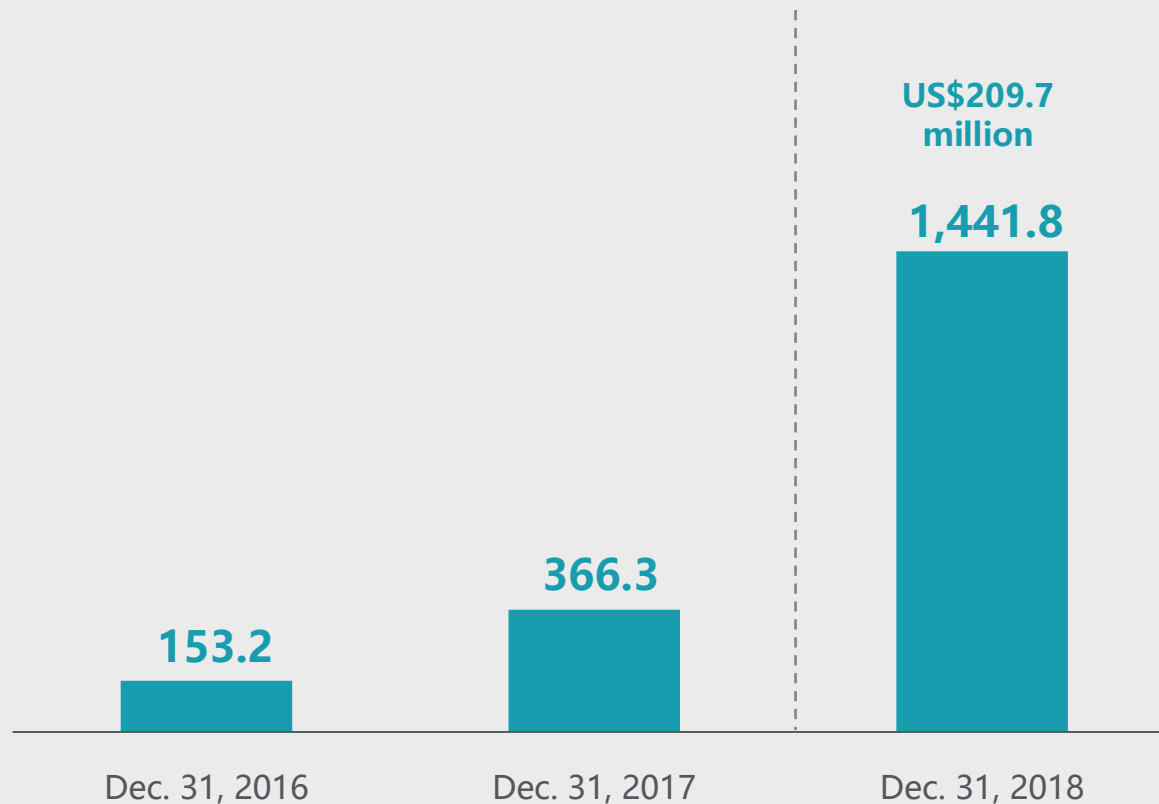
Earnings per ADS/Adjusted Earnings per ADS (Basic)
(RMB)



**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)



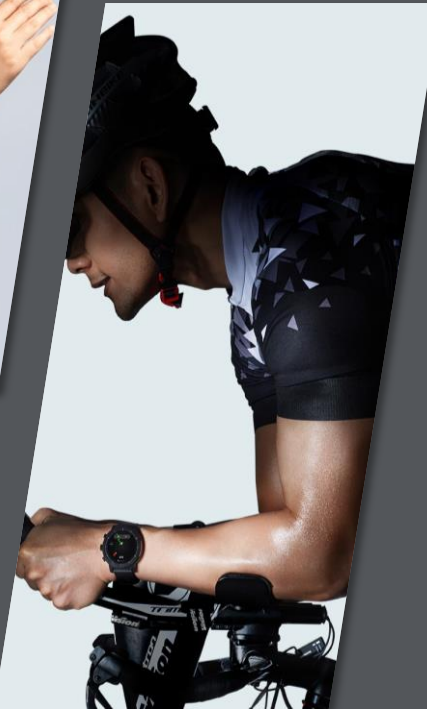
Business Outlook

For the first quarter of 2019, the Company currently expects:

- Net revenues to be between 750.0 million to 770.0 million RMB, which would represent an increase of approximately 28.0% to 31.4% from 585.9 million RMB for the first quarter of 2018



Thank You



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