

## Business Performance Forecast 2023 of Zhejiang Supor Co., Ltd.

This Company and all members of the Board of Directors hereby warrant that all information disclosed here are true, accurate and complete, and contain no fictitious statement, misleading information or significant omission.

### I. Performance Forecast for 2023

1. The forecast period: January 1<sup>st</sup>, 2023 to December 31<sup>st</sup> 2023.
2. The performance estimated:  Turning a loss into a profit  Increase  decline

(Unit: Million RMB)

Items	This reporting period	Same period last year
Total sales	21,300.00	20,170.5275
% change vs LY	<b>+5.60%</b>	
Net profit attributable to shareholders of listed company	2,170~ 2,190	2,067.6595
% change vs LY	<b>+4.95% ~+ 5.92%</b>	
Net profit attributable to shareholders of listed company with non-recurring profit or loss deducted	1,980 ~ 2,000	1,888.1980
% change vs LY	<b>+4.86% ~ +5.92%</b>	
Basic earnings per share	2.71 yuan ~2.75 yuan per share	2.565 yuan per share

### II. Communication with the Accounting Firm

The financial data involved in this business performance forecast were calculated by Finance Dept. of the Company, have not been audited by the accounting firm. However, the Company has communicated in advance with the annual auditing accounting firm on significant matters related to the performance forecast, and there is no disagreement between the Company and the accounting firm in respect of the performance forecast for the current reporting period.

**III. Introduction to Business Performance Change**

The increase rate of 5.60% for total sales during the reporting period: the domestic sales kept positive growth with market shares of core categories on both online and offline channels gained during reporting period compared with that last year among such challenging market environment. For export business, it has improved obviously since 2023Q3 and the export sales achieved fast growth during reporting period compared with that last year.

During the reporting period, the optimized product structure and the continuous promotion of cost reduction and efficiency enhancement, the Company's actual gross profit margin has further increased. Besides, the Company has taken active measures to strictly control expenses but continuous investment in R&D innovation with more competitive products launched.

**IV. Risk Reminder**

The financial data involved in this business performance forecast were calculated by Finance Dept. of the Company, and the final data will be subject to the Annual Report 2023 disclosed by the Company later. The Company will fulfil information disclosure obligations in strict accordance with relevant laws and regulations. Investors are advised to make cautious decisions and pay attention to investment risks.

Board of Directors of Zhejiang Supor Co., Ltd.

January 31, 2024