

## Business Performance Brief of 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.

### Special Notes:

The financial data for 2023 fiscal year as stated below, audited by the internal auditing department of the Company, have not been audited by the certified public accountants. Therefore, investors are kindly reminded to pay attention to possible investment risks because there may be deviations from the financial data audited by the certified public accountants.

### I. Major Financial Data for 20223 Fiscal Year

(Unit: RMB)

	2023	2022	Increase/decrease (%)
Total sales	21,301,066,805.98	20,170,527,516.66	+5.60%
Operating profit	2,681,323,324.18	2,535,238,829.73	+5.76%
Total profit	2,684,718,454.70	2,545,209,603.98	+5.48%
Net profit attributable to shareholders of listed company	2,179,798,147.27	2,067,659,526.97	+5.42%
Net profit attributable to shareholders of listed company with non-recurring profit or loss deducted	1,991,994,785.95	1,888,197,965.28	+5.50%
Basic earnings per share (yuan/share)	2.726	2.565	+6.28%
Weighted average return on equity	34.62%	27.89%	Increased by 6.73 pct.
	End of Dec. 2023	Beginning of Jan. 2023	Increase/decrease (%)
Total assets	13,109,303,792.98	12,952,655,903.47	1.21%
Net assets attributable to shareholders of listed company	6,345,333,020.07	7,036,084,863.54	-9.82%
Share capital	806,708,657.00	808,654,476.00	-0.24%
Net assets per share attributable to shareholders of	7.87	8.70	-9.54%

listed company			
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Note: The above data are obtained from the consolidated statement of the Company.

## II. Introduction of Business Performance and Financial Status

The total sales for 2022 fiscal year reached RMB 21,301,066,805.98, increased by 5.60% YoY; total profit was RMB 2,684,718,454.70, increased by 5.48% YoY; and the net profit attributed to the listed company was RMB 2,179,798,147.27, increased by 5.42% YoY. In which,

1. The increase rate of 5.60% for total sales: 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.

2. The growth rate of 5.42% for net profit attributable to shareholders of listed company: the optimized products and channels 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. The selling expenses ratio kept comparatively steady during reporting period compared with that last year, the Company has input marketing investment to match and promote the growth for domestic sales scale.

3. The weighted average return on equity increased by 6.73 pct.: mainly due to the increase of net profit attributable to shareholders of listed company during reporting period compared with that last year and weighted average net assets decreased led by implementations of Profit Distribution Plan for 2022 Fiscal Year and the Public Shares Repurchase Plan during reporting period compared with that last year.

4. The decrease rates of 9.82% and 9.54% for net assets attributable to shareholders of listed company and net assets per share attributable to shareholders of listed company: mainly due to the implementations of Profit Distribution Plan for 2022 Fiscal Year and the Public Shares Repurchase Plan, etc.

## III. Explanation on Difference of Previous Performance Forecast

On January 31, 2024, the Company disclosed the Business Performance Forecast of 2023 Fiscal Year and estimated that the total sales for 2023 fiscal year would be RMB 21.30 billion yuan, increased by 5.60% YoY, and range for the net profit attributable to shareholders of the listed

company would be RMB 2,170 million yuan to RMB 2,190 million yuan, increased by 4.95% to 5.92%.

The total sales for 2023 fiscal year disclosed in this flash report was RMB 21,301,066,805.98 yuan and the net profit attributable to shareholders of the listed company was RMB 2,179,798,147.27 yuan, increased by 5.42% YoY, in line with business performance forecast disclosed previously.

#### **IV. Documents for Reference**

1. The Comparative Balance Sheet and Profit Statement signed by legal representative of the Company Mr. Thierry de LA TOUR D'ARTAISE and the person responsible for accounting work and accounting department Mr. Xu Bo, and sealed by the Company;
2. Internal Audit Report of 2023 Financial Statement of Zhejiang Supor Co., Ltd. issued by the Company's internal audit department.

Board of Directors of Zhejiang Supor Co., Ltd.

February 23, 2024