

2024年第三季度财务业绩

Third Quarter 2024 Results

 特海国际控股有限公司
SUPER HI INTERNATIONAL HOLDING LTD.

2024年11月
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香港交易所股份代号: 9658; 纳斯达克股票代码: HDL
HKEX Stock Code: 9658; NASDAQ Ticker: HDL

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业务回顾

Performance Overview



业绩亮点

Performance Highlights

翻台率

Table turnover rate



3.8 次/天
Times/ Day

同比增长
YOY

+0.1 次/天
Times/ Day

服务顾客人次

Total guest visits



7.4 百万人次
Million guest visits

同比增长
YOY %

+4.2 %

收入

Revenue



198.6 百万美元
US\$ million

同比增长
YOY %

+14.6 %

经营利润率

Income from operation margin



7.5%

同比增长
YOY

+1.8 pct

业务回顾

Business Overview

持续提升管理
加强效率提升

Continuous
improvement in
management and
efficiency



经营数据评估
Business data assessment

门店表现评估
Store performance evaluation

执行动作评估
Implementation assessment



把握市场节奏
增强产品力

Capture market
trends and
strengthen
product
competitiveness



发展举措和战略

Development Initiatives and Strategies

持续提升顾客就餐体验
Improving dining experiences



创新增值服务 丰富顾客用餐体验
Innovative value-added services to enrich the dining experience of customers

深入本地化运营 提升餐厅经营表现
Deeply localized operations to improve restaurant performance



加强个性化及私域营销 提升顾客粘性
Strengthen personalized and private network marketing to increase customer loyalty

持续提高总部赋能门店的能力
Enhancing the ability of headquarters to contribute to restaurants



加强供应链优化及品牌建设, 提升数字化管理能力
Focus on strengthening supply chain optimization, brand building, and enhancing digital management capabilities.

坚持「自下而上」开店原则 持续扩大餐厅网络
Adhere to the principle of 'bottom-up' restaurant openings and continue to expand the restaurant network

- 积极在已进入国家加密, 并识别机会同步进入新市场
Actively increase the density of restaurants in operating countries and simultaneously identify opportunities to enter new markets.
- 兼顾质量和数量, 持续拓展餐厅网络
Balancing quality and quantity while expanding the restaurant network



丰富我们的业务和顾客基础
Enriching our business and expanding our customer base

- 积极通过孵化、探索、策略性收购等方式发展其他品牌及业务形态
Developing other brands and business formats through incubation, exploration and strategic acquisition, etc.





财务回顾

Financial Results

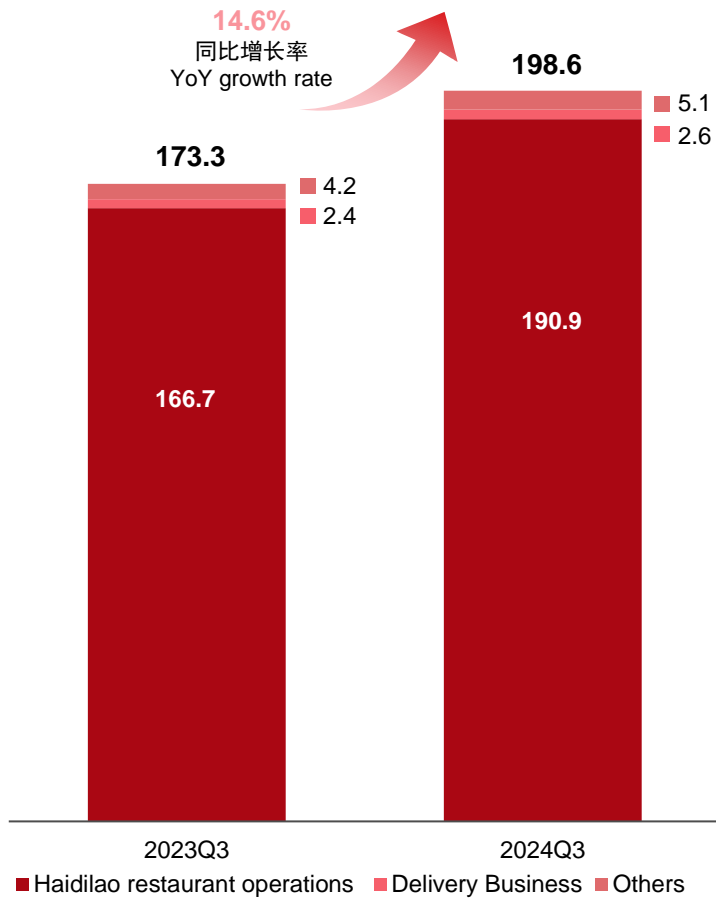


财务回顾

Financial Results

总收入分布 Revenue distribution

百万美元 \$ million



海底捞餐厅经营收入 Haidilao restaurant operations

190.9 百万美元
US\$ million

VS 2023

+14.5%

外卖收入 Delivery Business

2.6 百万美元
US\$ million

VS 2023

+8.3%

其他收入 Others

5.1 百万美元
US\$ million

VS 2023

+21.4%

财务回顾

Financial Results

原材料及易耗品成本 Raw materials and consumables used

百万美元
\$ Million



2023' Q3 2024' Q3

■ 原材料及易耗品成本 Raw Material and Consumable used
—●— 占总收入比 % of Revenue

员工成本 Staff costs

百万美元
\$ Million



2023' Q3 2024' Q3

■ 员工成本 Staff costs —●— 占总收入比 % of Revenue

租金及相关开支 Rentals and related expenses

百万美元
\$ Million



2023' Q3 2024' Q3

■ 租金及相关开支 Rentals and related expenses
—●— 占总收入比 % of Revenue

水电开支 Utility costs

百万美元
\$ Million

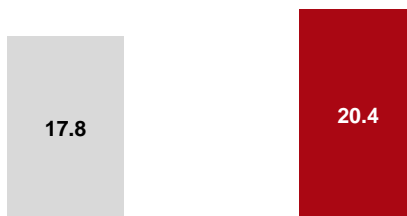
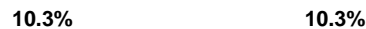


2023' Q3 2024' Q3

■ 水电开支 Utilities expenses —●— 占总收入比 % of Revenue

折旧及摊销 Depreciation and amortization

百万美元
\$ Million



2023' Q3 2024' Q3

■ 折旧及摊销 Depreciation and amortization
—●— 占总收入比 % of Revenue

其他运营相关费用⁽¹⁾ Other expenses related to the operations⁽¹⁾

百万美元
\$ Million



2023' Q3 2024' Q3

■ 其他运营相关费用 Other expenses related to the operations
—●— 占总收入比 % of Revenue

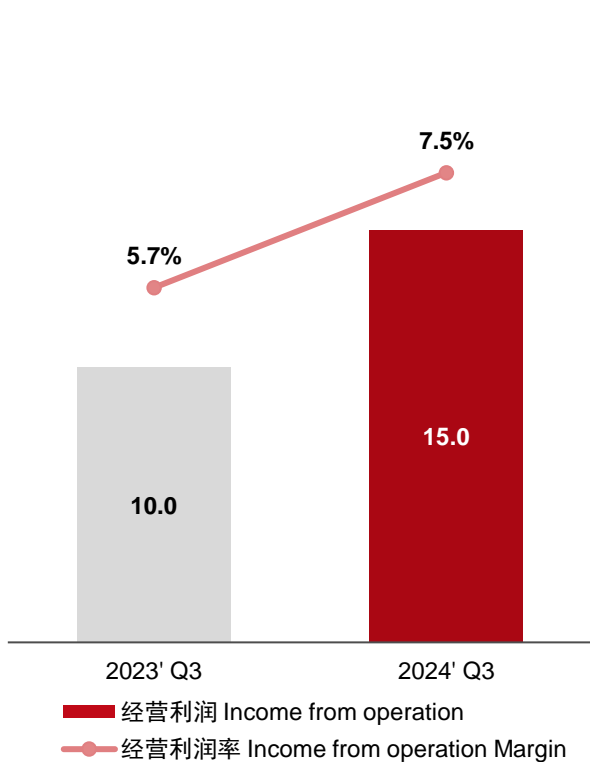
注：(1) 包含差旅及通讯开支，及其他开支
Notes: (1) Including Travelling and communication expenses, and other expenses

财务回顾

Financial Results

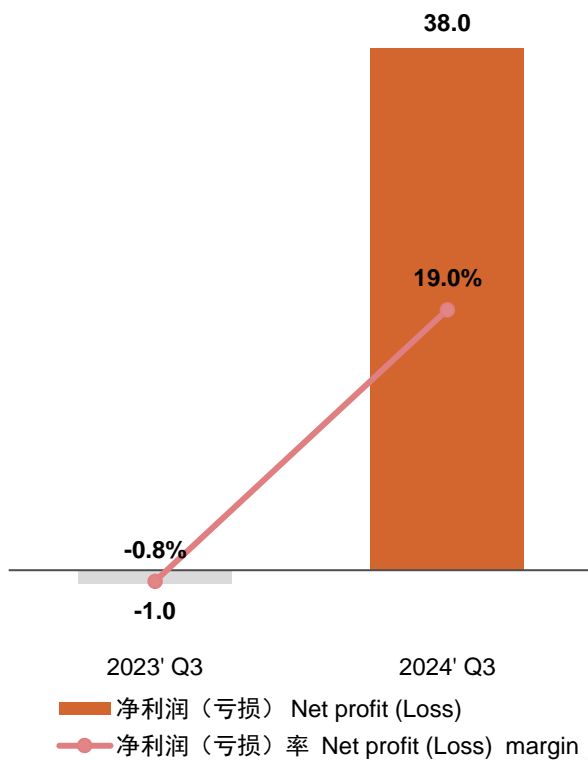
经营利润及经营利润率
Income from operation and income from operation margin

百万美元 \$ Million



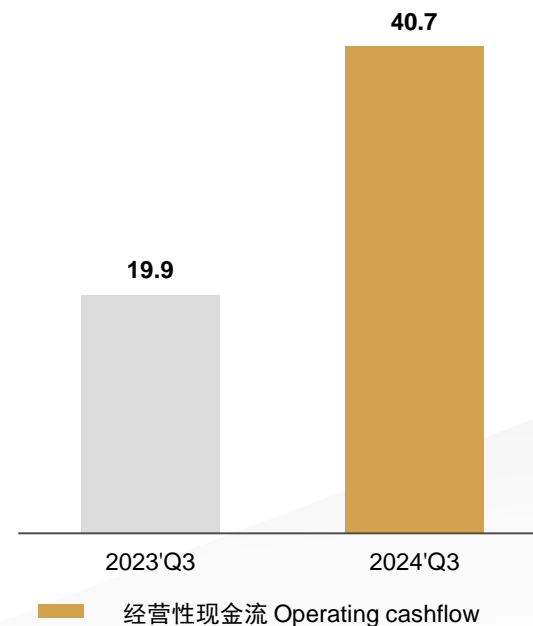
净利润(亏损)及净利润(亏损)率
Net profit (loss) and net profit (loss) margin

百万美元 \$ Million



经营性现金流
Operating cashflow

百万美元 \$ Million



餐厅关键表现指标

Key performance indicators

总客流量 Total guest visits

百万人次
Million visits



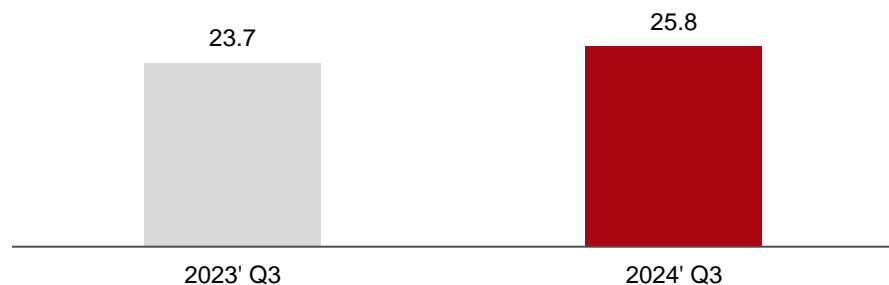
翻台率 Average table turnover rate

次/天
Times/ Day



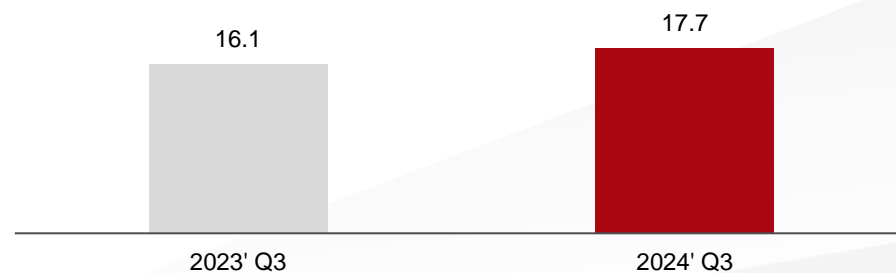
人均消费 Average spending per guest

美元
US\$



单个餐厅日均收入 Average daily revenue per restaurant

千美元
US\$ '000

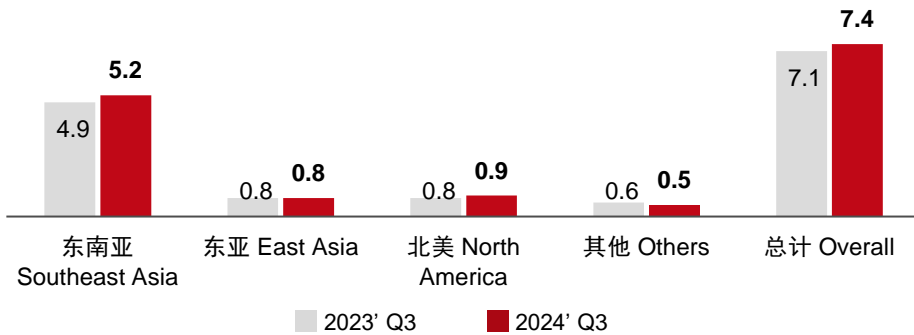


分区域餐厅关键表现指标

Key performance indicators by region

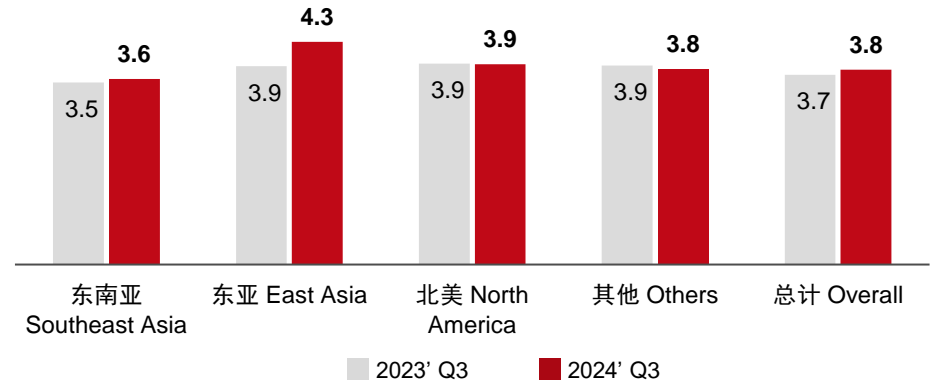
总客流量 Total guest visits

百万人次
Million visits



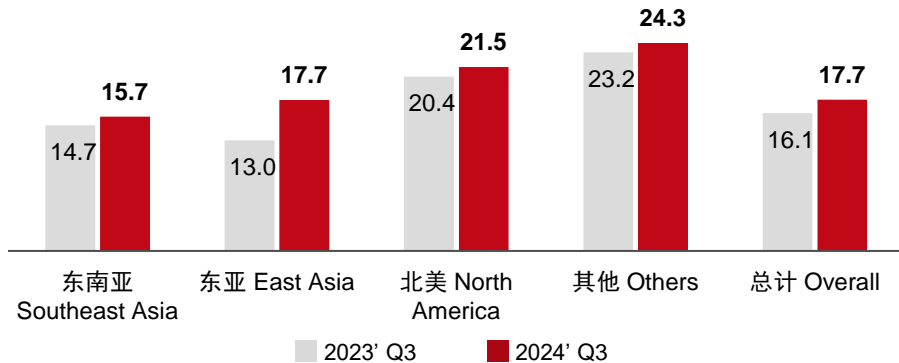
翻台率 Average table turnover rate

次/天
Times/ Day



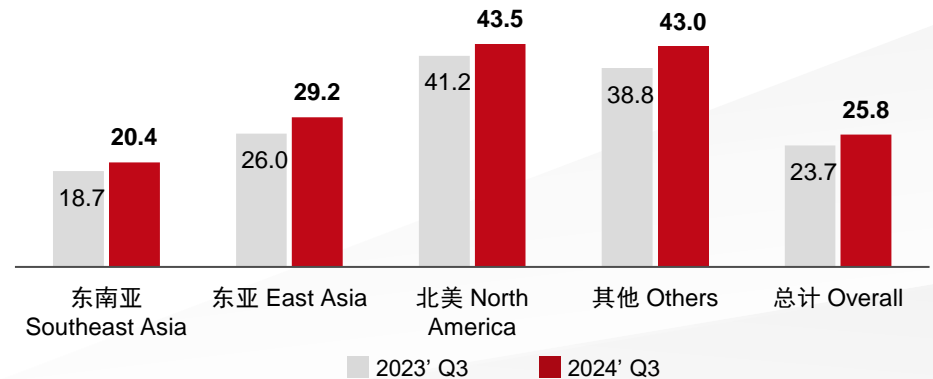
单个餐厅日均收入 Average daily revenue per restaurant

千美元
US\$ '000



人均消费 Average spending per guest

美元
US\$



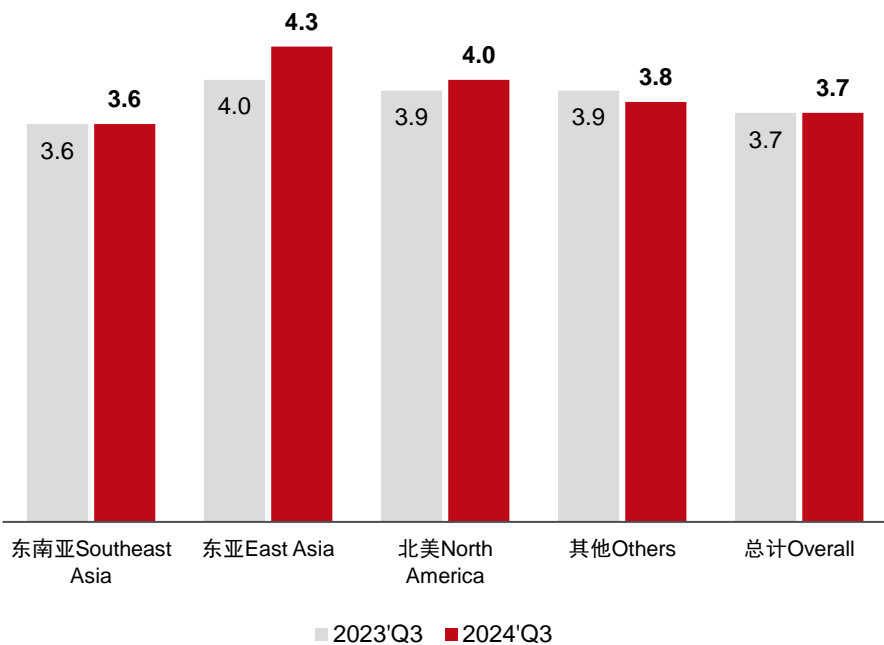
同店表现

Same Store Performance

同店翻台率

Same store table turnover rate

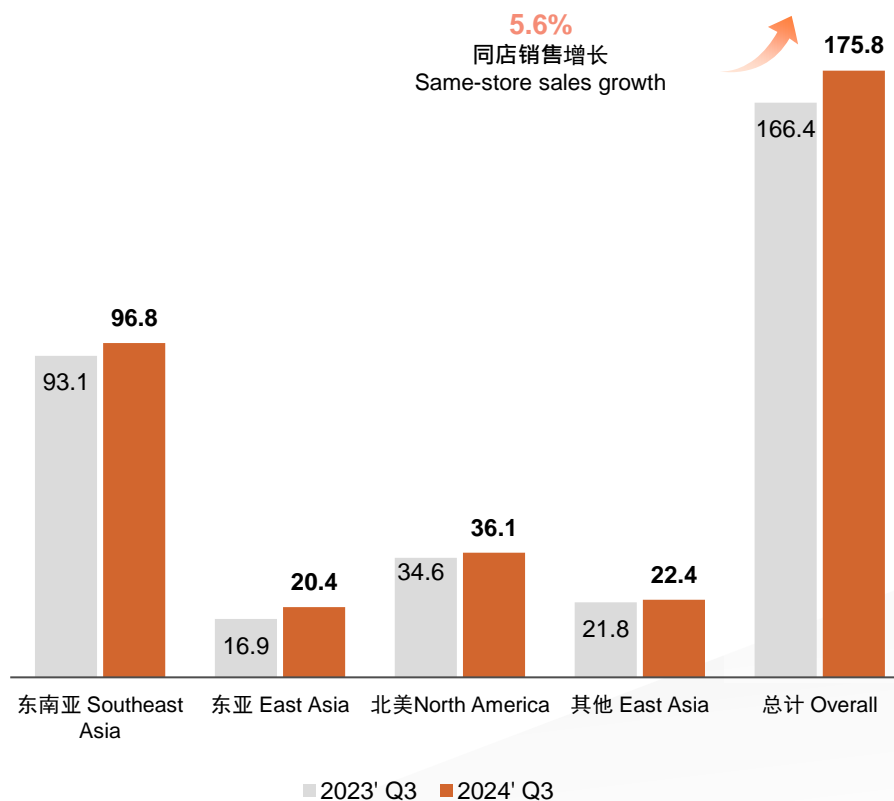
次/天
Times/Day



同店销售

Same store sales

百万美元
\$ million



感谢聆听
Thanks for listening

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