



LKNCY 2023Q3 Earnings Presentation

November 1, 2023



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**BUSINESS
UPDATE**



Another strong quarter with record high average monthly transacting customers

Total net revenues

RMB7.2 billion

+84.9% YoY increase

Average monthly transacting customers⁽¹⁾

58.5 million

+132.9% YoY increase

SSSG⁽²⁾ (self-operated stores)

19.9%

Store-level operating profit⁽³⁾ (self-operated stores)

23.1%

store-level profit margin⁽⁴⁾

RMB1,185.4 million

GAAP Operating income

13.4%

operating income margin

RMB961.7 million

Store footprint worldwide⁽⁵⁾

13,273 stores

+2,437 net new store openings⁽⁶⁾ QoQ

Notes:

(1) The total of each month's number of transacting customers divided by the number of months during the period (including those of partnership stores and those paid with free-coupons).

(2) Defined as the growth rate of total revenue from self-operated stores that have been in operation at the beginning of the comparable period and were not closed before the current period ending with the number of average operating days exceeding 15 days per month in both the current period and last year's comparable period.

(3) Calculated by deducting cost for self-operated stores including cost of direct materials (including wastage in stores), cost of delivery packaging materials, storage and logistics expenses, commissions to third-party delivery platforms related to revenues from self-operated stores, store depreciation expense (including decoration loss for store closure), store rental and other operating costs, delivery expense, transaction fees, store preopening and other expenses from the Company's self-operated store revenues.

(4) Calculated by dividing store level operating profit by total revenues from self-operated stores, which include net revenue from the sales of freshly brewed and non-freshly brewed items through self-operated stores, and delivery fees derived from self-operated stores paid by the Company's customers.

(5) The number of stores (including stores in the overseas market) open at the end of the period, excluding unmanned machines.

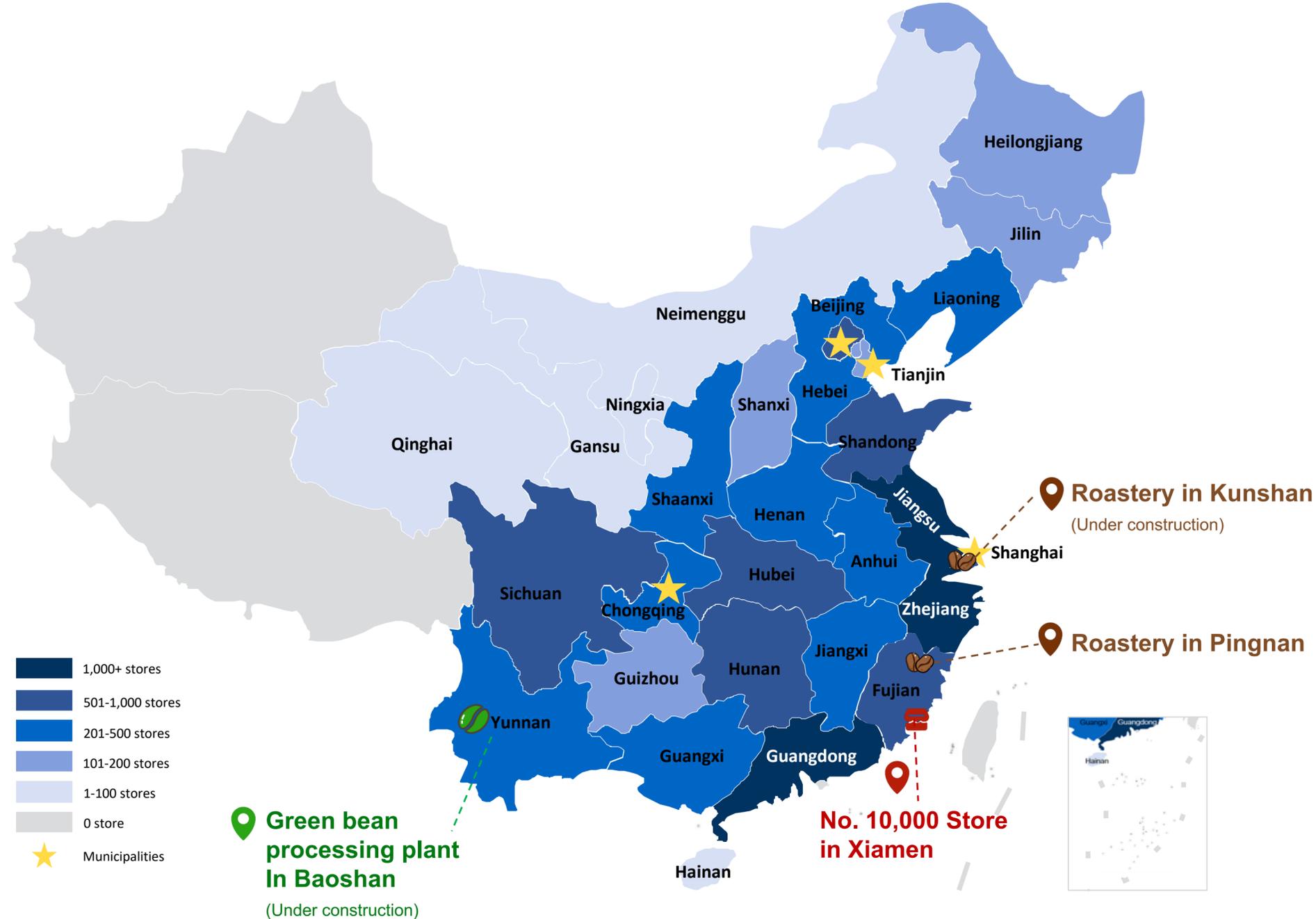
(6) The number of gross new stores (including stores in the overseas market) opened during the period minus the number of stores (including stores in the overseas market) permanently closed during the period.

Rapid expansion with more than 2,400 net new store openings in Q3 2023

Footprint in China



Footprint outside China



Notes:
 (1) The number of gross new stores opened during the quarter minus the number of stores permanently closed during the quarter.
 * As of September 30, 2023.

Maotai latte brews up new craze with record high sales in a day



JIANGXIANG FLAVORED LATTEE

*New Record
for the 1st day of launch*

5.42+ million cups

RMB 100+ million



Notes:
 (1) As of September 30, 2023.
 (2) The total of each month's number of transacting customers divided by the number of months during the period (including those of partnership stores and those paid with free-coupons).

Luckin Coffee Sustainable Development Strategy released and the first company carbon emission verification and product carbon footprint verification

Being a force for brighter future

Digital and Intelligent Empowering

Boosting the Sustainable Business

Enhancing corporate governance, continuously pursuing product quality, and providing an inclusive and expansive development platform for employees to lay the foundation for the company's long-term growth and drive sustainable value creation.



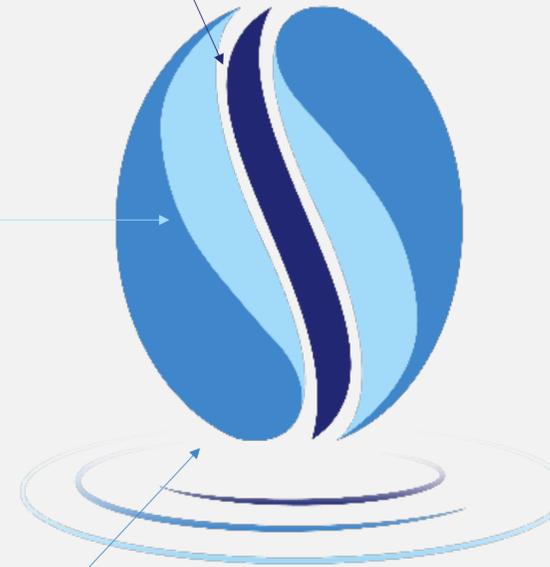
Co-building a responsible value chain

Continuously strengthening the sustainability and resilience of the supply chain, creating a better consumer and service experience, and collaborating with value chain partners to promote high-quality industry development.



Improving a better planet

Supporting the global actions on climate change and biodiversity conservation, conveying sustainable and healthy lifestyle philosophy, proactively taking responsibility for social contribution, to promote the co-prosperity of people and ecosystems.

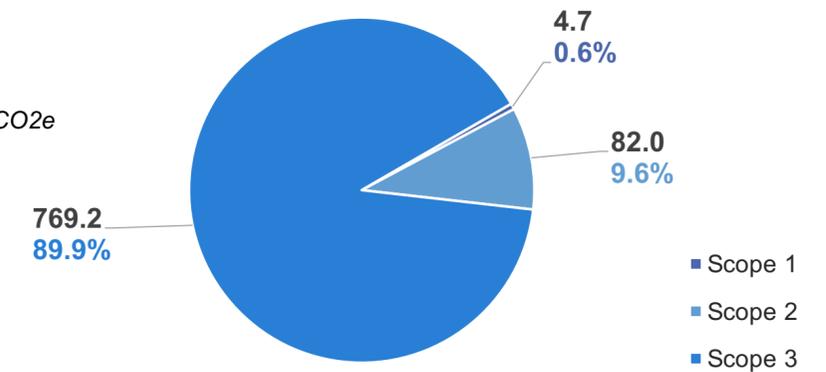


Completed company carbon inventory and verification by Bureau Veritas for the first time

The scope of the verification includes Luckin Coffee's office areas, factories and stores in 2022, laying the development foundation for the of future carbon reduction targets.

Luckin Carbon Emission¹

Unit: 1,000 ton CO₂e



Completed product carbon footprint² verification for the first time

Compared to regular Latte, one cup of Coconut Milk Latte has

(hot drink)

- 55% carbon footprint

(iced drink)

- 42% carbon footprint



Notes:

(1) Carbon emission

- Scope 1 emissions are direct emissions from owned or controlled sources.
- Scope 2 emissions are indirect emissions from the generation of purchased energy.
- Scope 3 emissions are all indirect emissions (not included in scope 2) that occur in the value chain of the reporting company, including both upstream and downstream emissions.

(2) Product carbon footprint, or product life cycle emissions, are all the emissions associated with the production and use of a specific product, from cradle to grave, including emissions from raw materials, manufacture, transport, storage, sale, use and disposal.

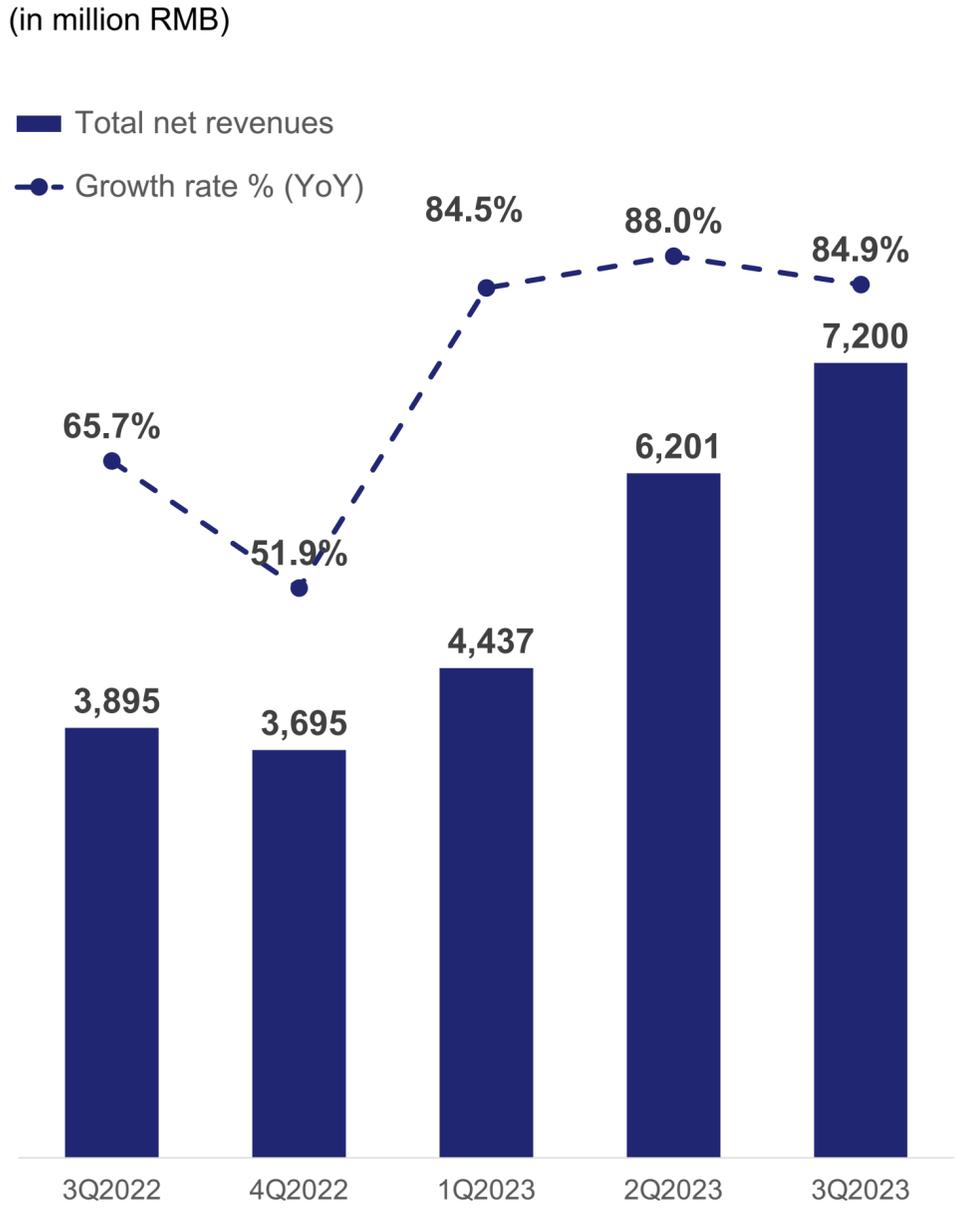
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**FINANCIAL
HIGHLIGHTS**

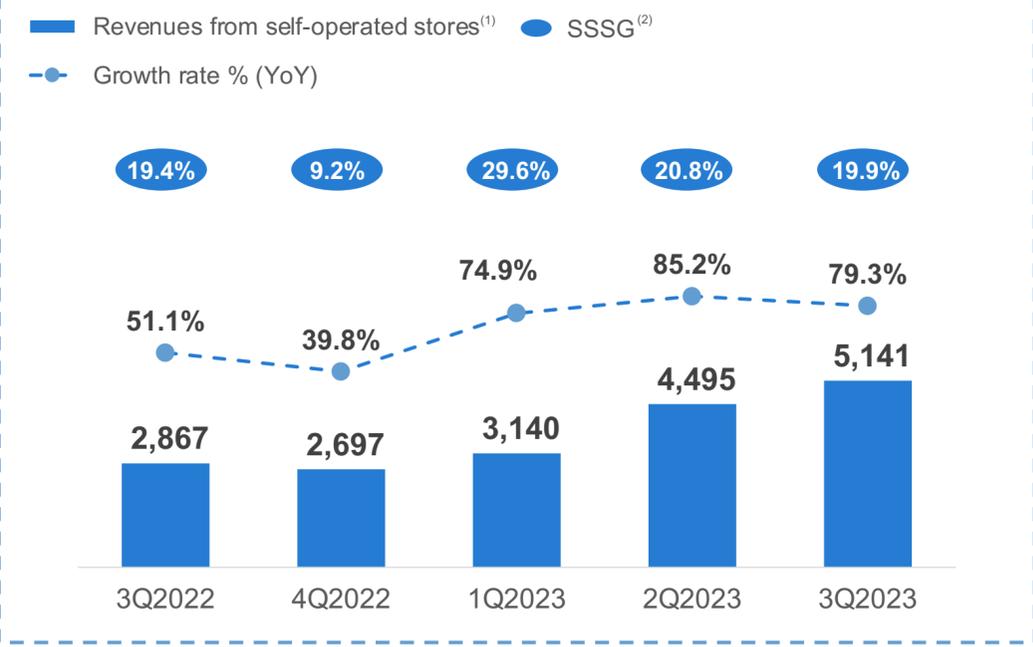


Strong revenue growth driven by rapid market expansion and rising monthly transacting customers

Total net revenues



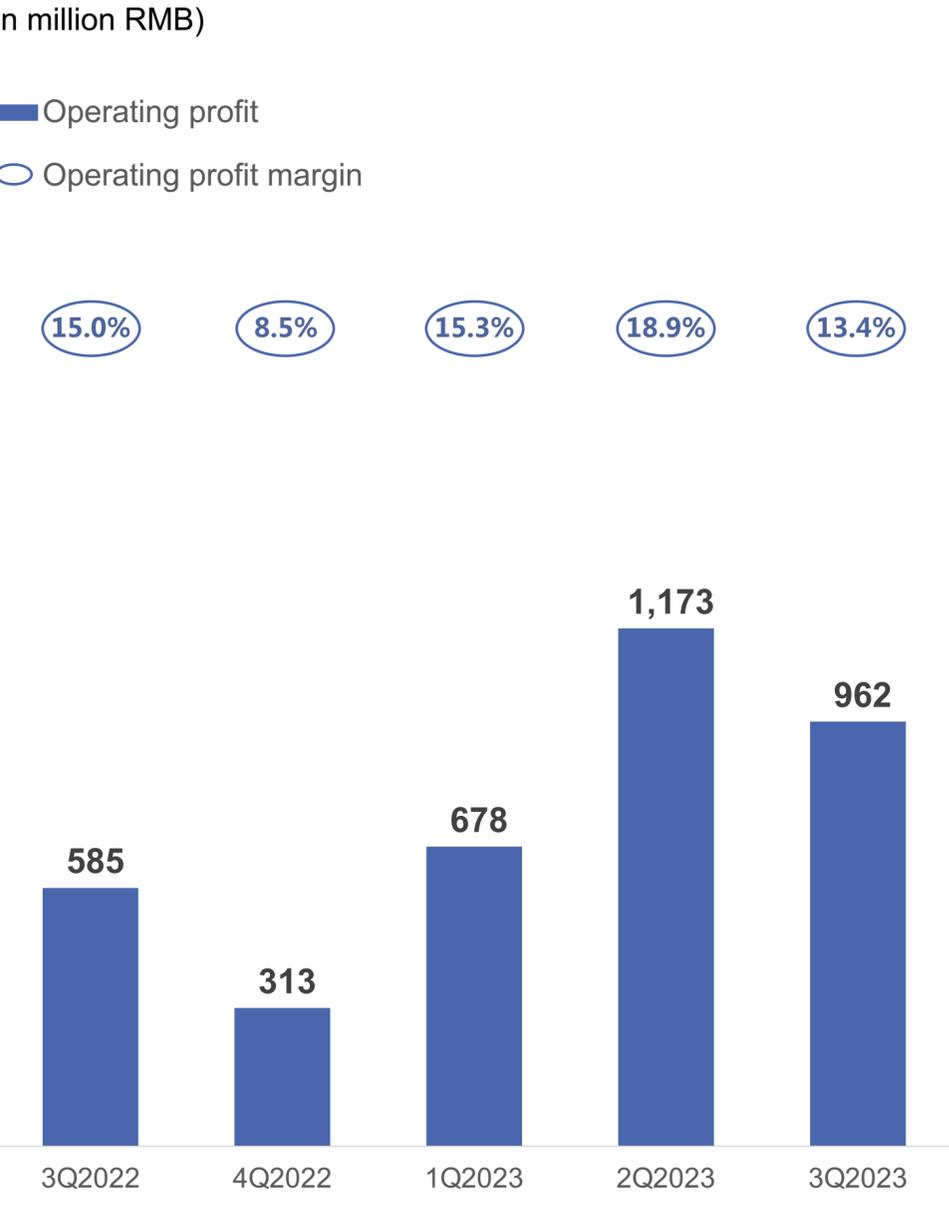
Self-operated stores (in million RMB)



Partnership stores (in million RMB)



Operating profit

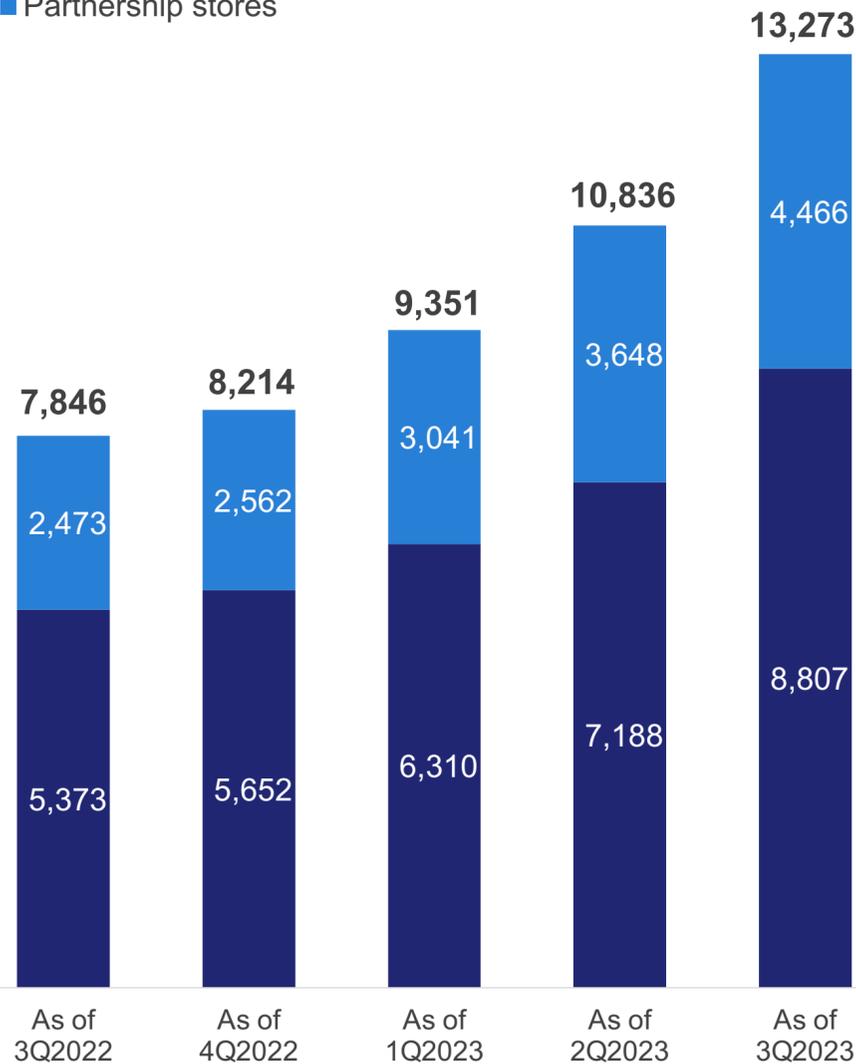


Notes:
 (1) Defined as net revenue from the sales of freshly brewed and non-freshly brewed items through self-operated stores, and delivery fees derived from self-operated stores paid by the Company's customers.
 (2) Defined as the growth rate of total revenue from self-operated stores that have been in operation at the beginning of the comparable period and were not closed before the current period ending with the number of average operating days exceeding 15 days per month in both the current period and last year's comparable period.

Continuously leading the market with more than 13,000 stores at the end of Q3 2023

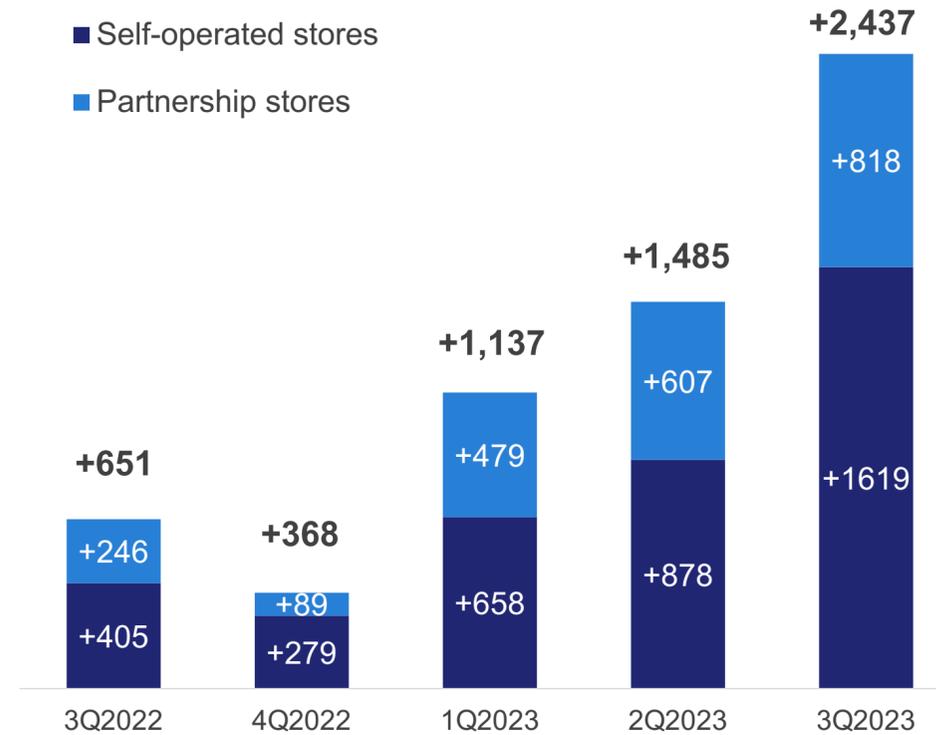
Number of stores⁽¹⁾

- Self-operated stores
- Partnership stores



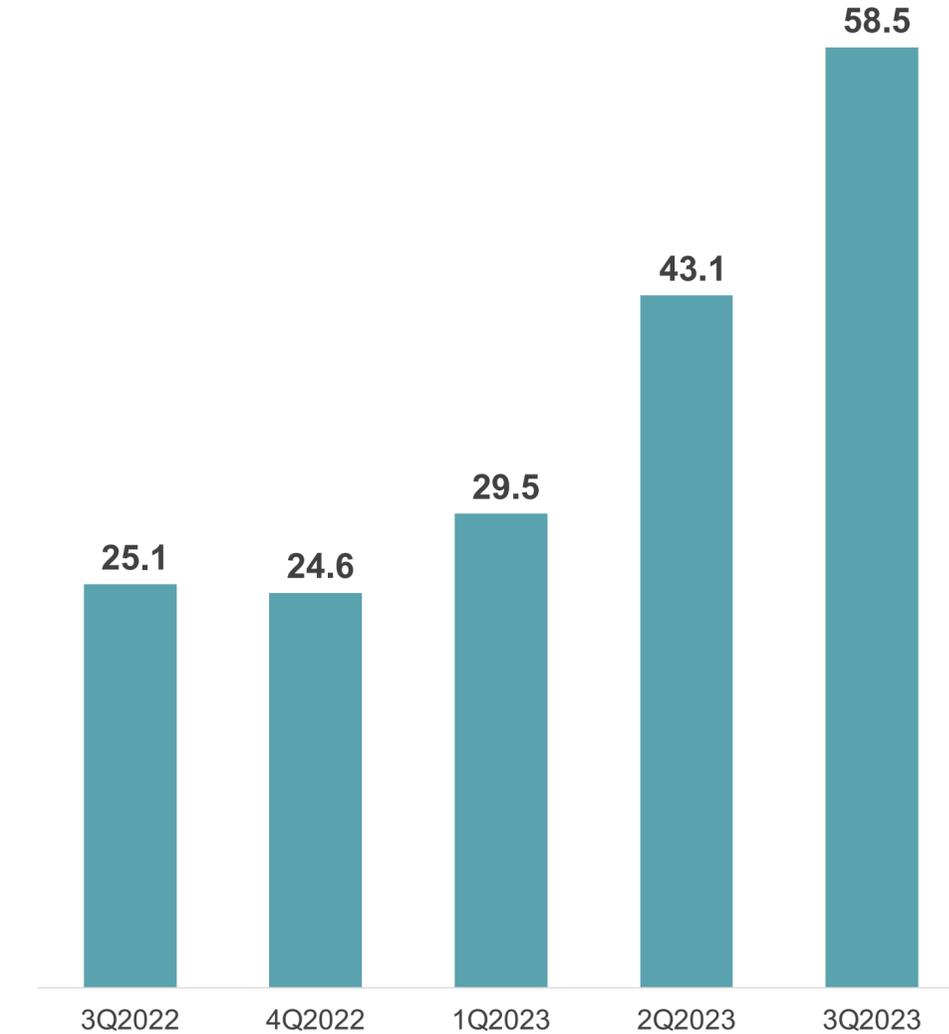
Net new store openings⁽²⁾

- Self-operated stores
- Partnership stores



Average monthly transacting customers⁽³⁾

(in million)



Cities or markets entered as of 3Q2023

Self-operated stores

73 cities in China
1 overseas market

Partnership stores

287 cities in China

Notes:

(1) The number of stores (including stores in the overseas market) open at the end of the period, excluding unmanned machines.

(2) The number of gross new stores (including stores in the overseas market) opened during the period minus the number of stores (including stores in the overseas market) permanently closed during the period.

(3) The total of each month's number of transacting customers divided by the number of months during the period (including those of partnership stores and those paid with free-coupons).

Healthy margin profile attributable to operational efficiency and scale benefits

Net profit margin

(As reported)
13.7%
RMB988million

DTA valuation allowance release
RMB252 million

10.2%
RMB736 million

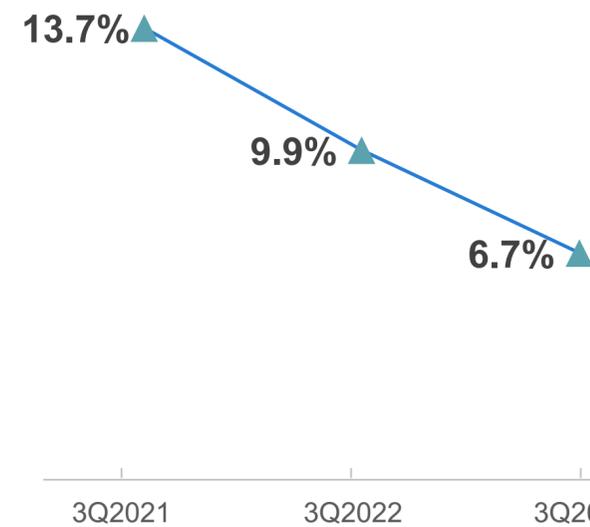
Store-level operating profit (self-operated stores)

Store-level profit margin ⁽¹⁾



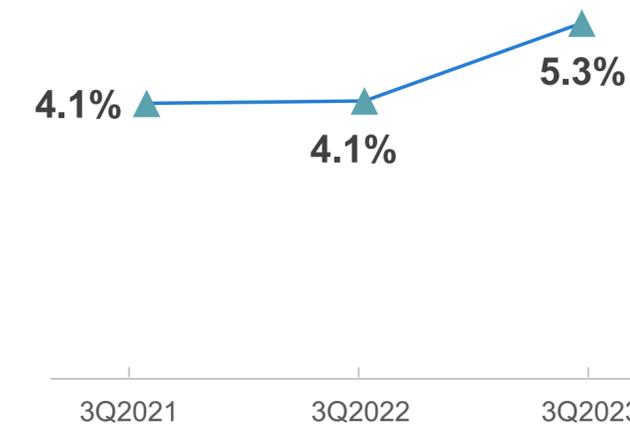
General & administrative expenses

% Total net revenue ⁽²⁾



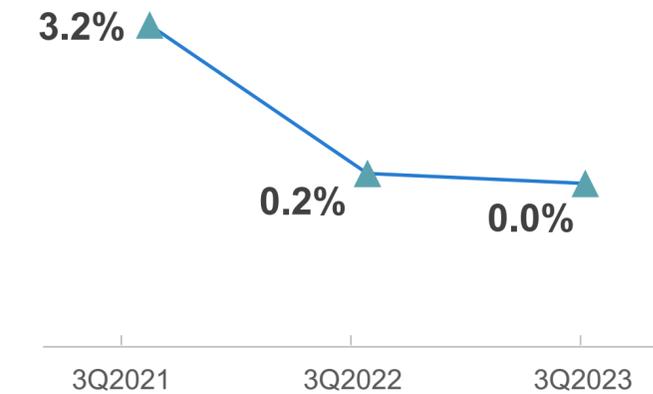
Sales & marketing expenses (excl. free cup)

% Total net revenue ⁽²⁾



Restructuring-related expenses

% Total net revenue ⁽²⁾



Notes:

(1) Calculated by dividing store level operating profit, which is calculated by deducting cost for self-operated stores including cost of direct materials (including wastage in stores), cost of delivery packaging materials, storage and logistics expenses, commissions to third-party delivery platforms related to revenues from self-operated stores, store depreciation expense (including decoration loss for store closure), store rental and other operating costs, delivery expense, transaction fees, store preopening and other expenses from the Company's self-operated store revenues, by total revenues from self-operated stores.

(2) As a percentage of net revenue.

Balance sheet, liquidity and cash generation

Cash at bank and on hand⁽¹⁾



RMB
5.7 billion

Cash flow from operating activities



RMB
1.3 billion

Interest-bearing debt



USD
0 *Full redemption
of Senior Notes B
in 3Q22*

Free cashflow⁽²⁾



RMB
310.1 million

Notes:
(1) Includes cash and cash equivalents, restricted cash, short-term investments and term deposit.
(2) Calculated by adding depreciation and amortization expenses to the operating cash flow without changes in working capital, and deducting the capital expenditure.

Leadership updates: promoted young talents to aid future growth



THINK BIG!
GROW TOGETHER!





Q&A