特海国际控股有限公司

SUPERHI INTERNATIONAL HOLDING LTD.

2026 第三季度财务业绩

Third Quarter Financial Results

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

2026年 11月
November 2026

免责声明
Disclaimer

本业绩演示所用的材料仅供阁下作参考用途。本文件的目的不是提供，而您也不应依赖本文件提供对于公司的财务或业绩状态或前景的完整的或全面的分析。本文件包含的信息和意见截止于本文件的日期，并可在不另行通知的情况下进行更改。本文件中并不包含、也并不应当被依赖为一项有关过往或未来的承诺或陈述，并且您也不应当依赖本文件中包含的书面或口头的信息的公平性、准确性、真实性、完整性或正确性。并且，本文件中的任何内容均不得被解释为法律、业务、税务或财务建议。对于本文件中包含的信息或意见的公平性、准确性、真实性、完整性或正确性，均没有任何明示的或暗示的陈述或保证，也不得进行任何依赖。本公司及其各自的任何控股公司、子公司、关联业务、控制人或关联公司，以及它们各自的董事、管理人员、合伙人、雇员、代理人、顾问或代表，均不承担因直接或间接使用、依赖或分发本文件或其内容而产生的或以其他方式与本文件相关而产生的任何责任（不论是疏忽或者其他）或以任何其他方式发生的损失。

This Results Announcement Presentation is for your reference only. It is not the intention to provide, and you may not rely on the materials as providing, a complete or comprehensive analysis of the Company‘s financial or trading position or prospects. The information and opinions in this document are provided as of the date hereof and are subject to change without notice. Nothing contained herein or therein is or shall be relied upon as a promise or representation, whether as to the past or the future and no reliance, in whole or in part, should be placed on the fairness, accuracy, truthfulness, completeness or correctness of the information contained herein, whether written or oral. Further, nothing in this document should be construed as constituting legal, business, tax, or financial advice. No representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, truthfulness, completeness, or correctness of the information or opinions contained herein. None of the Company nor any of the irrespective holding companies, subsidiaries, associated undertakings, controlling persons, or affiliates, nor any of their respective directors, officers, partners, employees, agents, advisers, or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss how so ever arising, whether directly or indirectly, from any use, reliance or distribution of this document or its contents or otherwise arising in connection with this document.

1 业务回顾

Performance Overview



业绩亮点
Performance Highlights

餐厅客流及翻台率同比改善
YoY Improvement in Total Guest Visits and Table Turnover Rate

客流量
Total guest visits

8.4 百万人次 million visits

整体及同店平均翻台率
Overall and same store average table turnover rate

4.0 次/ 天 times/day

海底捞餐厅收入
Haidilao restaurant revenue

205.6 百万美元 US$ million

海底捞餐厅收入同比增长
Haidilao restaurant revenue growth

+2.4% YoY

外卖及其他 (1) 收入同比增长78.2%
Combined Delivery Business and Others(1) Revenue: +78.2% YoY

外卖业务
Delivery business revenue

7.8 百万美元 US$ million

+77.3% 同比增长 YoY growth

其他 (1)
Others (1) revenue

15.9 百万美元 US$ million

+78.7% 同比增长 YoY growth

总收入
Total revenue

229.3 百万美元 US$ million

+7.1% 同比增长 YoY growth

公司经营利润（率）
Income from operation (margin)

9.9 百万美元 US$ million

4.3%

税前利润（率）
Profit before tax (margin)

13.7 百万美元 US$ million

6.0%

注：（1）其他收入包括来自向当地顾客及零售商销售火锅调味品及海底捞品牌及子品牌的食品的收入。
Notes: (1) Others mainly consisted of revenue from sales of hot pot condiment products and food under Haidilao brand and secondary brands to local guests and retailers.

业务回顾 | 持续聚焦门店经营、产品本地化与中台能力

Business overview: Focus on Store Operations, Localized Products and Headquarters' Operational Support Capabilities

聚焦门店经营
Focus on Store Operations

- 保持区域管理灵活性，有序推进人才储备

  Maintain regional operational flexibility across regions and strengthen the talent pipeline

- 超过60%（1）的海底捞餐厅配备成熟后备经理

  Over 60%(1) of Haidilao restaurants have qualified backup managers in place

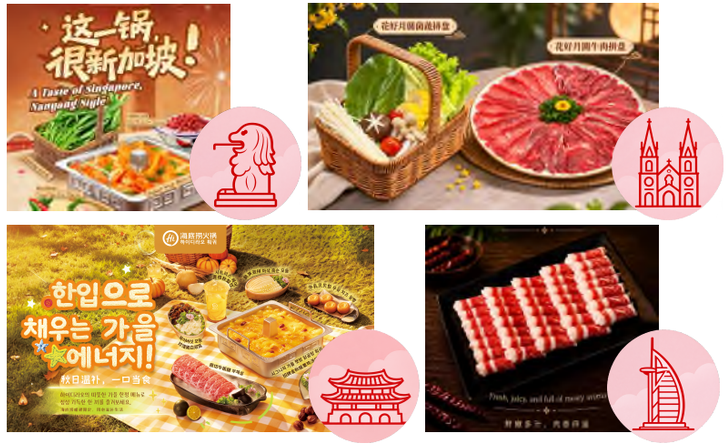
注: (1) 截至2026年11月
Note: (1) As of November 2026



打造“不一样的海底捞”
Building a “Different Haidilao”

- 加强本地化产品研发和菜单优化

  Enhance localized product development and menu optimization



- 关注新品销售及复购表现

  Monitor new-product sales and repeat purchase performance

加强总部中台专业能力
Strengthen HQ Operational Capabilities

- 丰富业务分析维度，提升运营支持效率

  Broaden the scope of business analytics across table turnover, membership, product mix, marketing, and cost management to strengthen operational support efficiency

- 优化产品、营销和会员运营

  Optimize product, marketing and membership operations via data-driven insights

- 海底捞品牌海外注册会员总数突破1,000万人

  Over 10 million registered members of the Haidilao brand overseas

>10.0M 会员数 Registered members

持续推进业务扩张与业态多元化
Network Expansion and Format Diversification

“自下而上”持续扩大餐厅网络
Expanding the restaurant network through the “Bottom-up” strategy

132
海底捞餐厅数量
Haidilao restaurants



- 海底捞餐厅数量较去年同期净增加 6 家
  Net addition of 6 Haidilao restaurants YoY
- 本季度新开业 3 家海底捞餐厅
  Opened 3 Haidilao restaurants in Q3 2026
- 坚持质量优先，关注新店长期回报。
  Prioritizing quality and focusing on the long-term returns of new stores

持续推进“红石榴”计划
Strategic advancement of the “Pomegranate Plan”

12 品 牌 Brands
26 餐 厅 Restaurants

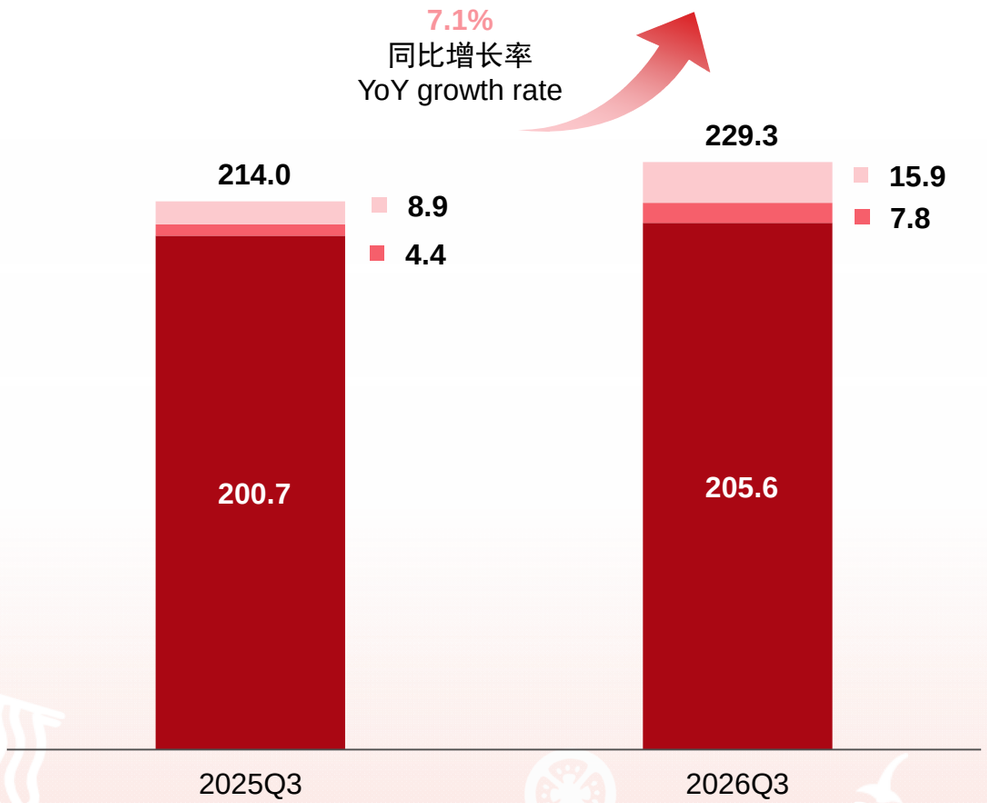
截至 2026 年 9 月 30 日
As of September 30, 2026



2026年第三季度财务回顾
Q3 2026 Financial Results

总收入分布
Total Revenue Distribution

百万美元 US$ million



海底捞餐厅经营
Haidilao Restaurant Operations

205.6 百万美元 US$ million

VS 2025
+2.4%

外卖业务
Delivery Business

7.8 百万美元 US$ million

VS 2025
+77.3%

其他
Others

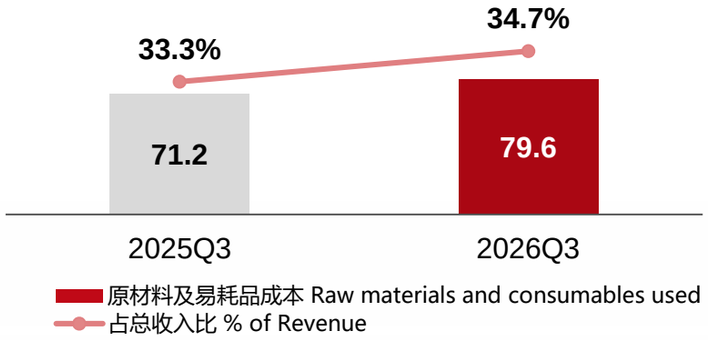
15.9 百万美元 US$ million

VS 2025
+78.7%

2026年第三季度财务回顾
Q3 2026 Financial Results

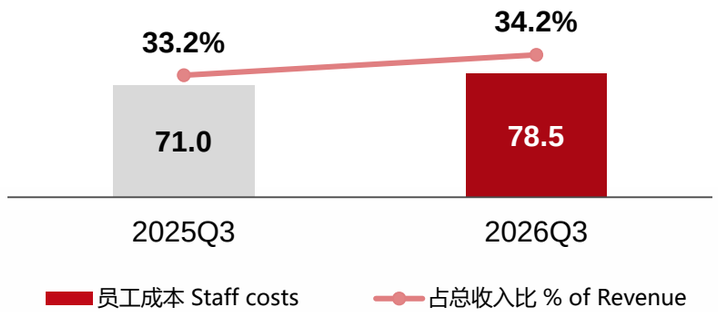
原材料及易耗品成本
Raw materials and consumables used

百万美元
US$ million



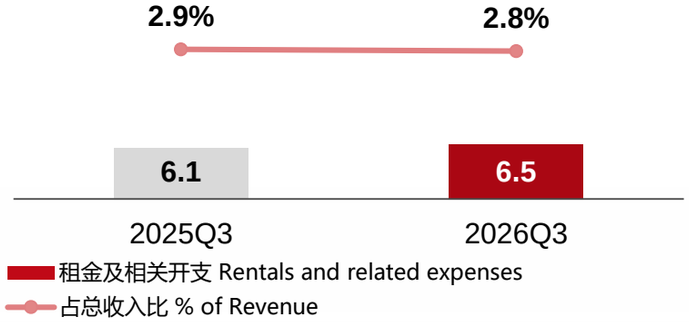
员工成本
Staff costs

百万美元
US$ million



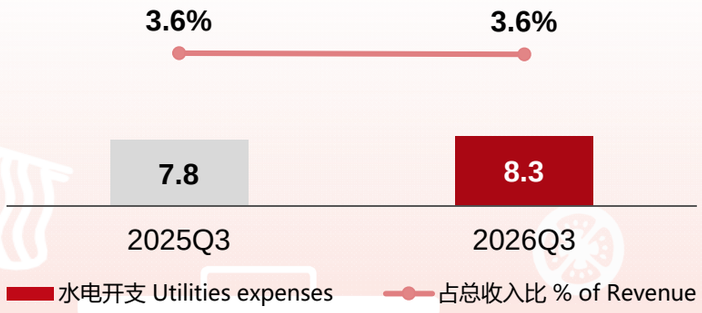
租金及相关开支
Rentals and related expenses

百万美元
US$ million



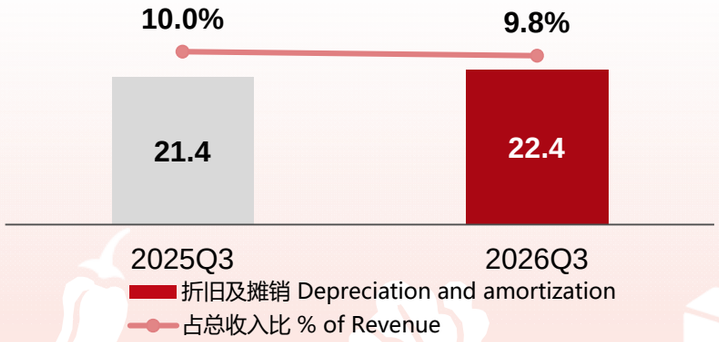
水电开支
Utilities expenses

百万美元
US$ million



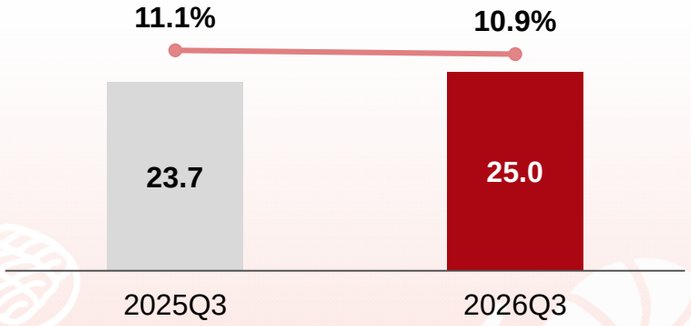
折旧及摊销
Depreciation and amortization

百万美元
US$ million



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

百万美元
US$ million

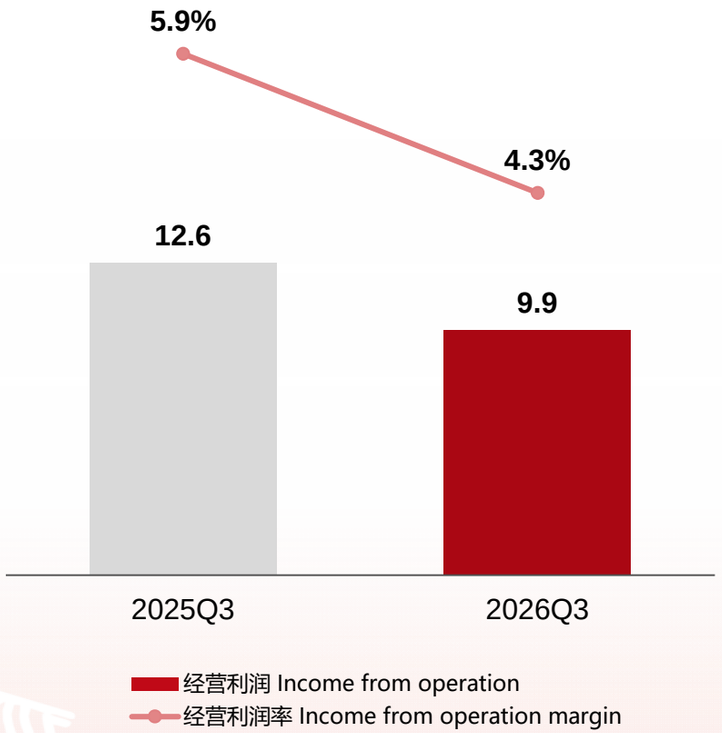


注：（1）包含差旅及通讯开支，及其他开支
Notes: (1) Including travelling and communication expenses, and other expenses

2026年第三季度财务回顾
Q3 2026 Financial Results

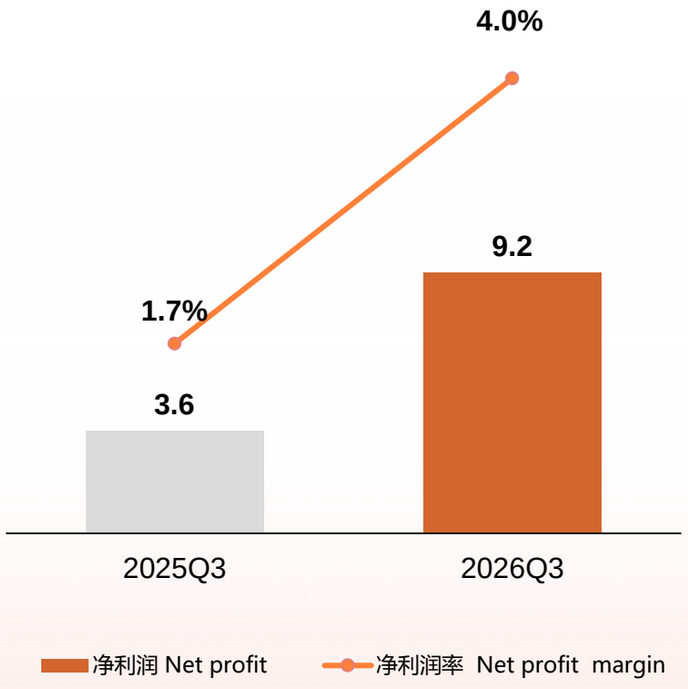
经营利润及经营利润率
Income from operation and income from operation margin

百万美元
US$ million



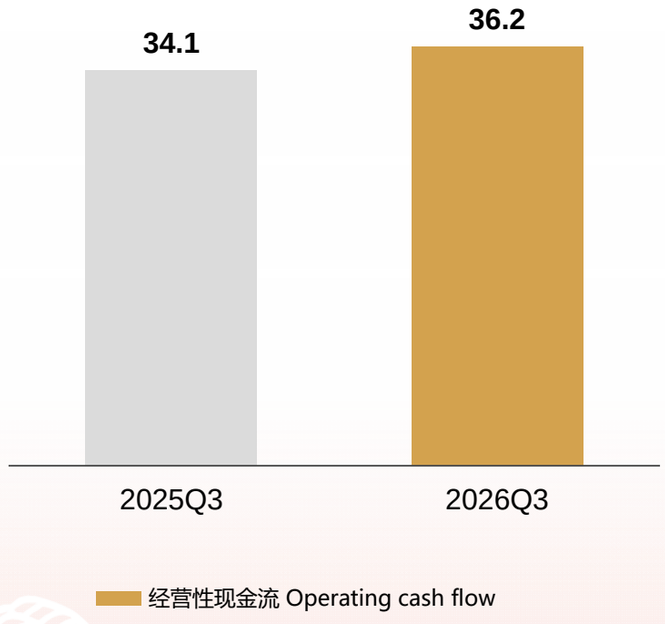
净利润
Net profit

百万美元
US$ million



经营性现金流
Operating cash flow

百万美元
US$ million

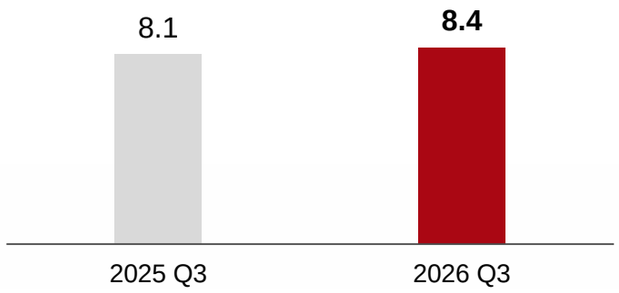


2026年第三季度餐厅关键表现指标

Q3 2026 Restaurant Key Performance Indicators

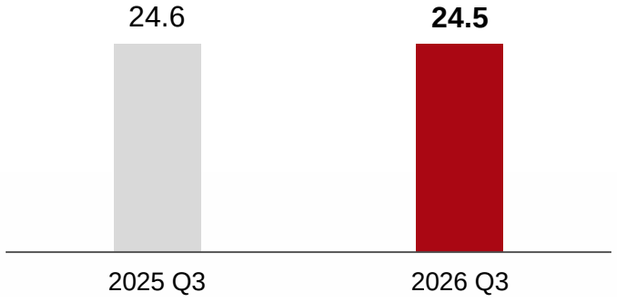
总客流量 Total guest visits

百万人次
million visits



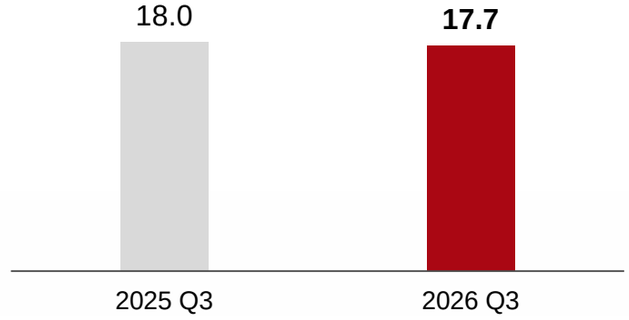
人均消费 Average spending per guest

美元
US$



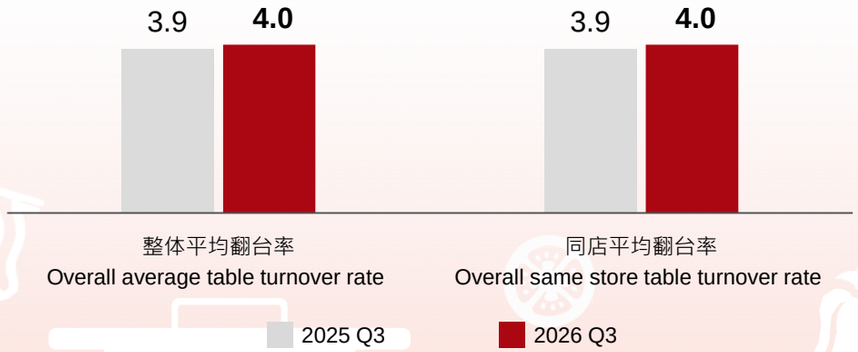
单个餐厅日均收入 Average daily revenue per restaurant

千美元
US$ '000



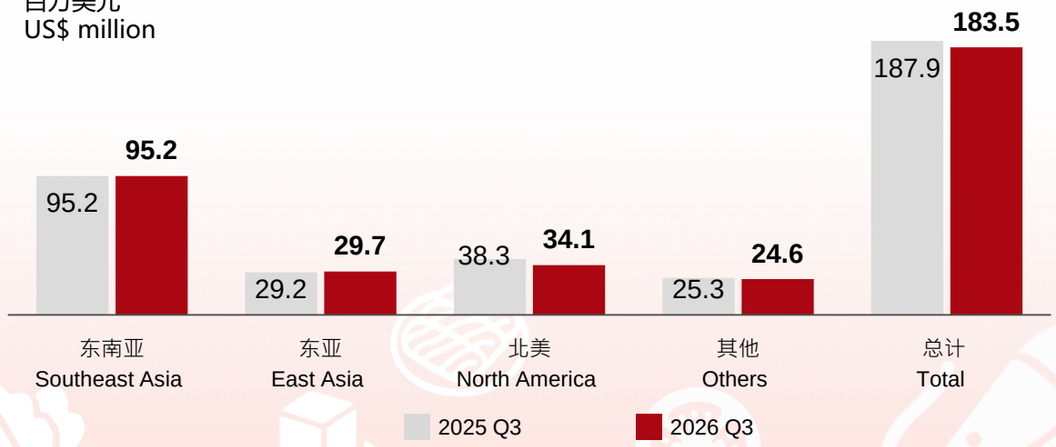
平均翻台率 Average table turnover rate

次/天
times/day



同店销售 Same store sales

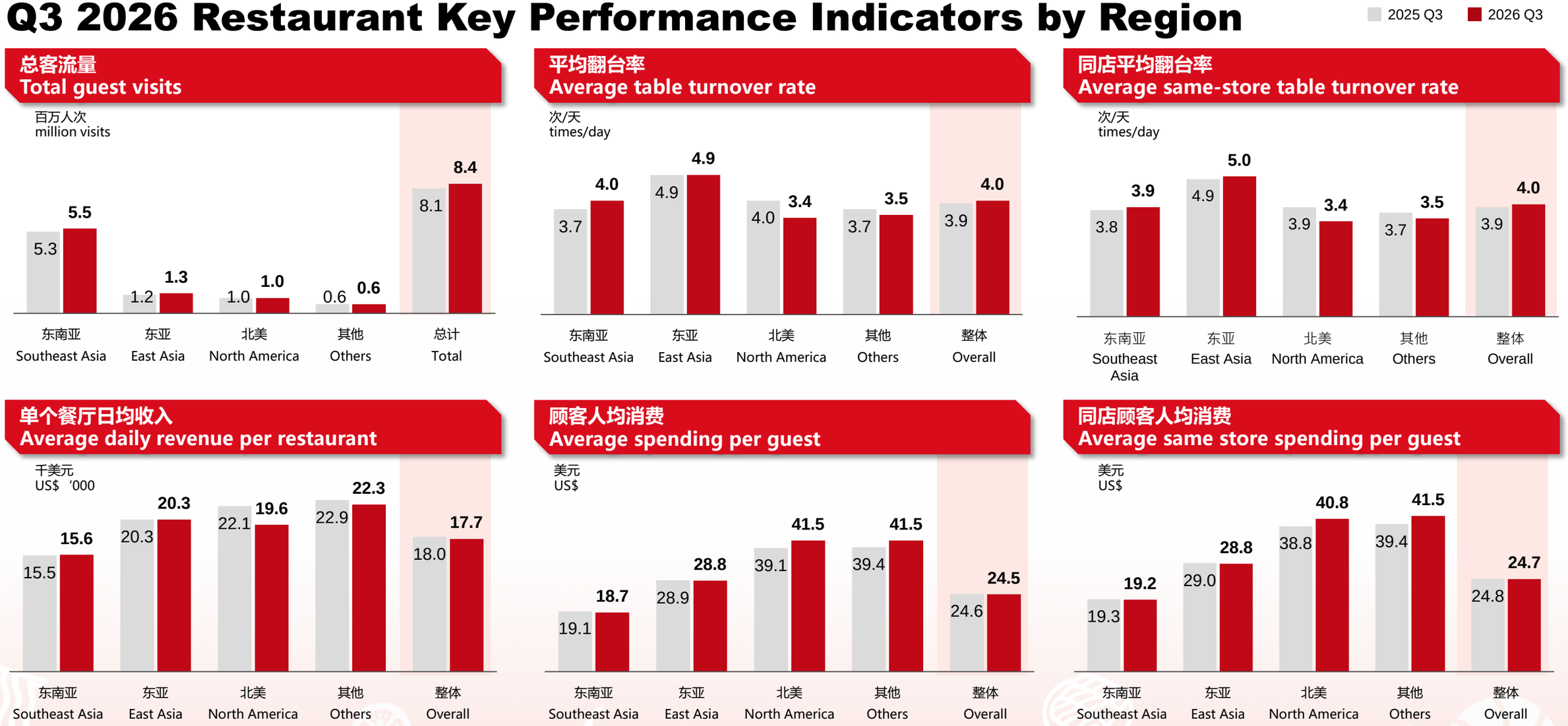
百万美元
US$ million



注：由于四舍五入，部分数据的分项之和可能与所列合计数存在微小差异。
Note: Certain figures may not add up to the respective totals due to rounding.

2026年第三季度分区域餐厅关键表现指标

Q3 2026 Restaurant Key Performance Indicators by Region



感 谢 聆 听

Thanks for listening

投资者关系联络：

Investor Relations Contact:

superhi_ir@superhi-inc.com

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