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**LI NING COMPANY LIMITED**

**李寧有限公司**

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 2331)**

## **LATEST OPERATIONAL UPDATE FOR THE THIRD QUARTER OF 2022**

This announcement is made on a voluntary basis by the board of directors (the “**Board**”) of Li Ning Company Limited (the “**Company**”, together with its subsidiaries, the “**Group**”) to provide the following operational update on the Group’s business.

### **SAME-STORE-SALES (SSS)**

For the third quarter ended 30 September 2022, in respect of LI-NING POS (excluding LI-NING YOUNG) which have been in operation since the beginning of the same quarter last year, the same-store-sales for the overall platform registered a high-single-digit increase on a year-on-year basis. In terms of channels, retail (direct operation) channel registered a mid-single-digit increase and wholesale (franchised distributors) channel registered a high-single-digit increase; while the e-commerce virtual stores business registered a mid-teens growth on a year-on-year basis.

### **RETAIL SELL-THROUGH**

For the third quarter ended 30 September 2022, the retail sell-through of LI-NING POS (exclude LI-NING YOUNG) for the overall platform increased by mid-teens on a year-on-year basis. In terms of channels, offline channel (include retail and wholesale) registered a mid-teens growth, with retail increased by low-twenties and wholesale increased by low-teens; the e-commerce virtual stores business registered a mid-twenties growth.

### **POS NUMBERS**

As at 30 September 2022, the total number of LI-NING POS (exclude LI-NING YOUNG) in China amounted to 6,101, representing a net increase of 164 POS since the end of previous quarter and a net increase of 166 POS since the beginning of this year. Among the net increase of 166 POS, direct retail accounts for a net increase of 179 POS, and wholesale accounts for a net decrease of 13 POS.

As at 30 September 2022, the total number of LI-NING YOUNG POS in China amounted to 1,238, representing a net increase of 63 POS since the end of previous quarter and a net increase of 36 POS since the beginning of this year.

**The Company's shareholders and potential investors should note that this announcement is based on unaudited operational data of the Group and this data has not been audited or reviewed by Group's auditors. The data does not constitute, represent or indicate the full picture of the Group's total revenue or financial performance and the information contained in this announcement may be subject to change and adjustment.**

**The Company's shareholders and potential investors are advised to exercise caution when dealing in the shares of the Company.**

By order of the Board  
**Li Ning Company Limited**  
**Li Ning**  
*Executive Chairman and  
Joint Chief Executive Officer*

Hong Kong, 19 October 2022

*As at the date of this announcement, the executive directors of the Company are Mr. Li Ning, Mr. Kosaka Takeshi and Mr. Li Qilin. The independent non-executive directors of the Company are Mr. Koo Fook Sun, Louis, Ms. Wang Ya Fei and Dr. Chan Chung Bun, Bunny.*