

Atour Lifestyle Holdings Limited

NASDAQ: ATAT



1Q26 Results Presentation

May 2026

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Business Review

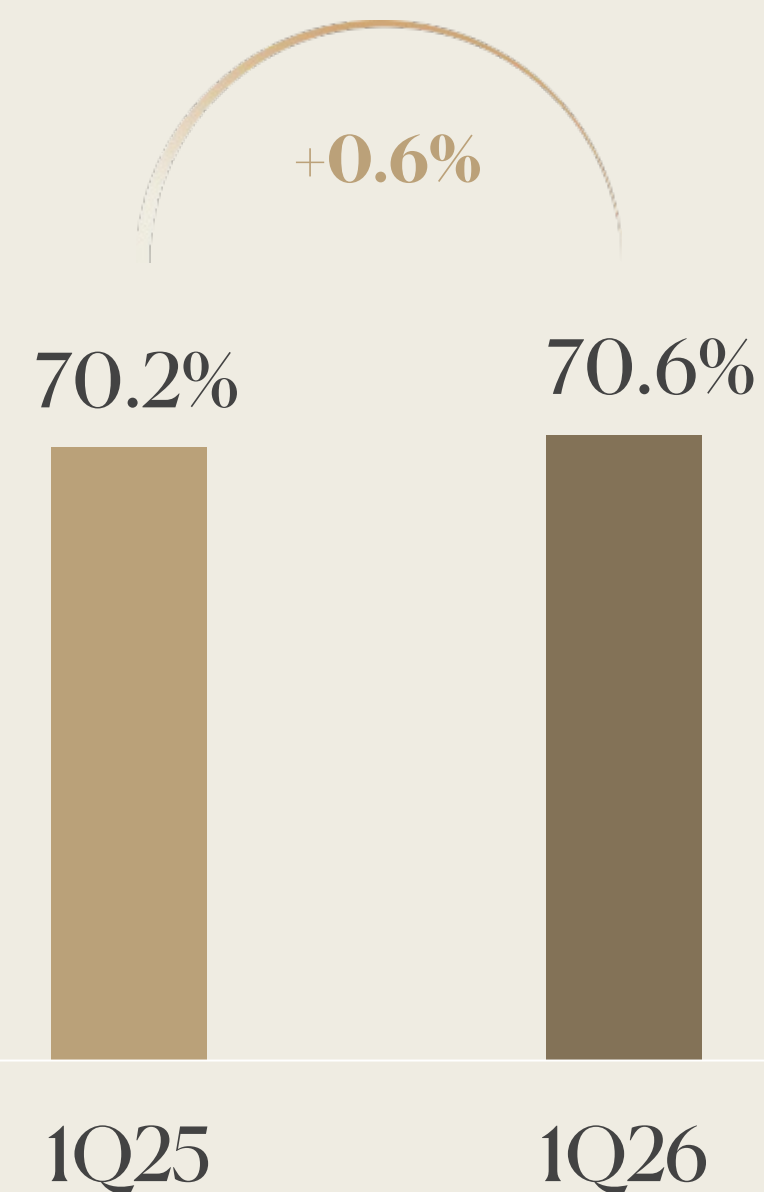
业务表现

1Q26 RevPAR was 102.4% of 2025's Level for the Same Period, Marking a Positive Recovery

一季度RevPAR为2025年同期的102.4%，恢复度实现同比转正

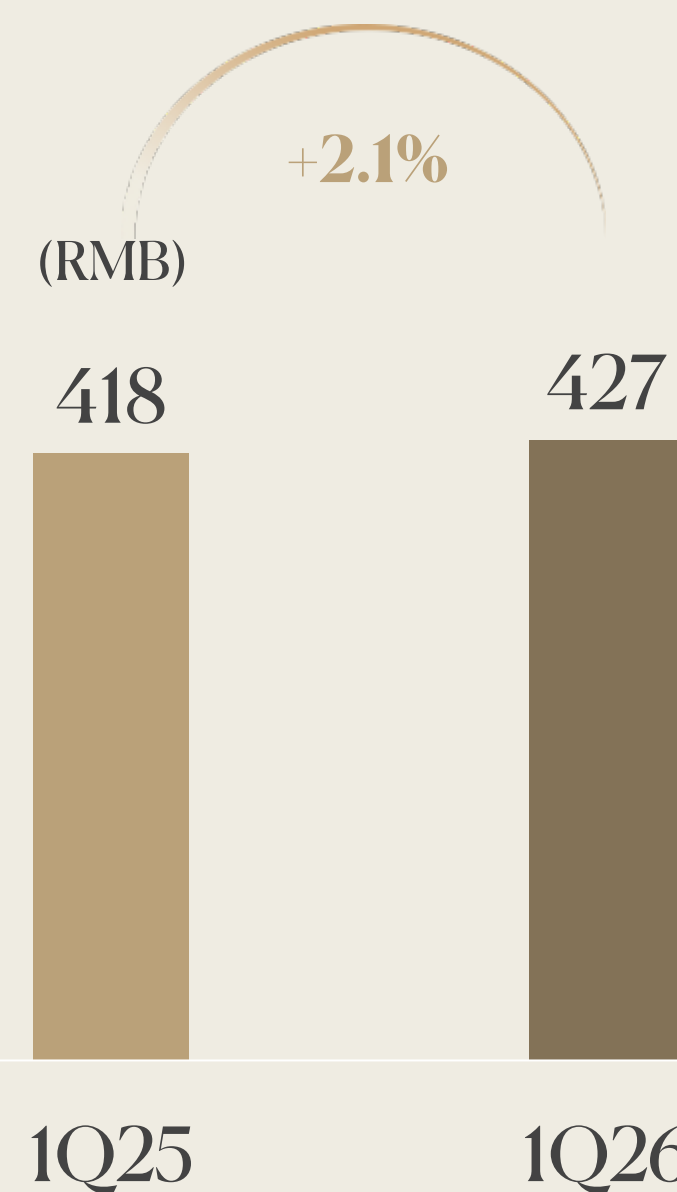
OCC⁽¹⁾

100.6% of the level in 1Q25
为25年同期的100.6%



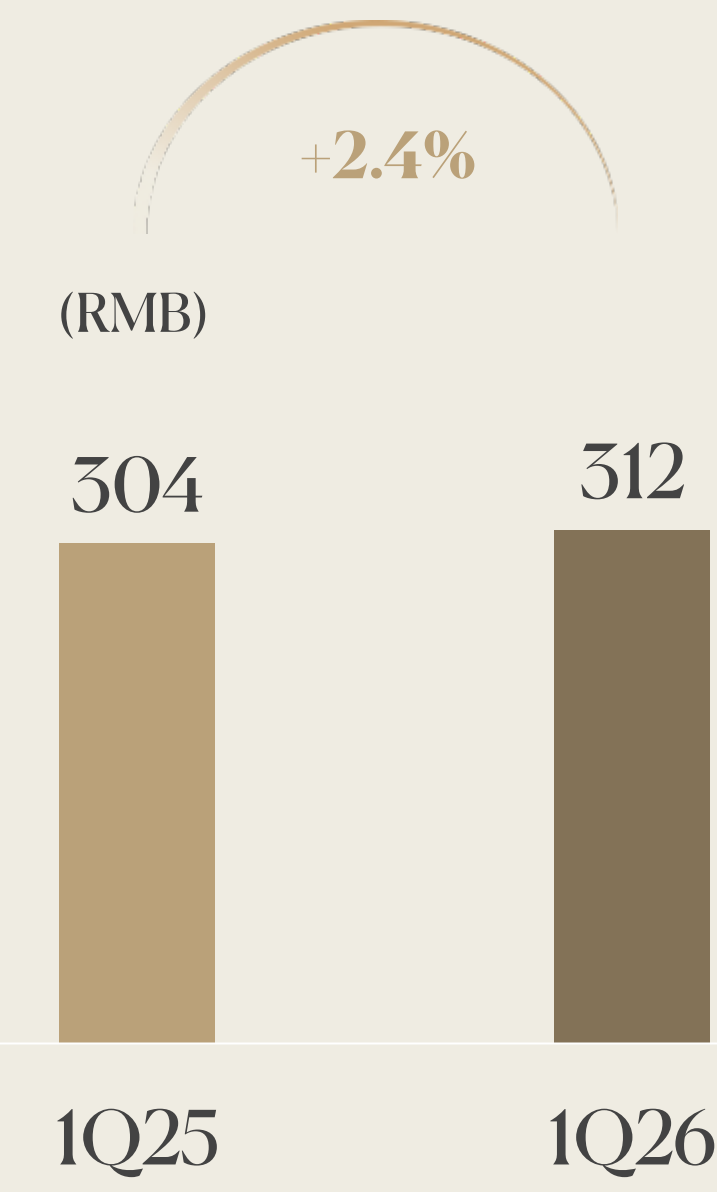
ADR⁽¹⁾

102.1% of the level in 1Q25
为25年同期的102.1%



RevPAR⁽¹⁾

102.4% of the level in 1Q25
为25年同期的102.4%



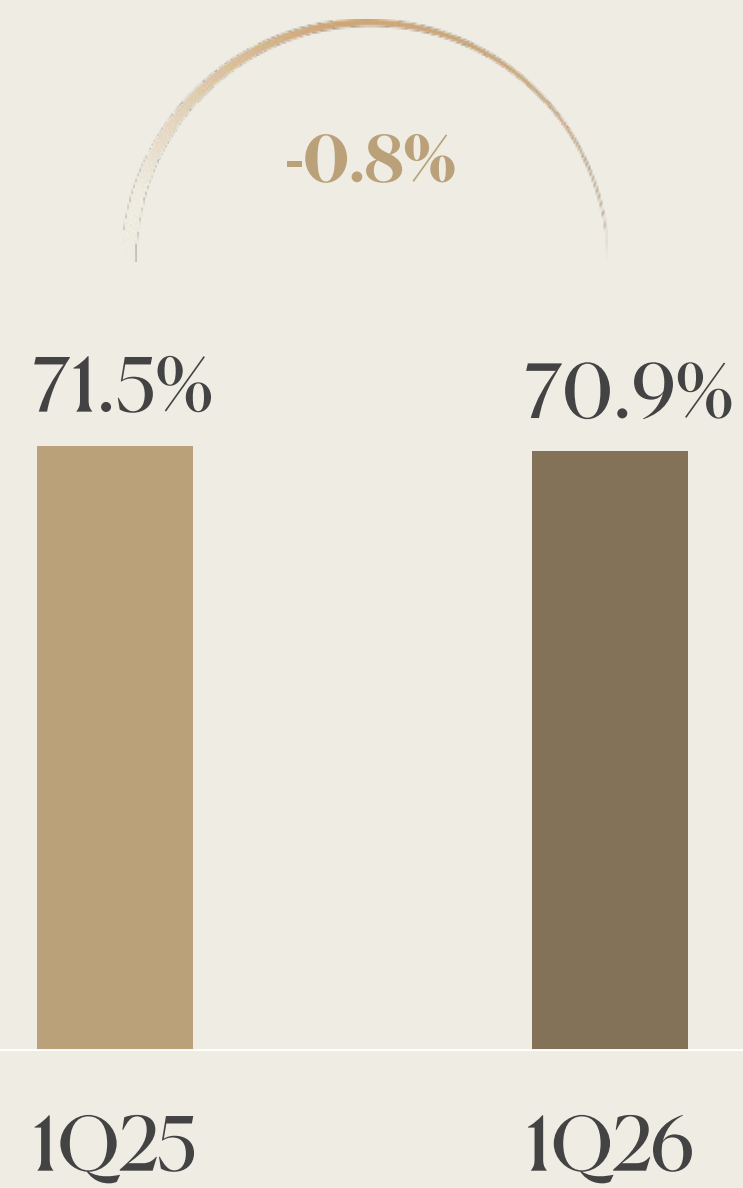
(1) Excludes hotel rooms that became unavailable due to temporary hotel closures. ADR and RevPAR are calculated based on tax-inclusive room rates.
"ADR" refers to the average daily room rate, which means room revenue divided by the number of rooms in use for a given period;
"Occupancy rate" refers to the number of rooms in use divided by the number of available rooms for a given period;
"RevPAR" refers to revenue per available room, which is calculated by total revenues during a period divided by the number of available rooms of our hotels during the same period.

1Q26 Same-hotel⁽¹⁾ RevPAR Recovery Improved Steadily to 98.3% of 2025's Level

一季度同店⁽¹⁾RevPAR恢复度稳步提升，为2025年同期的98.3%

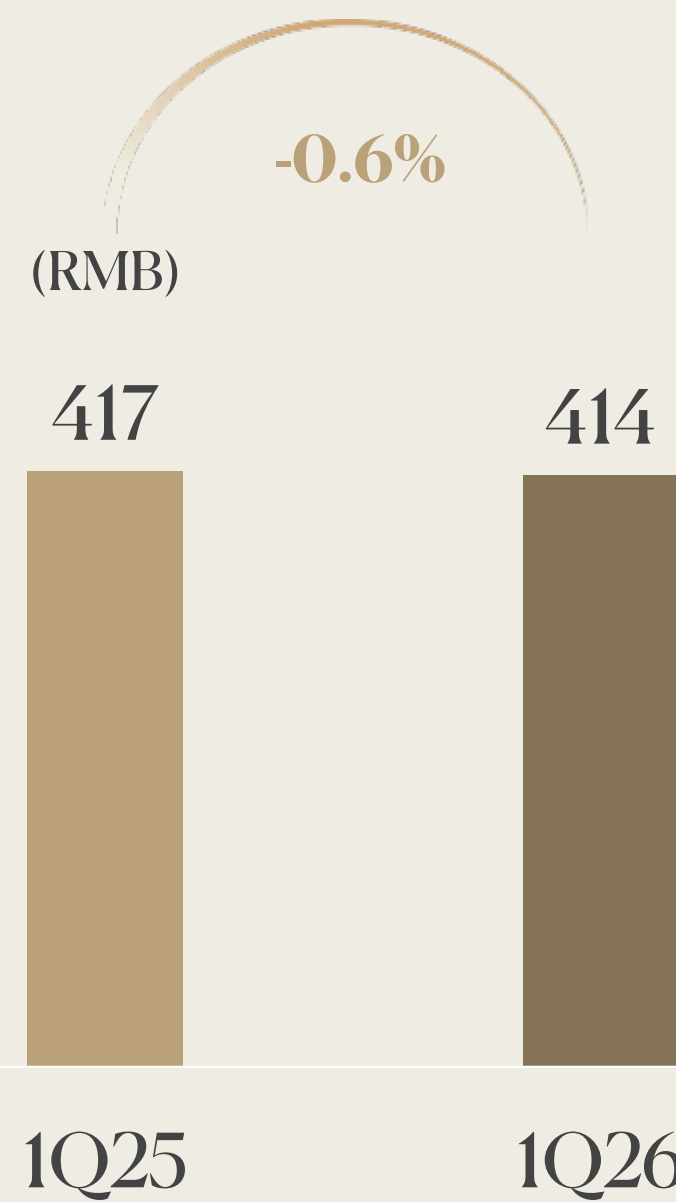
OCC⁽²⁾

99.2% of the level in 1Q25
为25年同期的99.2%



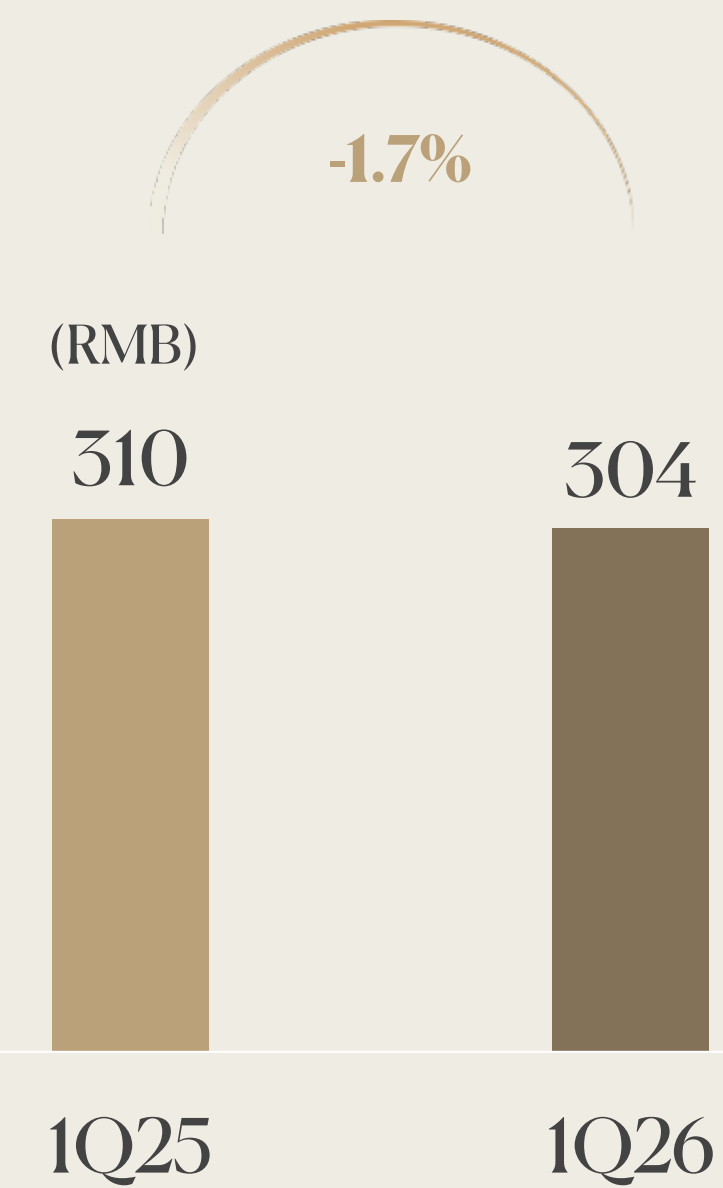
ADR⁽²⁾

99.4% of the level in 1Q25
为25年同期的99.4%



RevPAR⁽²⁾

98.3% of the level in 1Q25
为25年同期的98.3%



(1) For any given quarter, we define "same-hotel" to be a hotel that has operated for more than 18 calendar months as of the 15th day (inclusive) of any month within that quarter. The OCC, ADR and RevPAR presented above represent such metrics generated by "same hotels" in the first quarter of 2026, compared to the corresponding metrics generated by these "same hotels" during the same period in 2025.
(2) Excludes hotel rooms that became unavailable due to temporary hotel closures. ADR and RevPAR are calculated based on tax-inclusive room rates

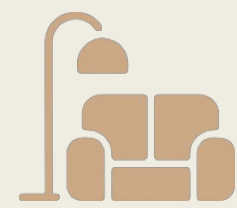
Hotel Network Continued to Expand, CRS Channel Remained Stable

酒店网络持续扩张，中央预订渠道保持稳健



New Hotel Openings⁽¹⁾
新开业酒店数量⁽¹⁾

110



Hotels in Operation⁽²⁾
在营酒店数量⁽²⁾

2,088



Hotels in Pipeline⁽²⁾
管道项目数量⁽²⁾

751

CRS Channel Contribution⁽¹⁾
中央预订渠道占比⁽¹⁾



63.7%

**Total Room-Nights Sold
Through CRS⁽³⁾ Channels**
CRS⁽³⁾渠道销售间夜占比

19.3%

**Corporate Members'
Contribution⁽⁴⁾**
企业协议销售间夜占比⁽⁴⁾

**Policies Such as “Price Drop Refund” and “Best Price
Guarantee” Safeguard the Experience of Guests Who Book
Through Official Channels**
“降价退、买贵赔”等政策保障官方渠道预订住客体验

(1) For the First Quarter of 2026

(2) As of March 31, 2026

(3) “CRS” refers to Central Reservation System

(4) “Corporate Members’ Contribution” refers to the room nights sold to corporate members as percentage of total room nights sold

Continuously and Systematically Enhancing Supply Chain Capabilities

持续系统性提升供应链能力

Adhering to “Eight Supply Chain Procurement Commitments”
践行「供应链采购八大承诺」

Deepening Collaborative R&D With Upstream Suppliers
深化与上游供应商的合作研发



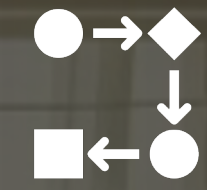
Take Innovation as Driving Force to Continuously Advance the Capabilities of Supply Chain
以创新驱动供应链能力不断进阶

Atour 3.6 Validates Our Product Competitiveness in the Upper Midscale Market

亚朵3.6印证我们在中高端市场的产品竞争力



**An In-Depth
Deconstruction of
Real Guest Experiences**
拆解真实住宿体验



**A Systematic Redesign
of the Key Moments in
the Guest Journey**
重构关键体验节点

**Creating a Verifiable and Scalable Operational Standard
and Product Model**
形成了可验证、可复制的运营标准与产品模型

Atour Origin Leverages Differentiated Product Features to Unlock Brand Premium Potential

亚朵见野以产品特色打开品牌溢价空间

RevPAR of Atour Origin Hotels in Operation ⁽¹⁾
亚朵见野在营酒店RevPAR⁽¹⁾

RMB400+



Integrating Cultural Elements and Service Details from Yunnan
融入云南在地文化元素与服务细节



Rolling Out the Deep Sleep System Hotel-Wide
推进整店深睡系统配置

⁽¹⁾ For the First Quarter of 2026

SAVHE Hotel Builds Brand Visibility and Expands Development Potential

萨和持续积累品牌声量，拓宽自身发展边界

RevPAR of SAVHE Hotels in
Operation⁽¹⁾

萨和在营酒店RevPAR⁽¹⁾

RMB 910+

With a Long-Term View on SAVHE, We Continuously
Drive Brand Upgrades

对萨和的规划着眼于长远，持续推动品牌升级

⁽¹⁾ For the First Quarter of 2026

Atour Light's Differentiated Momentum Further Strengthened

轻居的差异化势能进一步积累

RevPAR Premium of
Atour Light 3.3 vs. 3.0 ⁽¹⁾
轻居3.3在营酒店RevPAR
vs 3.0 ⁽¹⁾

10%+

Continued to Comprehensively and Systematically Enhance
Atour Light's Operational Efficiency and Product
Competitiveness

持续全方位、系统性地提升轻居的经营效率与产品竞争力

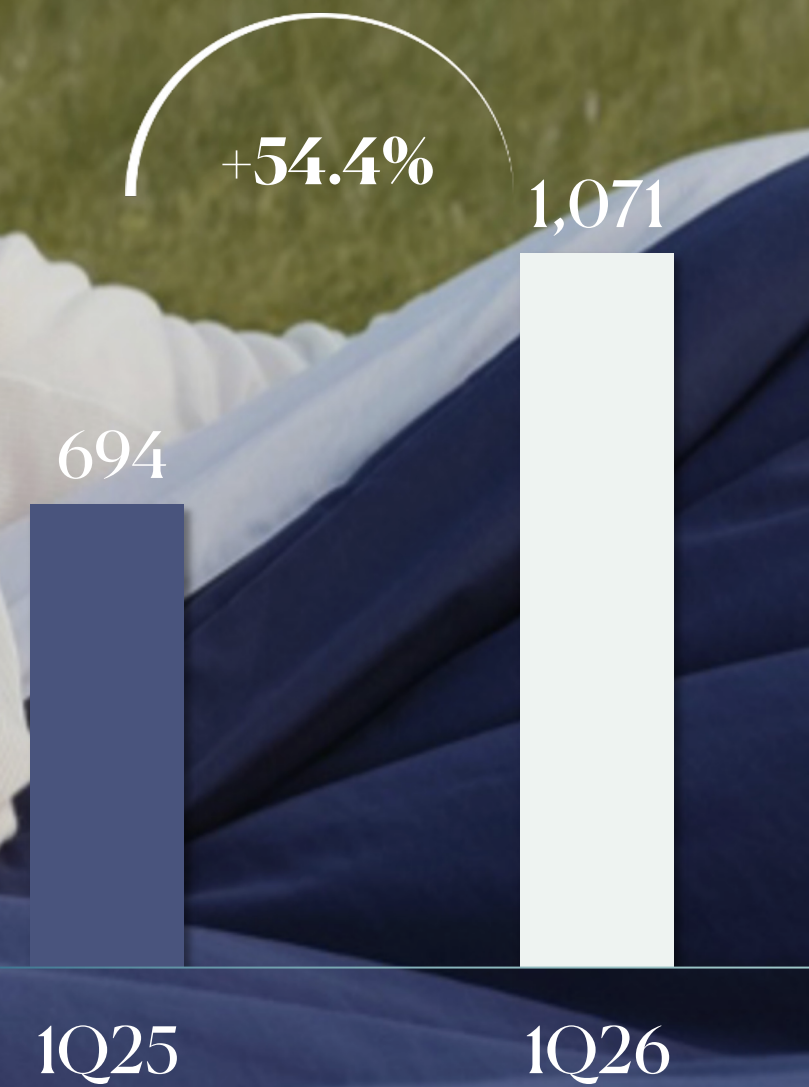
⁽¹⁾ For the First Quarter of 2026

Retail Business Sustained Strong Growth Momentum

零售业务延续强劲增长

Retail Revenue⁽¹⁾
零售收入⁽¹⁾

(RMB mn)



Atour Planet's Ranking
Among the Top Brands in the
Bedding Category on Major
Third-Party Platforms⁽¹⁾
亚朵星球在主流第三方平台床
上用品品类排名头部行列⁽¹⁾

⁽¹⁾ For the First Quarter of 2026

The Pillow Category Maintained Strong and Clear Leadership

枕头品类保持断层领先优势

No.1

**Sales Ranking in the Pillow
Category on Major Third-
Party Platforms⁽¹⁾**

**枕头品类在主流第三方平台
销售排名⁽¹⁾**

**Capitalizing on the Festival Season,
Launched a Special Edition of the Deep Sleep Memory
Foam Pillow Pro 3.0, Turning a Sleeping Product Into
a Meaningful Expression of Emotion**
抓住节日场景，推出深睡枕Pro 3.0新春款，
将睡眠产品转化为情感载体

atourplanet
3.0

⁽¹⁾ For the First Quarter of 2026

The Comforter Category's Market Share Continued to Increase

被子品类市占率稳步提升

3mn+

Accumulated Sales Units of
Deep Sleep Thermo-Regulating
Comforter Pro Series⁽²⁾
深睡控温被Pro系列累计销量⁽²⁾

Within Just 45 Days of Launch, Deep Sleep
Thermo-Regulating Comforter Pro 3.0 (Summer
Season) GMV Exceeded RMB100 Million
深睡控温被·夏季Pro 3.0推出仅45天,
GMV即破亿

(1) Since its launch to April 30, 2026

Atour Planet's Sleep Ecosystem Evolving, Mindshare Among Users Becoming Stronger

亞朵星球睡眠生态持续完善，用户心智日益稳固



Deep Sleep Loungewear
深睡睡衣



Deep Sleep Fitted Sheet
深睡床笠



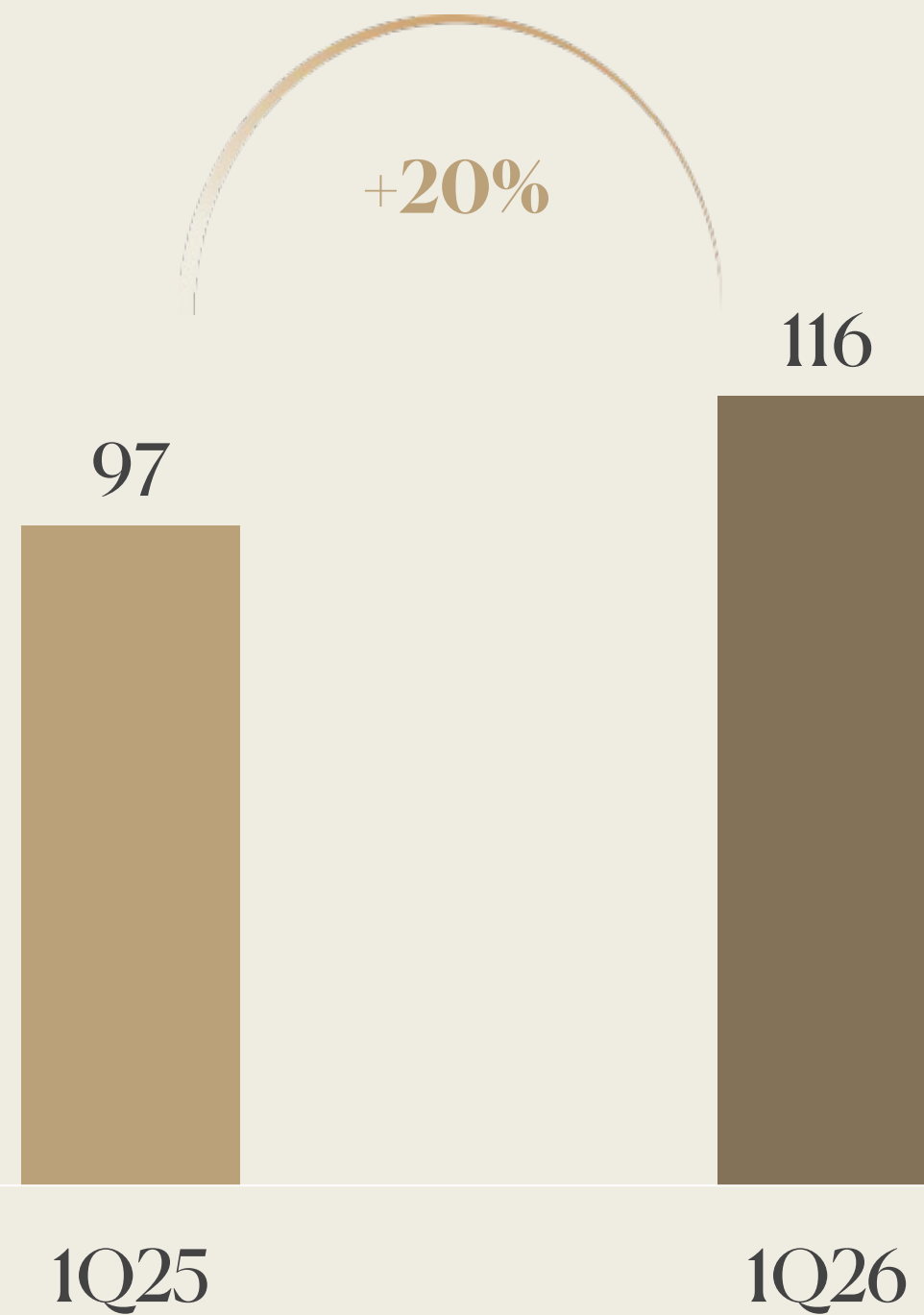
Atour Membership Evolving as a Lifestyle Membership Brand That Warmly Accompanies Users

亚朵会员持续成为陪伴用户温暖同行的生活方式会员品牌

No. of Registered Individual Members⁽¹⁾

注册会员数⁽¹⁾

(mn)



Focusing on “Deep Sleep” Scenario to Drive Synergy Between Hotel and Retail Businesses
围绕“深睡”场景，推动住宿及零售业务协同



Enhancing Members’ Sense of Membership Value and Benefits
强化会员用户对身份价值与权益的感知



Exploring Partnerships with Like-minded Brands
探索与调性契合的品牌开展合作

⁽¹⁾ As of March 31, 2026

Published Atour Group 2025 ESG Report

发布亚朵集团2025年度ESG报告



**Continuously Enhancing
ESG Governance**
不断提升ESG治理水平



**Advancing Environmental
Responsibility Across
Operations**
在各业务环节落实绿色责任



**Keep Providing Industry
Support And Social
Assistance Programs**
持续进行产业支持和温暖帮扶



**Establishing the Atour
Foundation to Advance the
Public Welfare Initiatives**
以亚朵公益基金会推动公益
事业发展

Financial Review

财务表现

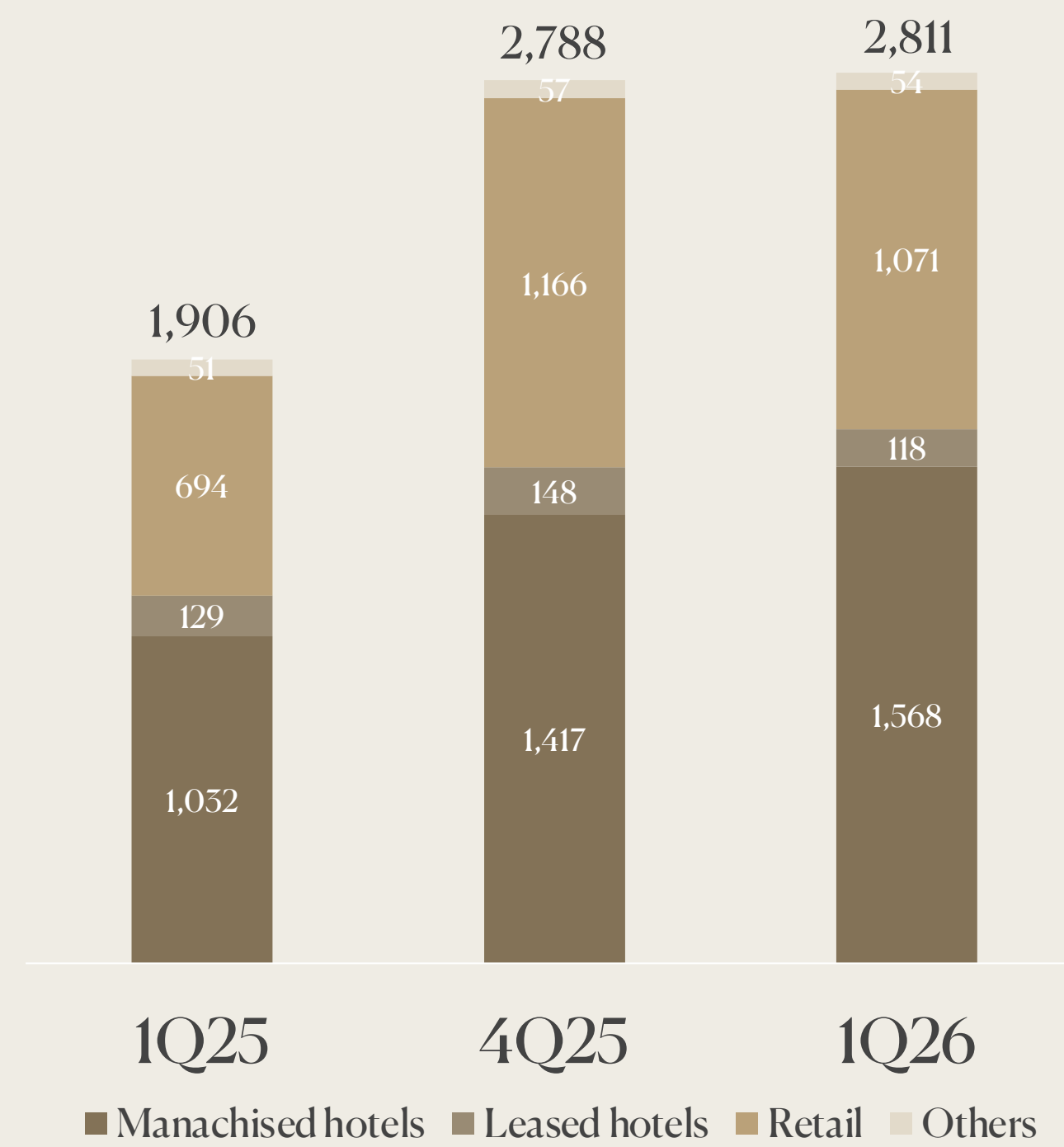
Financial Highlights

财务数据

Net Revenues 收入

(RMB mn)

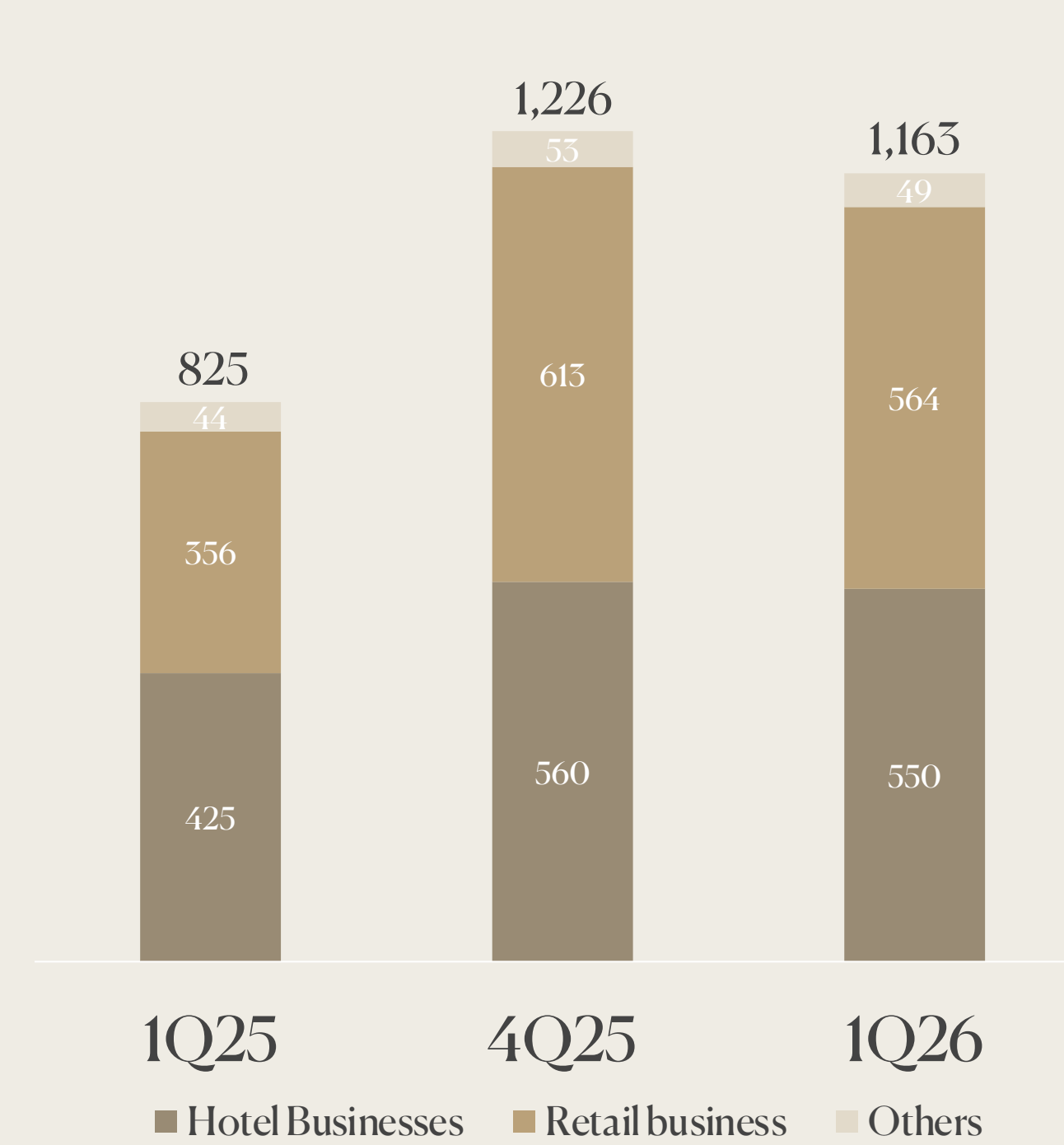
+47.5% YoY



Gross Profit 毛利

(RMB mn)

+41.1% YoY



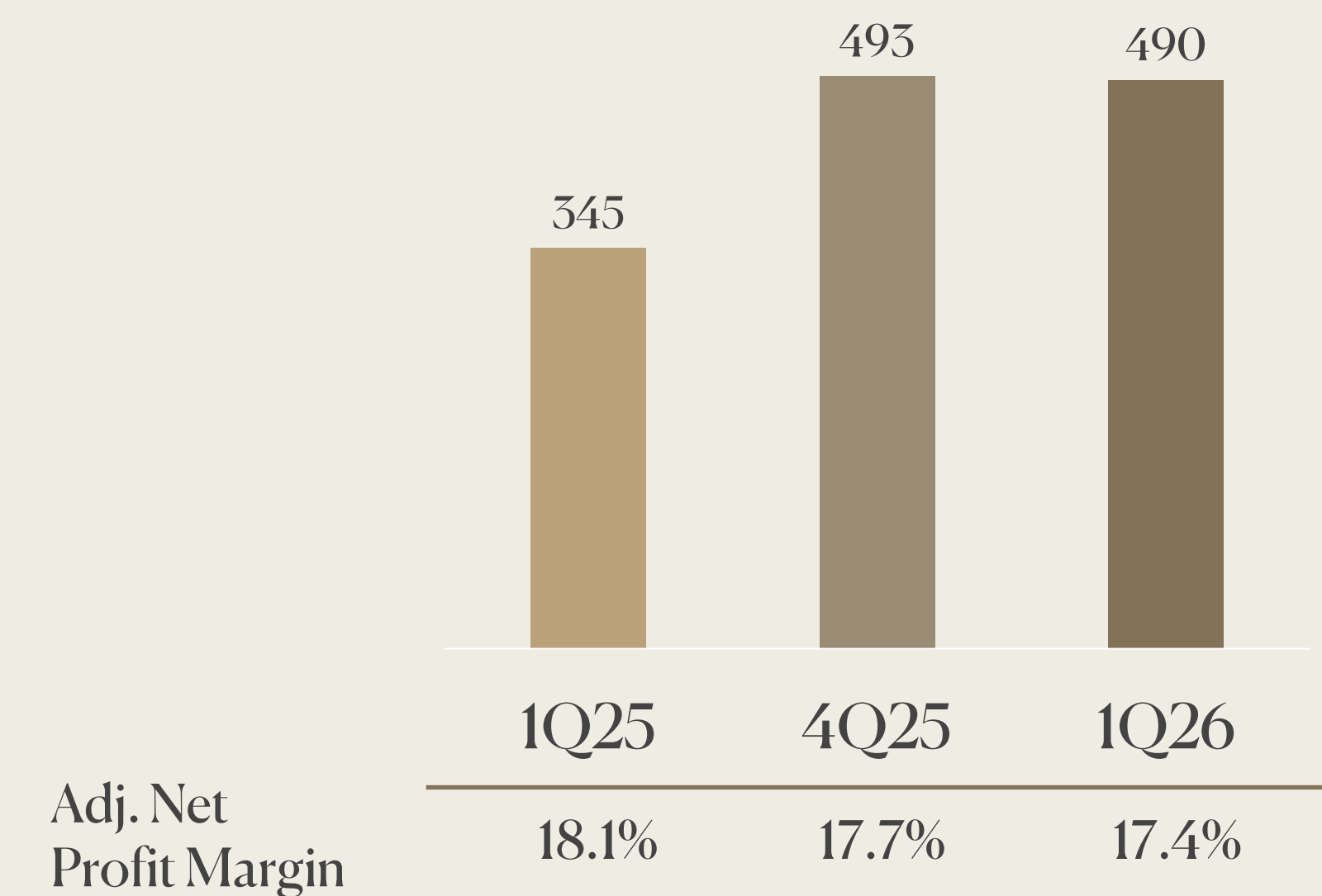
Financial Highlights (cont.)

财务数据（续）

Adjusted Net Income ⁽¹⁾ 调整后净利润 ⁽¹⁾

(RMB mn)

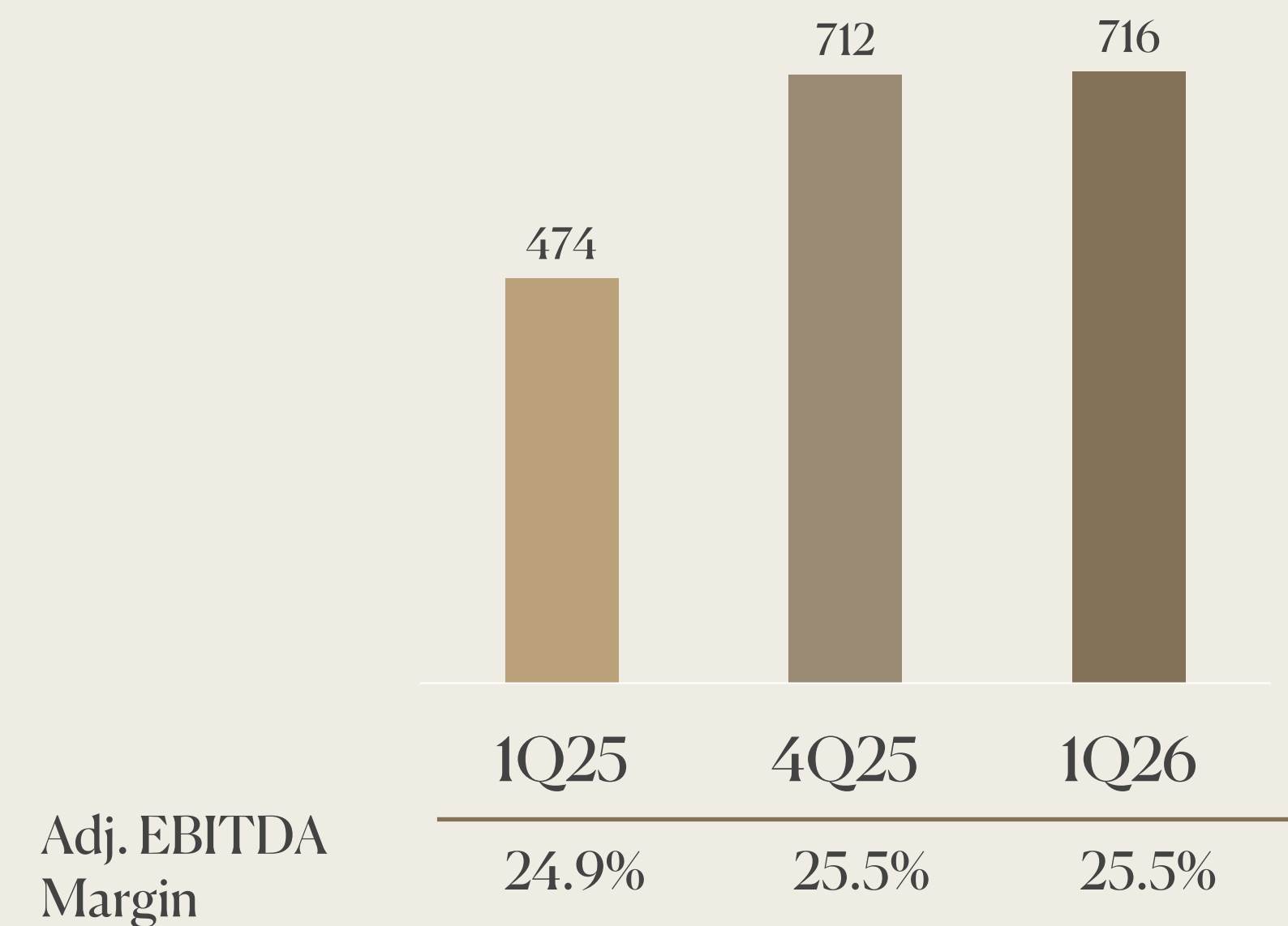
+42.0% YoY



Adjusted EBITDA ⁽²⁾ 调整后EBITDA ⁽²⁾

(RMB mn)

+51.1% YoY



(1) Adjusted net income (non-GAAP) is defined as net income excluding share-based compensation expenses
(2) Adjusted EBITDA (non-GAAP) is defined as EBITDA excluding share-based compensation expenses

Cash Position⁽¹⁾

流动性情况⁽¹⁾



Cash and Cash Equivalents

现金及现金等价物

RMB**3,683** mn



Net Cash⁽²⁾

净现金⁽²⁾

RMB**3,441** mn

(1) As of March 31, 2026

(2) Net cash equals cash and cash equivalents less total borrowings

First Dividend Payment in 2026

2026年首次分红



**Cash Dividend
per ADS**
每ADS派息金额

US\$0.54



**The Aggregate Amount of
the Cash Dividend**
派息总额

~US\$72 mn



Expected Total Net Revenues Growth Rate For Full Year 2026
预计2026全年收入同比增长

24%-28% (YOY)

Q&A

问答