

Contents

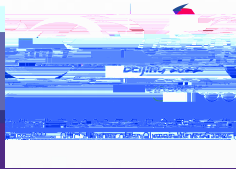
1/

2/

3/

4/

5/





About Yili







Introduction of Our Leader



Pan Gang, the Chairman and CEO of Yili Group

• 2002 520

By 2002, he was the youngest president among the 520 key industrial enterprises

• 2005 6

He has been holding the position of Chairman and President of Yili Group since June 2005

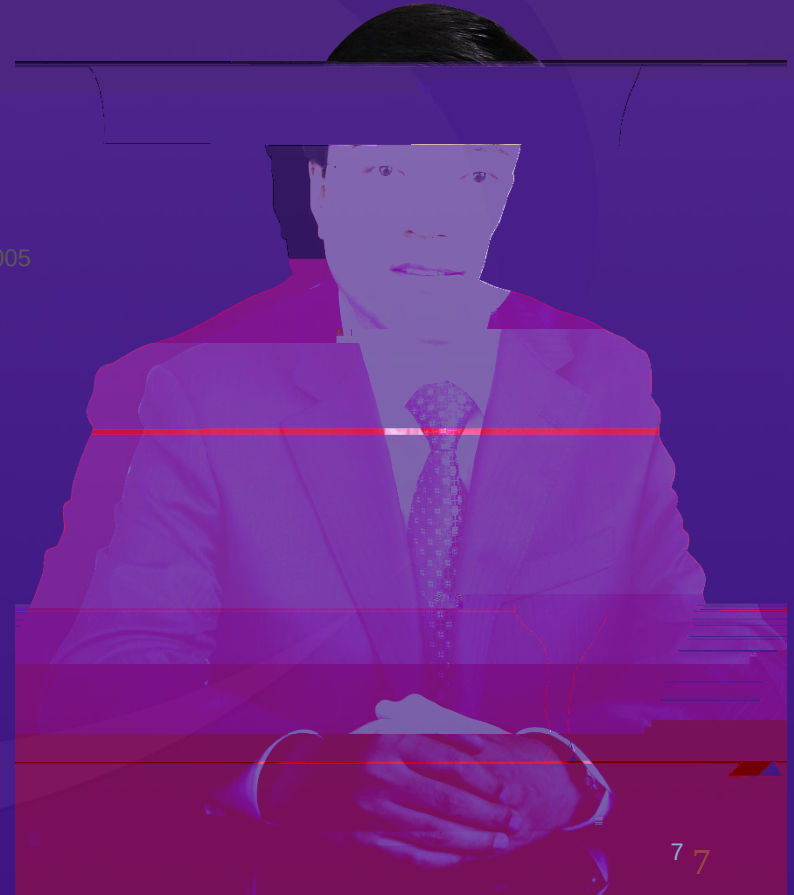
Management Thinking

“

”

Solid results matter more than time taken; Industrial prosperity outranks personal glory;
Social value takes precedence over business fortune; That's the value that we hold in
every step of our growth.

—— Pan Gang , Chairman/CEO of Yili Group



Address from Chairman



In my opinions, there are two kinds of people: the ones who drink milk and the ones who do not. My goal is to combine the two kinds of people into one, the ones who drink milk and enjoy the nutritional and healthy lifestyle by drinking milk.

—— Pan Gang, Chairman/CEO of Yili Group

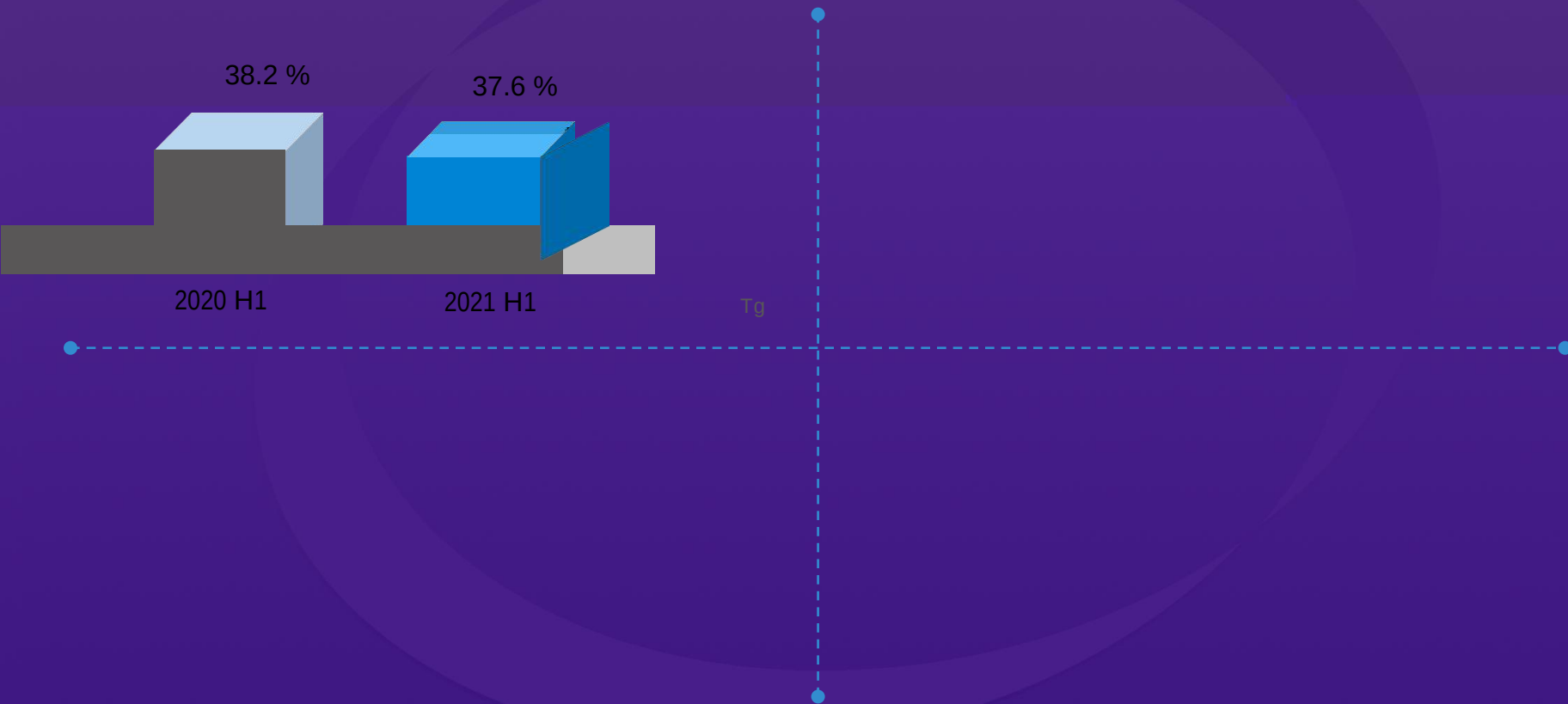


Core Business Revenues Breakdown by Segment



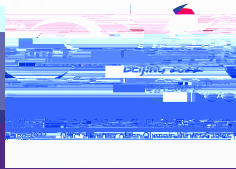


Gross Margin by Segment





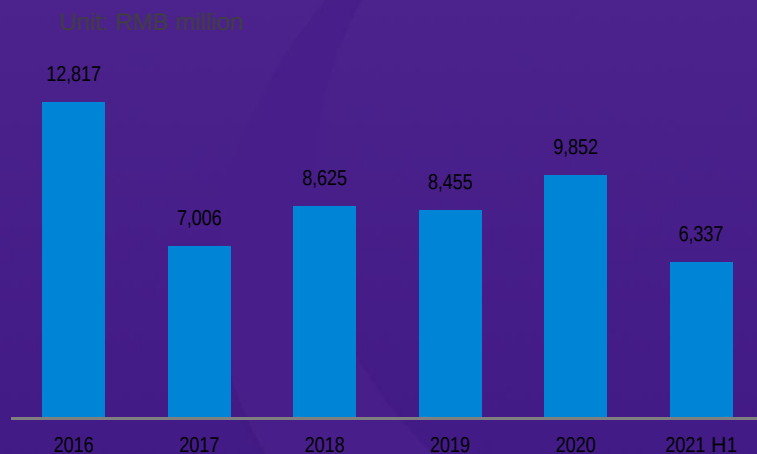
Ope



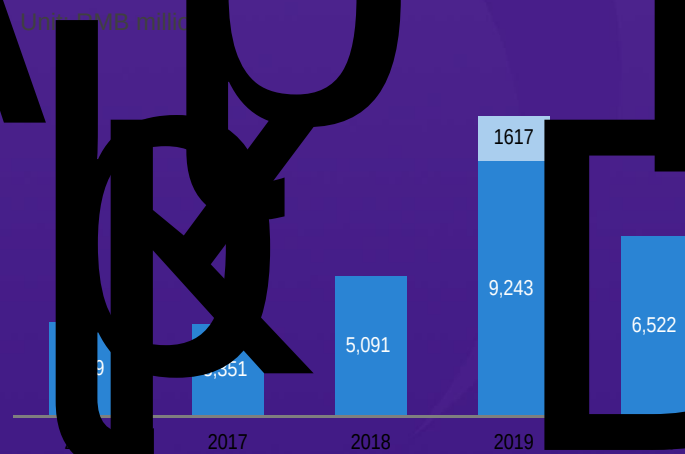
Cash Flow and Capital Expenditure



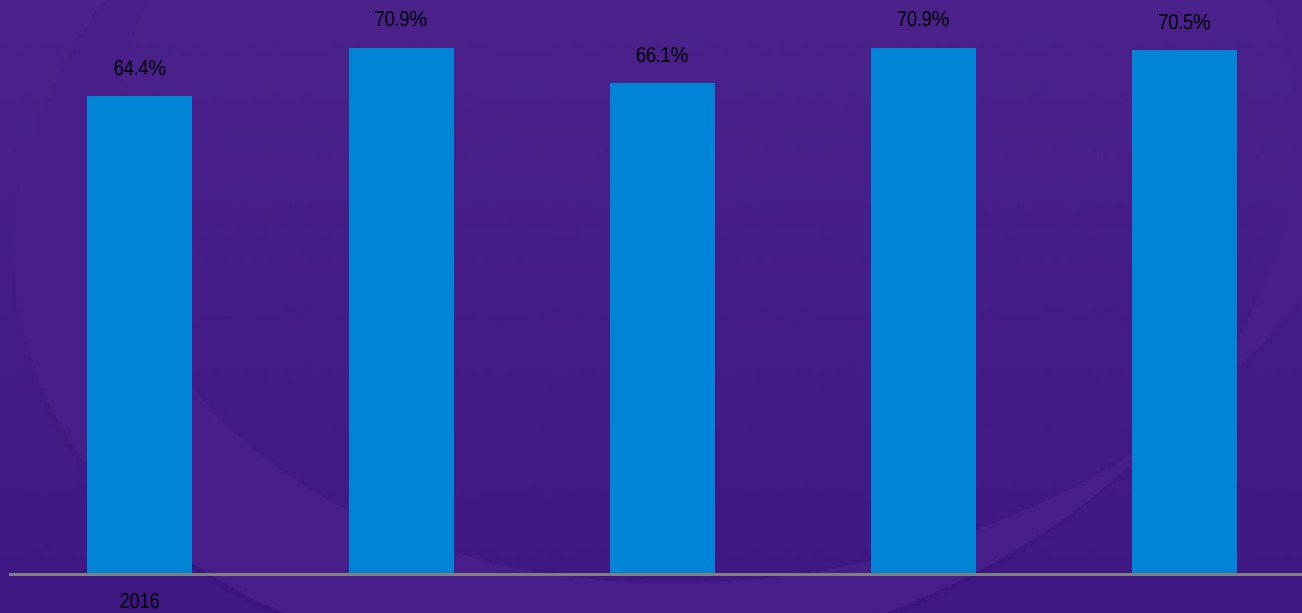
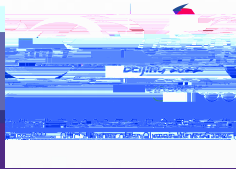
Net Cash Flow from Operating Activities



Capital Expenditure



Dividend Rate





Business Review

Supply Chain



Production Capacity Layout Optimization

“The company improved the production capacity layout of the production base in Southeast Asia.”

Support for Upstream

“

”

The company improved the operational efficiency of global supply chain through construction projects, such as “Yili Modern Health Valley” and production bases in Southeast Asia.

Global Health Ecosphere

“

”

Through interest connection in technology, financial, industry, risk and other aspects, the company boosted the revitalization of rural economy and the healthy and sustainable development of dairy industry chain.

Along with global partners, the company made full advantage of the synergy of “global supply chain network” and has effectively ensured the high efficiency of supply, production and sales system.

Brand



“ BrandZ™

“ 2021

100 ”

9

Among BrandZ™ “Top 100 Most Valuable Chinese Brands in 2021” list, Yili ranked First in the food and dairy rankings for 9 consecutive years.



Brand Finance

“

10 ”

4

Among Brand Finance “Global Top 10 Most Valuable Dairy Brands” list, Yili ranked First again. And in its “Global Most Promising Dairy Brands” list, Yili ranked First for 4 consecutive years.



2021

“ ”

10

6

Kantar Consumer Index “Asian Brand Footprint Report 2021” indicates Yili has been the most chosen brand by consumers for 6 consecutive years, reaching more than 1 billion consumers.

Products

Key Products and New Products

20.7%

15.6%

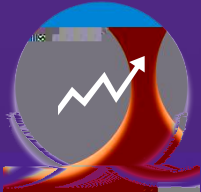
Sales revenue of "Satine", "Satine Brosial", "ChangQing Tea & Fruit Yogurt", "Pro-Kido", "Chocliz" and others grew by 20.7% YoY. New products accounted for 15.6% of sales revenue.

Leading Product Innovation Capability

Through new products "Satine A2 Beta-casein Organic Milk", "ZhenNong High Calcium Milk", "ChangQing Tea & Fruit Yogurt-Half Sucrose", "QQ Star Kid's Formula Goat Milk", "Chocliz Hazelnut & Tangerine Ice Cream", "YoungFun Sparkling Dairy Drink", etc., Yili served global consumers with high-quality, multi-category products.



Channel



Penetration further enhanced, E-commerce revenue continued to grow



According to Kantar, as of June 2021, market penetration rate of ambient liquid dairy products of Yili was 85.7%, 1.5 percentage points higher than the same period last year. E-commerce revenue rose 21.8% compared with the same period last year.

According to Syntun, market share of ambient liquid dairy products of Yili ranked First in E-commerce platform.

Ambient liquid milk penetration rate & YoY growth

85.7%

1.5 ppts

Ambient liquid milk market share in E-commerce platform

#1

E-Commerce growth

21.8%

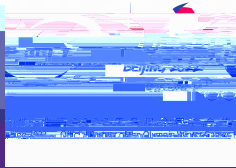


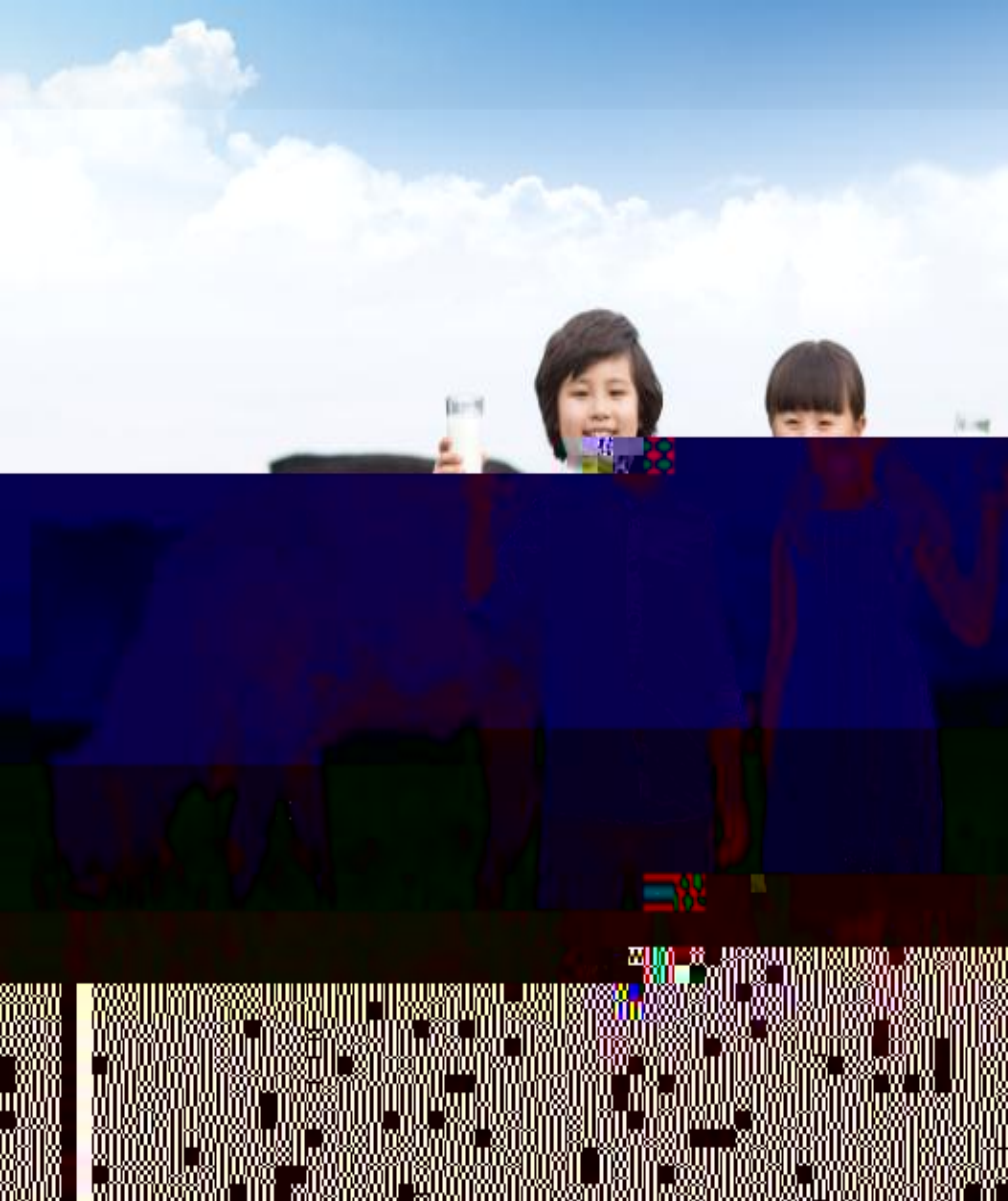




Industry Status

Industry Status





Culture and Brand Management



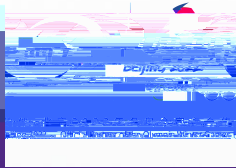
Belief

“Yili” represents the highest quality.





Our Culture



Core Values

Excellence

Accountability

Innovation

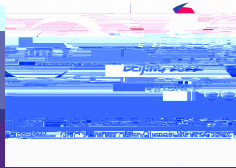
Win-Win

Respect



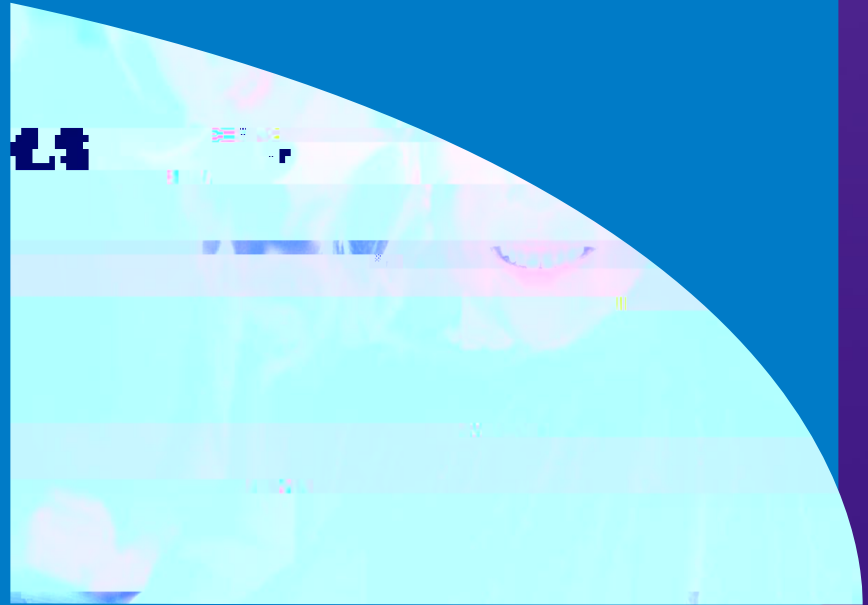


Brand Essence



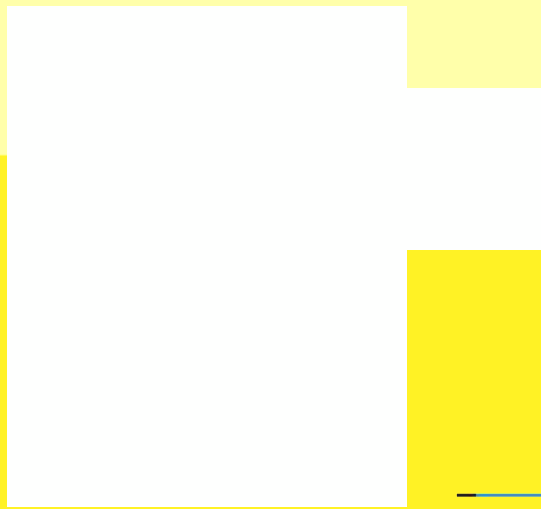
Nourish for Life

It is the provider of healthy food and also the advocator of healthy lifestyle



333





— THANK YOU —



— _ _ _ _ _ —