About Yili

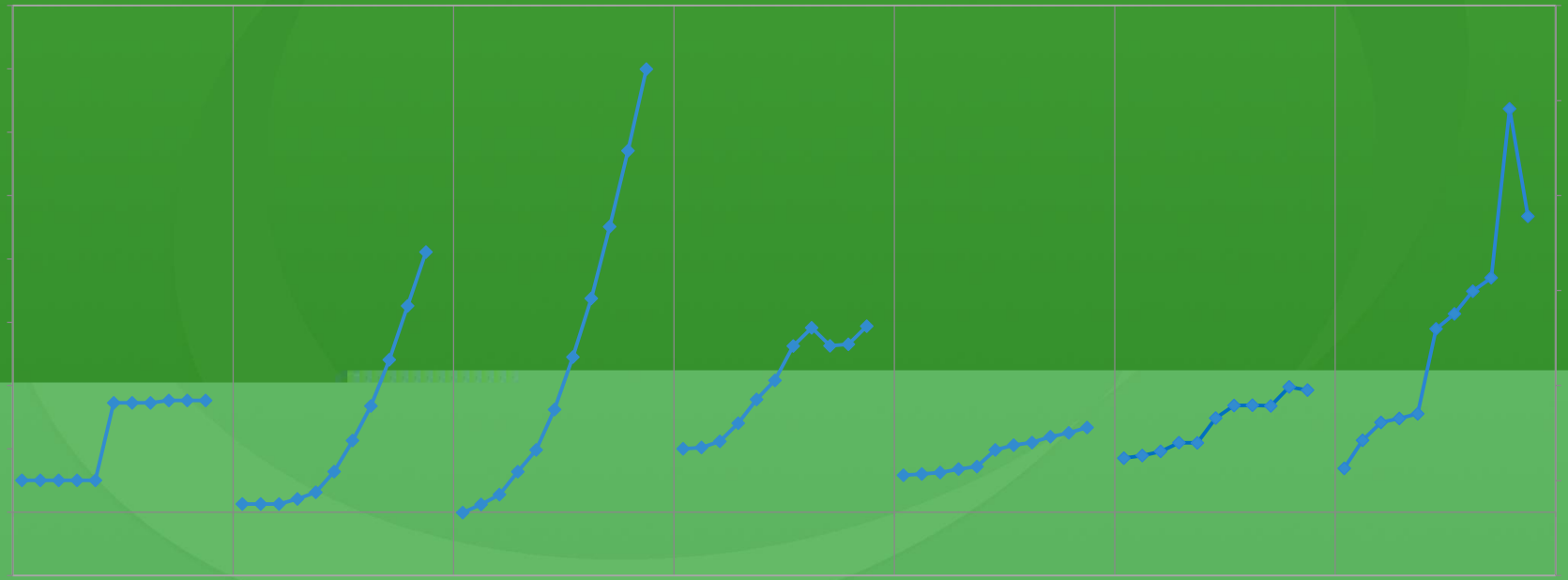
About Yili

Yili is the No.1 dairy enterprise in Asia.

Yili owns the largest scale and the most complete product line in China dairy industry.

Yili is the sole enterprise in China who conforms to both Olympic Standard and World Expo Standard, providing dairy products for both Beijing 2008 Olympic Games and 2010 Shanghai World Expo. In 2017, Yili became the Official Dairy Products Partner of the Olympic and Paralympic Winter Games Beijing 2022, which made Yili the only healthy food enterprise sponsor for both Summer and Winter Olympics games.

Total revenues of Yili in 2018 were RMB79.553 billion, and net profit attributable to shareholders of the company was RMB6.440 billion. Both revenues and net profit maintained 6po4d41 rg0.349 0.341 0.3416-4(n)11(o)-3(f -3(m)-6(p)-3(a)-3(n)-3(y)r-3( ))9(6po4d410.341-3(e) 0.3416l3(i)-4(n)s23(m)



Pan Gang, the Chairman and CEO of Yili Group

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

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

Social Positions

Member of the 19th national congress of CPC

Vice President of China Enterprise Union and China entrepreneur Association

Vice chairman of the All-China Youth Federation

Chairman of Chinese Young Entrepreneurs' Association

Management Thinking

-the-supply-chain innovation" strategy

management " and the "precise management" management ideas

The strategic partner of the Olympic Games and the World Expo

Solid results matter more than time taken; Industrial prosperity outranks

value that we hold in every step of our growth.

Pan Gang , Chairman/CEO of Yili Group

Financial Review

Financial Highlights

RMB (million)	Growth Rate
Revenues	
Core Business Revenues	
Gross Profit	
Gross Profit Margin	
Operating Profit	
Net Profit Attributable to Shareholders of the Company	
Net Profit Margin	

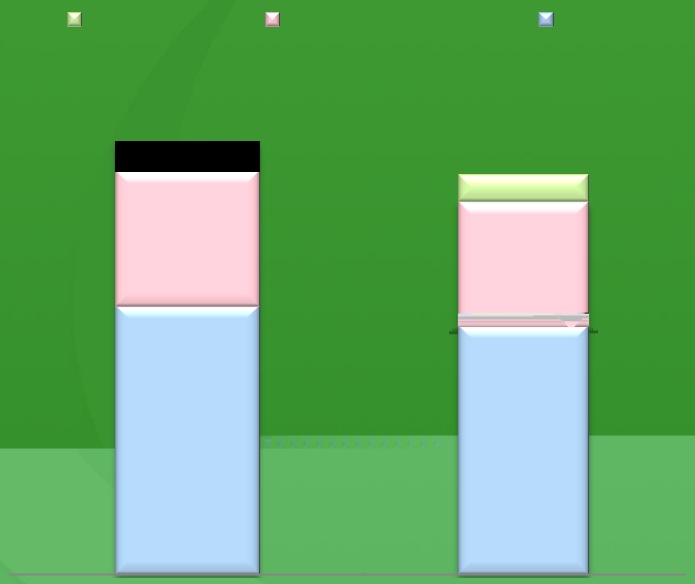
Core Business Revenues Breakdown by Segment

Revenues Breakdown by Segment					
RMB (million)	Revenues	%	Revenues	%	Growth Rate
Liquid Milk					
Milk Powder and Milk Products					
Ice Cream					
Total					

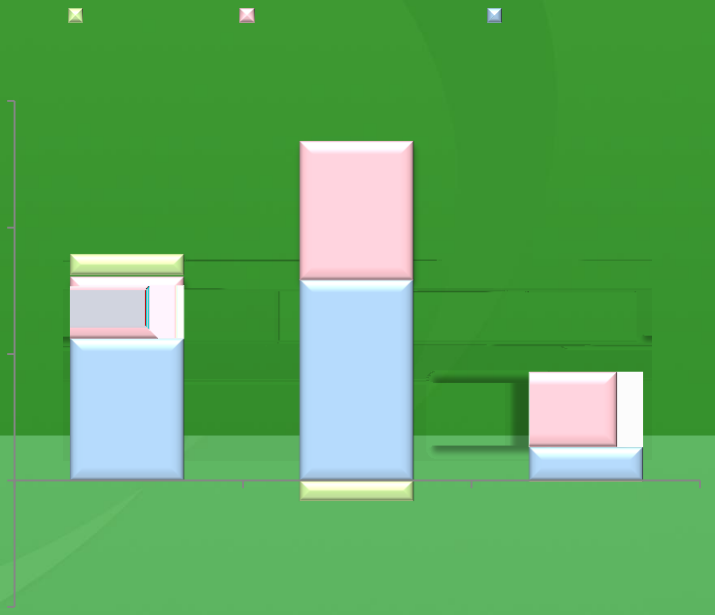
Data source: Company Data

Core Business Revenues Growth Attribution

Revenues Growth Attribution

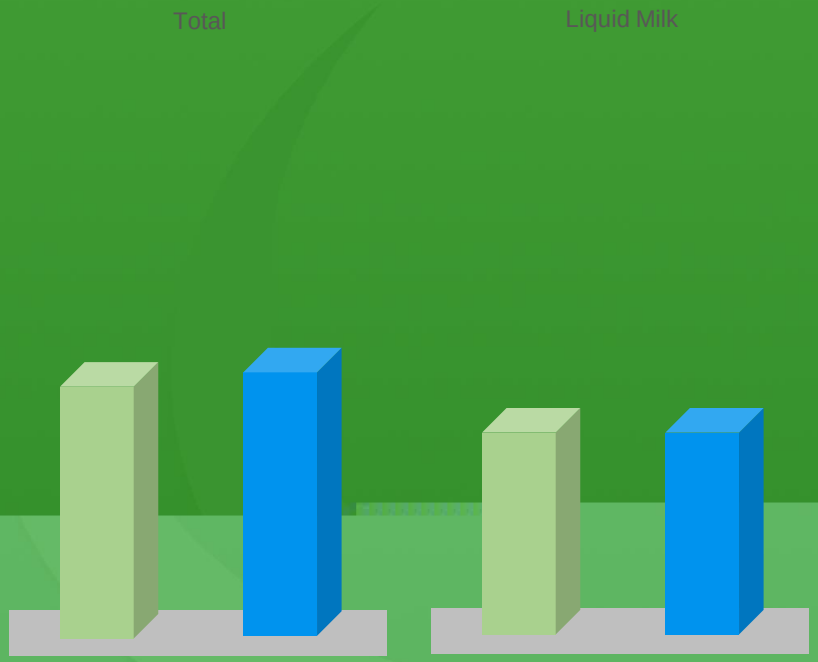


Revenues Growth Attribution by Segment



Data source: Company Data

Gross Margin by Segment



SG&A Expense Ratio

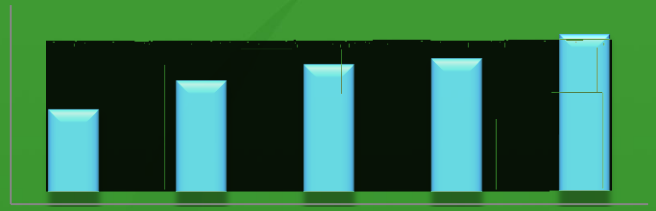
Selling Expense Ratio

G&A Expense Ratio

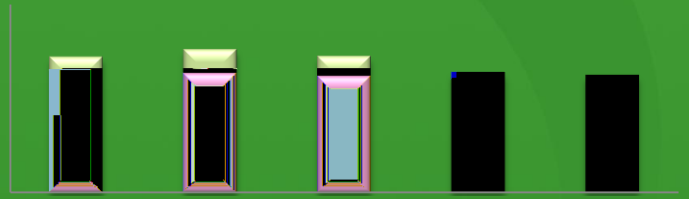
Data source: Company Data

Operating Efficiency

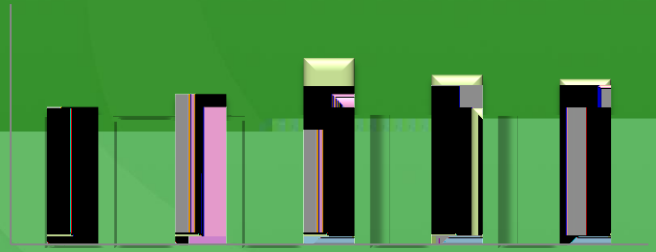
Notes Receivable and Accounts Receivable Turnover (Days)



Inventory Turnover (Days)



Notes Payable and Accounts Payable (Pa)-3(y)7(a)-3(b)-3(l)-4(e)-3( )11((Pa)-3(y)7(a)-3(b)-3(Pa)-4(e)-3(n)1.1((Pa)-3(y)71731q0 -0.00000305200.7D5ha)-3(y-3(y



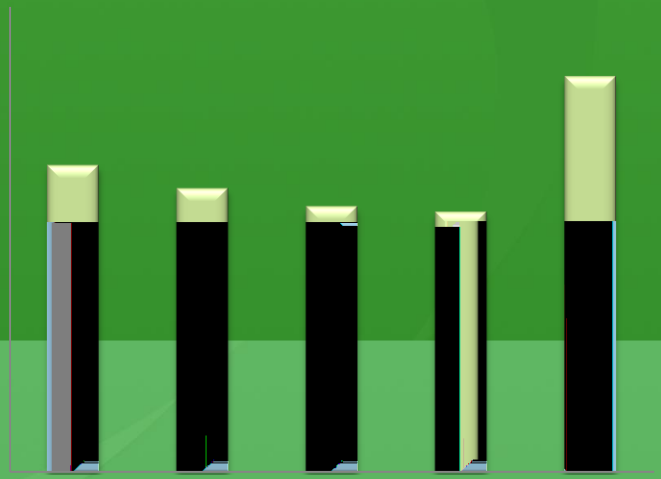
Cash Flow and Capital Expenditure

Net Cash Flow from Operating Activities

Unit: RMB million

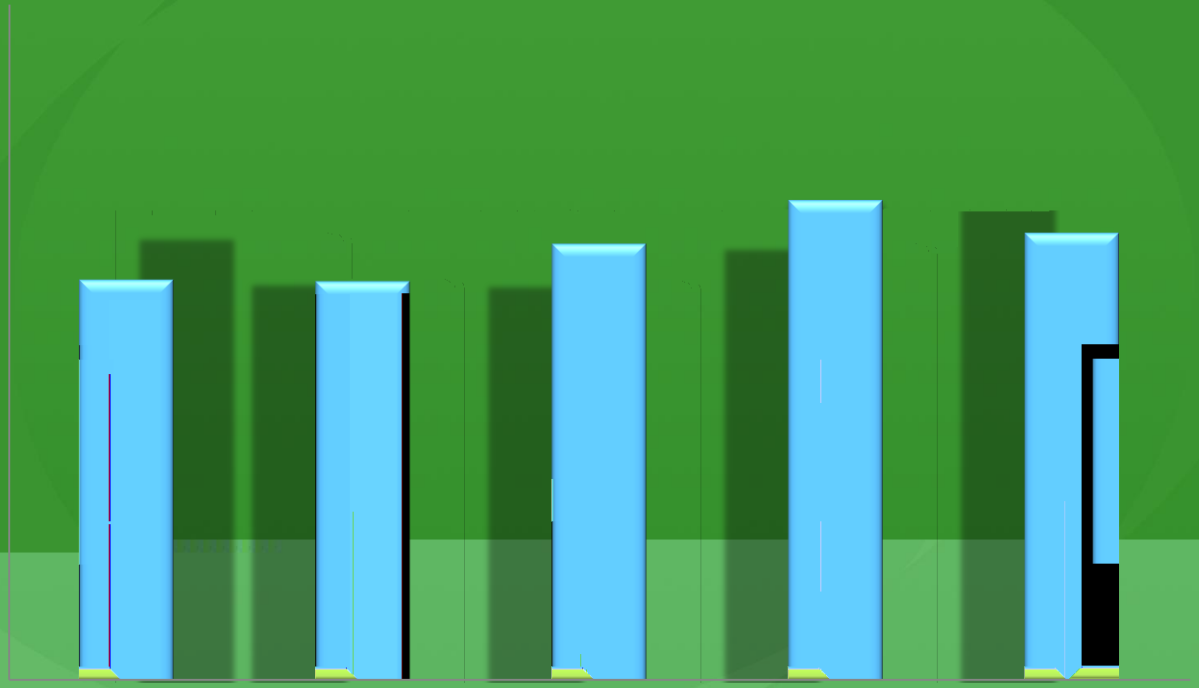
Capital Expenditure

Unit: RMB million



Data source: Company Data

Dividend Rate



Data source: Company Data

Business Review

Brand

Innovation

Quality

Brand

11 Brands Each with Annual Sales Exceeding 1 Billion RMB.

BRANDZ

On the list of BrandZ Yili again ranked No. 1 in the food and beverages industry.

Quality

By benchmarking international leading food safety control and quality compliance audit system, integrating the updated ISO9001:2015 standards and the outstanding performance evaluation criteria, and continuous improvement on risk identification and control of food safety risk monitoring database model, company has gained more technology and method of risk prevention and control, and further enhanced the efficiency of the food safety risk prevention and control.

Company focused on quality control in the overall operation process. By establishing a visual quality leading management map through identification and auditing process, promoted independent quality management, effectively guaranteed product quality, and

Channel

Innovation

Globalization

In Sep, 2018, Yili upgraded its R&D center to Innovation Center in Europe.

In Nov, 2018, Yili launched in multi-cities in Indonesia.

Industry Status and Outlook

Industry Status

Industry Pattern and Trend

Sustainable Consumption Upgrade

According to Nielsen 74W*nBT/F7 8.04 Tf1 0 0 1 262.44 313.73 Tm0.349 0.341 0.341 rg0.349 0.26.69 TmW*nBT0.0000036 r2 720h

Our Culture

Belief

Yili
quality.

Our Culture

Vision

Becoming the most trusted healthy food provider around the world.

Our Culture

Core Values

Excellence　　Accountability

Innovation　　Win-Win

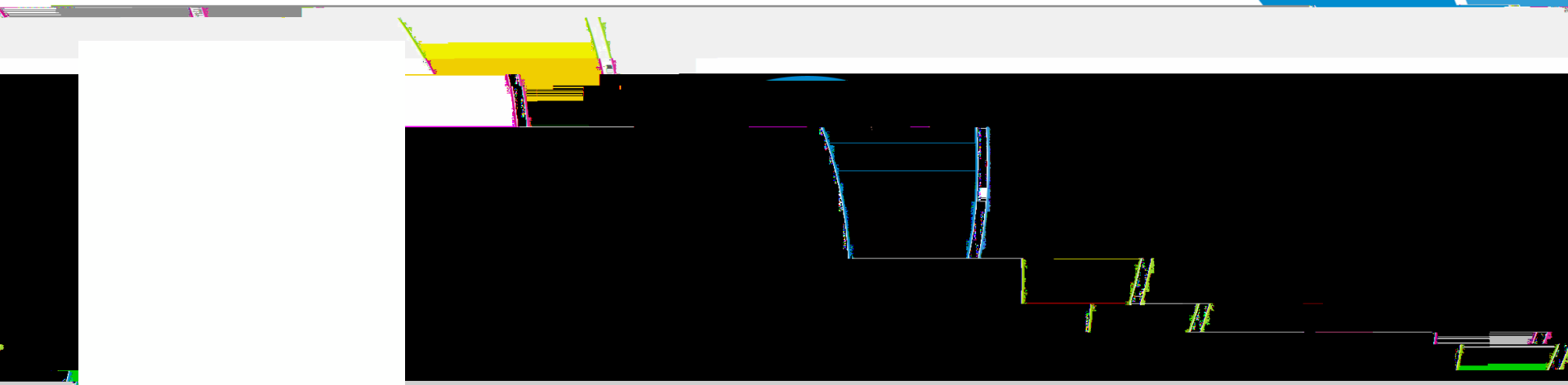
Brand Essence

Nourish for Life

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

DISCLAIMER

This material is provided by the Inner Mongolia Yili Industrial Group Co., Ltd. (the "Company"). This presentation is a simple description, which is for reference only, not a complete version. Material involving industry, strategy, vision and other forward-looking statements is not substantive commitment to investors. Investors should be aware of investment risks.



THANK YOU

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