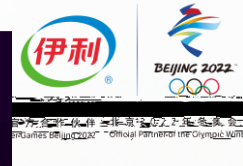




北京2022年冬奥会官方合作伙伴  
Official Partner of the Olympic Winter Games

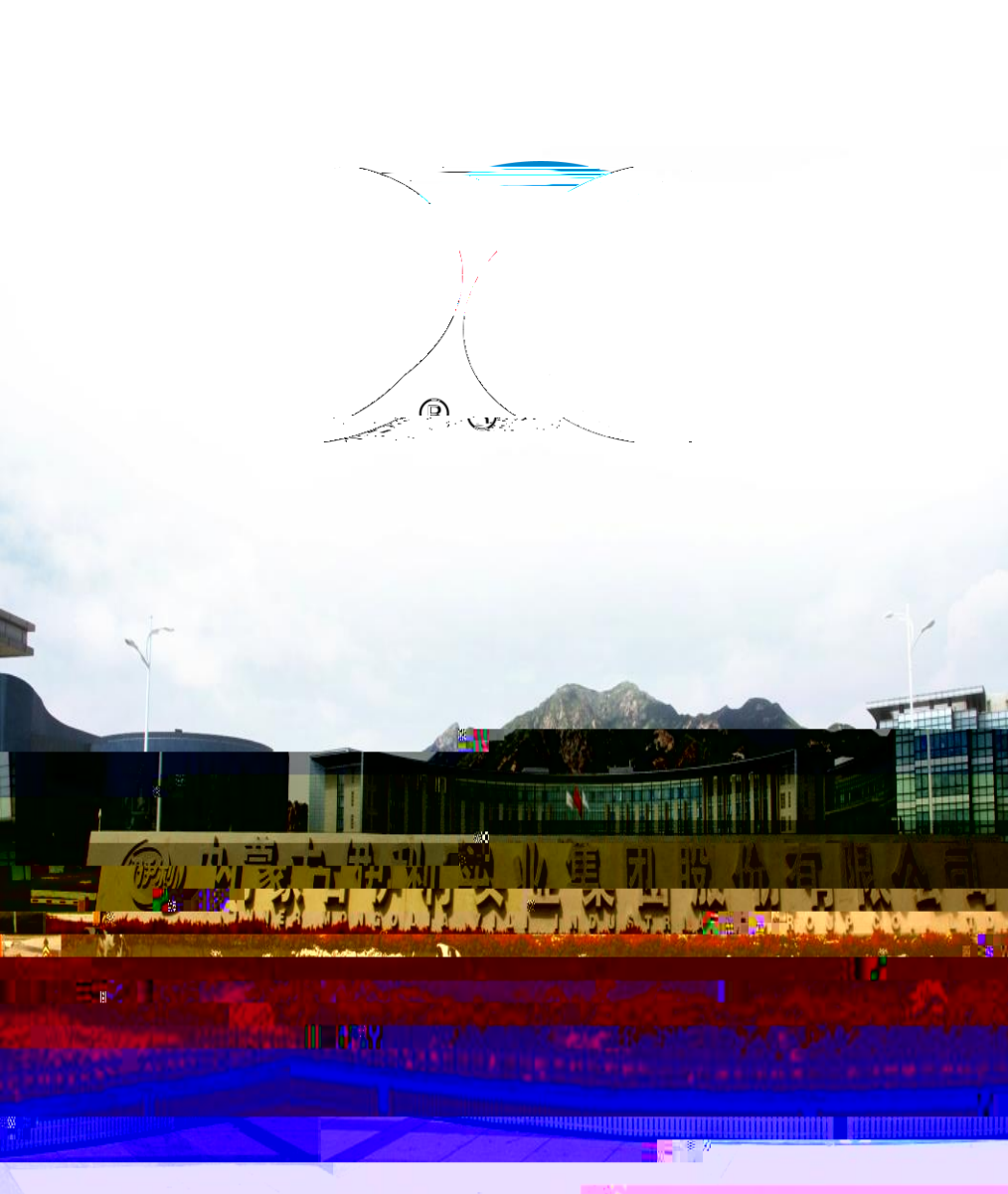
2021

# YILI 2021 3<sup>rd</sup> Quarter Results



2/

2



## 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.

## About Yili

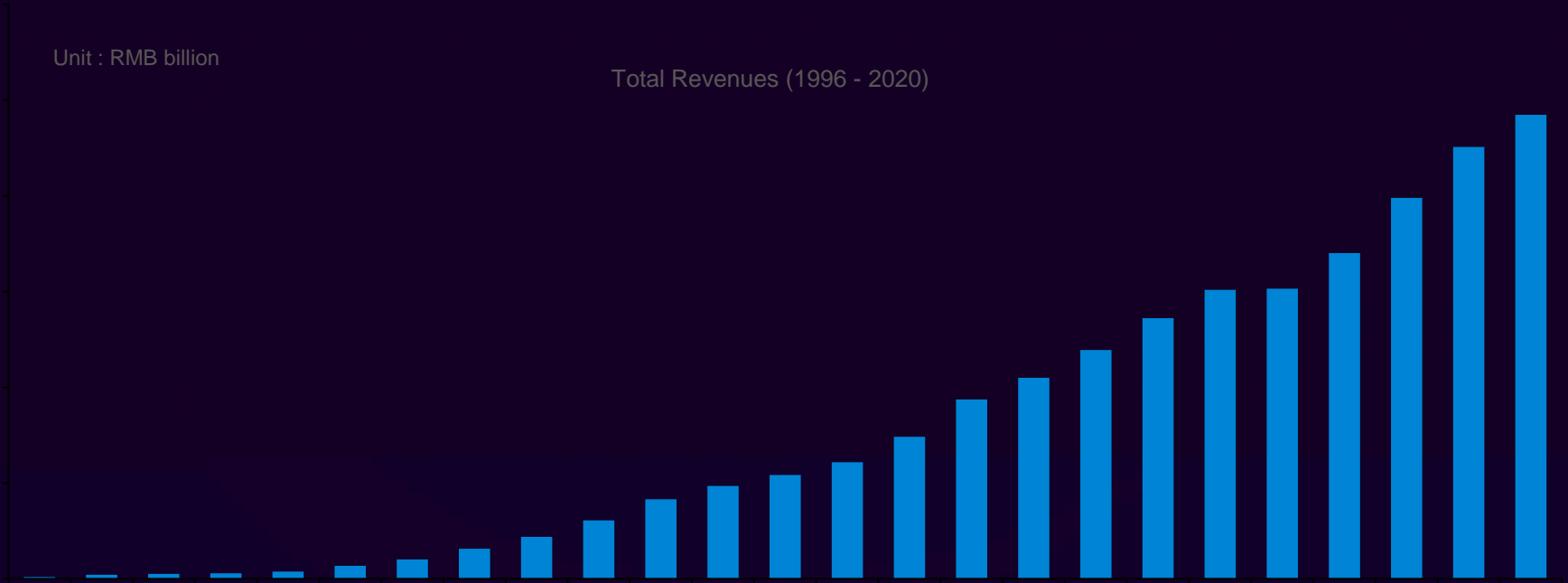


**968.9**

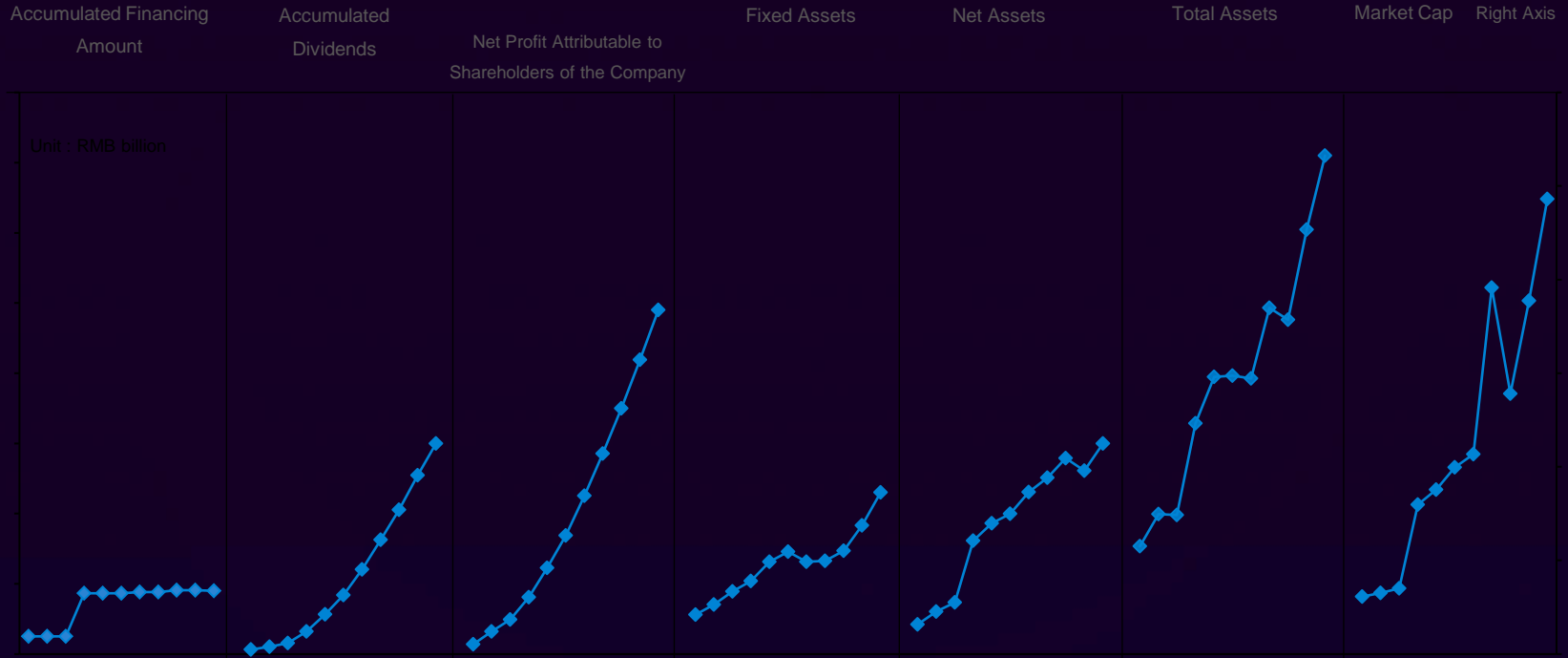
Total revenues of Yili in 2020 were RMB 96.89 billion, and net profit attributable to shareholders of the company was RMB 7.08 billion. Both revenues and net profit maintained growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

Unit : RMB billion

Total Revenues (1996 - 2020)



# Shareholder Return



## Introduction of Our Leader



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

Management Thinking

Solid results matter more than time taken; Industrial prosperity outranks personal glory;  
every step of our growth.

Pan Gang , Chairman/CEO of Yili Group



## Address from Chairman



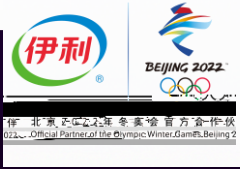
In my opinions, there are two kinds of people: the ones who drink milk and the ones who do not. My goal is to combine the two kinds of people into one, the ones who drink milk and enjoy the nutritional and healthy lifestyle by drinking milk.

Pan Gang, Chairman/CEO of Yili Group



## Financial Review

# Financial Highlights



## Financial Highlights

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

Note : gross profit is calculated from core business revenues



伊利北京2022年冬奥会官方合作伙伴  
Official Partner of the Olympic Winter Games Beijing 2022

## Core Business Revenues Breakdown by Segment

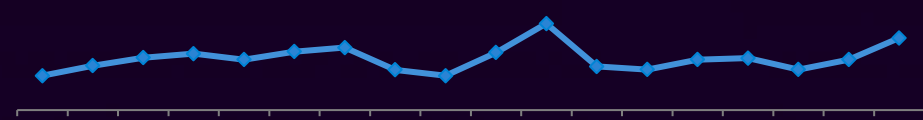
### Revenues Breakdown by Segment

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

# Market Share of Yili

**Ambient Products**

Market share in 2021Q1-3 was 38.7% increased by 0.1 ppt YoY. Among which, Top 1 ranks of both high-end organic UHT milk and ambient yogurt were further enhanced.



**Chilled Products**

Market share in 2021Q1-3 was 15.1%. Among which, market share of -category of chilled yogurt, and market share of fresh milk increased substantially .



**Infant Milk Formula**

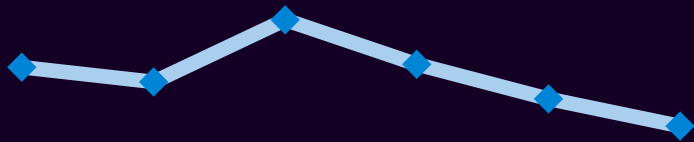
Market share in 2021Q1-3 was 7.1%, increased by 1.1 pts YoY. Among which, market share in maternity channel increased steadily.



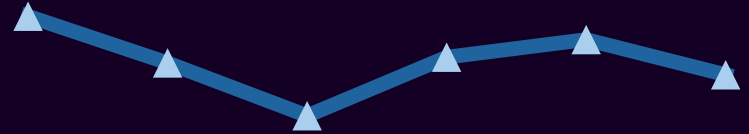
# SG&A Expense Ratio



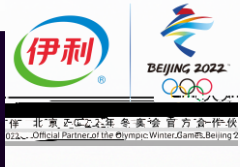
Selling Expense Ratio



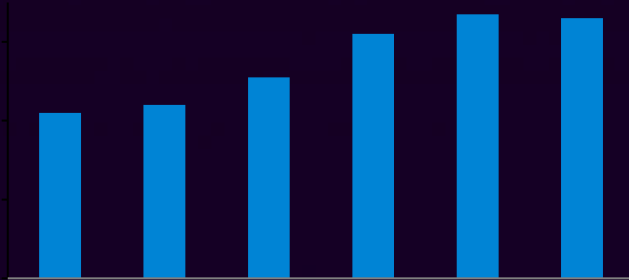
G&A Expense Ratio



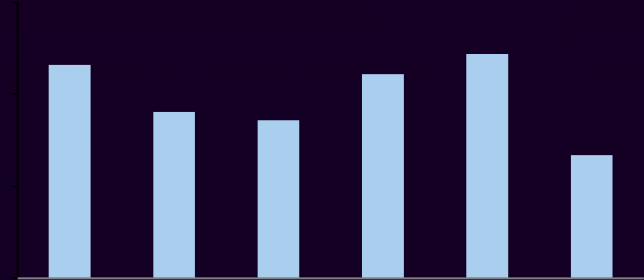
# Operating Efficiency



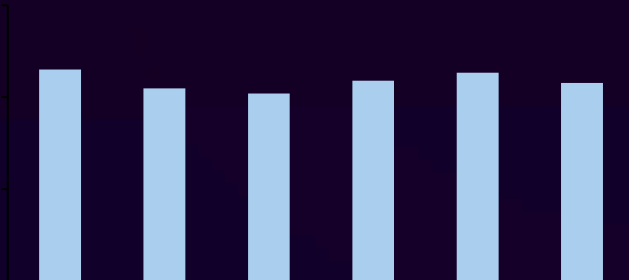
Notes Receivable and Accounts Receivable Turnover (Days)



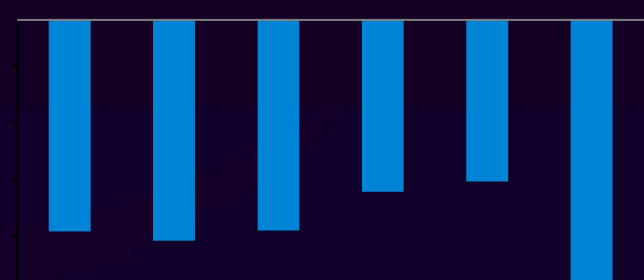
Inventory Turnover (Days)



Notes Payable and Accounts Payable Turnover (Days)



Cash Turnover (Days)



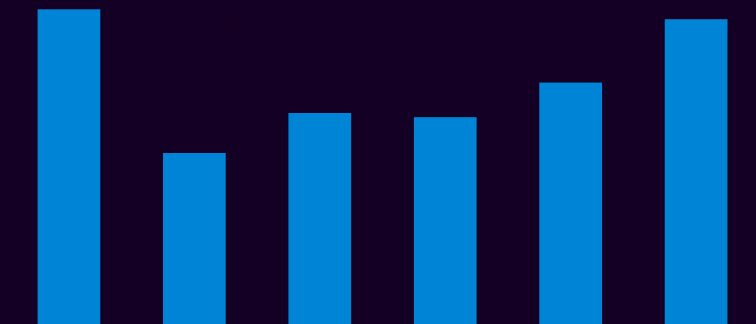
# Cash Flow and Capital Expenditure

Net Cash Flow from Operating Activities

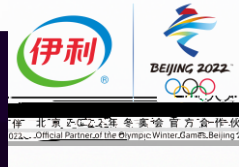
Capital Expenditure

Unit: RMB million

Unit: RMB million



## Dividend Rate





## Culture and Brand Management

## Our Culture



伊利集团是北京冬奥会官方合作伙伴  
Yili Group is the Official Partner of the Olympic Winter Games Beijing 2022.

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

Respect



## Our Culture



### The Spirit of Yili

Ownership mindset

Strong sense of responsibility

Powerful execution capability

## Brand Essence



### Nourish for Life

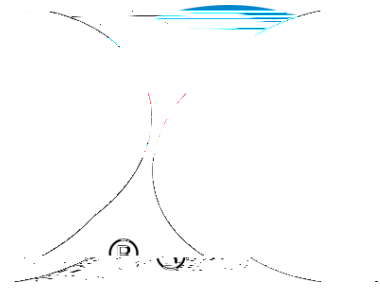
It is the provider of healthy food and also the advocator of healthy lifestyle



## DISCLAIMER



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THANK YOU

謝謝