



2019

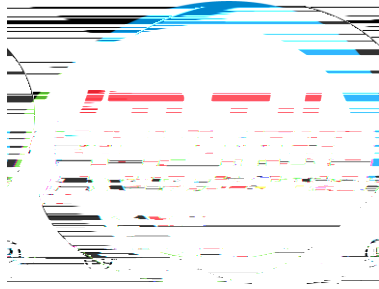
YILI 2019 1st Quarter Results

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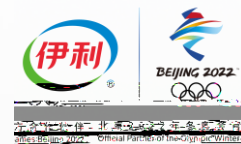
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About Yili



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.

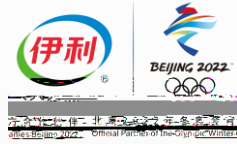
2017

2008

2010

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.

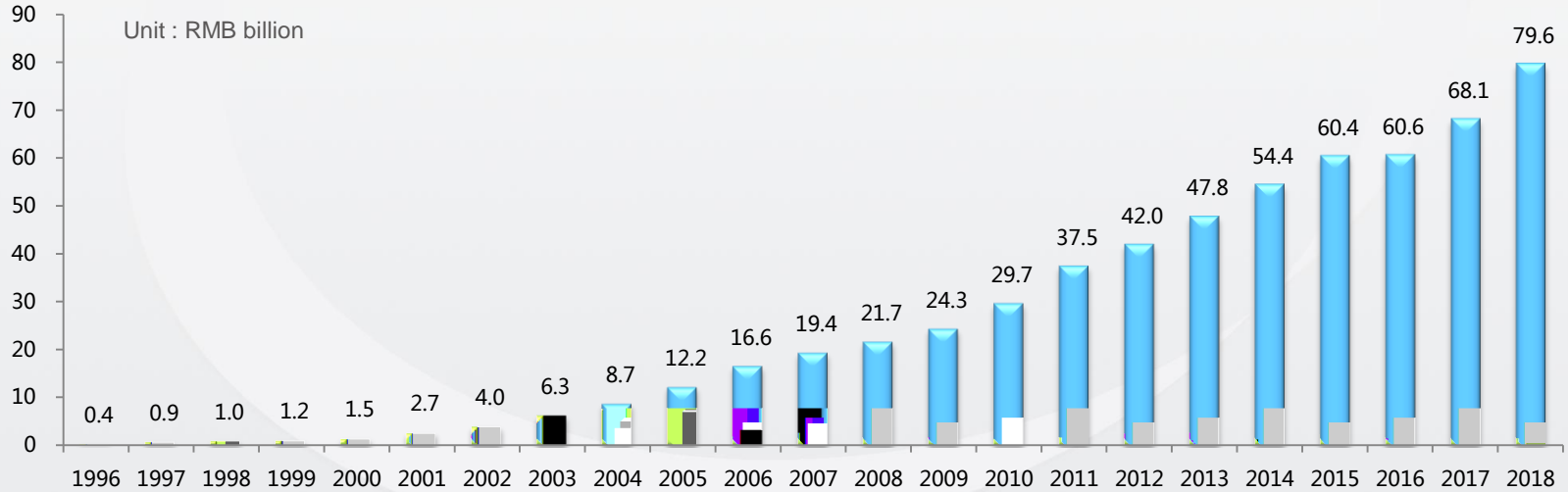
About Yili



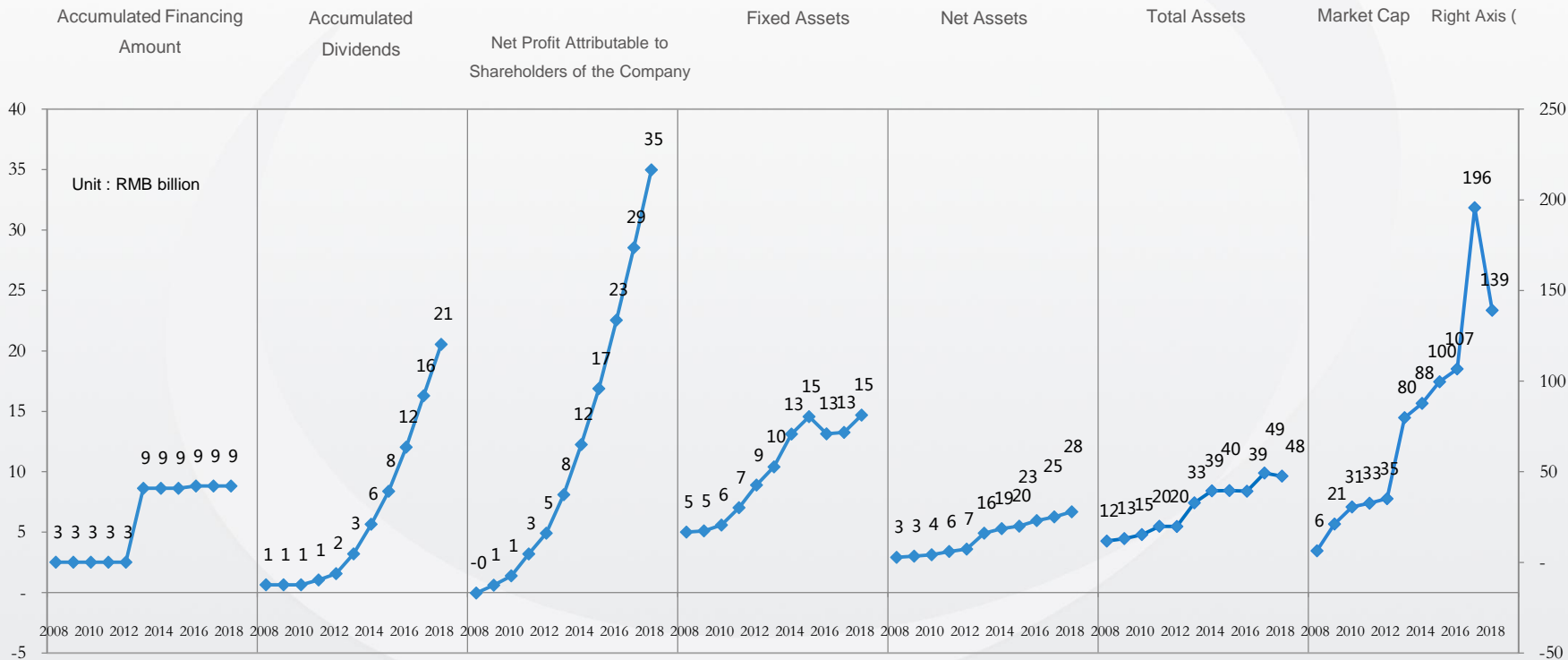
2018 795.53 64.40

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 growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

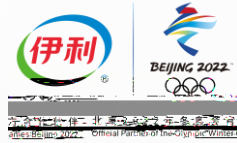
1996 - 2018
Total Revenues (1996 - 2018)



Shareholder Return



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

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

Vice chairman of China - EU Association

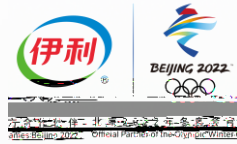
Member of the 17th national congress of CPC

Member of the 12th national committee of CPPCC

Vice chairman of the 11th executive committee of All-China Federation of Industry and Commerce



Introduction of Our Leader



Major Recognition

CEO Pan enjoys the special allowance of the State Council.

2011 ,

2011, Outstanding leadership award of Green economy in Asia & Pacific area

2010 ,

2010, Outstanding business leader in Asia & Pacific area

2010 ,

2010, Business leader in Power of Changing China Awards

2009 , 2009

2009, Top 10 Chinese economics leader

2007 ,

2007, The best leader of Russia-China friendship

2006 ,

2006, Davos Youth Global Leader

2006 ,

2006, National May-1st Labor Medal

2005 , CCTV

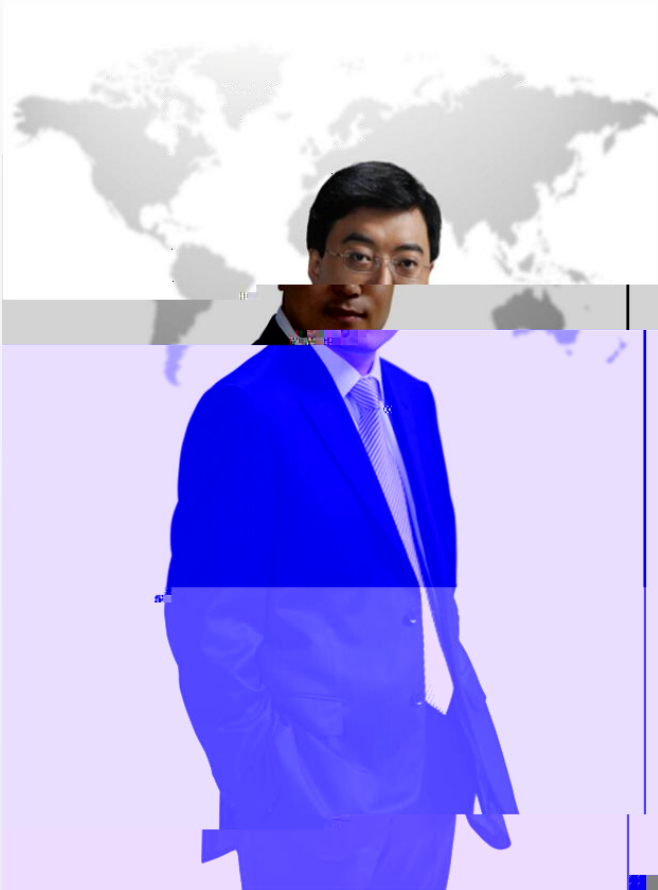
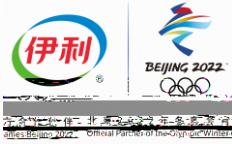
2005, CCTV China Annual Economic Figure

2004 ,

2004, China Youth May-fourth Medal



Management Thinking



-the-supply-chain innovation" strategy

management " and the "precise management" management ideas

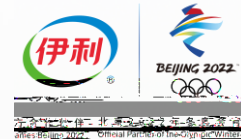
The strategic partner of the Olympic Games and the World Expo

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



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 Data

Financial Highlights



Financial Highlights

RMB(million)	2017	2018	Growth Rate	2018 Q1	2019 Q1	Growth Rate
Revenue	68,058	79,553	16.9%	19,753	23,130	17.1%
Core Business Revenue	66,801	78,721	17.8%	19,526	23,011	17.8%
Gross Profit	25,063	29,785	18.8%	7,556	9,196	21.7%
Gross Profit Margin	37.5%	37.8%	0.32ppt	38.7%	40.0%	1.27ppts
Operating Profit	7,116	7,691	8.1%	2,502	2,739	9.5%
Net Profit Attributable to Shareholders of the Company	6,001	6,440	7.3%	2,100	2,276	8.4%
Net Profit Margin	8.8%	8.1%	-0.72ppt	10.6%	9.8%	-0.79ppt
EPS (RMB)	0.99	1.06	7.1%	0.35	0.37	5.7%
ROE	25.22%	24.33%	-0.89ppt	8.03%	7.72%	-0.31ppt

Note : gross profit is calculated from core business revenues

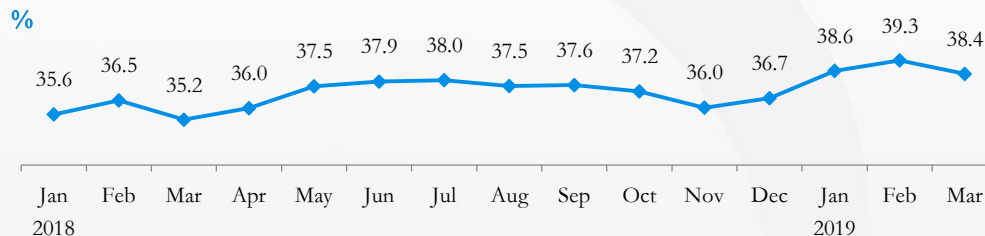
Data source: Company Data

Market Share of Yili

Ambient Products

The market share of our ambient products was 38.8% in Q1 2019, up 3.0 ppts YoY.

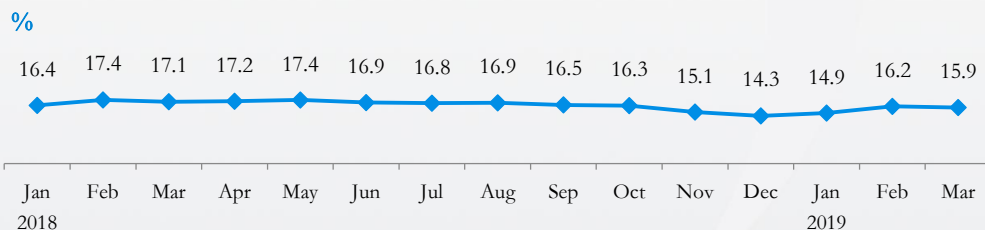
3.0 38.8%



Chilled Products

The market share of our chilled products was 15.7% in Q1 2019, down 1.3 ppts YoY.

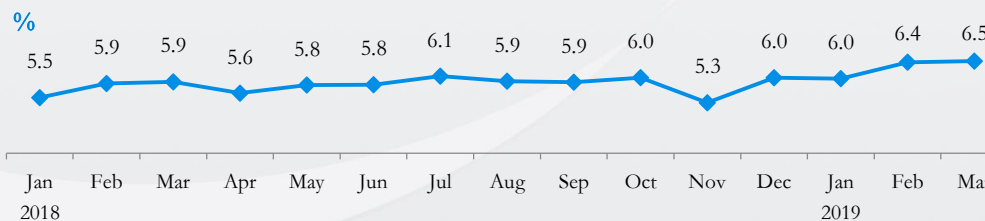
1.3 15.7%



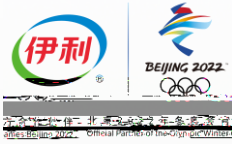
Infant Milk Formula

The market share of our infant milk formula was 6.3% in Q1 2019, up 0.5 ppt YoY.

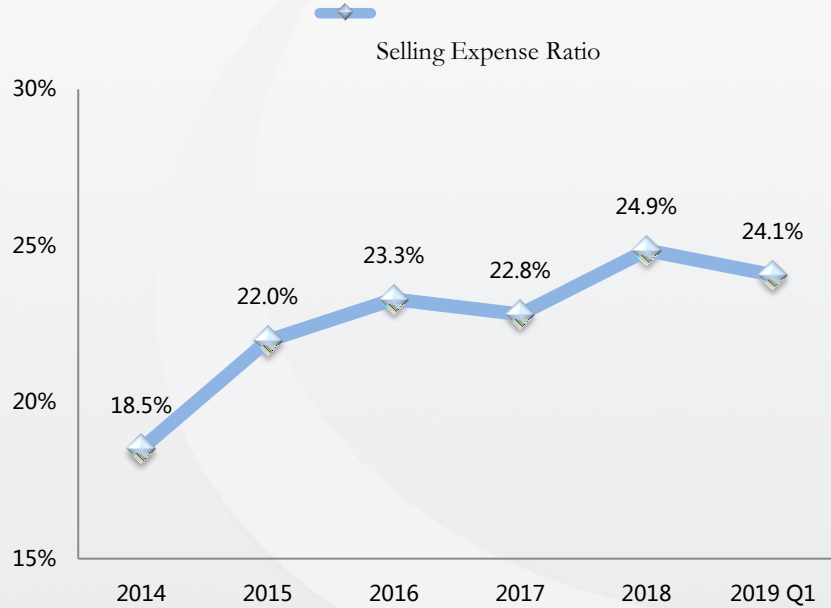
0.5 6.3%



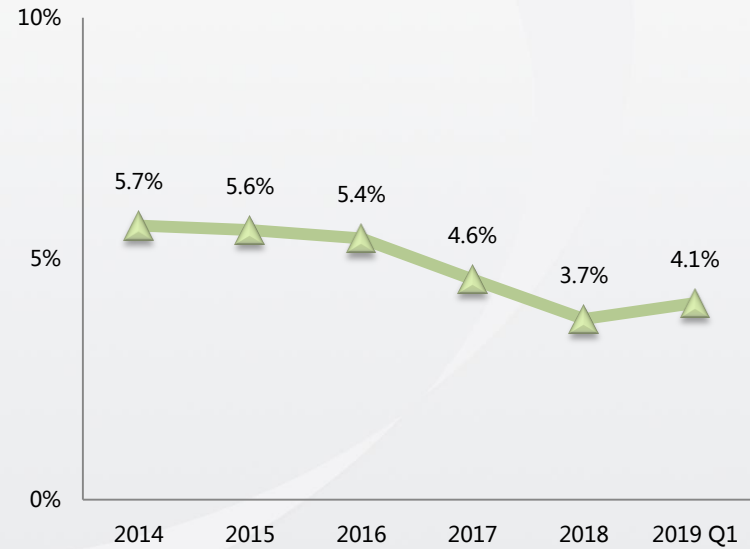
SG&A Expense Ratio



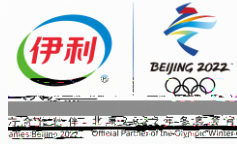
Selling Expense Ratio



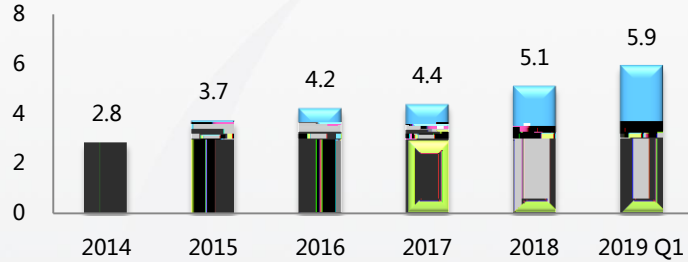
G&A Expense Ratio



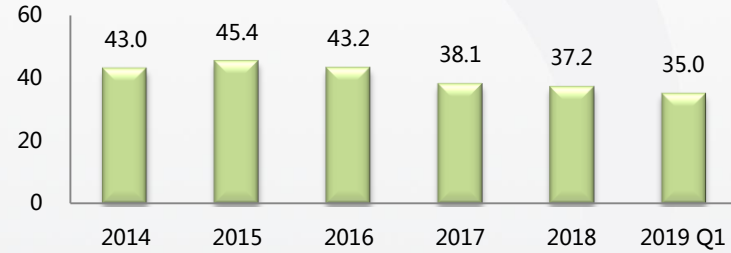
Operating Efficiency



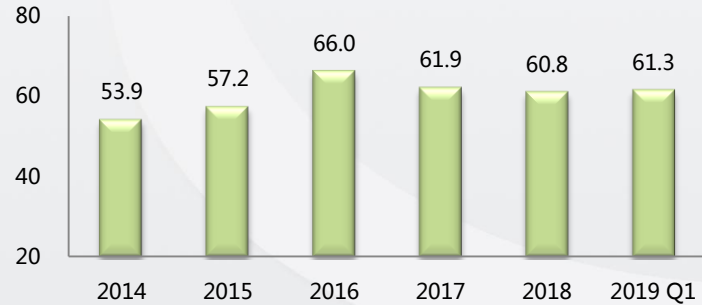
Notes Receivable and Accounts Receivable Turnover (Days)



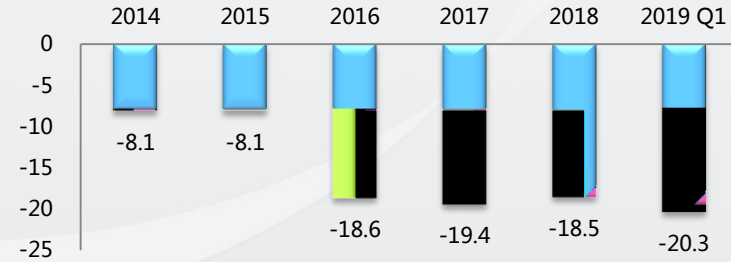
Inventory Turnover (Days)



Notes Payable and Accounts Payable Turnover (Days)



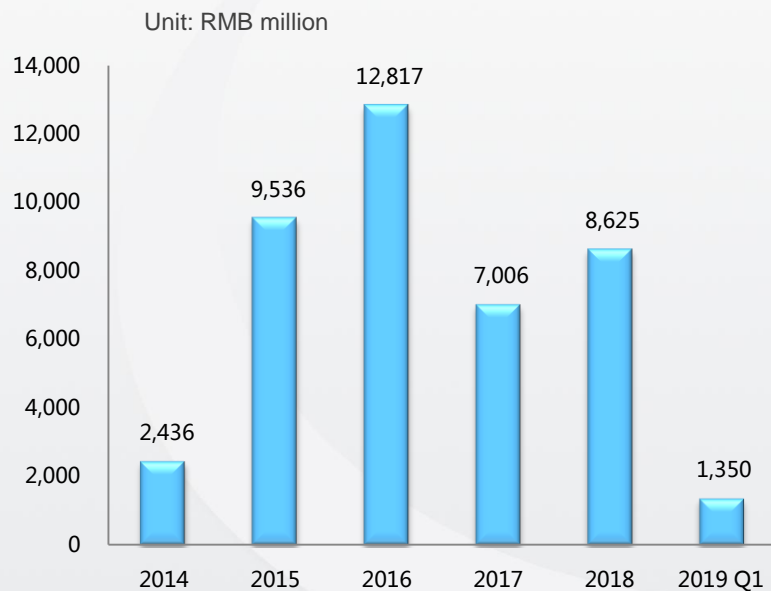
Cash Turnover (Days)



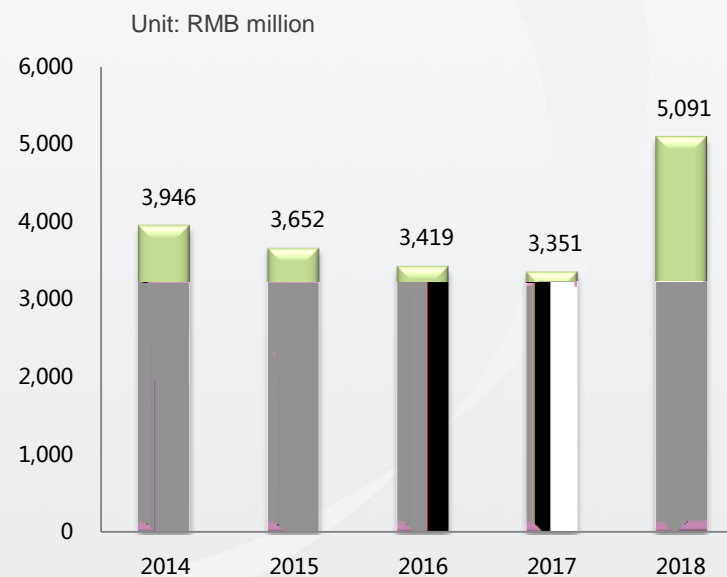
Cash Flow and Capital Expenditure



Net Cash Flow from Operating Activities

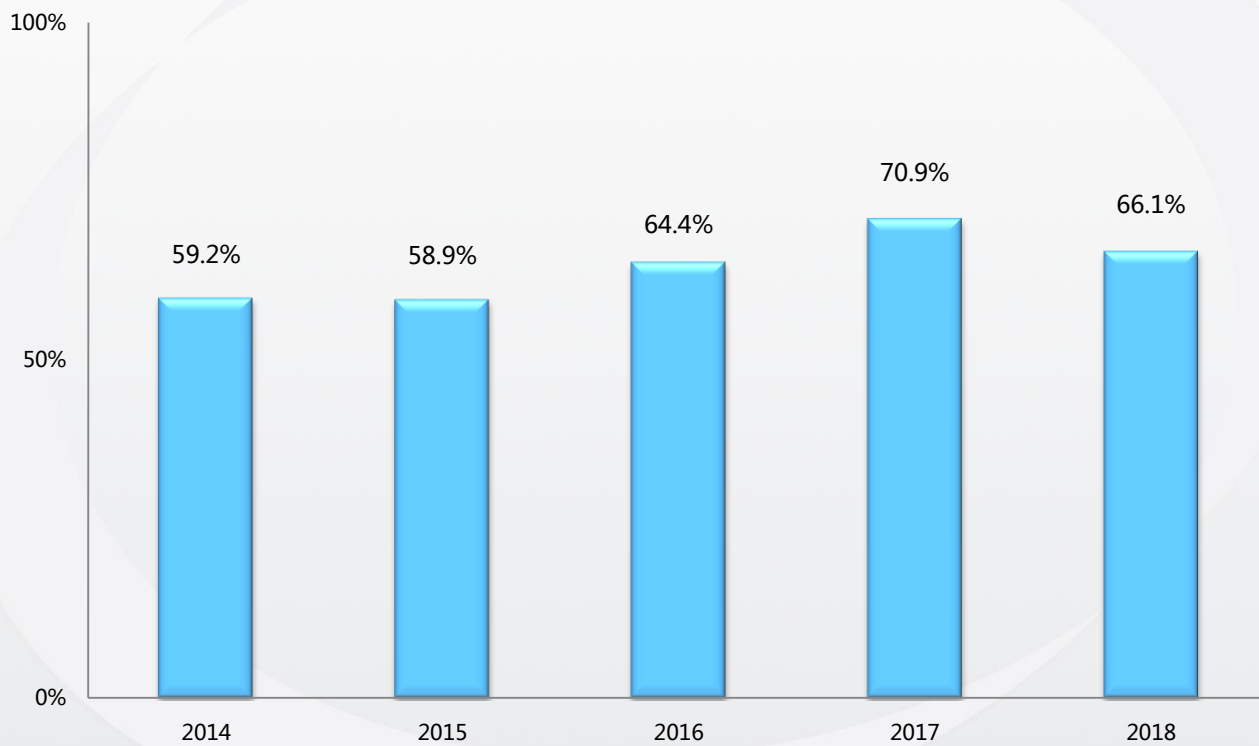
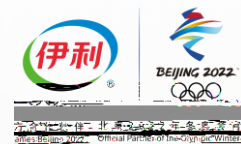


Capital Expenditure



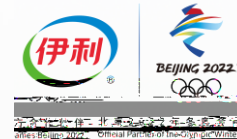


Dividend Rate





Business Outlook



2019

2019 Business Outlook

900
Total revenues to be
RMB 90 billion



76
Total profit before tax to be
RMB 7.6 billion

2019

2019 Company Deployment

1

2

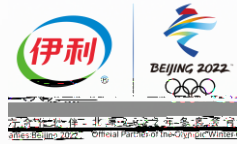
3

4



Culture and Brand Management

Our Culture

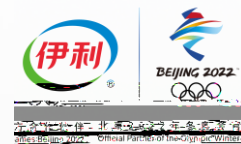


Belief

Yili
quality.



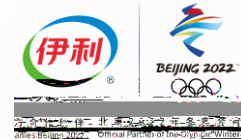
Our Culture



Vision

Becoming the most trusted healthy food provider around the world.

Our Culture



Core Values

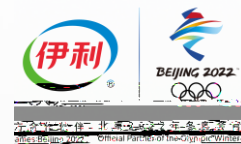
Excellence

Accountability

Innovation

Win-Win





The Spirit of Yili

Be loyal, trustworthy,
grateful, and value
emotions

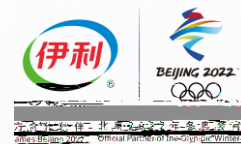
Be courageous in meeting
challenges, diligent in
overcoming them

Be extremely disciplined,
highly efficient in
execution

Be vigilant,
over-innovative

Be self-disciplined and
self-reflective, fostering
a virtuous atmosphere

Brand Essence



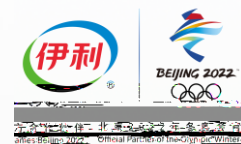
Nourish for Life

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





DISCLAIMER



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— THANK YOU —

谢谢

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