

YILI 2017 1st Quarter Results



About Yili



Financial Data



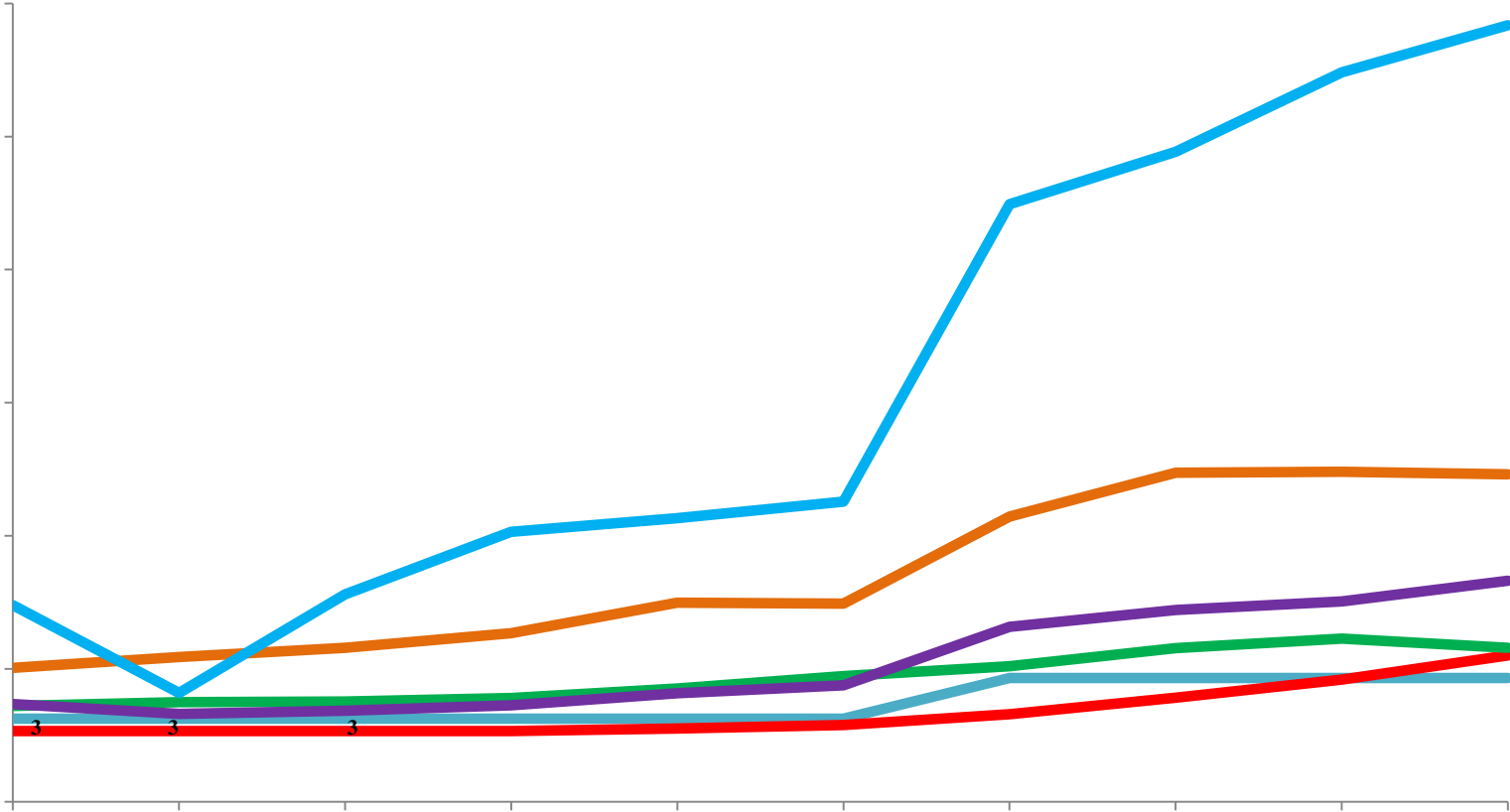
Culture and Brand Concept







Shareholder Returns





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.

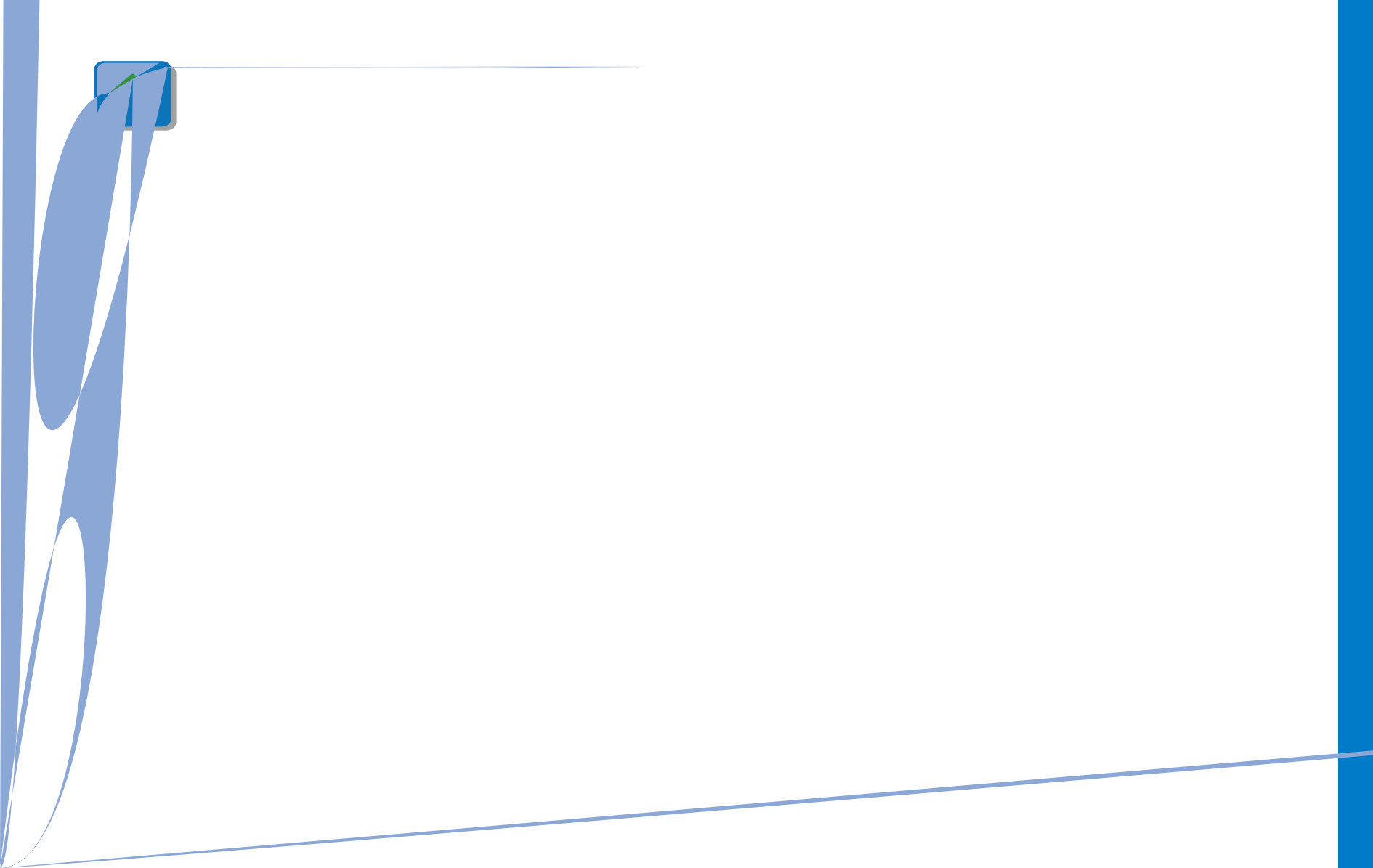
Pan Gang, President of Yili Group



Introduction of Leader



Pan Gang, the Chairman and President of Yili Group





Management Thinking



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The "national networking" and "global networking" strategy

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The strategic partner of the Olympic Games and the World Expo

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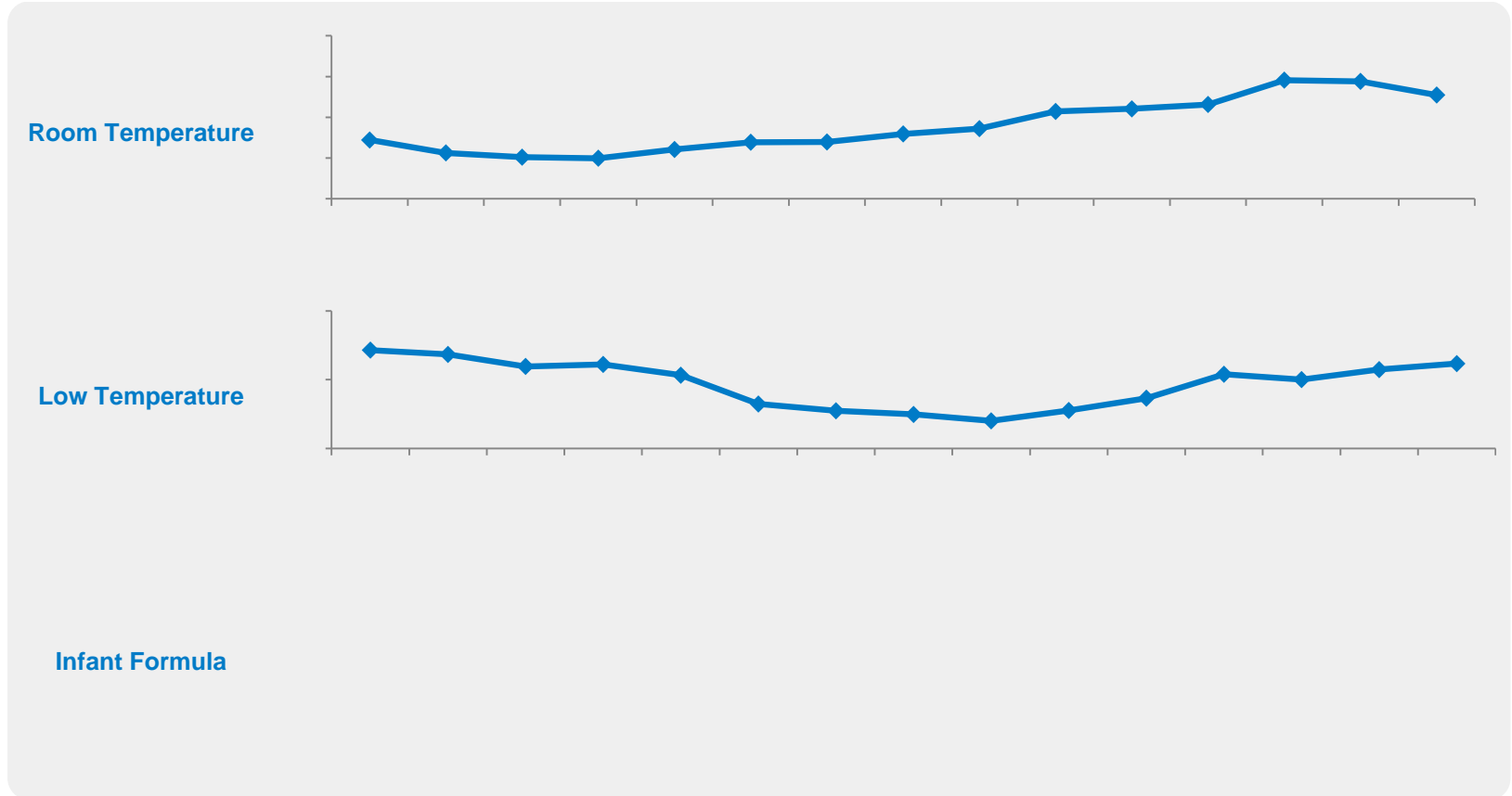
Accumulation is more important than speed, the prosperity of the industry is more important than the success of individual enterprise, social value is more our growth.

Pan Gang, President of Yili Group





Market Share of Yili



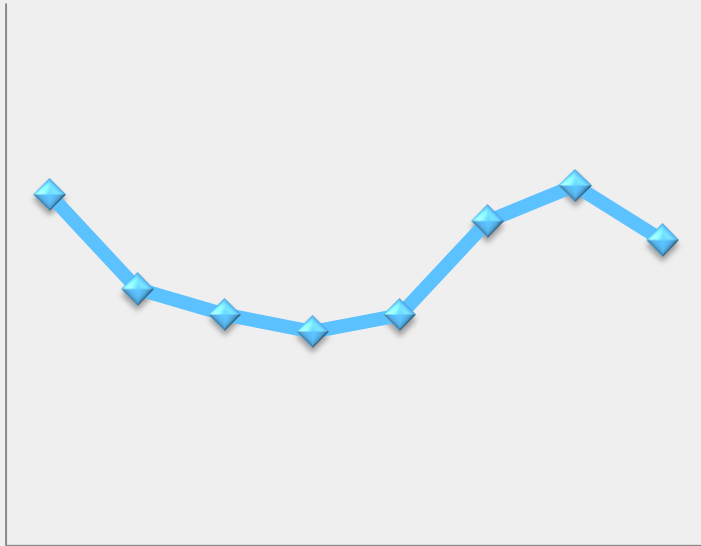
Data source: Nielsen the E-Commerce data is excluded from the infant milk formula



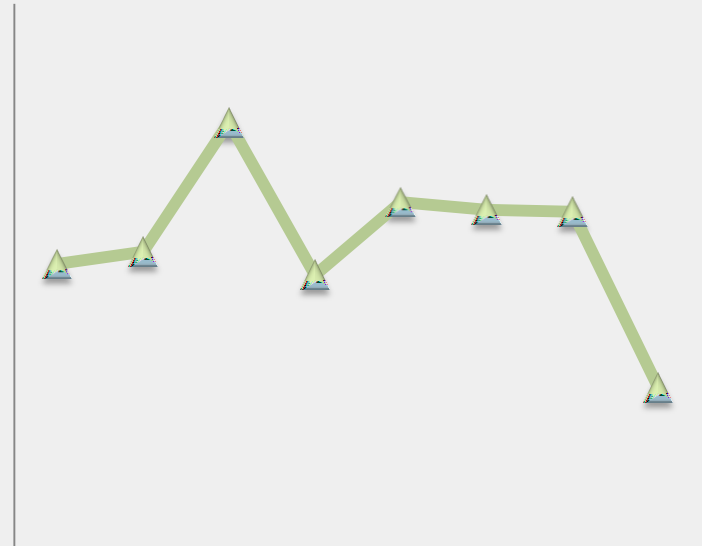
SG&A Expense Ratio



Selling Expense Ratio



G&A Expense Ratio

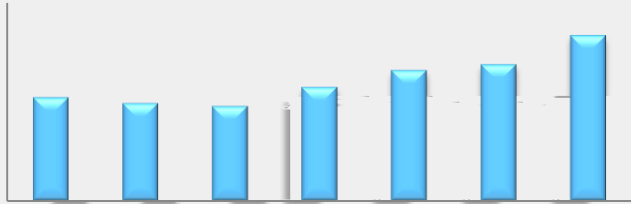




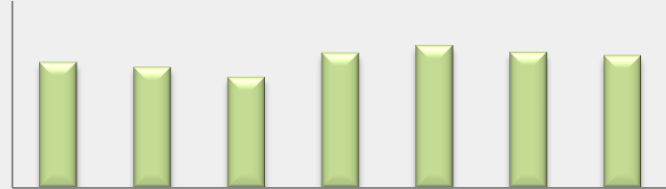
Operating Efficiency



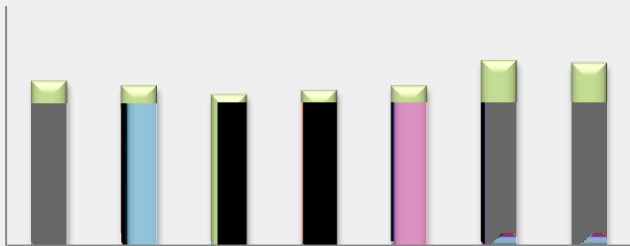
Accounts Receivable Turnover (Days)



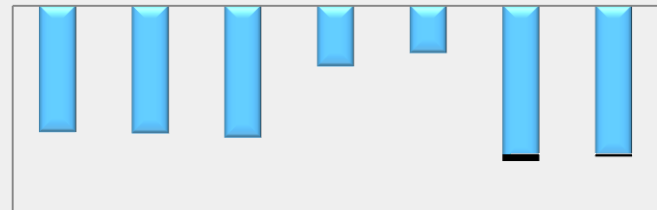
Inventory Turnover (Days)



Accounts Payable Turnover (Days)



Cash Turnover (Days)



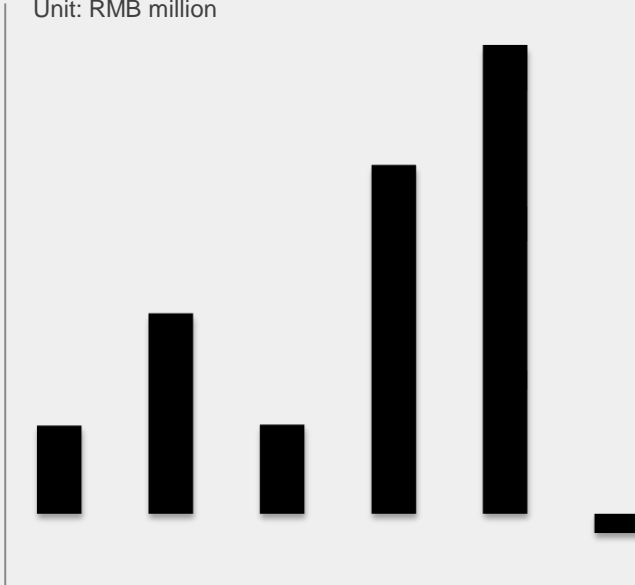


Cash Flow and Capital Expenditure



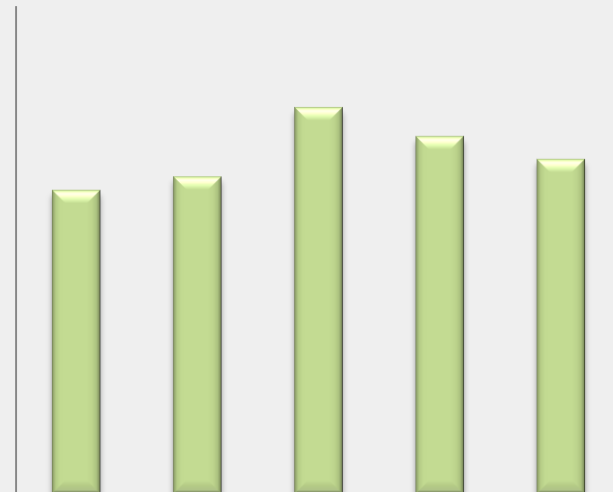
Net Cash Flow from Operating Activities

Unit: RMB million



Capital Expenditure

Unit: RMB million







650

Total revenues to be
RMB65 billion

62

Total profit to be
RMB6.2 billion



Enhancing the world's leading full-chain end-to-end quality self-management system and efficient risk prevention and control system.



Insisting on developing through innovation, and actively expanding the international business, to make our overall business to achieve sustainable and healthy growth.



" " core business ability.



Planning and building an integrated sharing platform for information, human resources and finance to better serve for our business development in the new era.



" " code of conduct for each Yili staff.

-Win" to become the



Culture and Brand Concept



Our Culture



Vision

Becoming the most trusted health-food provider around the world.





Soul of Brand



Nourish for Life

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



DISCLAIMER

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