

2019



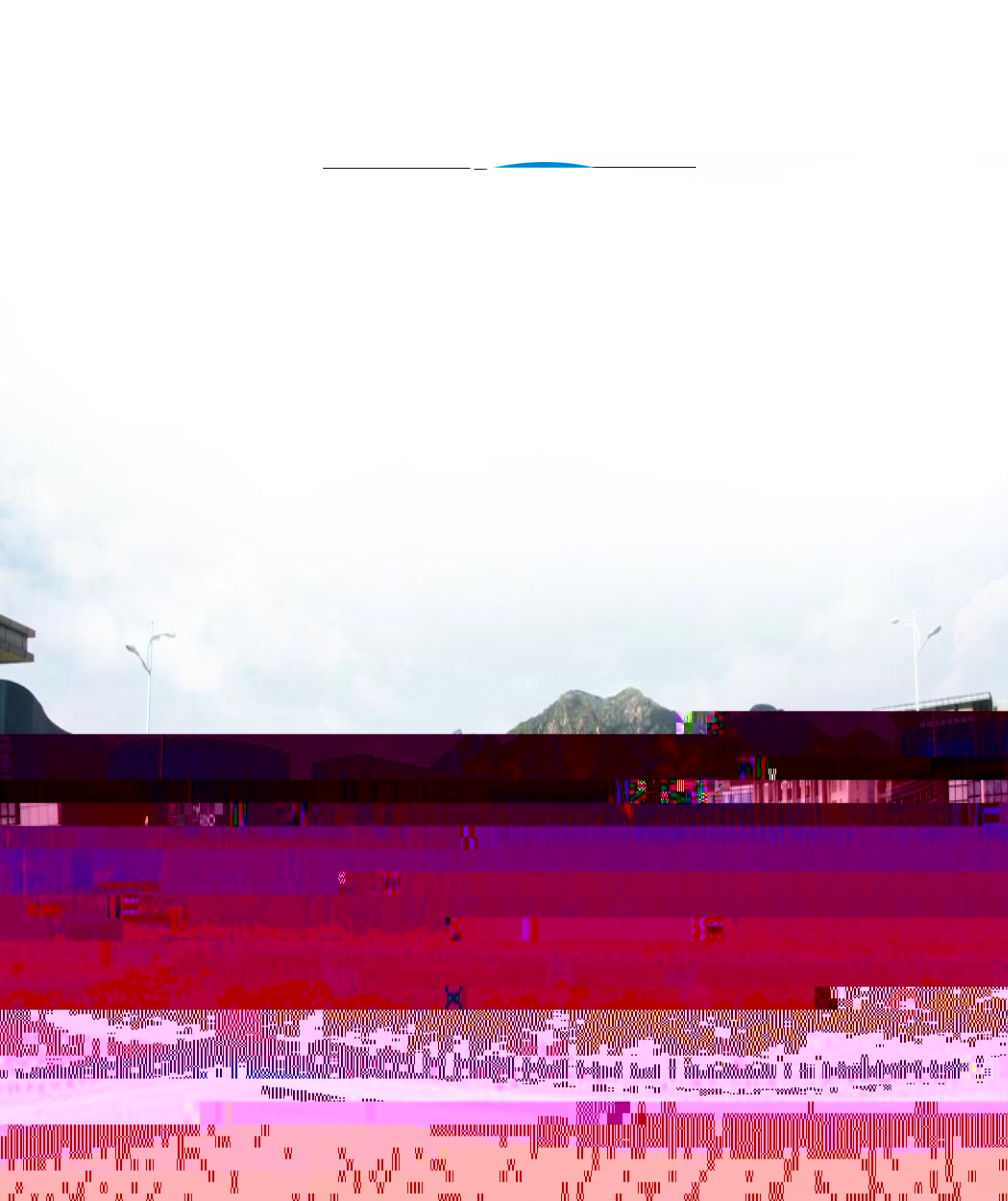
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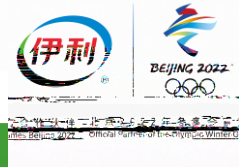
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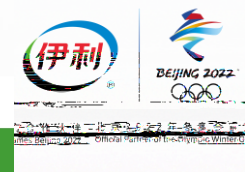
About Yili



Yili is the No.1 dairy enterprise in Asia.

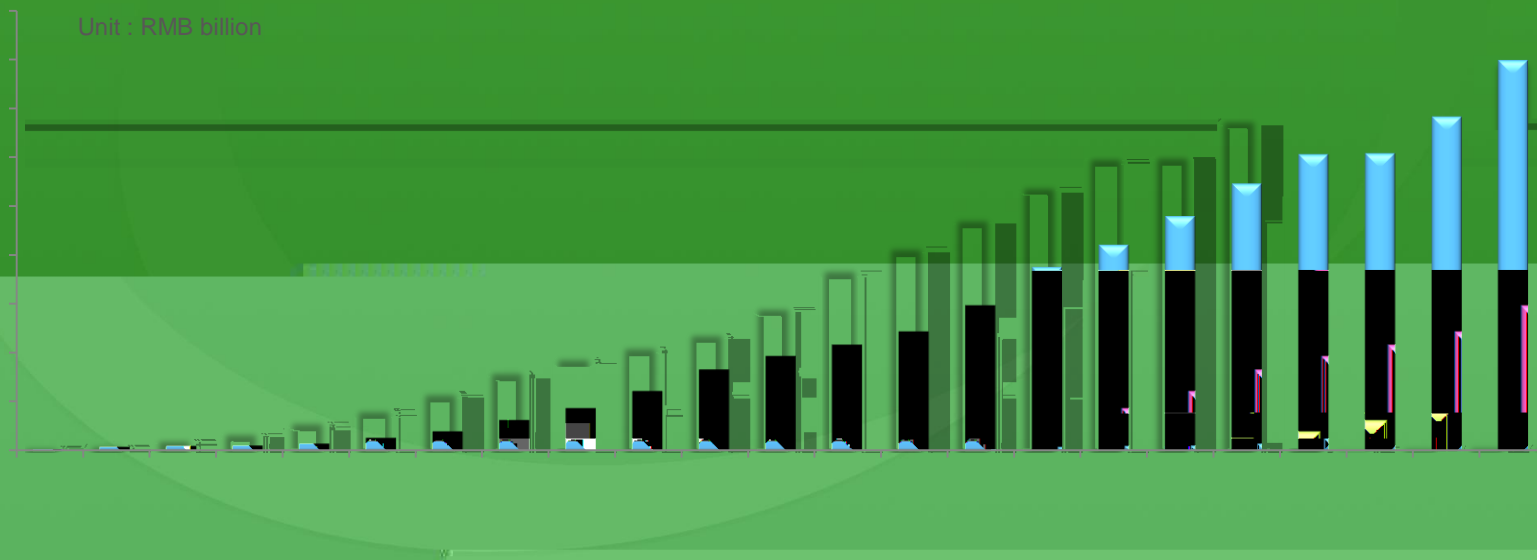
Yili owns the largest scale and the most complete product line in China dairy industry.

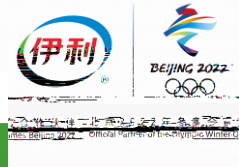
About Yili



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.

Total Revenues (1996 - 2018)





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

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

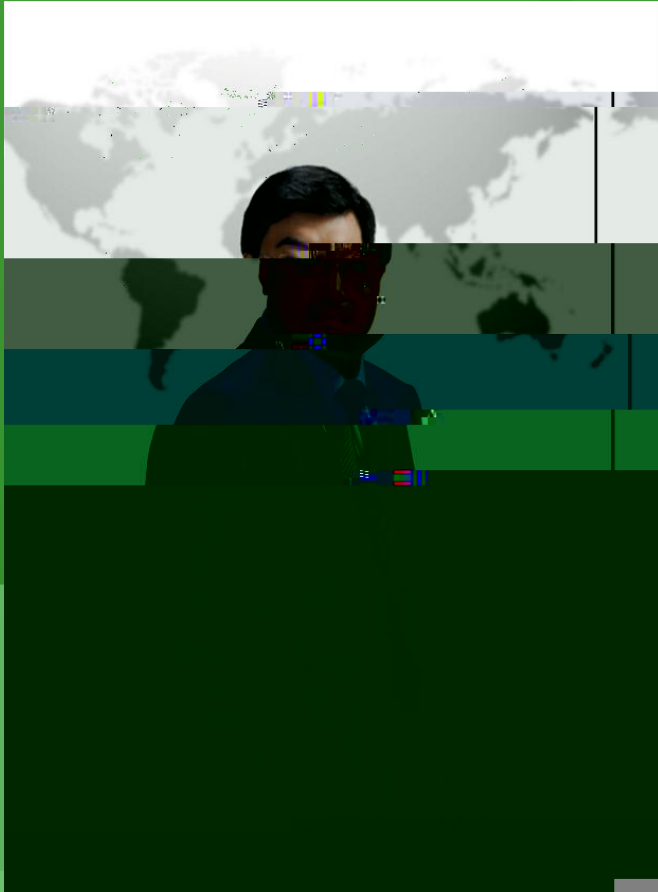
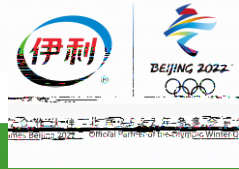
Member of the 17th national congress of CPC

Member of the 12th national committee of CPPCC

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



Management Thinking



“the-supply-chain innovation” strategy

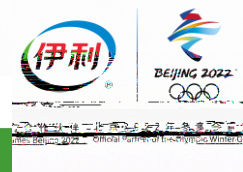
“management” and the “precise management” management ideas

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



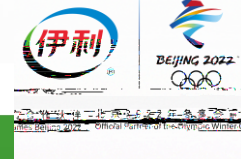
In Yili's eyes, there are two types of people in the world: those who drink milk, and those who do not. Yili's mission is to bring them together as one people, all reaping the benefits of nutrient-rich milk and a healthy life.

· · · Pan Gang



Financial Review

Financial Highlights

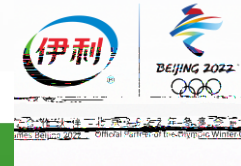


Financial Highlights

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	
EPS (RMB)	
ROE	

Note : gross profit is calculated from core business revenues

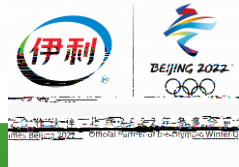
Data source: Company Data



Core Business Revenues Breakdown by Segment

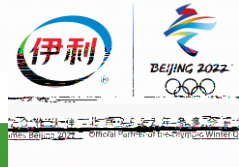
Core Business Revenues Breakdown by Segment

RMB (million)	Revenues	%	Revenues	%	Growth Rate
Liquid Milk					
Milk Powder and Milk Products					
Ice Cream					
Total	39,513	100%	44,827	100%	13.4%

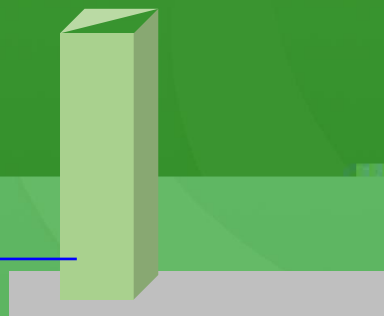


Market Share of Yili

Market share in 2019H1 was 38.7%, up 2.4 ppts yoy. Among them, market share of ambient yogurt increased by 5.8 ppts yoy



Gross Margin by Segment



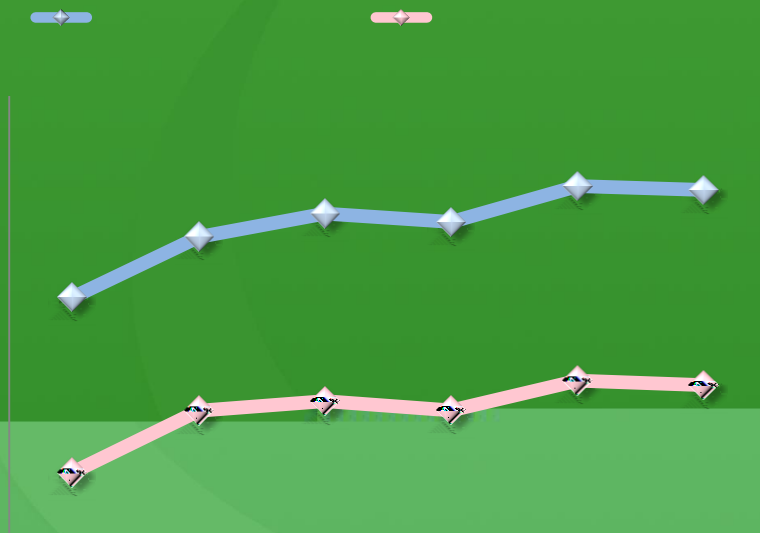


Official Partner of the Olympic Winter Games

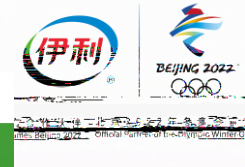
SG&A Expense Ratio

Selling Expense Ratio

G&A Expense Ratio



Operating Efficiency



Notes Receivable and Accounts Receivable Turnover (Days)

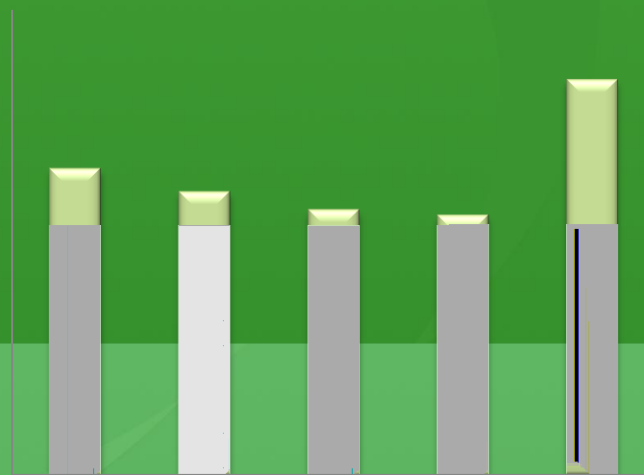


2017 2018 2019 2020 2021 2022

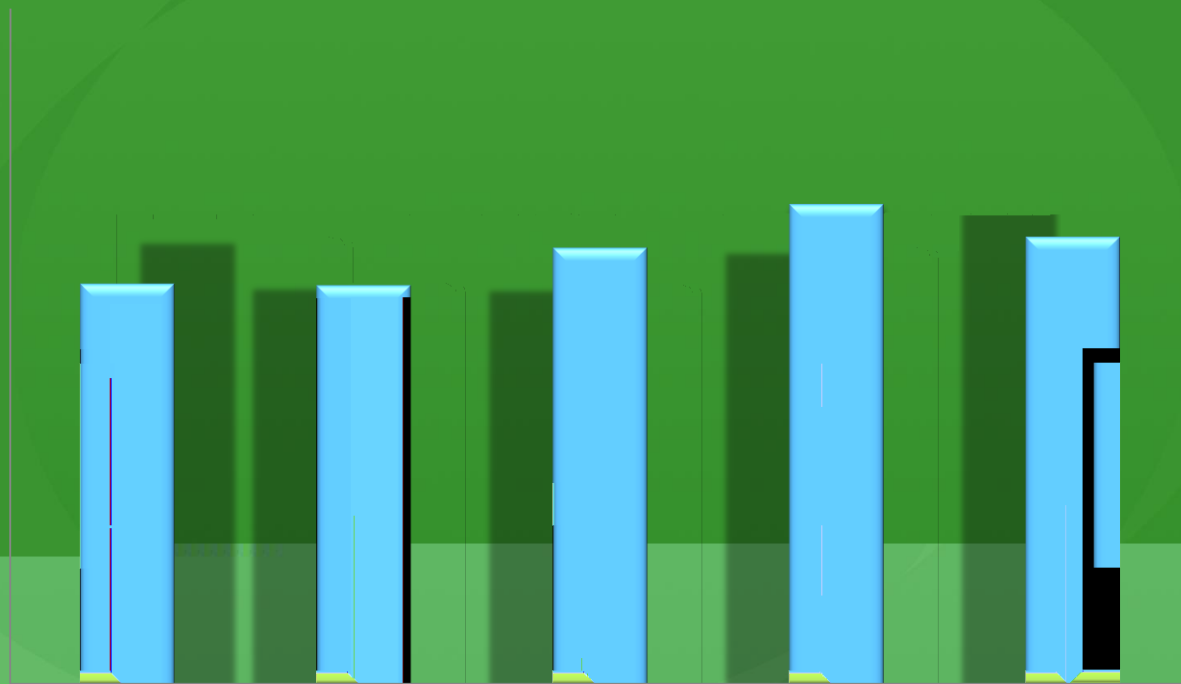
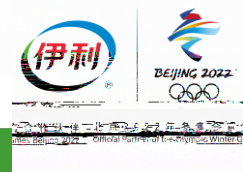
Cash Flow and Capital Expenditure



Official Partner of the Olympic Winter Games

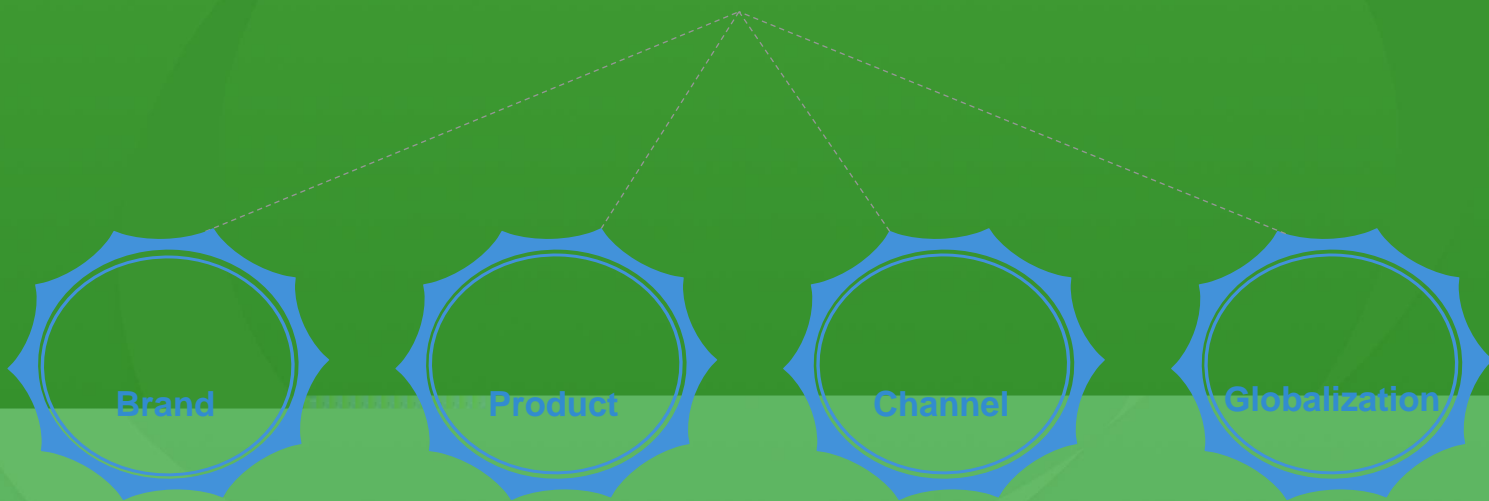


Dividend Rate





Business Review



Brand



Official Partner of the Olympic Winter Games

Products

New Products and Key Products

Yili's sales grew by 30% yoy. New product sales accounted for 17.4% of total sales revenue, an increase of 2.6 ppts over 2018.

Leading Products Innovation

Focusing on organic products business, on the basis of "Satine Organic Pure Milk", "QQ Star Organic Pure Milk" and "Changqing Organic Flavor Fermented Milk", Yili launched new product "Pro-Kido Seine Mouiller infant formula milk powder". Through new products "NOC Fresh Fruit and Active Bactera Yogurt Ice cream", "Changyi 100% Global Selection Series Probiotic drinks", "Satine Jersey Pure Milk" etc., more consumption scenarios and target groups are covered.



有机奶粉
塞纳牧

Pro-Kido Seine Mouiller infant formula milk powder



酸奶冰淇淋
须尽欢

NOC Fresh Fruit and Active Bacteria Yogurt Ice cream



乳饮料
畅意

Changyi 100% Global Selection Series Probiotic drinks



纯牛奶
金典娟姗

Satine Jersey Pure Milk

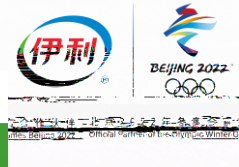
Channel



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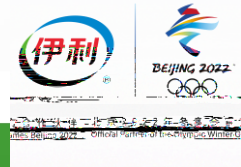
Globalization



Globalized Dairy Resources

Globalized Dairy Resources



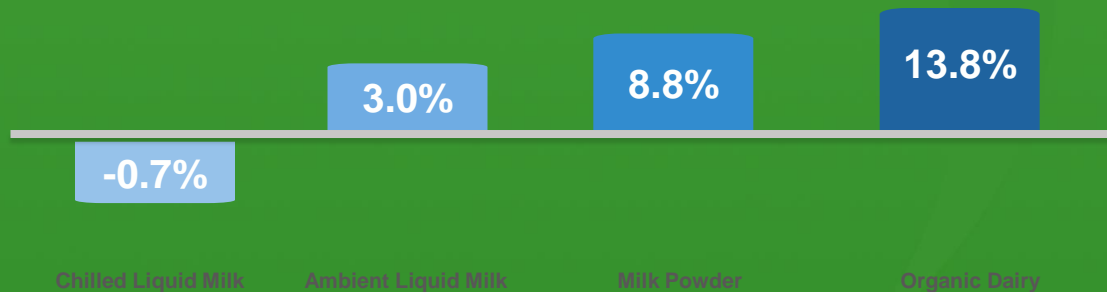


Industry Status



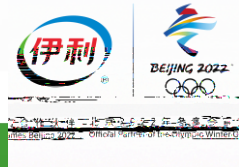
Continuous Consumption Upgrade

During the reporting period, domestic dairy market developed steadily. Nielsen data showed the retail sales of ambient liquid milk, chilled liquid milk and milk powder segments increased by 3.0%, -0.7% and 8.8% respectively yoy, among which the retail sales of organic dairy segments increased by 13.8% yoy.



Rising Cost Pressure

During the reporting period, price of raw milk in China, prices of raw and auxiliary materials such as imported whey powder and skim milk powder were on the rise, caused the increasing pressure of cost control for enterprises.

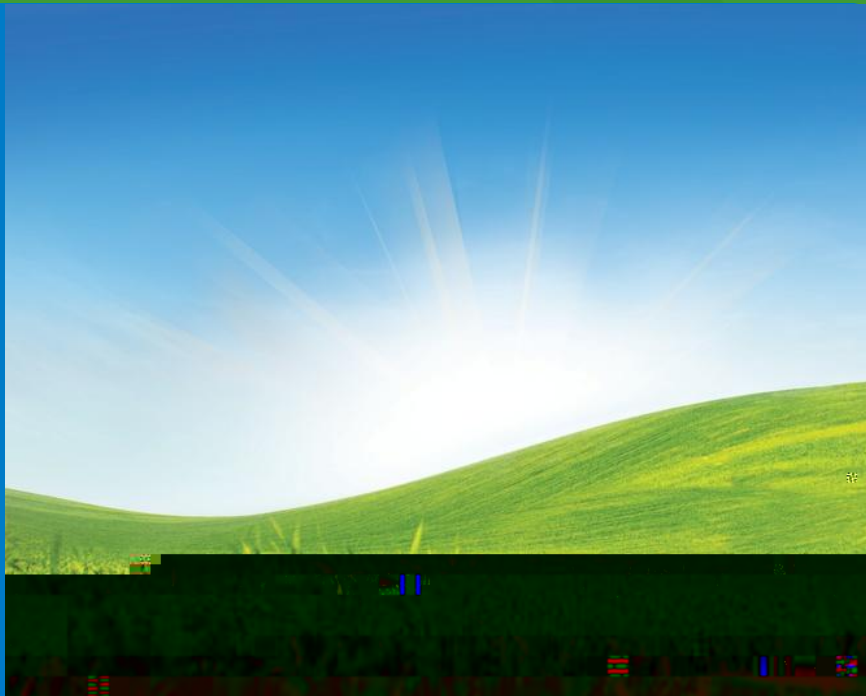


Our Culture

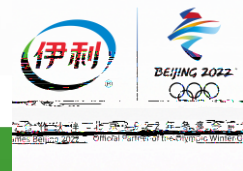


Belief

quality.



Our Culture



Vision

Becoming the most trusted healthy food provider around the world.

Our Culture



Core Values

Excellence

Accountability

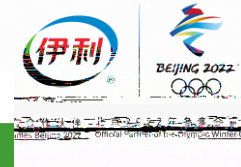
Innovation

Win-Win





Brand Essence



Nourish for Life

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





DISCLAIMER



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— THANK YOU —

— 谢 谢 —