

## YILI 2017 3<sup>rd</sup> Quarter Results

<http://www.yili.com>



About Yili

Financial Data

Culture and Brand Concept



About Yili



## About Yili



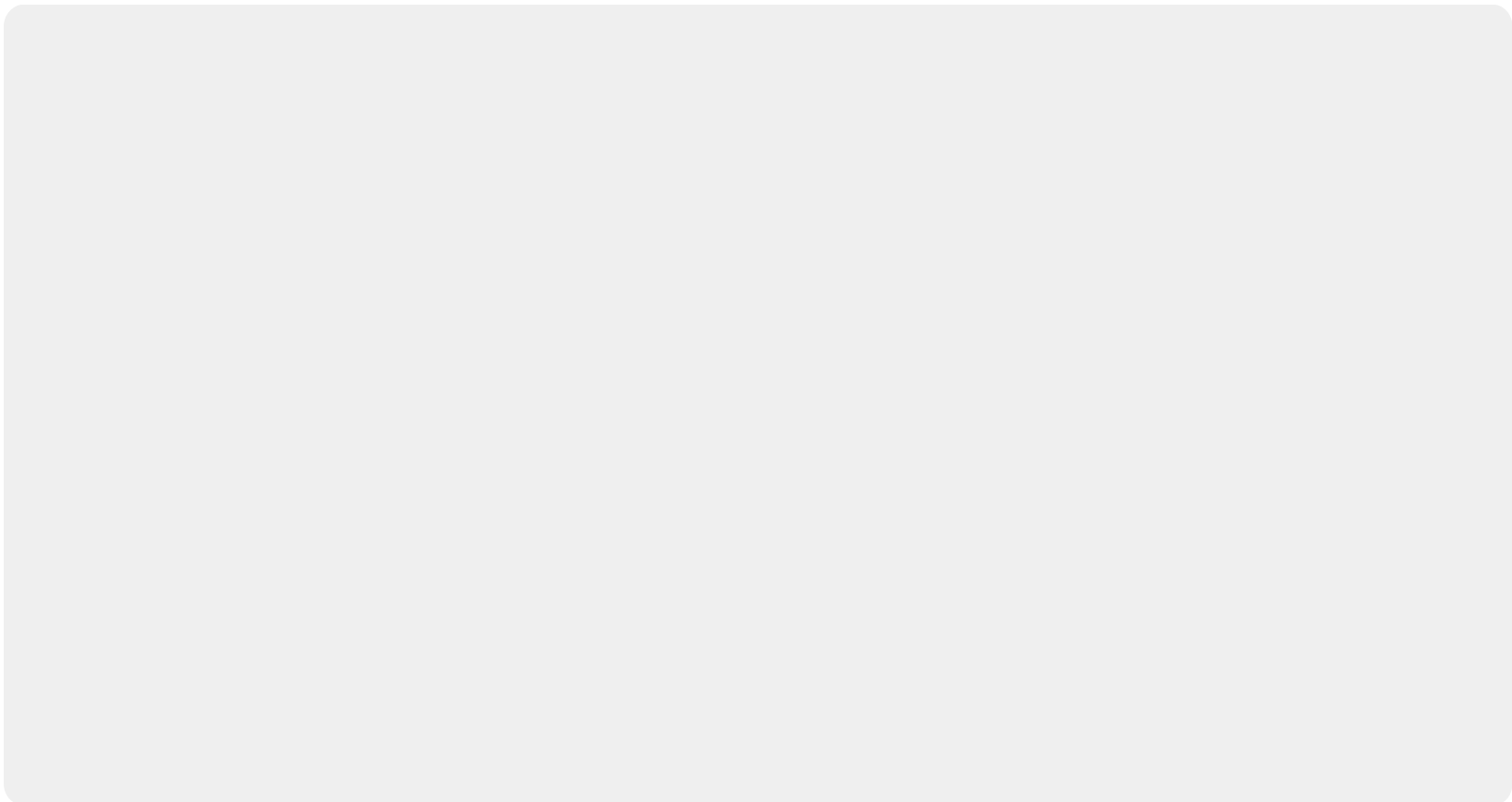
Yili is the NO.1 in Asia and global top 8 Chinese dairy company.

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

Yili is the unique enterprise in China who conforms to Olympic Standard and World Expo Standard, providing dairy products for both Beijing 2008 Olympic Games and 2010 Shanghai World Expo.



About Yili







## 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



External Recognition

President Pan enjoys the special allowance. 31 rg0.39 0.31 0.31 RG[8TF4 9 Tf15 446)0.371 146.2160.35 n0tm0



The

and the

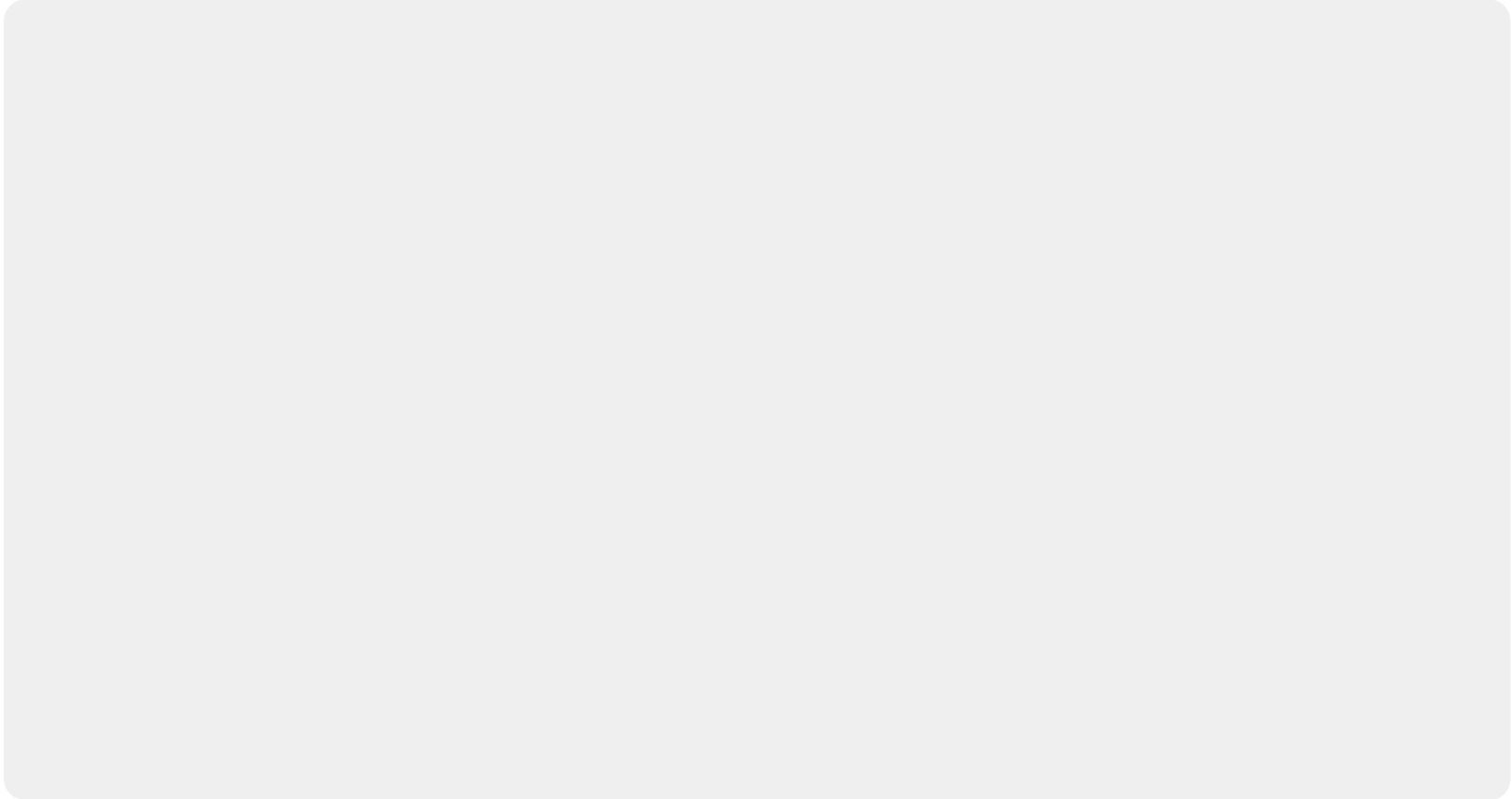
"-the-supply-chain innovation" strategy







## Market Share of Yili



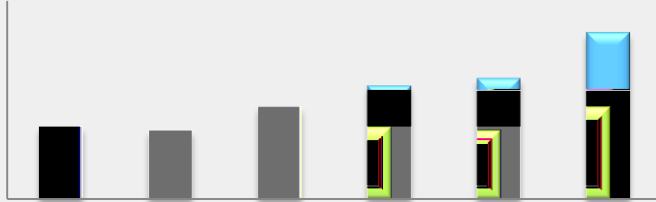




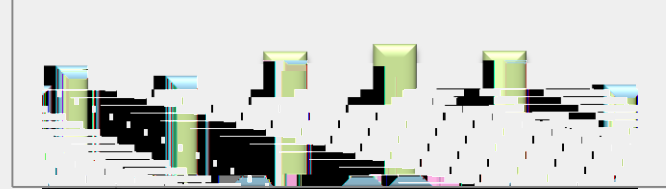
# Operating Efficiency



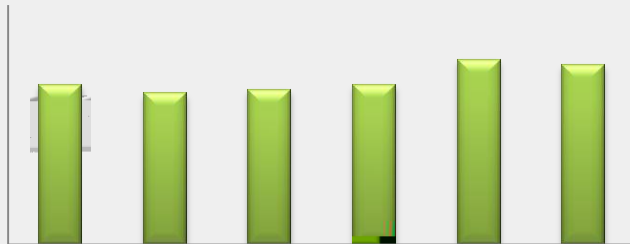
### Accounts Receivable Turnover (Days)



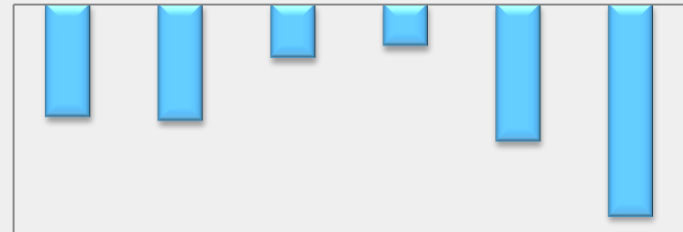
### Inventory Turnover (Days)



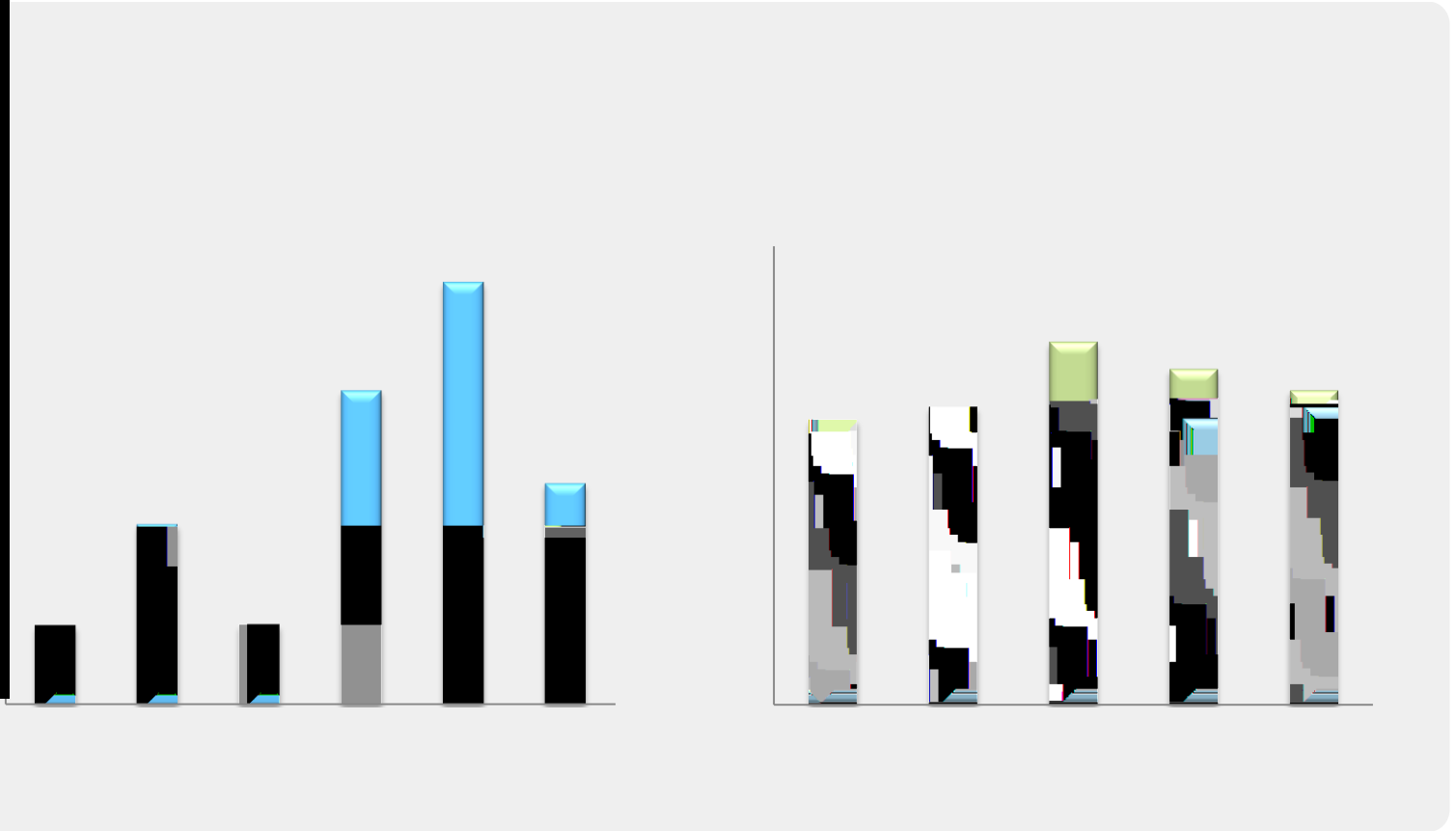
### Accounts Payable Turnover (Days)



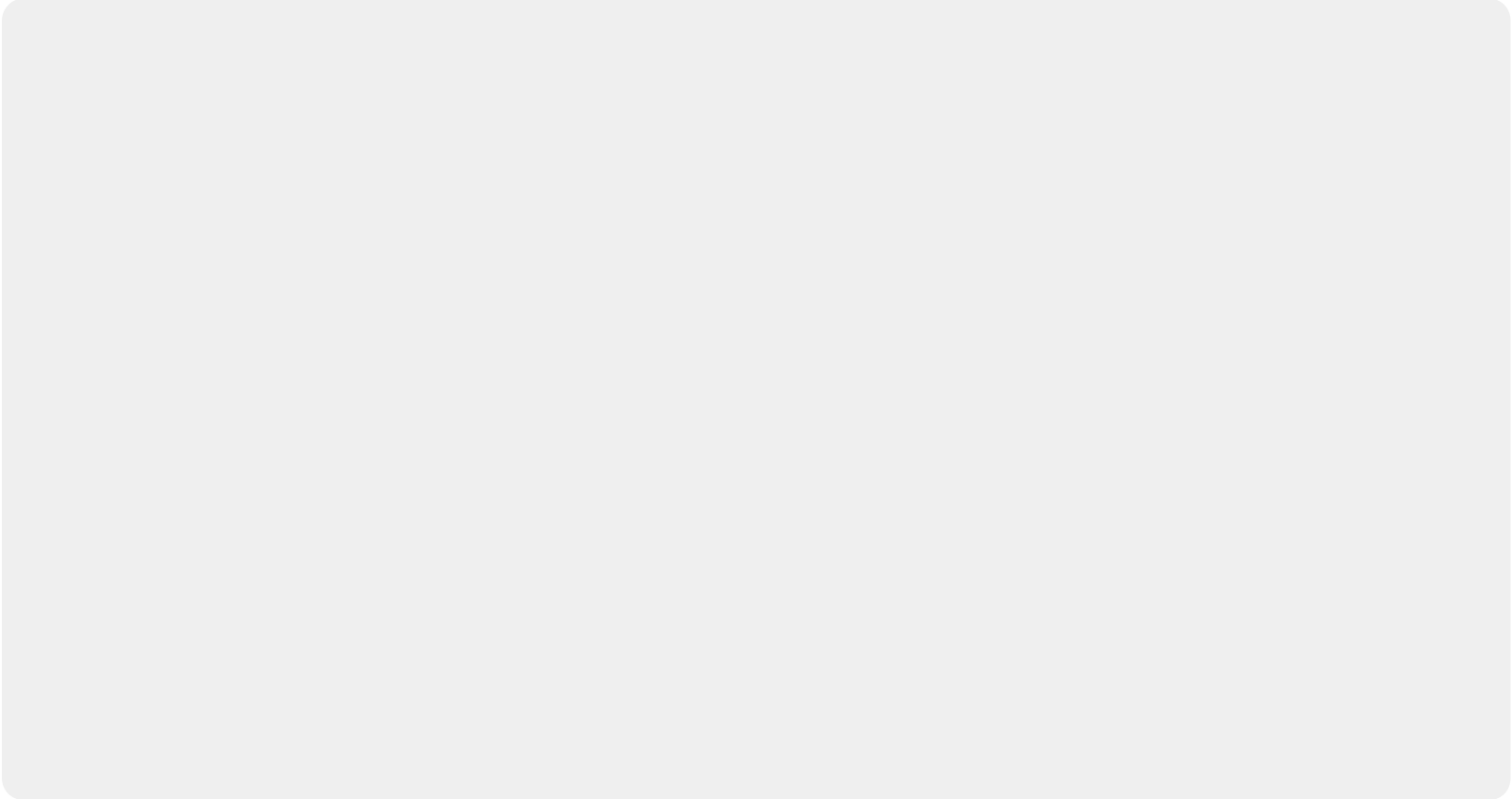
### Cash Turnover (Days)



## Cash Flow and Capital Expenditure









## Culture and Brand Concept

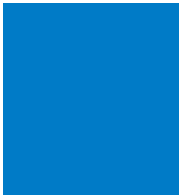


Our Culture



## Vision

Becoming the most trusted  
healthy 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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