



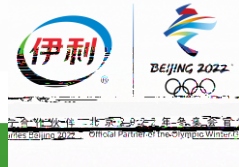
YILI

YILI

BEIJING 2022

Official Partner of the Chinese Winter Games Beijing 2022

YILI 2019 1<sup>st</sup>



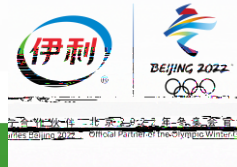
# CONTENTS

01 / About Yili

02 / Financial Data

03 / Culture and Brand Management

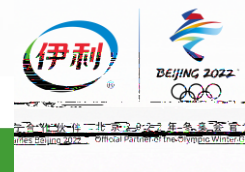




Yili is the No. 1 dairy enterprise in Asia.

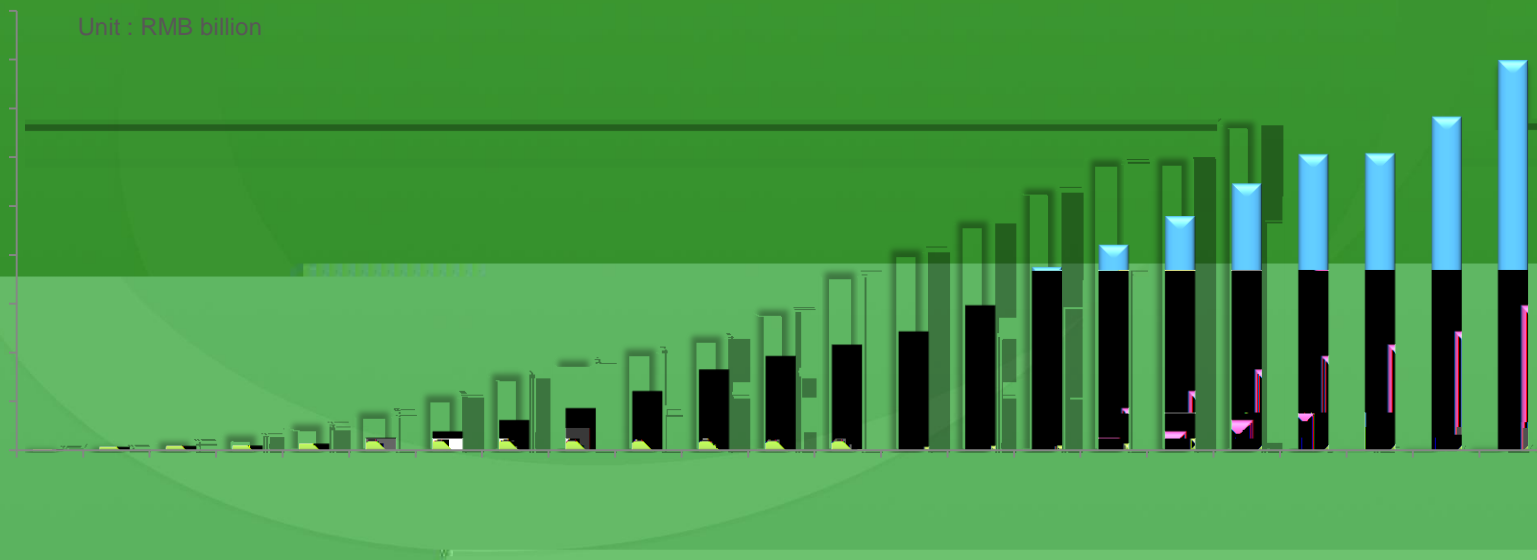
Yili owns the largest scale and the most complete product line in China dairy industry.

# About Yili



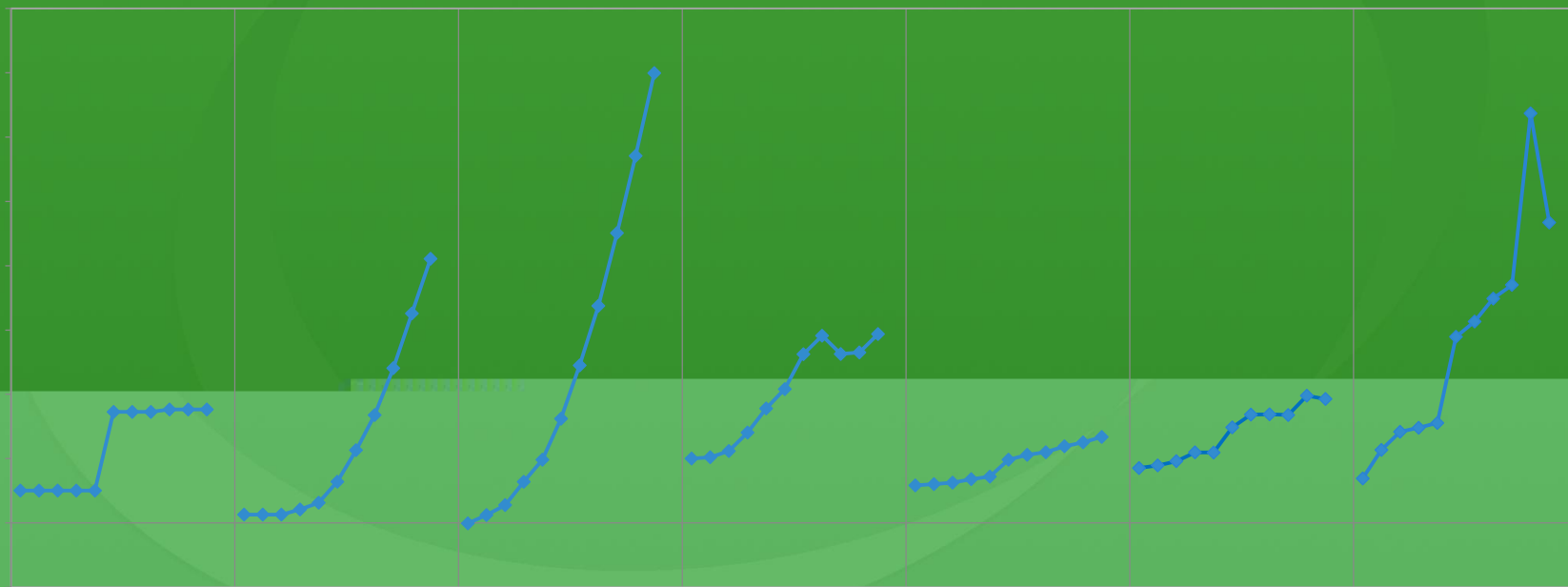
Total revenues of Yili in 2018 were RMB79.553 billion, and net profit attributable to shareholders of the company was RMB6.440 billion. Both revenues and net profit maintained growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

Total Revenues (1996 - 2018)

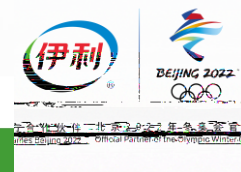




北京2022年冬奥会官方合作伙伴  
Beijing 2022 Official Partner of the Olympic Winter Games



# 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



# Introduction of Our Leader



## Major Recognition

CEO Pan enjoys the special allowance of the State Council.

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

2010, Outstanding business leader in Asia & Pacific area

2010, Business leader in Power of Changing China Awards

2009, Top 10 Chinese economics leader

2007, The best leader of Russia-China friendship

2006, Davos Youth Global Leader

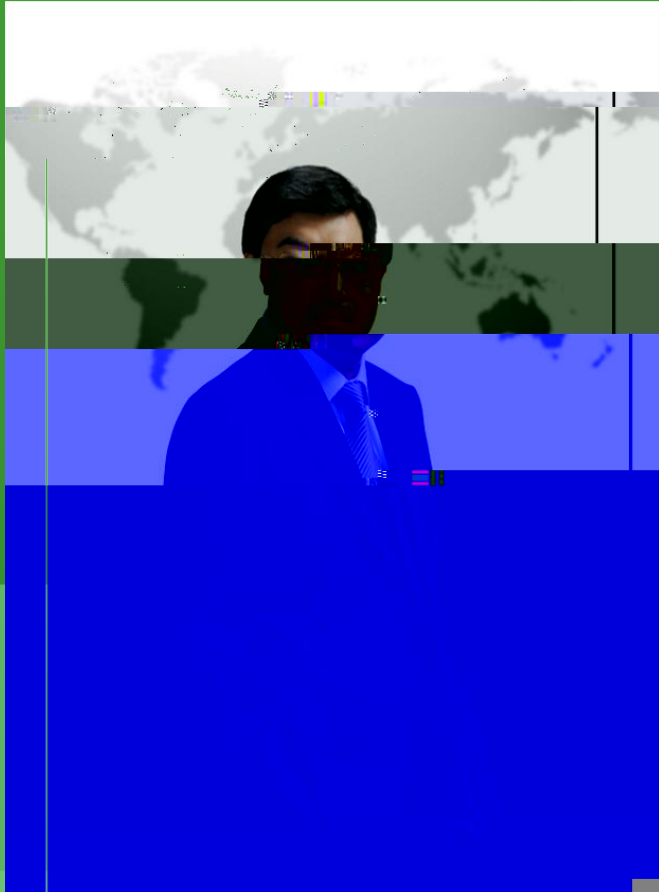
2006, National May-1st Labor Medal

2005, CCTV China Annual Economic Figure

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 4(s)-5( ja2D10 9.9 on)4(es)-3

P9.9an Gao, Chairman/CEO of Yli Group



## Financial Data



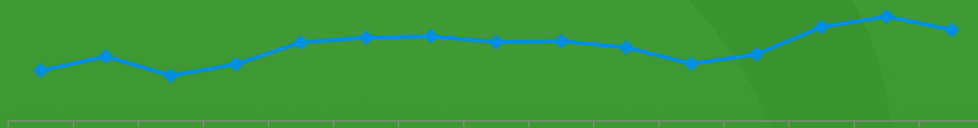


北京2022年冬奥会官方合作伙伴

# Market Share of Yili

## Ambient Products

The market share of our ambient products was 36.8% in Q1 2019, up 3.0 pts YoY.



## Chilled Products

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



## Infant Milk Formula

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





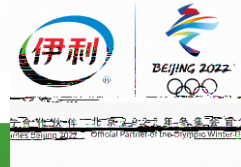
# Operating Efficiency



伊利集团 北京冬奥会官方合作伙伴  
Yili Group Official Partner of the Beijing Winter Olympics

Notes Receivable and Accounts Receivable Turnover (Days)

2022年1-9月



# Cash Flow and Capital Expenditure

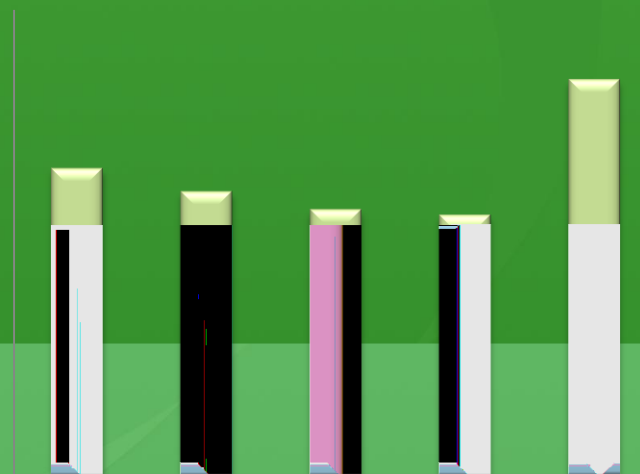
## Net Cash Flow from Operating Activities

Unit: RMB million

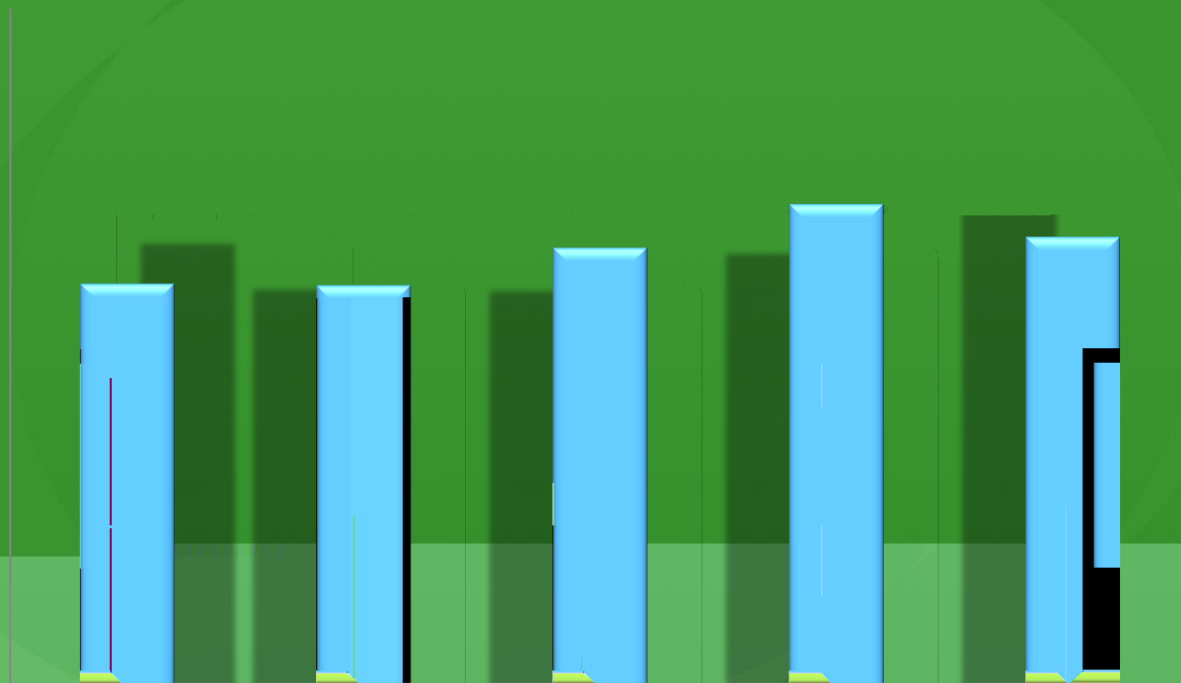
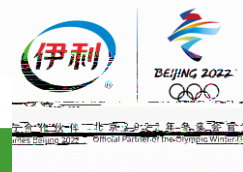


## Capital Expenditure

Unit: RMB million



# Dividend Rate



# Business Outlook



伊利集团 北京2022年冬奥会官方合作伙伴  
Yili Group Official Partner of the Olympic Winter Games

Total revenues to be  
RMB 90 billion



Total profit before tax to be  
RMB 7.6 billion

2019 Business Outlook

2019 Company Deployment



## Culture and Brand Management



## Our Culture



### Vision

Becoming the most trusted healthy food provider around the world.

## Our Culture



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

### Core Values

Excellence

Accountability

Innovation

Win-Win



## Our Culture



Official Partner of the Olympic Winter Games



### 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

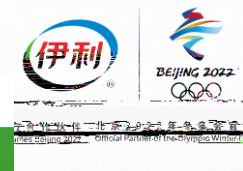
# Brand Essence



伊利集团 北京2022年冬奥会官方合作伙伴  
Yili Group Official Partner of the Olympic Winter Games



## DISCLAIMER



This material is provided by the Inner Mongolia Yili Industrial Group Co., Ltd. (the "Company"). This presentation is a simple description, which is for reference only, not a complete version. Material involving industry, strategy, vision and other forward-

— THANK YOU —

谢谢