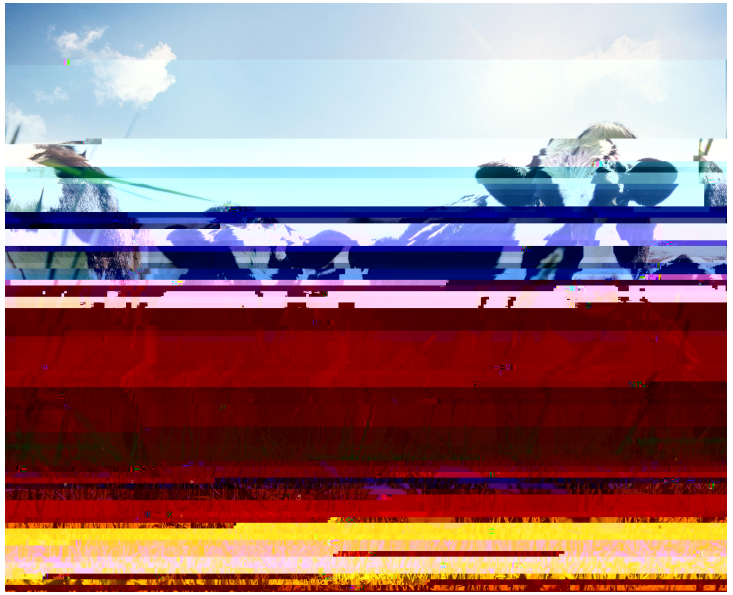
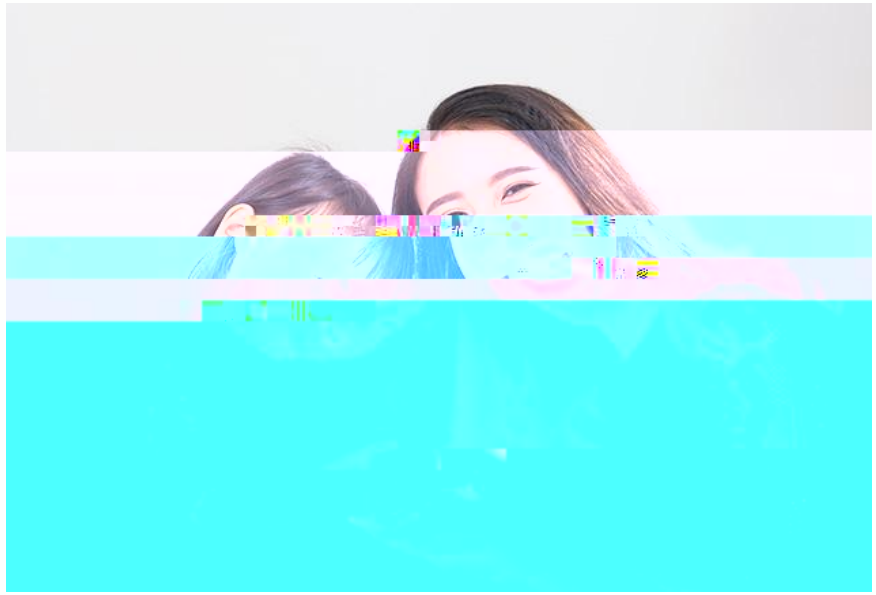




Inner Mongolia Yili Industrial Group

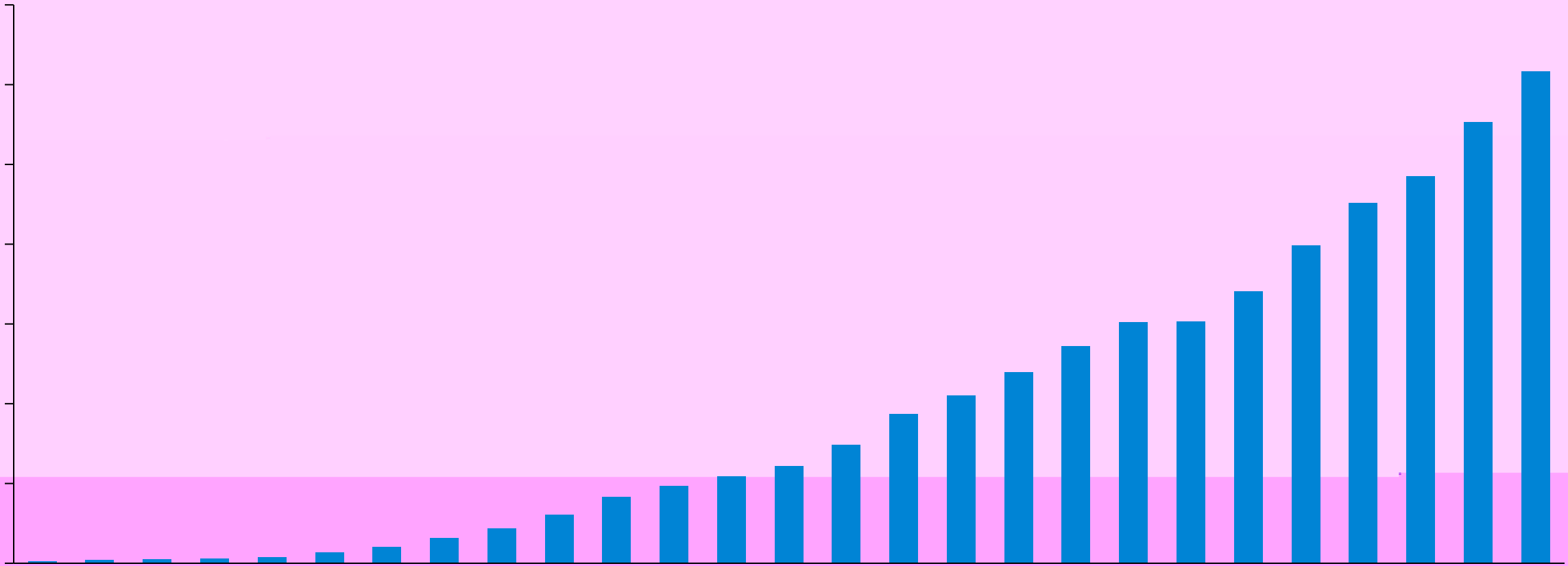
Third Quarter 2023 Results

2 Financial Review

3 Culture and Brand Management

1 About Yili

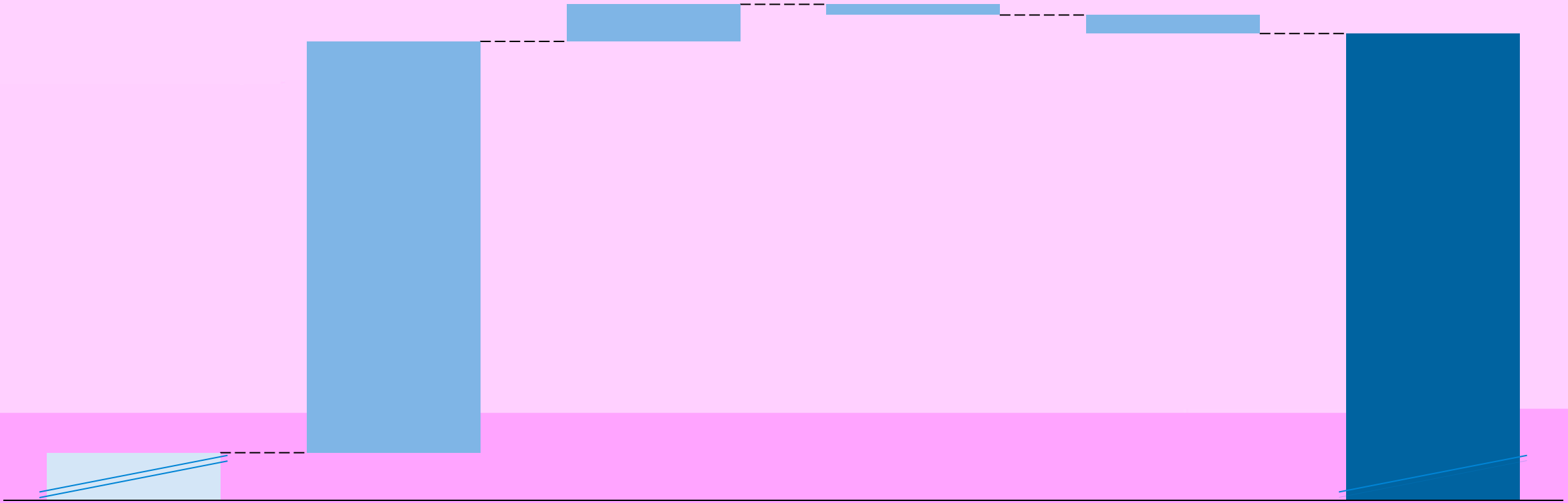
3 Culture and Brand Management



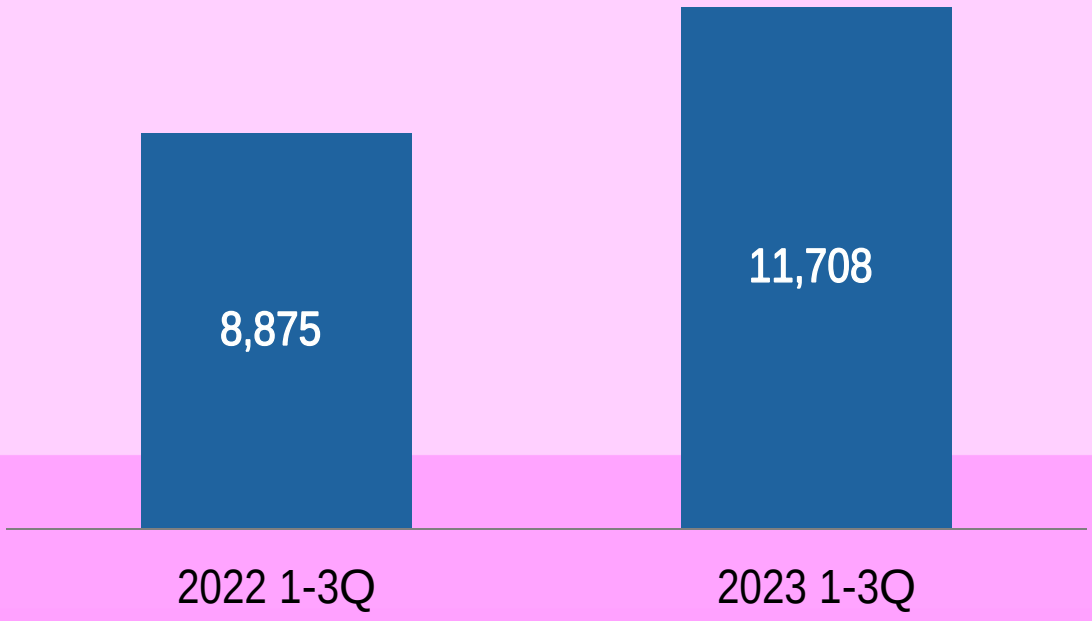
Revenue	398	207	2.7%	93,861	97,404	3.8%
Revenue from core business	29,877	30,786		92,342	96,209	4.2%
Gross profit [1]	9,243	10,044	8.7%	30,276	31,849	5.2%
Gross profit margin	30.9%	32.6%	1.7 ppts	32.8%	33.1%	0.3 ppts
Selling expense ratio	18.8%	17.9%	-0.9 ppts	18.5%	17.7%	-0.8 ppts
G&A expense ratio	4.6%	3.9%	-0.7 ppts	4.1%	4.0%	-0.1 ppts
Operating profit	2,228	3,809	70.9%	9,553	11,136	16.6%
Net profit attributable to shareho-ɣ ɣ		3,075		8,061		

	64,102	69.4%	65,432	68.0%	2.1%
	18,728	20.3%	19,922	20.7%	6.4%
	9,200	10.0%	10,383	10.8%	12.9%
	311	0.3%	472	0.5%	51.5%
	92,342	100.0%	96,209	100.0%	4.2%

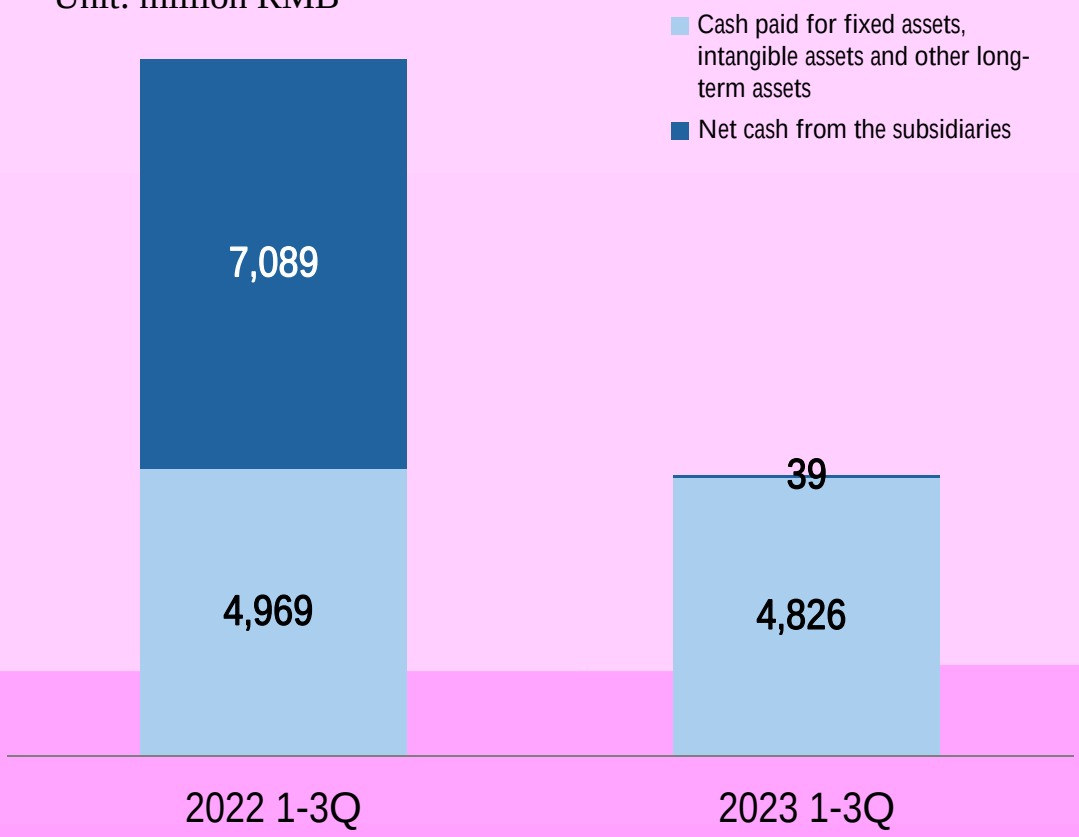
Data source: Company data



Unit: million RMB



Unit: million RMB



Data source: Company data

1 About Yili

2 Financial Review

“Yili” [illegible] best quality

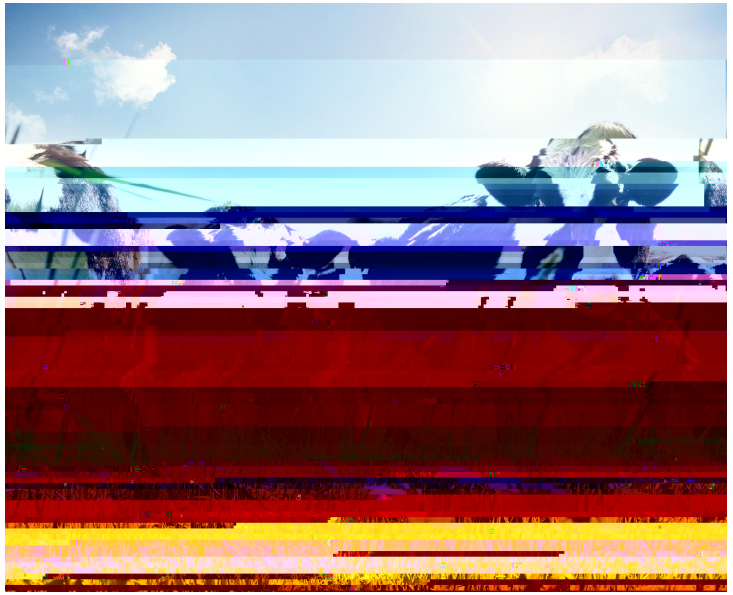
Be the most trusted global healthy food provider

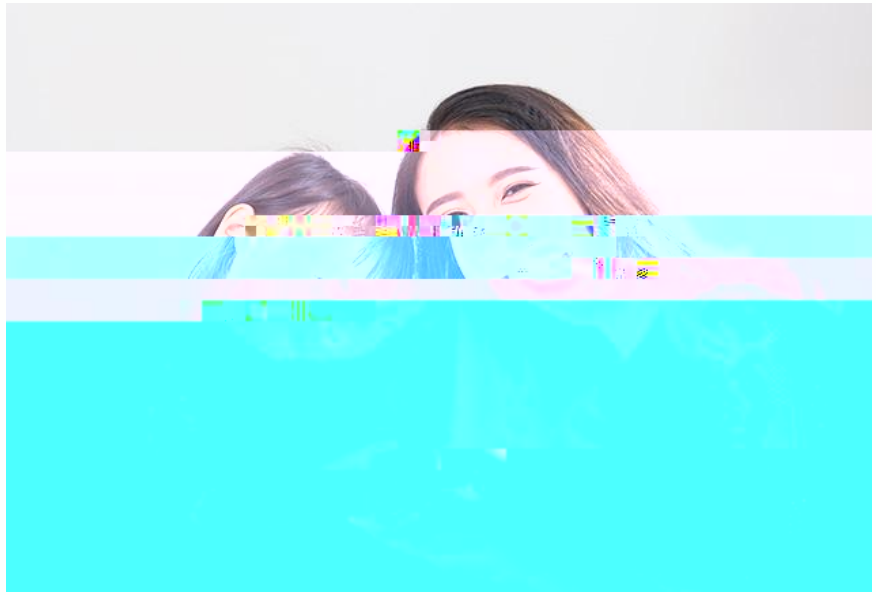
E[illegible]er[illegible]ountа[illegible]ic[illegible]

Ownership mindset

Strong sense of responsibility

W[illegible]n[illegible]espec[illegible]





Thank you!