



<http://www.yili.com>

2018

YILI 2018 1st Quarter Results



北京2022年冬奥会官方合作伙伴

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About Yili





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About Yili



8

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.

2017

2008

2010

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. In 2017, Yili became the Official Dairy Products Partner of the Olympic and Paralympic Winter Games Beijing 2022, which made Yili the only sponsor for both Summer and Winter Olympics games.



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About Yili

2017

680.58

60.01

Total revenues of Yili in 2017 were RMB68.058 billion, and net profit attributable to shareholders of the company was RMB6.001 billion. Both revenues and net profit maintained growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

1996 - 2017

Total Revenues (1996 - 2017)

Unit : RMB billion





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Shareholder Return

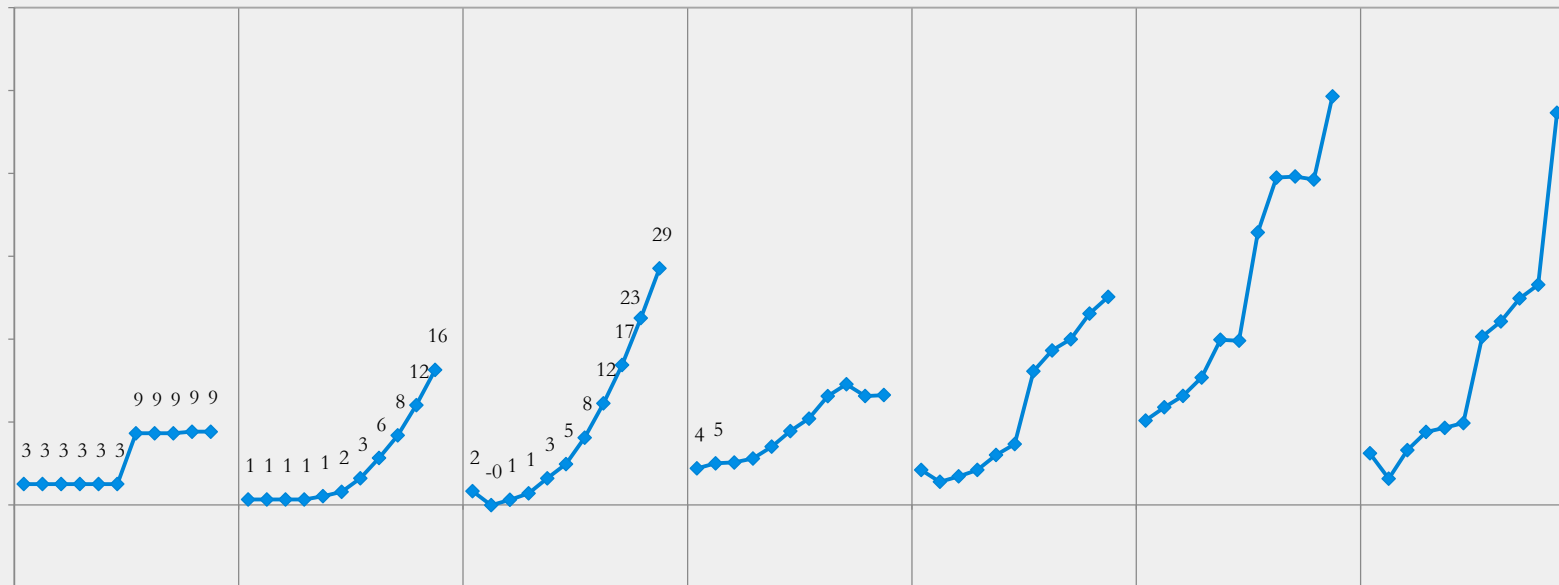
Fixed Assets

Net Assets

Total Assets

Market Cap

Right Axis





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Introduction of Our Leader

Pan Gang, the Chairman and CEO of Yili Group

2002 520

By 2002, he was the youngest president among the 520 key industrial enterprises

2005 6

He has been holding the position of Chairman and President of Yili Group since June 2005

Social Positons

Member of the 19th national congress of CPC

Member of the national committee of CPPCC

Vice President of the Federation of China

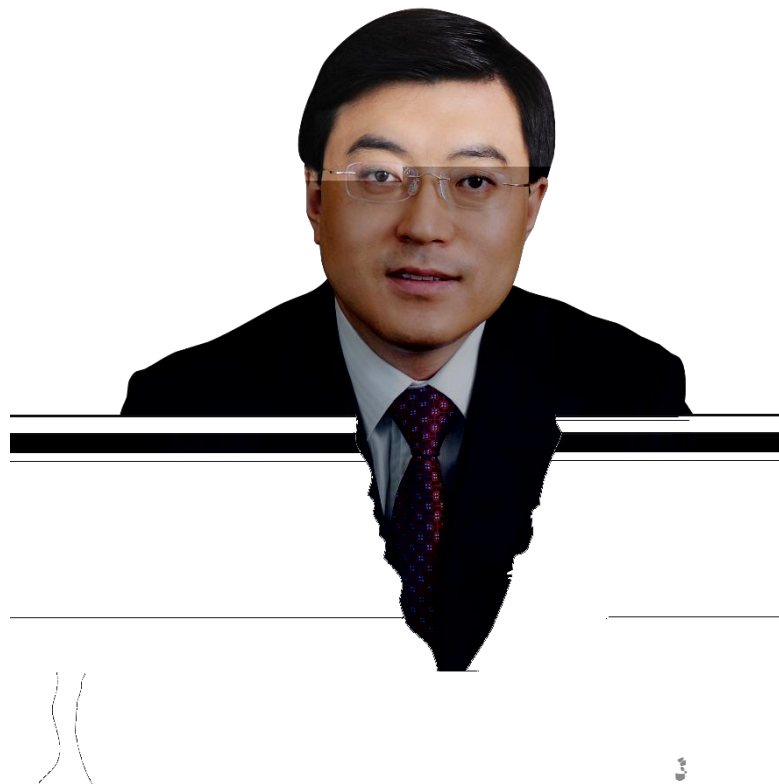
Vice President of Chinese Entrepreneur Association

Vice chairman of the All-China Youth Federation

Chairman of Chinese Young Entrepreneurs' Association

Vice chairman of Dairy Association of China

Vice chairman of China - EU Association





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Major Recognition

CEO Pan enjoys the special allowance of the State Council.

2011 ,

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

2010 ,

2010, Outstanding business leader in Asia & Pacific area

2010 ,

2010, Business leader in Power of Changing China Awards

2009 , 2009

2009, Top 10 Chinese economics leader

2007 ,

2007, The best leader of Russia-China friendship

2006 ,

2006, Davos Youth Global Leader

2006 ,

6E

2006, National May-1st Labor Medal

2005 , CCTV

2009, CCTV China Annual Economic Figure

2004 ,



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Management Thinking



Pd a c a c da c-the-supply-chain innovation" strategy

Pd a 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
a c O a a a a a a a b a Pd da
value that we hold in every step of our growth.

Pan Gang , Chairman/CEO of Yili Group



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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, Chairman/CEO of Yili Group



Financial Data



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Financial Highlights

Financial Highlights

RMB(million)	Growth Rate	Growth Rate
Revenue		
Core Business Revenue		
Gross Profit		
Gross Profit Margin		
Operating Profit		
Net Profit Attributable to Shareholders of the Company		
Net Profit Margin		
(
EPS (RMB)		
ROE		



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Market Share of Yili

Ambient Products

1.91

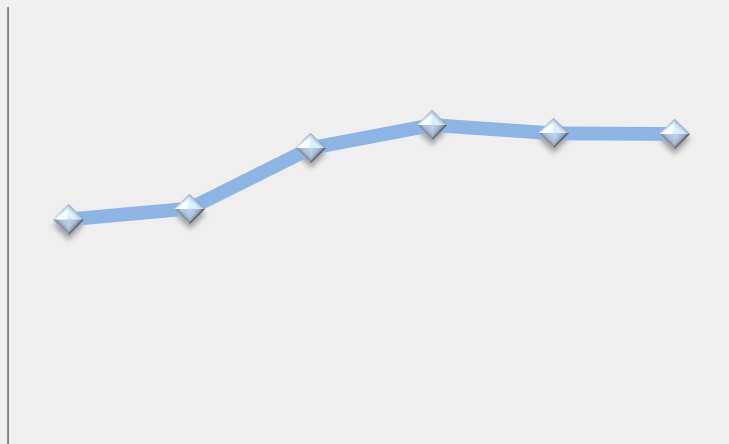
35.5%



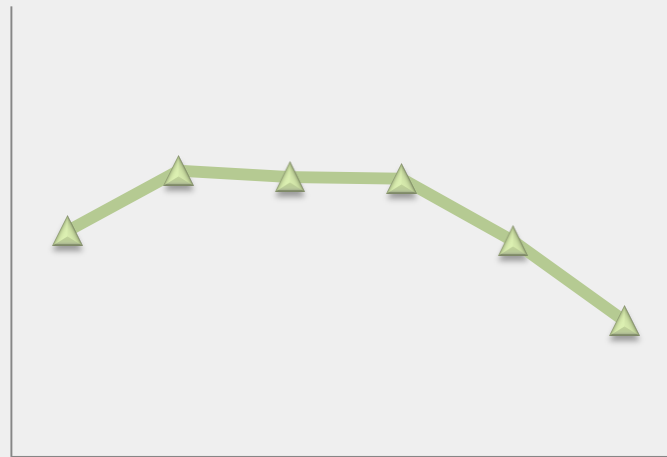
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SG&A Expense Ratio

Selling Expense Ratio



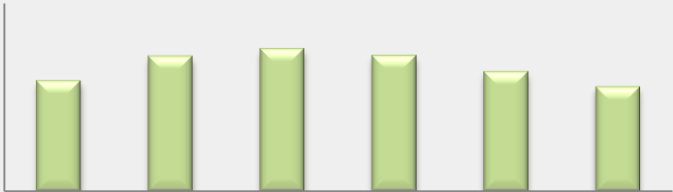
G&A Expense Ratio



Accounts Receivable Turnover (Days)



Inventory Turnover (Days)



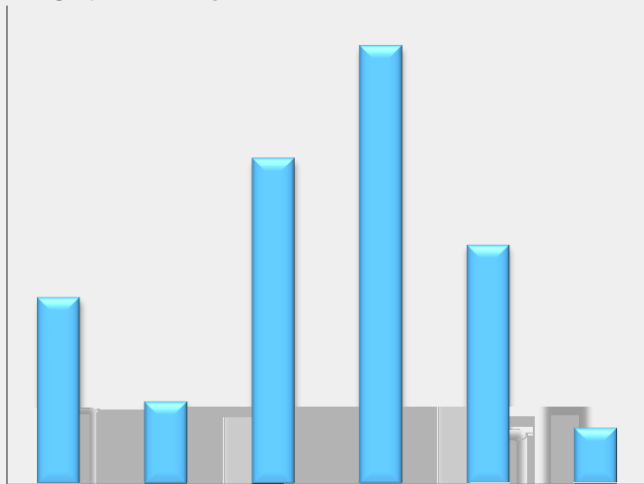


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Cash Flow and Capital Expenditure

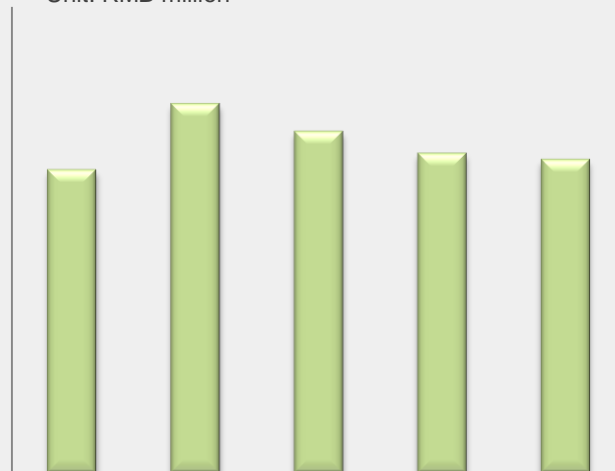
Net Cash Flow from Operating Activities

Unit: RMB million



Capital Expenditure

Unit: RMB million

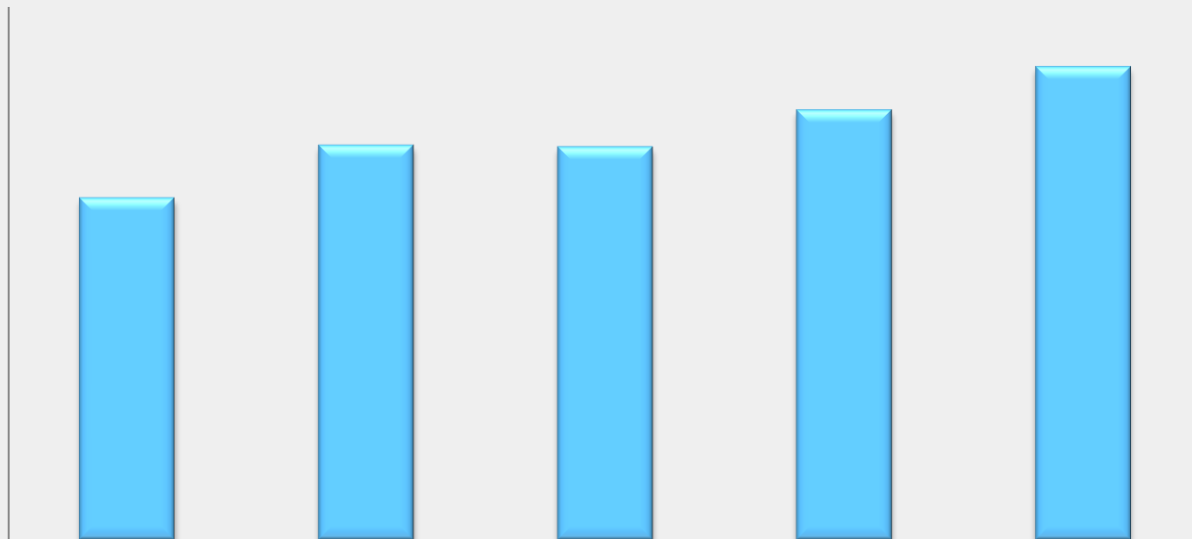




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Dividend Rate Steadily Improved

Dividend Rate



6.46



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Business Outlook

2018

2018 Business Outlook

770

Total revenues to be
RMB 77 billion



75

Total profit before tax to be
RMB 7.5 billion

1

We will establish a global supply chain management system and efficient risk control system. We will strengthen the supply chain end-to-end self-control quality.

2

Following the market development trend, we will lead the industry through continuous innovation and will proactively expand the international business to achieve sustainable and healthy growth of our business.

3

Strengthen the core competitiveness of the company, improve the business ability.

4

We built an resources sharing platform to serve for our business development in the new era.

5

We will strengthen the practice and inheritance of Yili culture to enhance the cultural foundation of our company.

2018

2018 Deployment





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Our Culture

Belief

Yili always da d cda
quality.





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Our Culture



Vision

Becoming the most trusted
healthy food provider
around the world.



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Our Culture

Core Values

Excellence

Accountability

Innovation

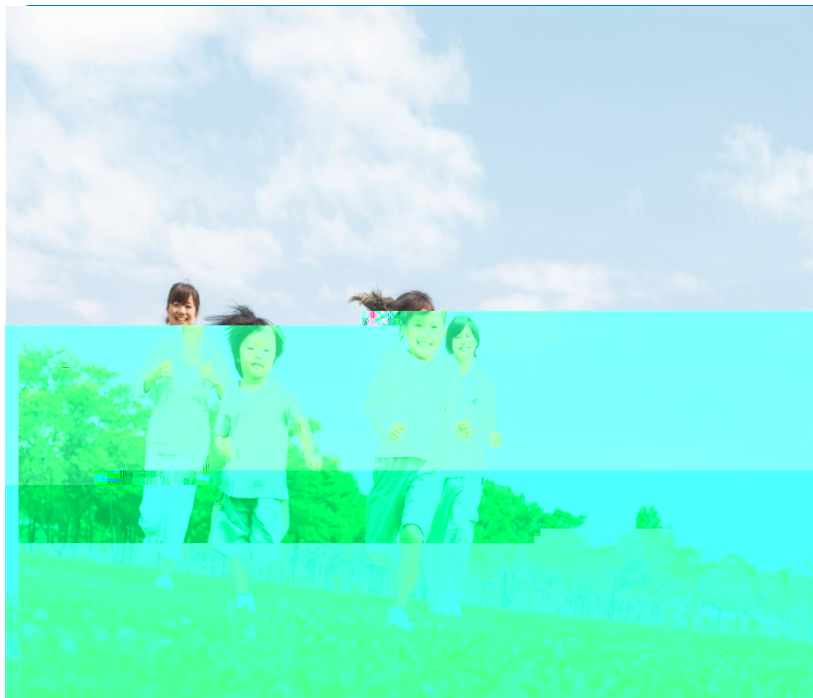
Win-Win





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Our Culture



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



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Brand Essence

Nourish for Life

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





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谢谢观赏

Thank You