

2021

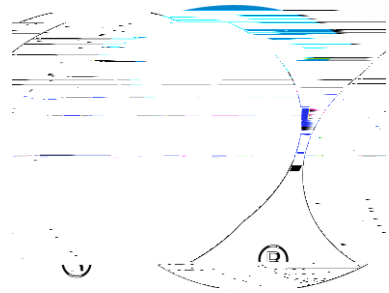
YILI 2021 3rd Quarter Results



伊利集团是2022年北京冬奥会官方合作伙伴
Yili Group is the Official Partner of the Olympic Winter Games Beijing 2022

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About Yili

About Yili



Yili is the No.1 dairy enterprise in Asia.

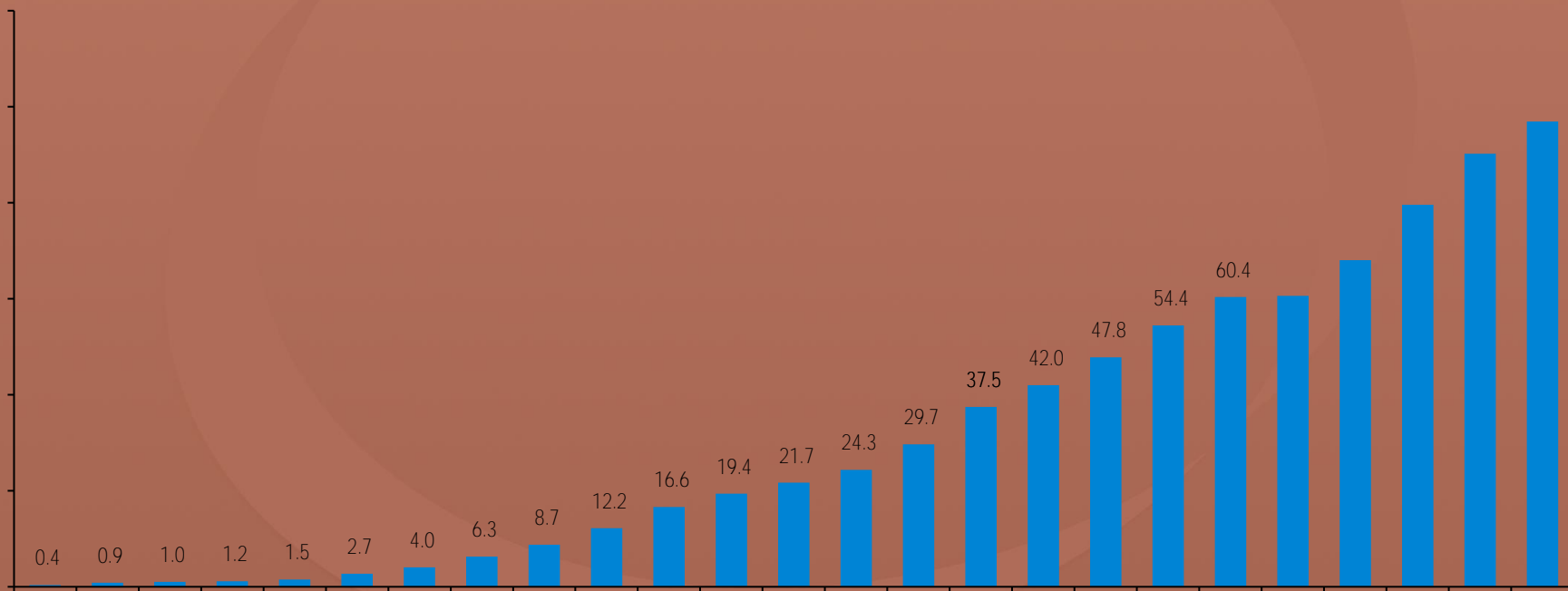
Yili owns the largest scale and the most complete product line in China dairy industry.

2017

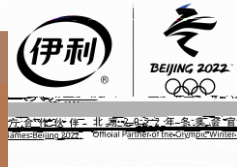
2008

2010

Yili is the sole enterprise in China who conforms to both 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 healthy food enterprise sponsor for both Summer and Winter Olympics games.



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

Management Thinking

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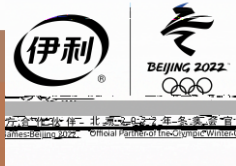
Solid results matter more than time taken; Industrial prosperity outranks personal glory;

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 one, the ones who drink milk and enjoy the nutritional and healthy lifestyle by drinking milk.

Pan Gang, Chairman/CEO of Yili Group



Financial Review

Financial Highlights



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

Financial Highlights

RMB(million)	2020 Q3	2021 Q3	Growth Rate	2020 1-3Q	2021 1-3Q	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						

Note : gross profit is calculated from core business revenues

Data source: Company Data



Core Business Revenues Breakdown by Segment

Revenues Breakdown by Segment

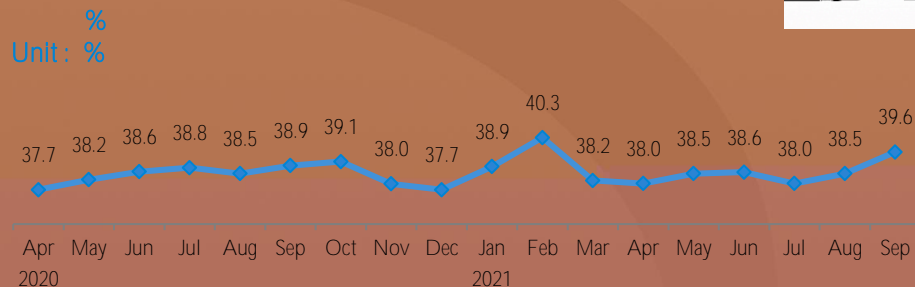
RMB (million)	2020 1-3Q Revenues	2020 1-3Q %	2021 1-3Q Revenues	2021 1-3Q %	Growth Rate
Liquid Milk					
Milk Powder and Milk Products					
Ice Cream					
Total					

Market Share of Yili

Ambient Products

2021 **38.7%** 0.1

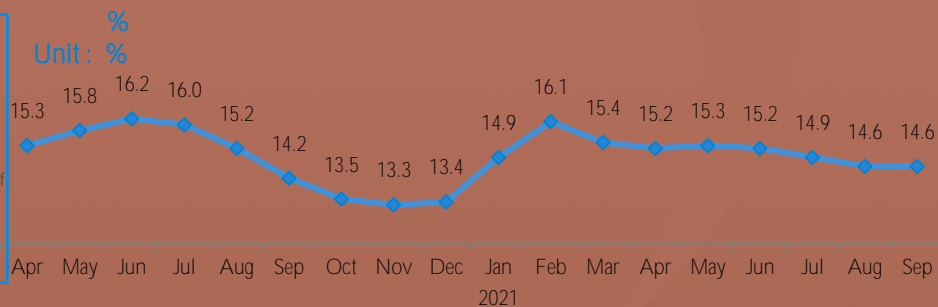
Market share in 2021Q1-3 was 38.7% increased by 0.1 ppt YoY. Among which, Top 1 ranks of both high-end organic UHT milk and ambient yogurt were further enhanced.



Chilled Products

2021 **15.1%** "

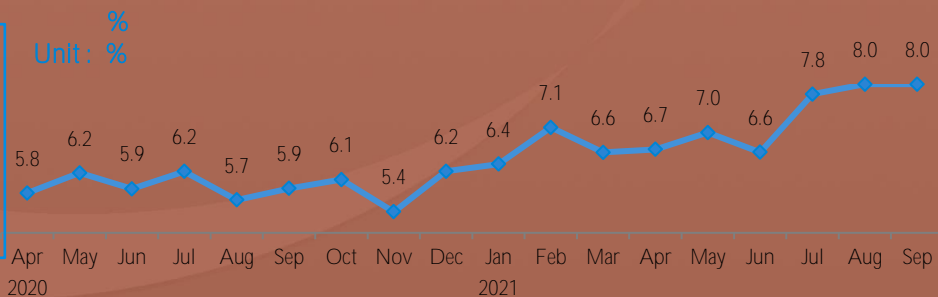
Market share in 2021Q1-3 was 15.1%. Among which, market share of -category of chilled yogurt, and market share of fresh milk increased substantially .



Infant Milk Formula

2021 **7.1%** 1.1

Market share in 2021Q1-3 was 7.1%, increased by 1.1 ppts YoY. Among which, market share in maternity channel increased steadily.





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



Operating Efficiency



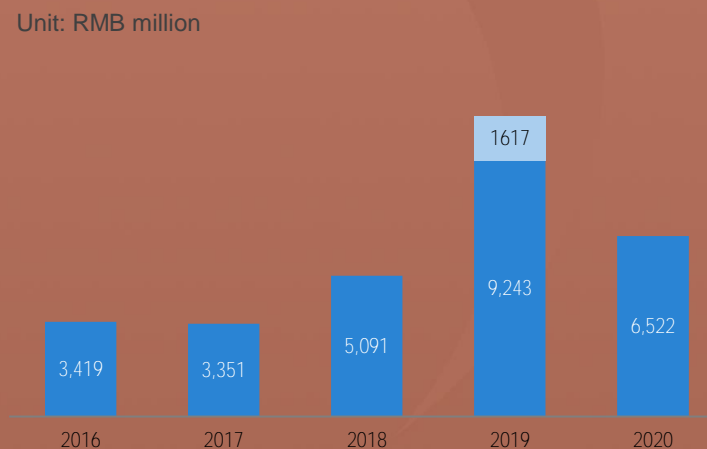
官方合作伙伴 北京2022年冬奥会赞助商
Official Partner of Beijing 2022 Official Sponsor of the Olympic Winter Games

Cash Flow and Capital Expenditure

Net Cash Flow from Operating Activities



Capital Expenditure



- Net cash paid by acquiring subsidiaries and other business units
- Cash paid for the purchase and construction of fixed assets, intangible assets and other long-term assets



Dividend Rate



官方合作伙伴 北京2022年冬奥会官方乳制品赞助商
Official Partner of Beijing 2022 Official Sponsor of Dairy Products for Beijing 2022



Culture and Brand Management

Our Culture



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

Belief

Yili
quality.



Our Culture



北京2022年冬奥会官方乳制品合作伙伴
Beijing 2022 Official Partner - Dairy Products



Vision

Becoming the most trusted healthy food provider around the world.

Our Culture



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

Core Values

Excellence

Accountability

Innovation

Win-Win

Respect



Our Culture



The Spirit of Yili

Ownership mindset

Strong sense of responsibility

Powerful execution capability

Brand Essence



北京2022年冬奥会官方合作伙伴
BEIJING 2022 Official Partner Ice Cream/Winter

Nourish for Life

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

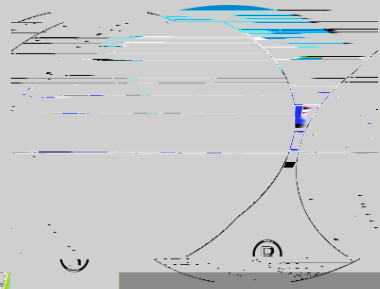




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