

Inner Mongolia Yili Industrial Group



Disclaimer



品质, 源于热爱



About Yili



品质, 源于热爱

Yili ranks among the Global Dairy Top 5 and has sustained an undisputable position of No. 1 in Asia for ten consecutive years.



Introduction of our Leader



PAN, Gang (The Chairman and CEO of Yili Group)

Management Thinking

Cat



Financial Highlights



品质, 源于热爱

RMB (million)

2023 H1

2024 H1

Growth rate

Core Business Revenue Segment Breakdown

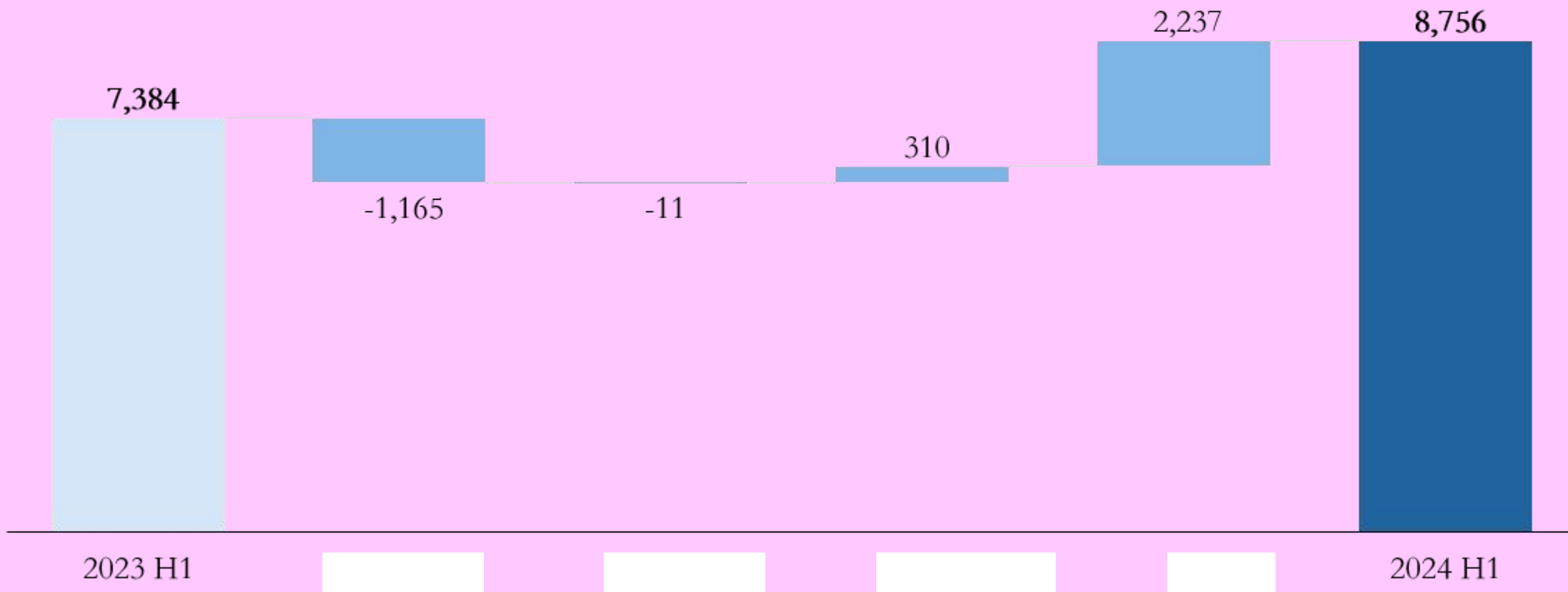


RMB (million)	2023 H1		2024 H1		Growth rate
	Revenue	%	Revenue	%	
Liquid milk					
Milk powder and milk products					
Ice cream					
Other products					
Total	65,423	100.0%	59,125	100.0%	-9.6%

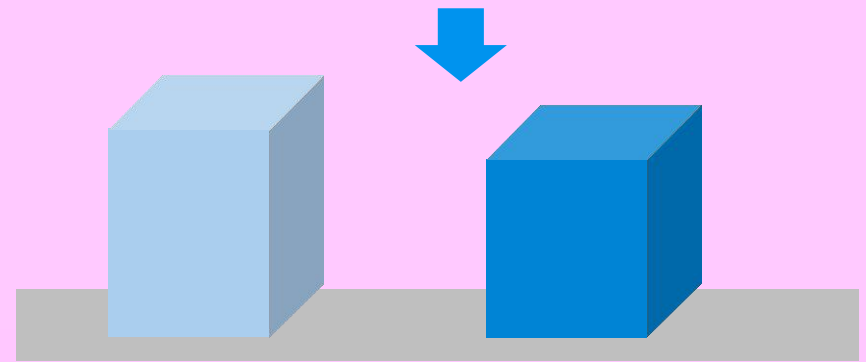
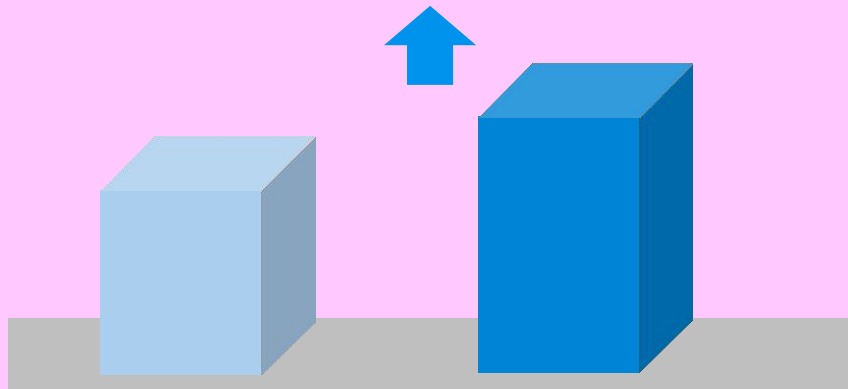
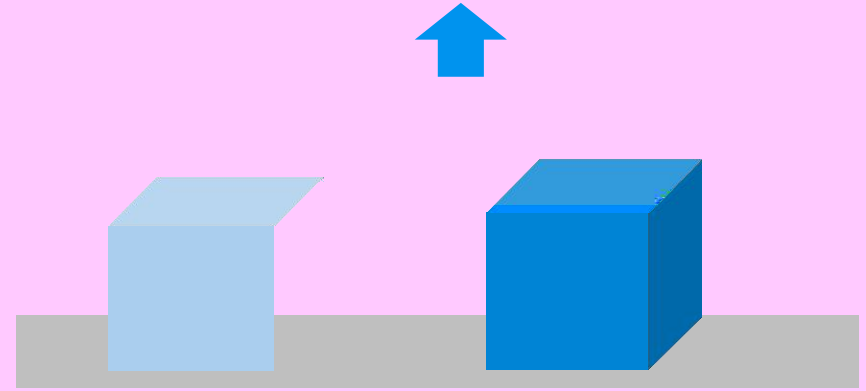
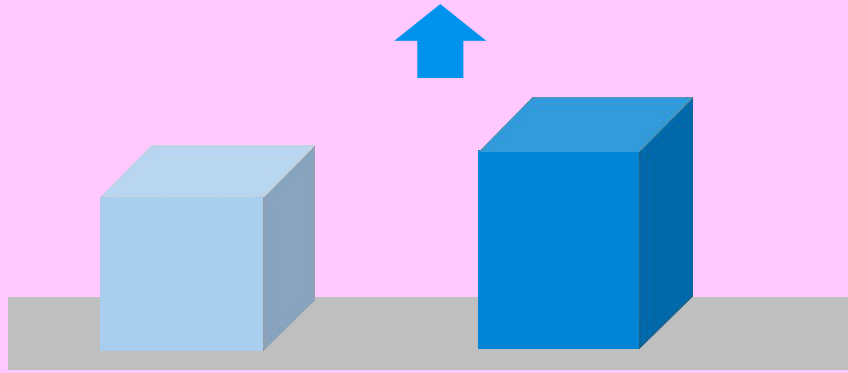
Analysis of Profit Growth



1H2024 Total Profit Growth Attribution



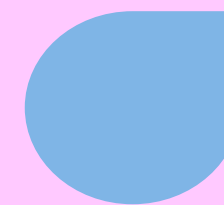
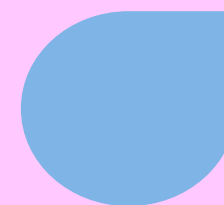
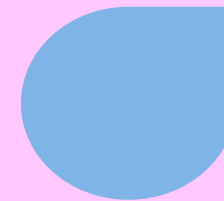
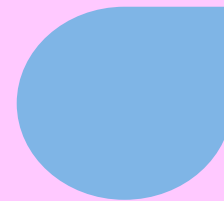
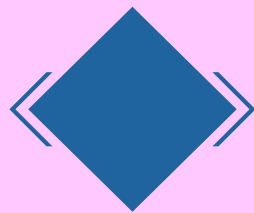
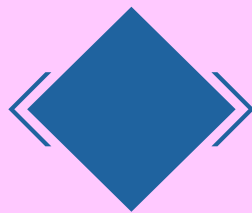
Gross Margin by Segment



Operating Efficiency



品质, 源于热爱



Cash Flow and Capital Expenditure



Net cash flow

Catalogue



3 Business Review & Outlook

Industry Status and Trend



品质, 源于热爱

Health awareness is continuously increasing

Joining hands with the Olympics for 20 years, continuously promoting brand building



Yili brand continues leading

ranked 1st in the global dairy industry

ranked top on the "Top 10 Preferred Brands for Chinese Consumers" list



品质, 源于热爱



Actively innovating new products to provide sustained power for business development



Dairy products continue to innovate, with new product revenue accounting for 15.2%

Non-dairy business strengthens, water & beverage business achieves doubled gn %

Deepened the construction of omni-channels, and achieved refined development



Continuous optimization of channel structure

Omni-channel digital transformation

Continuously building digital technology systems and accelerating the digital transformation of the industry chain



Industry chain digitalisation

Build open ecosystem

AI integration promotes efficiency

Sustained improvement in overseas business operation capabilities, with efficient collaboration of the 'global supply chain network'



Efficient stained st



品质, 源于热爱

Corporate culture

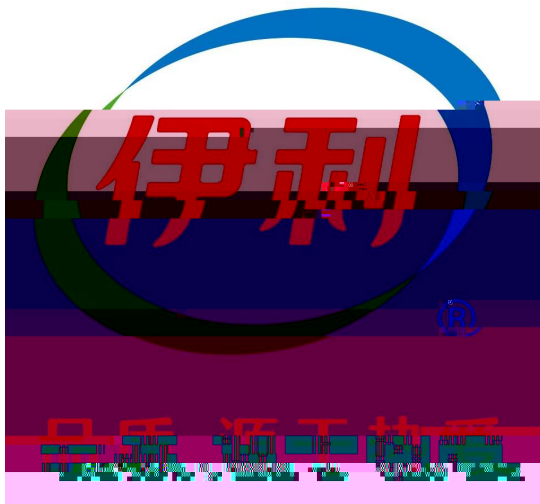
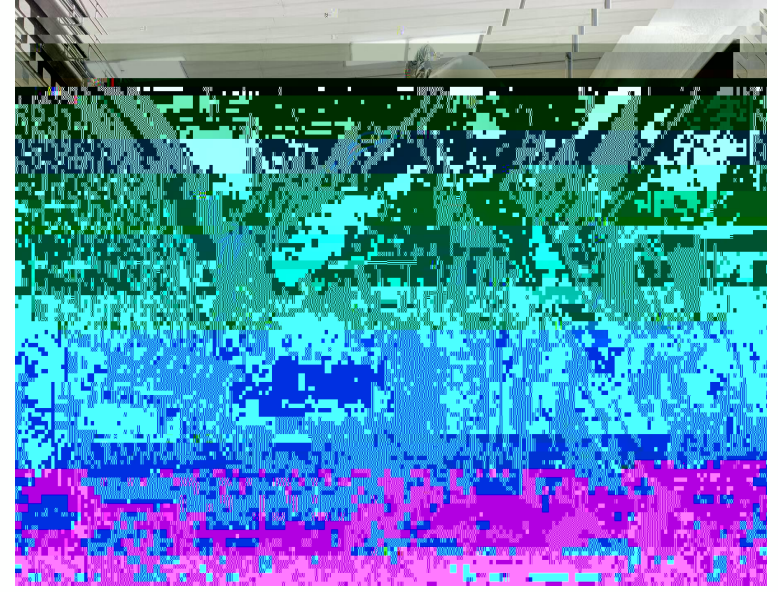
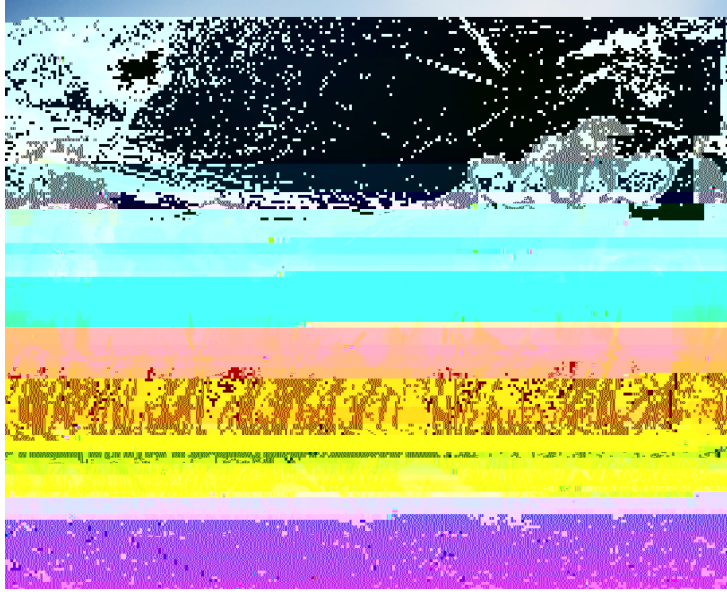


 **Belief**

 **Vision**

 **Core Values**

 **The Spirit of Yili**



Thanks