



About Yili

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Yili is the No.1 dairy enterprise in Asia.

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

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.

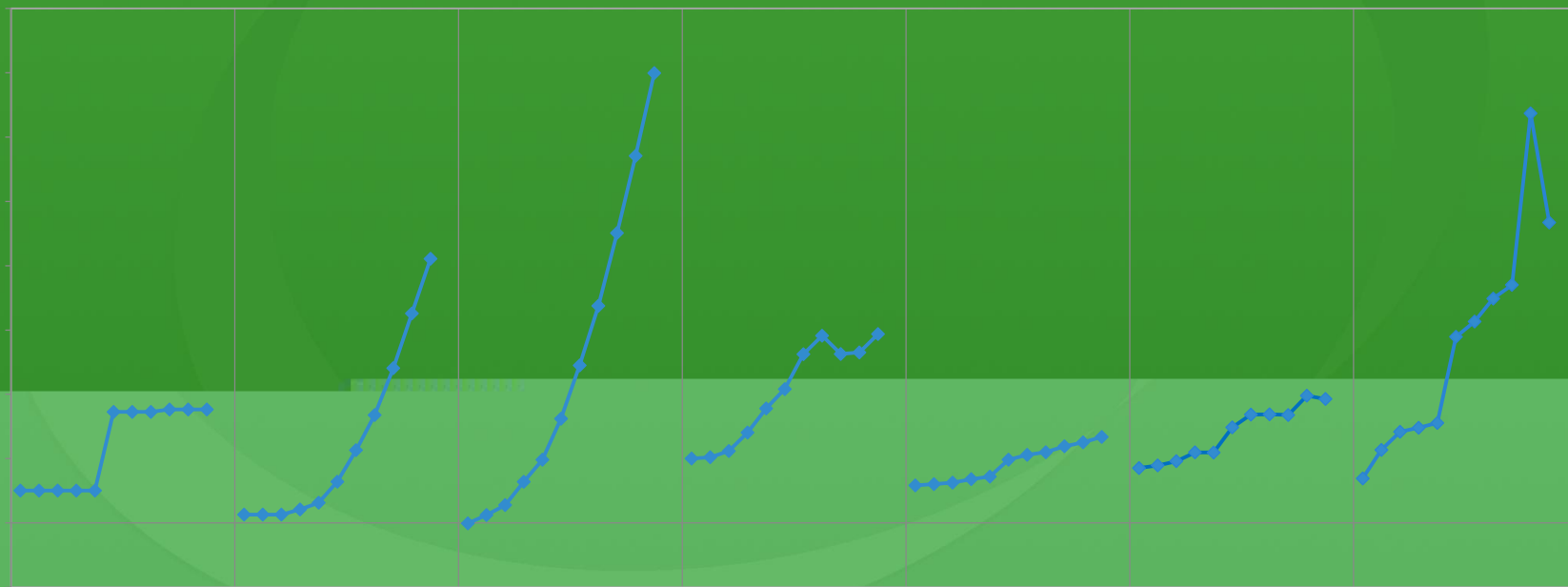


Total revenues of Yili in 2018 were RMB79.553 billion, and net profit attributable to shareholders of the company was RMB6.440 billion. Both revenues and net profit maintained

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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

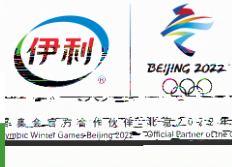
Member of the 19th national congress of CPC

Vice President of China Enterprise Union and China entrepreneur Association

Vice chairman of the All-China Youth Federation

Chairman of Chinese Young Entrepreneurs' Association

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



Financial Review



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Financial Highlights

RMB (million)

Growth Rate

Revenues

Core Business Revenues

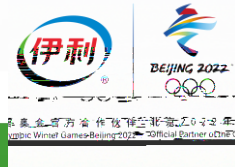
Gross Profit

Gross Profit Margin

Operating Profit

Net Profit Attributable to Shareholders of the Company

Net Profit Margin



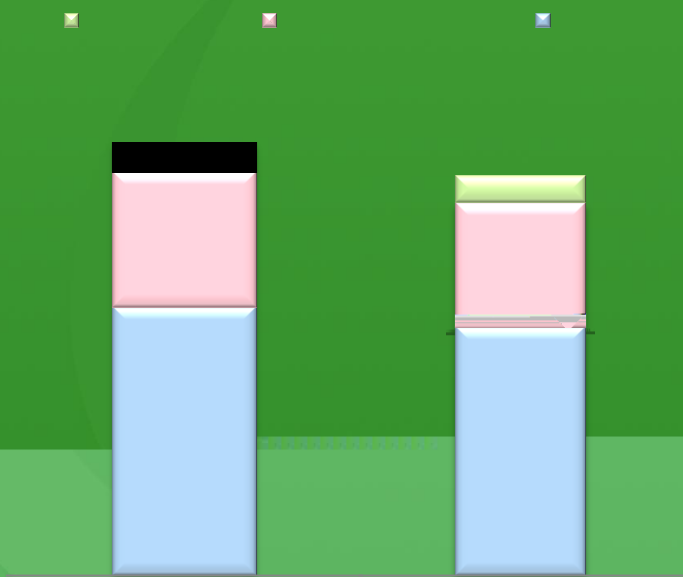
Core Business Revenues Breakdown by Segment

Revenues Breakdown by Segment						
RMB (million)	Revenues	%	Revenues	%	Growth Rate	
Liquid Milk						
Milk Powder and Milk Products						
Ice Cream						
Total						

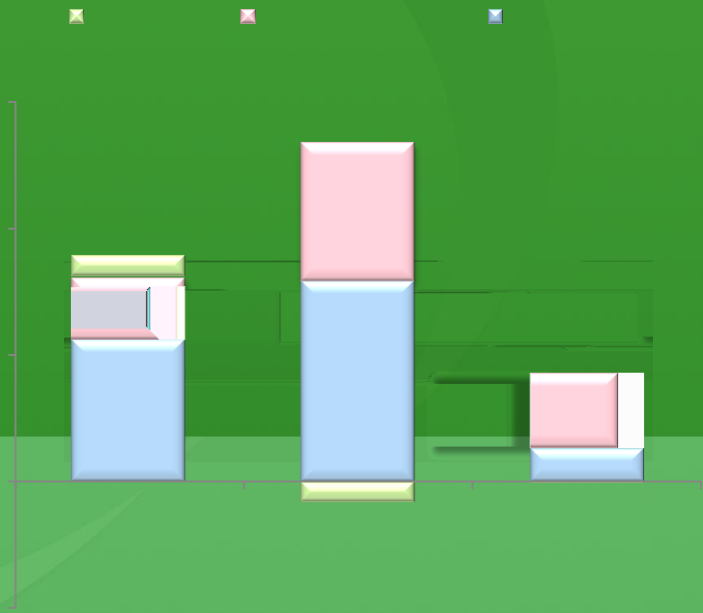
Core Business Revenues Growth Attribution



Revenues Growth Attribution

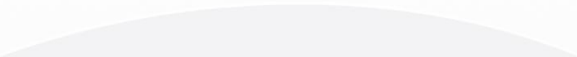


Revenues Growth Attribution by Segment





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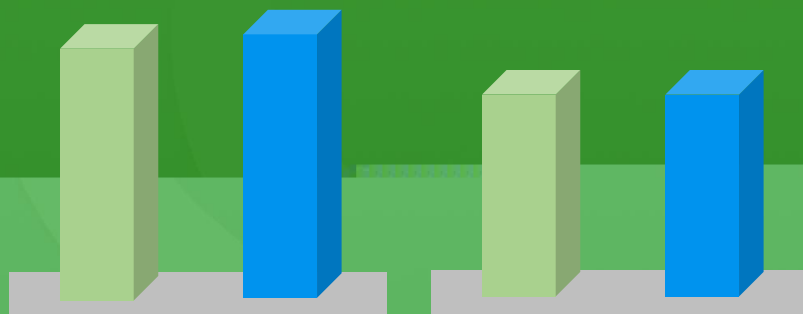
Gross Margin by Segment



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Total

Liquid Milk



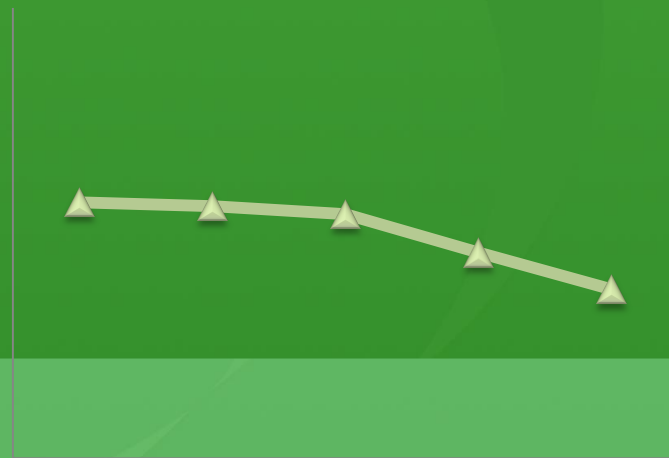
SG&A Expense Ratio



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Selling Expense Ratio

G&A Expense Ratio



Cash Flow and Capital Expenditure

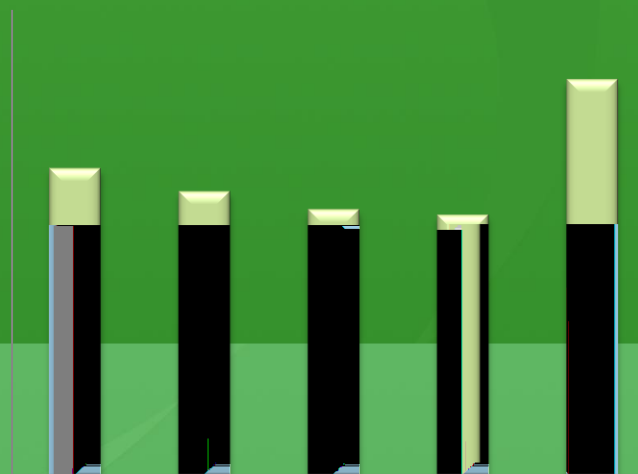
Net Cash Flow from Operating Activities

Unit: RMB million



Capital Expenditure

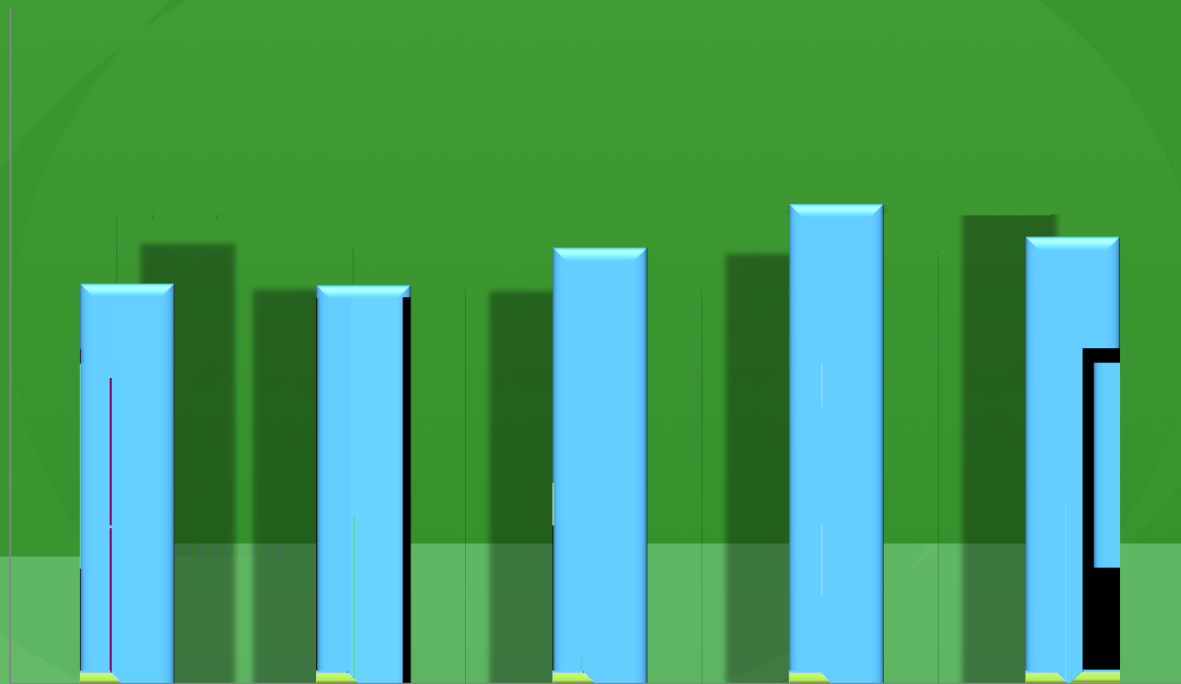
Unit: RMB million



Dividend Rate



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Business Review

Brand

Innovation

Quality



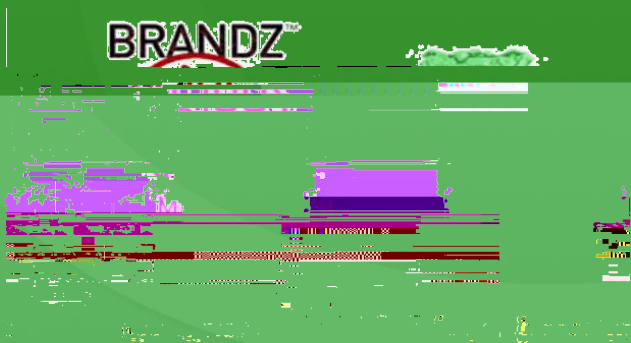
Brand



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11 Brands Each with Annual Sales Exceeding 1 Billion RMB.



On the list of BrandZ

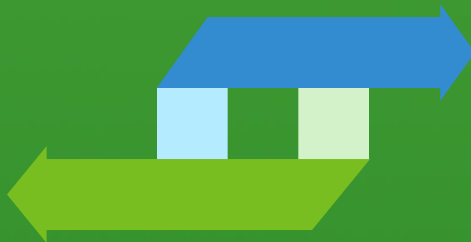
again ranked No. 1 in the food and beverages industry.

Yili



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Quality



By benchmarking international leading food safety control and quality compliance audit system, integrating the updated ISO9001:2015 standards and the outstanding performance evaluation criteria, and continuous improvement on risk identification and control of food safety risk monitoring database model, company has gained more technology and method of risk prevention and control, and further enhanced the efficiency of the food safety risk prevention and control.

Company focused on quality control in the overall operation process. By establishing a visual quality leading management map through identification and auditing process, promoted independent quality management, effectively guaranteed product quality, and



Channel



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Innovation



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Globalization



In Sep, 2018, Yili upgraded its R&D center to Innovation Center in Europe.

launched in multi-cities in Indonesia.

In Nov, 2018, Yili



Industry Status and Outlook

Industry Status



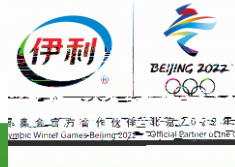
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Our Culture



Belief

Yili
quality.



Our Culture



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Vision

Becoming the most trusted healthy food provider around the world.

Our Culture



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Core Values

Excellence

Accountability

Innovation

Win-Win





Brand Essence



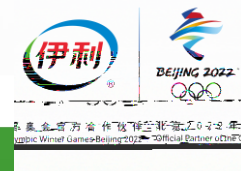
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Nourish for Life

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



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THANK YOU

谢谢