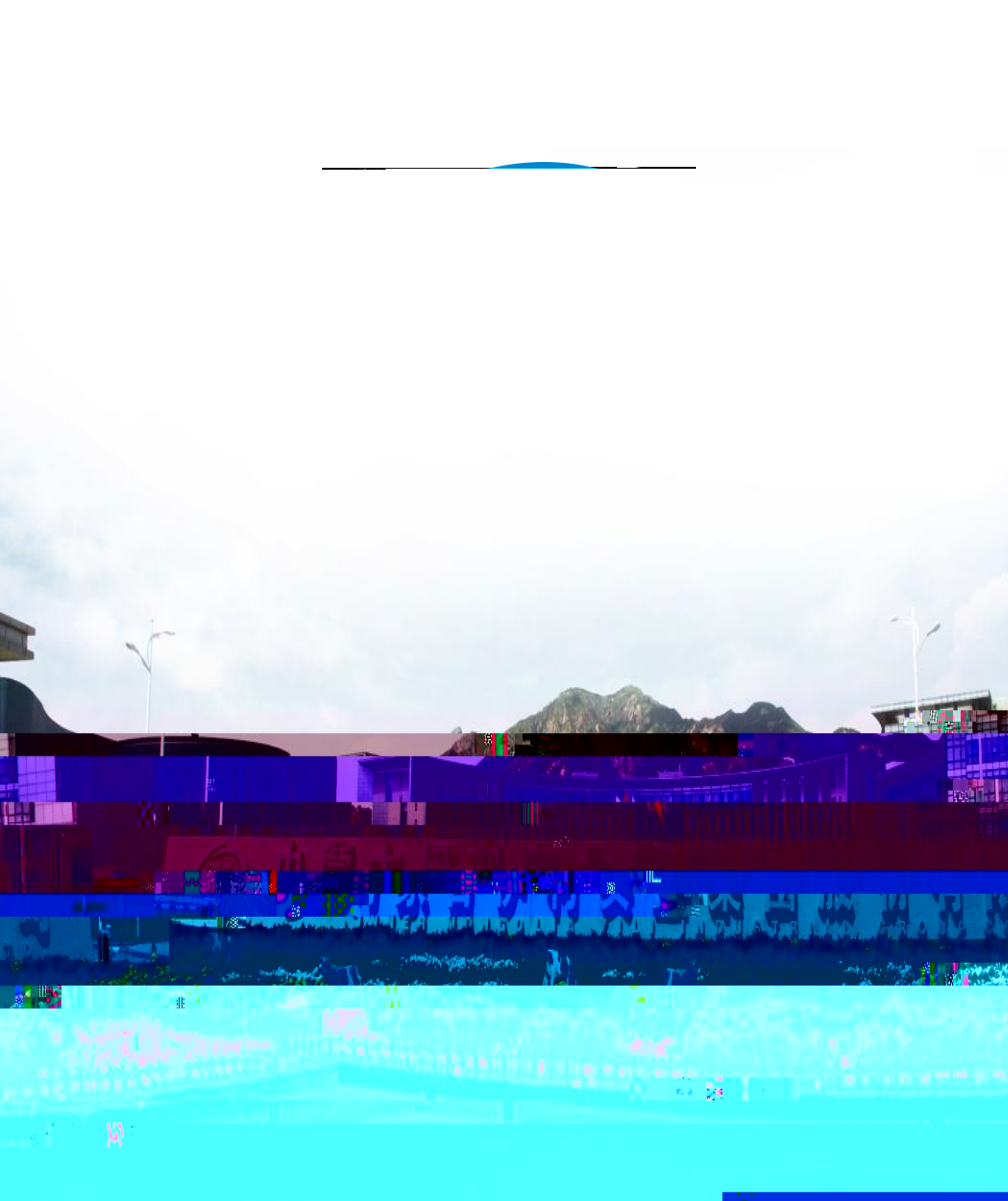


2021

YILI 2021 3rd Quarter Results

1/

2



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.

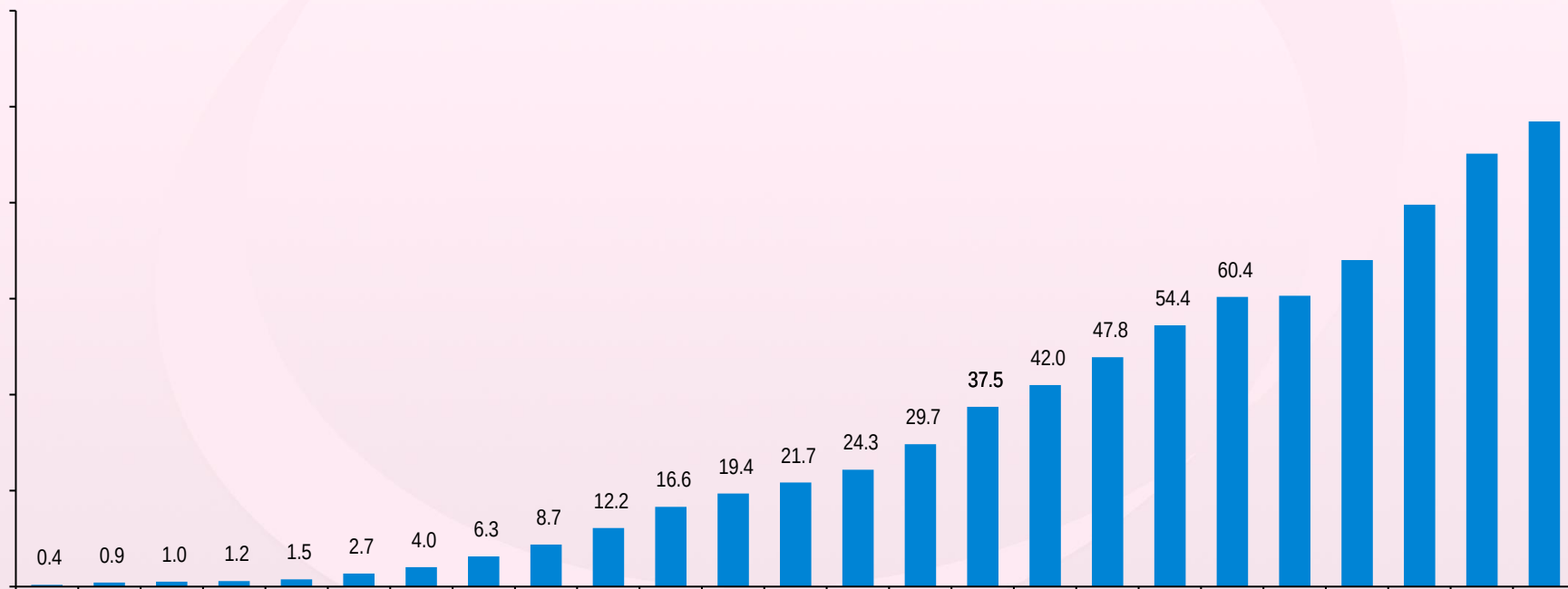
2017

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

“

”

Solid results matter more than time taken; Industrial prosperity outranks personal glory;
every step of our growth.

Pan Gang , Chairman/CEO of Yili Group

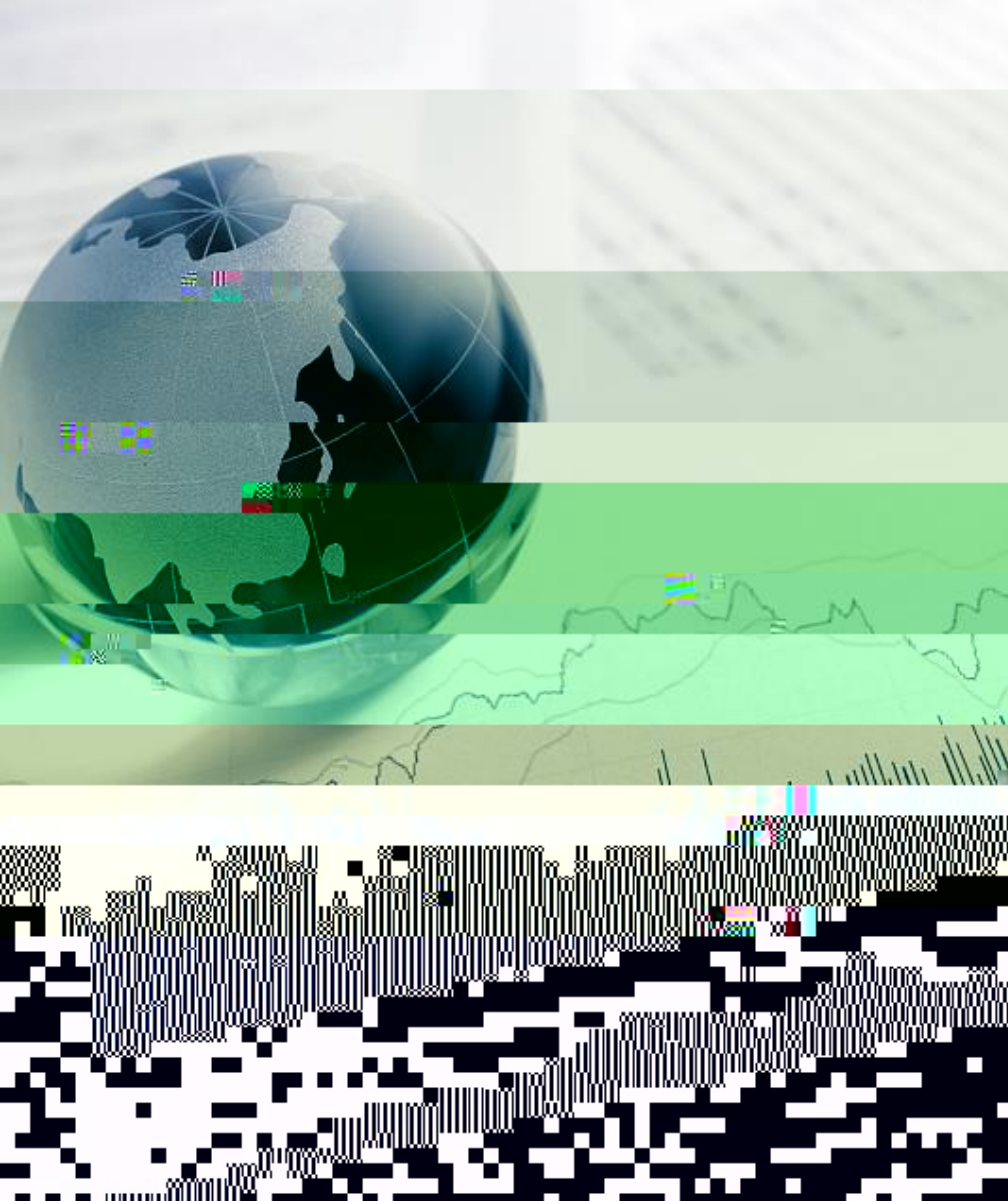


Address from Chairman



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



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



伊利集团 - 北京2022年冬奥会官方合作伙伴
Yili Group - Official Partner of the Beijing Winter Olympic Games

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					

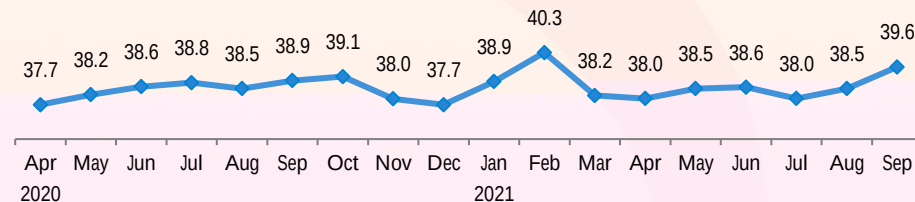
Market Share of Yili

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.

%
Unit: %

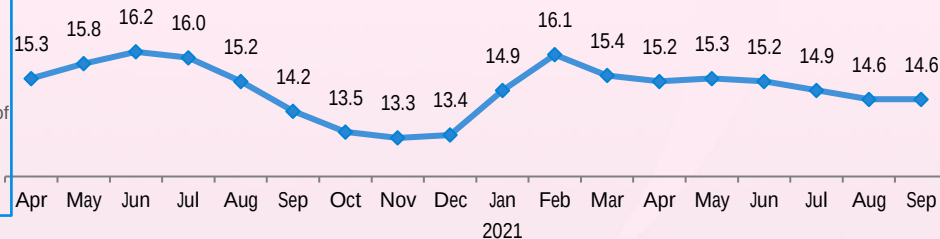


Chilled Products

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 .

%
Unit: %

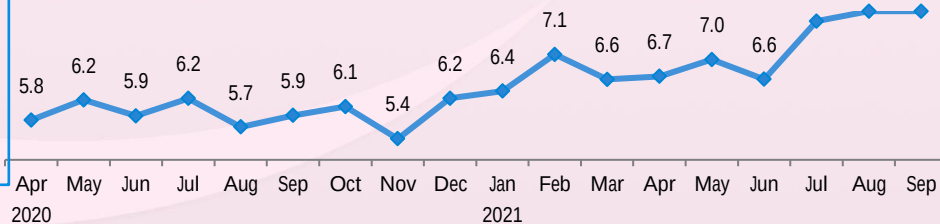


Infant Milk Formula

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.

%
Unit: %





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

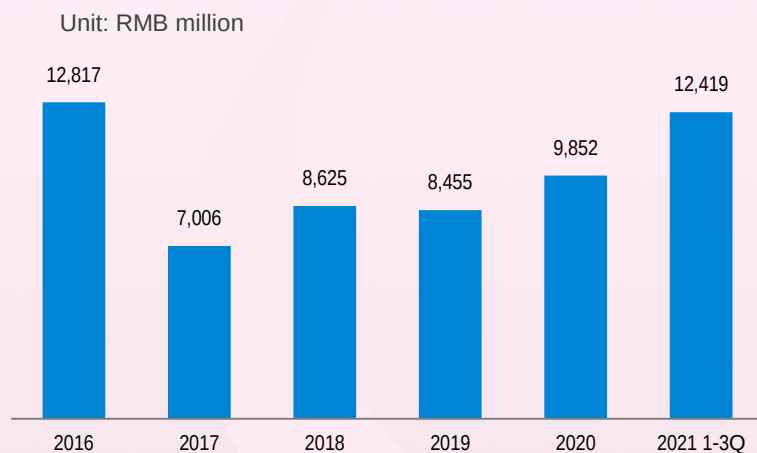


Operating Efficiency

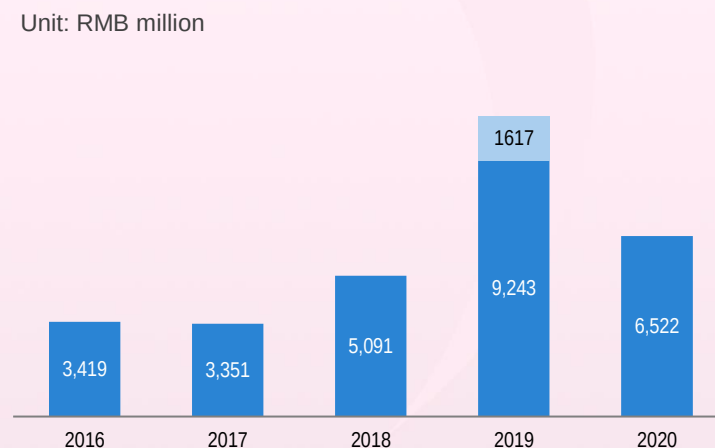


Cash Flow and Capital Expenditure

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





Culture and Brand Management

Our Culture



Belief

Yili
quality.



Our Culture



Vision

Becoming the most trusted
healthy food provider
around the world.

Our Culture



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



Nourish for Life

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





DISCLAIMER



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THANK YOU

谢谢