



Inner Mongolia Yili Industrial Group

Third Quarter 2023 Results



2 Financial Review

3 Culture and Brand Management

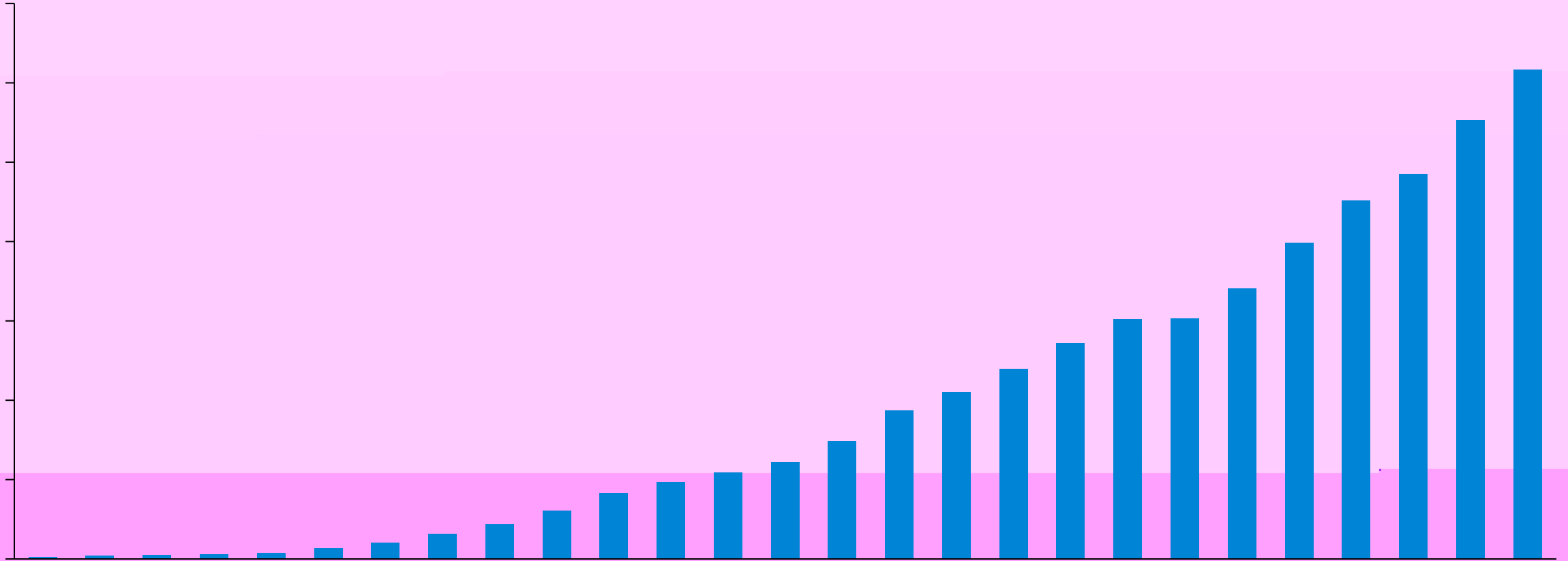




1 About Yili



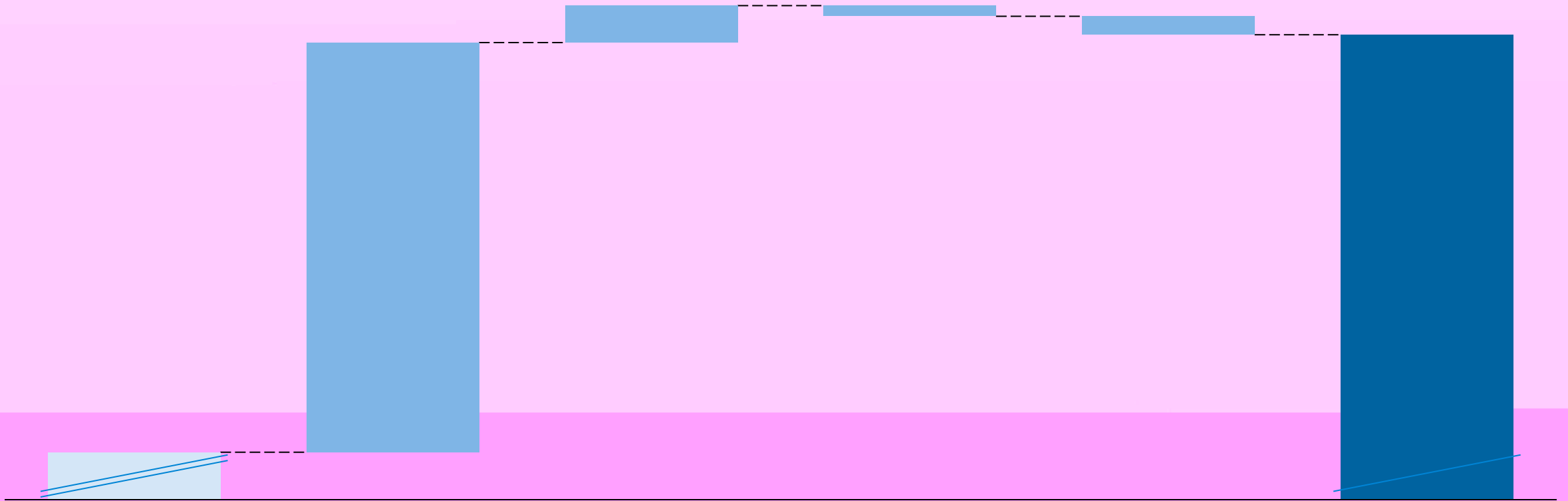
3 Culture and Brand Management



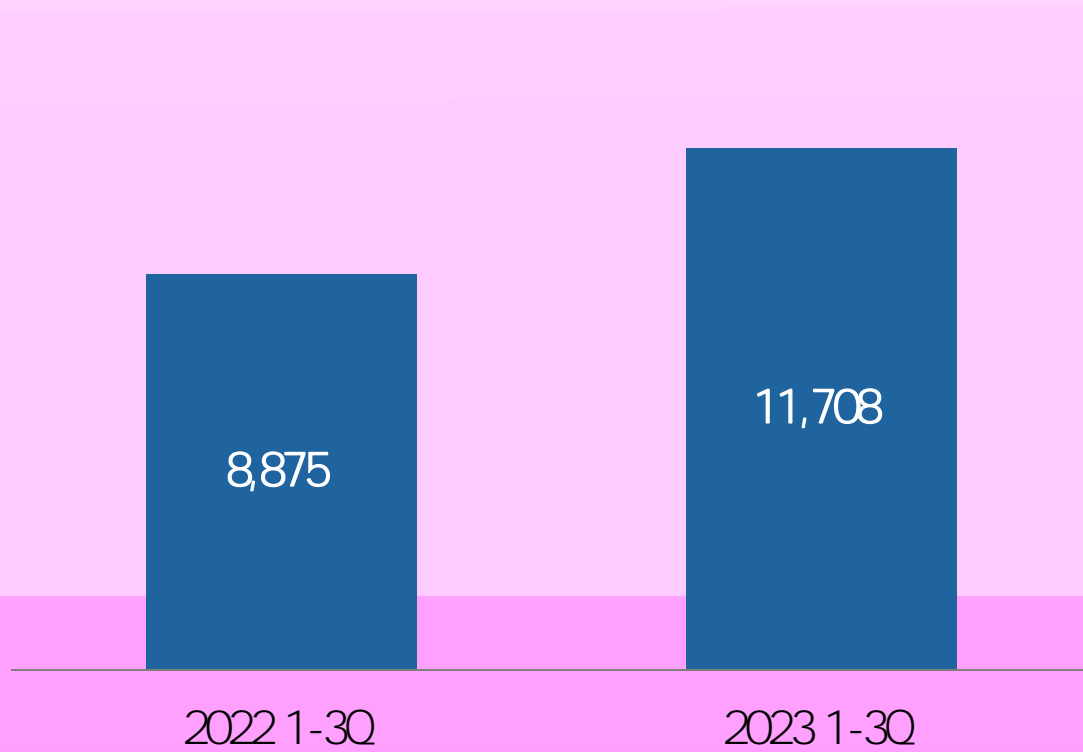
Q3

Revenue	30,398	31,207	2.7%	93,861	97,404	3.8%
Revenue from core business	29,877	30,786	3.0%	92,342	96,209	4.2%
Gross profit ¹	9,243	10,044	8.7%	30,276	31,849	5.2%
Gross profit margin	30.9%	32.6%	1.7 pts	32.8%	33.1%	0.3 pts
Selling expense ratio	18.8%	17.9%	-0.9 pts	18.5%	17.7%	-0.8 pts
G&A expense ratio	4.6%	3.9%	-0.7 pts	4.1%	4.0%	-0.1 pts
Operating profit	2,228	3,809	70.9%	9,553	11,136	16.6%
Net profit attributable to shareholders						

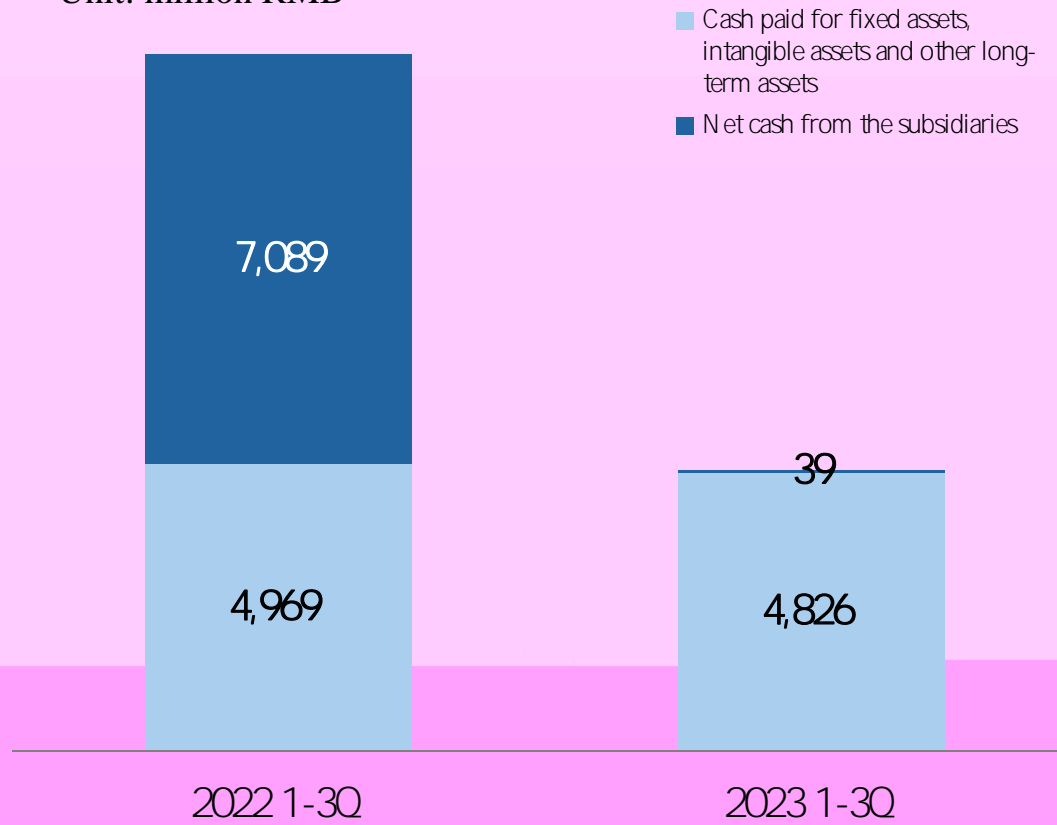
64,102	69.4%	65,432	68.0%	21%
18,728	20.3%	19,922	20.7%	6.4%
9,200	10.0%	10,383	10.8%	12.9%
311	0.3%	472	0.5%	51.5%
92,342	100.0%	96,209	100.0%	4.2%



Unit: million RMB



Unit: million RMB





1 About Yili

2 Financial Review



“Yili” is the best quality

Be the most trusted global healthy food provider

Embrace accountability

Ownership mindset

Strong sense of responsibility

Value respect



Thank you!