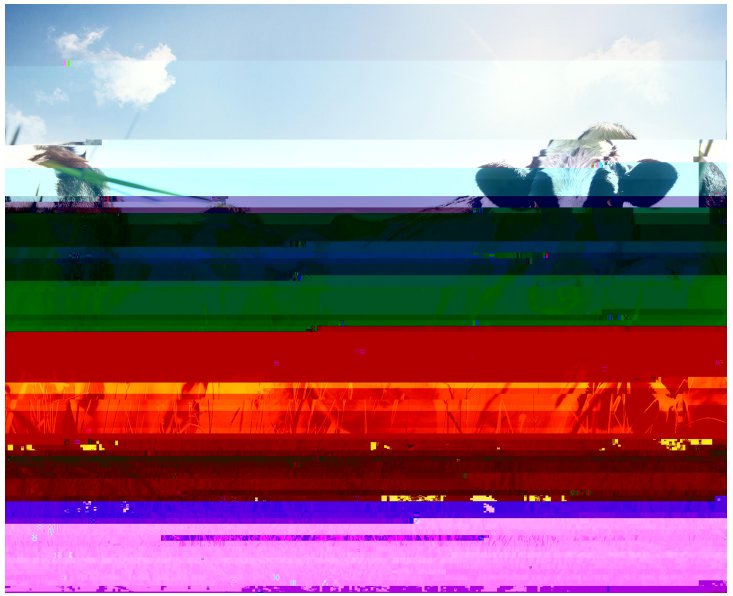
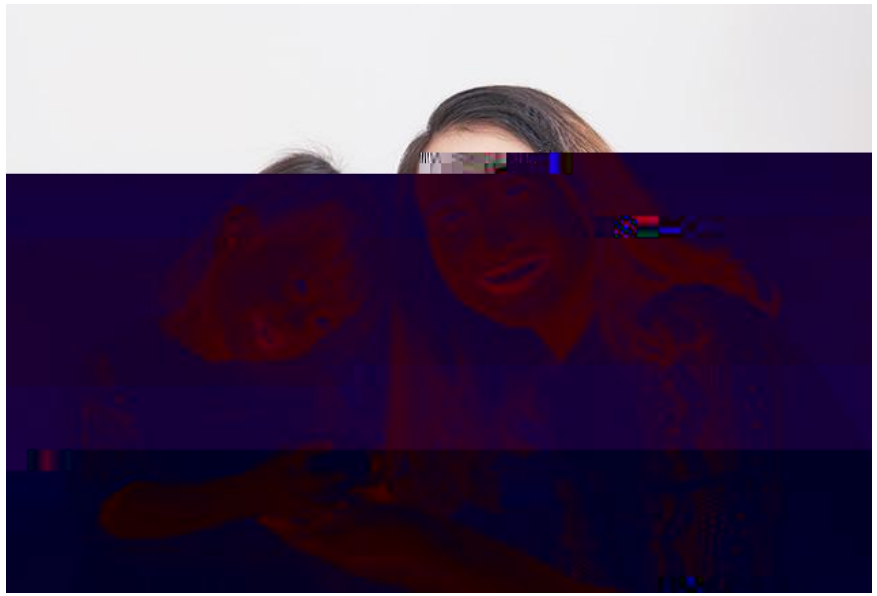
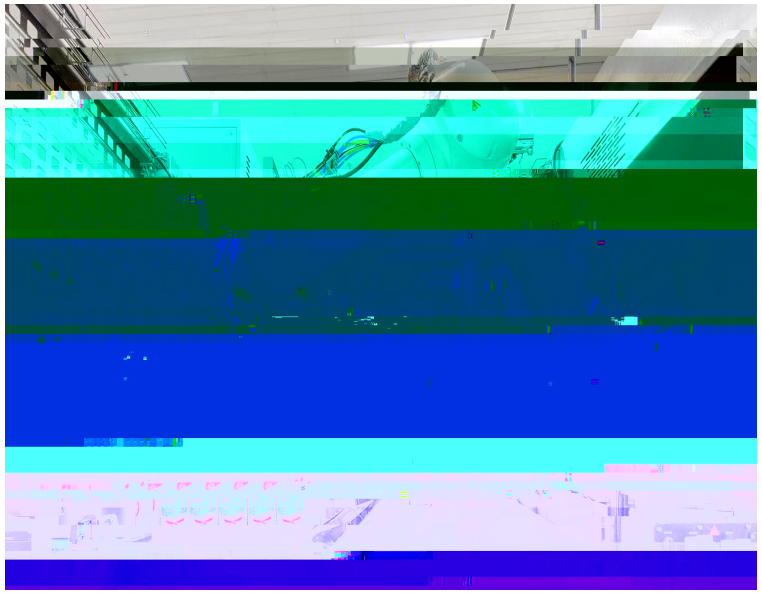






# Inner Mongolia Yili Industrial Group

# Third Quarter 2024 Results

# Disclaimer

品质，源于热爱

Yili is China's largest dairy producer, offering the largest number of products. Yili has now put into place a network comprising a global resource system, a global innovation system and a global market system in regions where the dairy industry is well developed. These regions include Asia, Europe, Oceania and the Americas. Yili has over 2,000 partners distributed in 39 countries across six continents. The company owns 15 R&D and innovation centers and 75 production bases. Its liquid milk, milk powder, yogurt, cheese and ice cream are on the market in more than 60 countries and regions.

With its exceptional product quality, leading service capabilities and comprehensive capacity for sustainable development, Yili is well-respected and received among global event organizers, national and local governments and the public. Yili was selected to serve as the exclusive supplier of dairy products and services at major international events, including the Beijing 2008 Olympic Games, the Expo 2010 Shanghai China, the G20 2016 China, the 2019 7th CISM Military World Games, the Beijing 2022 Winter Olympic Games, and the Hangzhou 2023 Asia Games. Yili has also become a partner of the World Economic Forum, the Boao Forum for Asia, and the World Internet Conference.

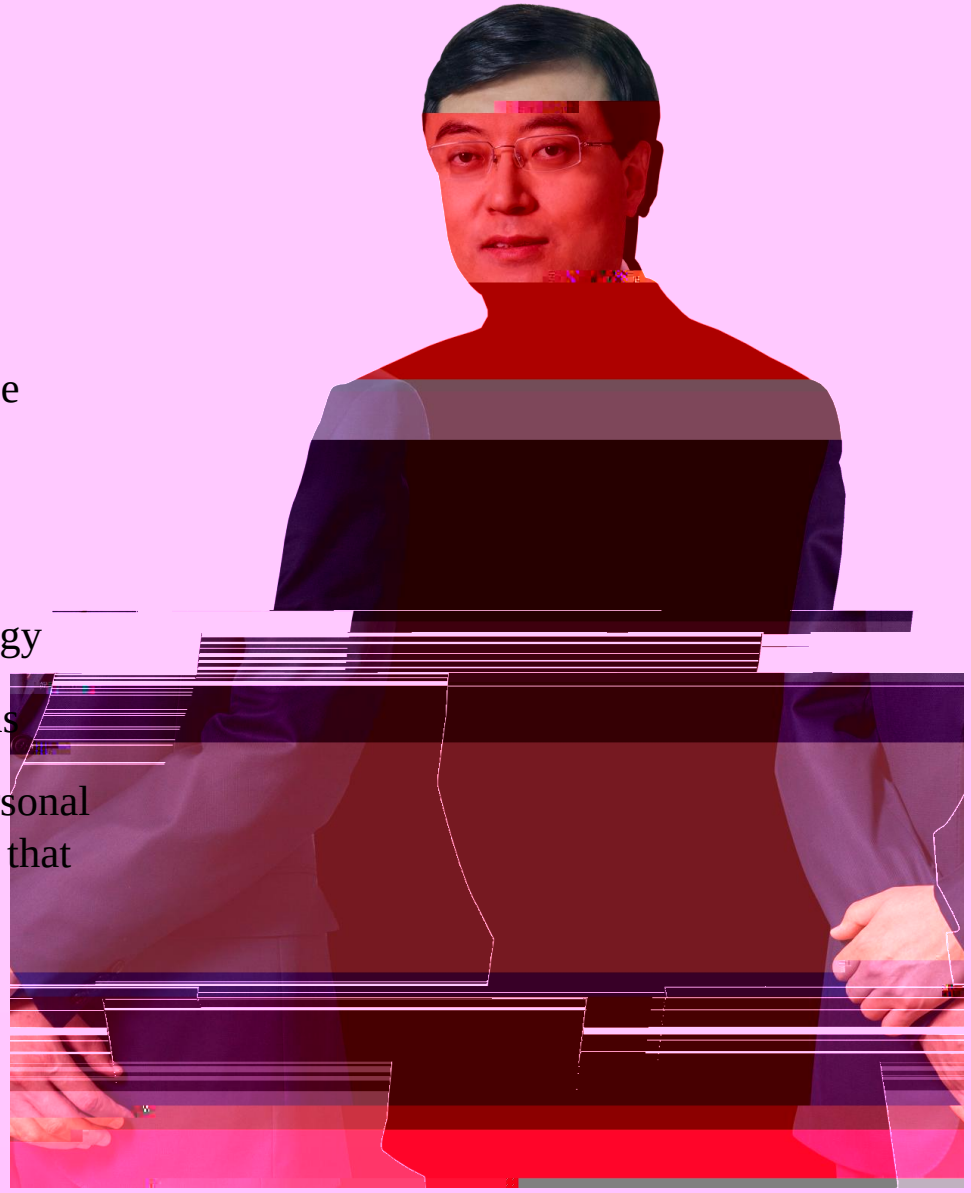
By 2002, he was the youngest CEO among the 520 key industrial enterprises.

Mr. Pan has been holding the position of Chairman and CEO of Yili Group since June 2005.

The "global networking" and the "along-the-supply-chain innovation" strategy

The "quality management" and the "precise management" management ideas

Solid results matter more than time taken; Industrial prosperity outranks personal glory; Social value takes precedence over business fortune; That’s the value that we hold in every step of our growth.



1 About Yili

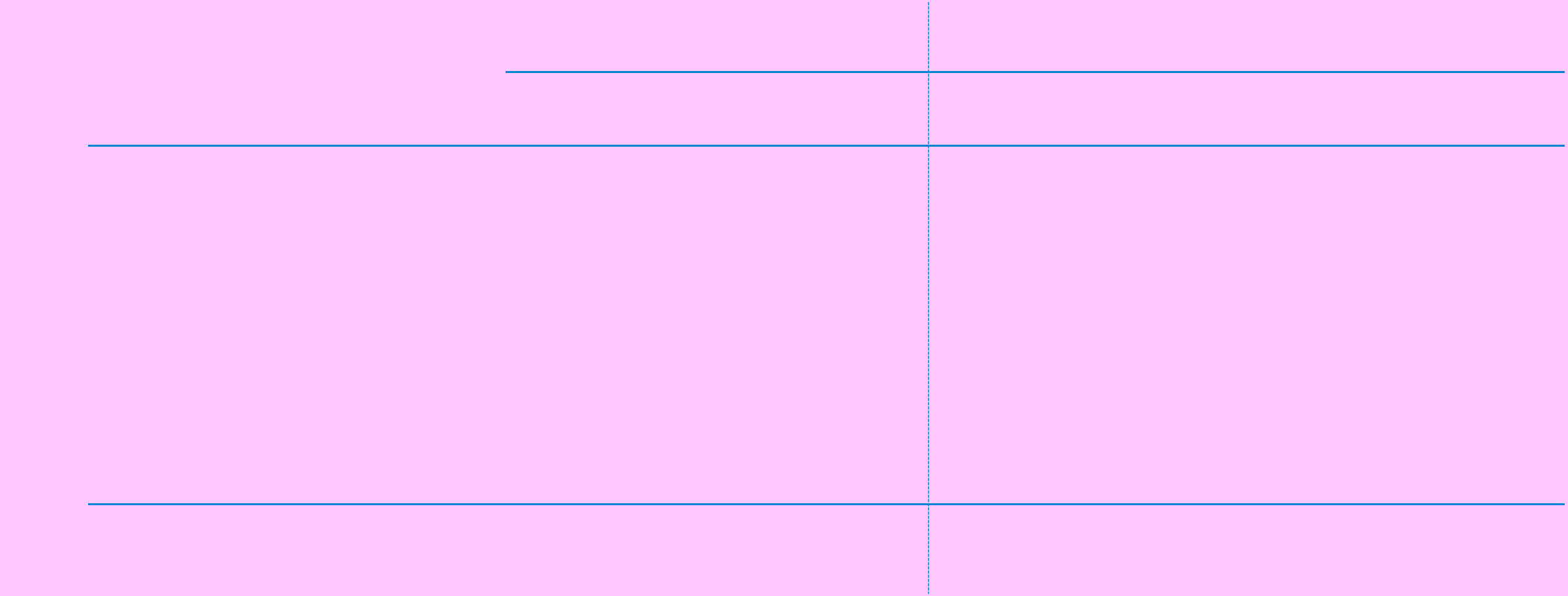
3 Culture and Brand Management

| | | |
|---|---|---|
| Revenue | | |
| Revenue from core business | | |
| Gross profit [1] | | |
| Gross profit margin | | |
| Selling expense ratio | | |
| G&A expense ratio | | |
| Operating profit | | |
| Net profit attributable to shareholders of the company | | |
| Net profit margin | | |
| EPS (RMB) | | |
| ROE | | |

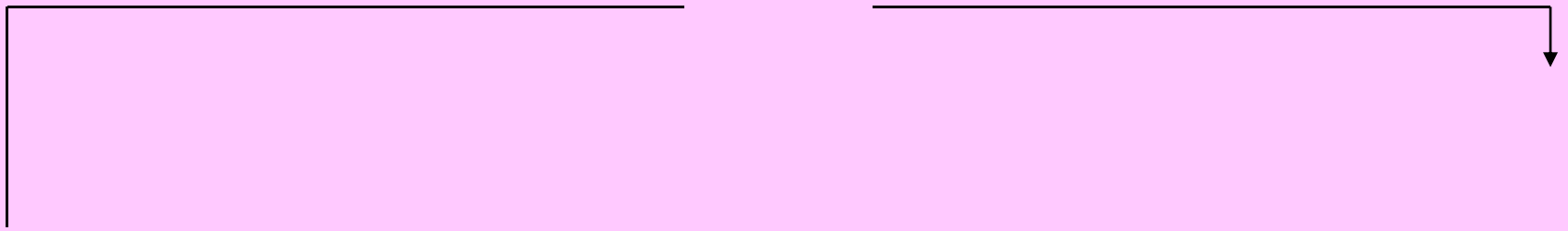
Note 1: Gross profit is calculated from core business revenue



Data source: Company data



Unit: million RMB





Data source: Company data

Notes Receivable and Accounts Receivable Turnover (Days)

Inventory Turnover (Days)

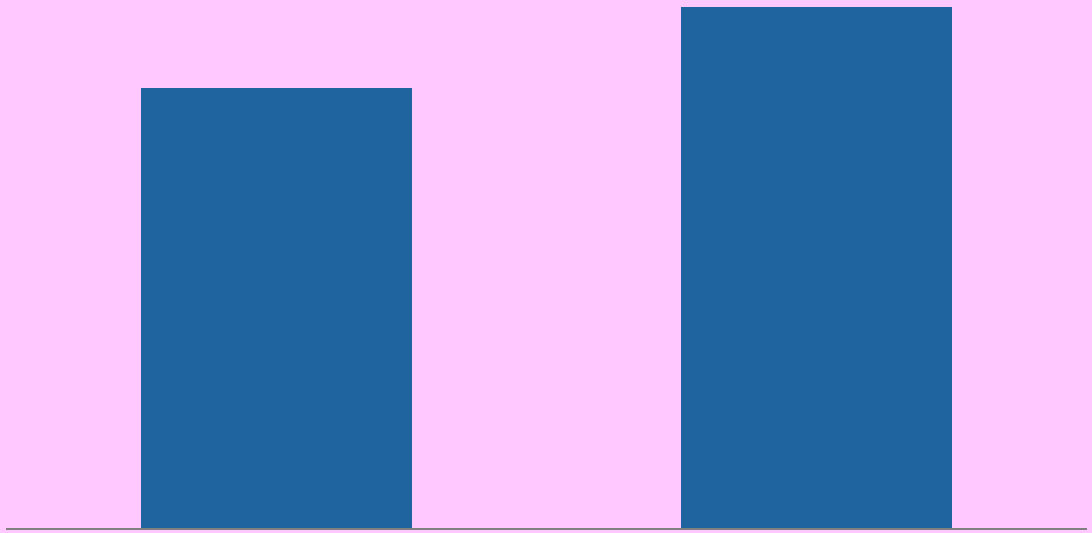
Notes Payable and  Accounts Payable Turnover (Days)

Cash Turnover (Days)

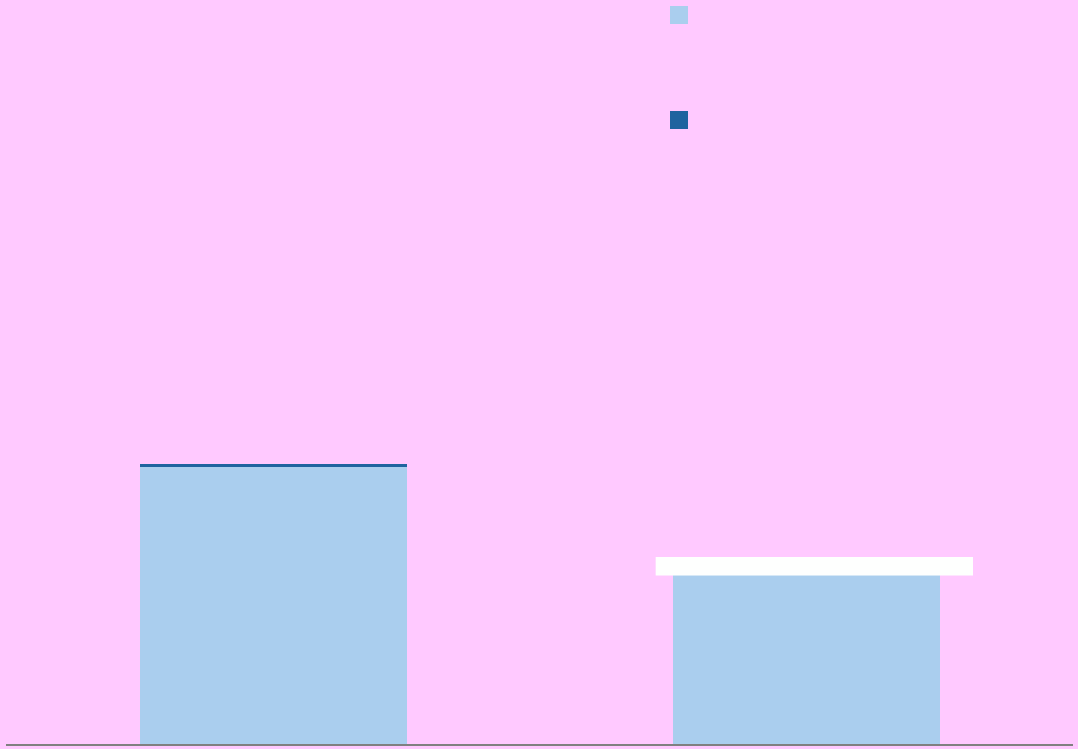


Data source: Company data

Unit: million RMB



Unit: million RMB





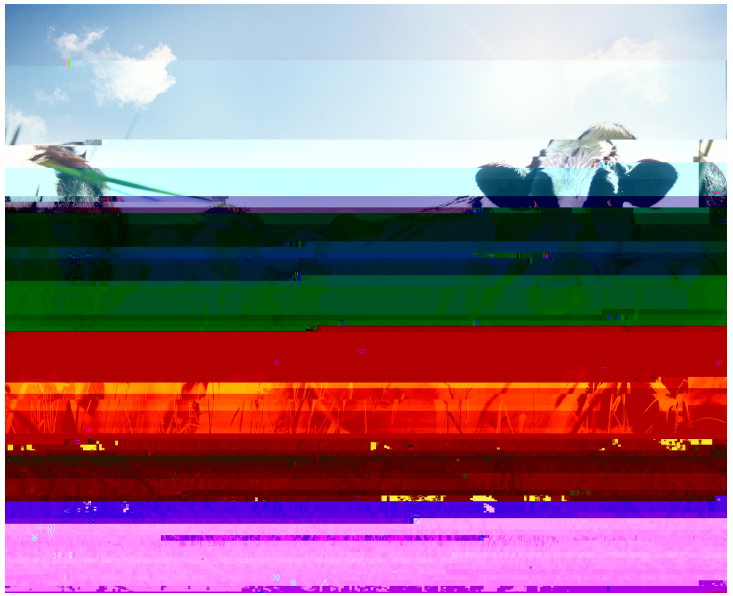
Data source: Company data

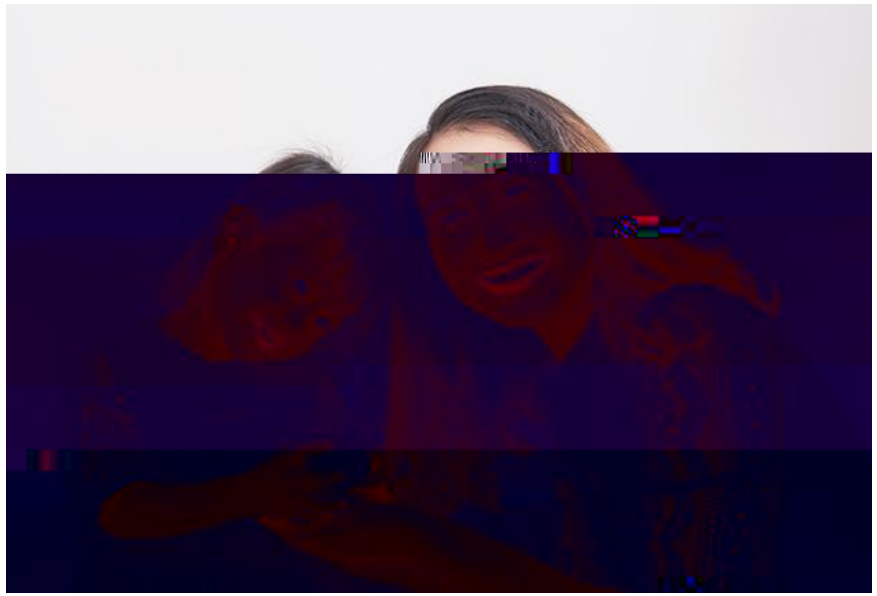
1 About Yili

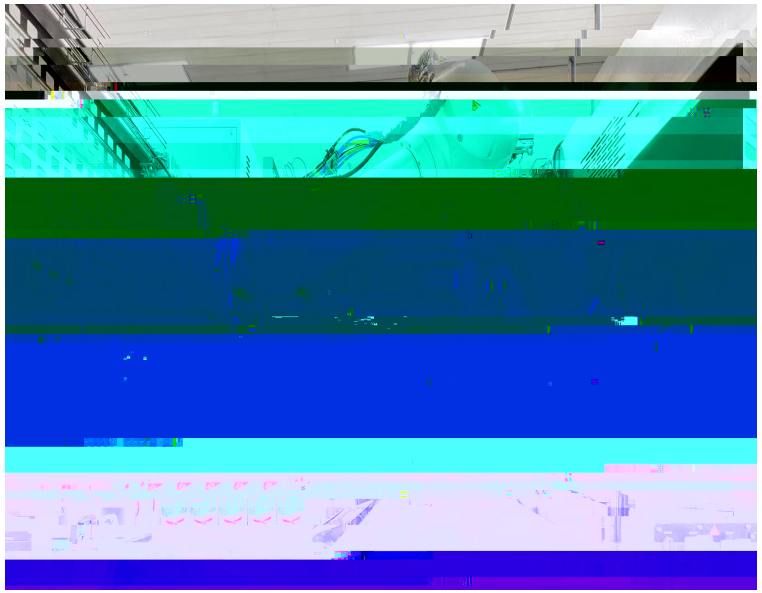
2 Financial Review

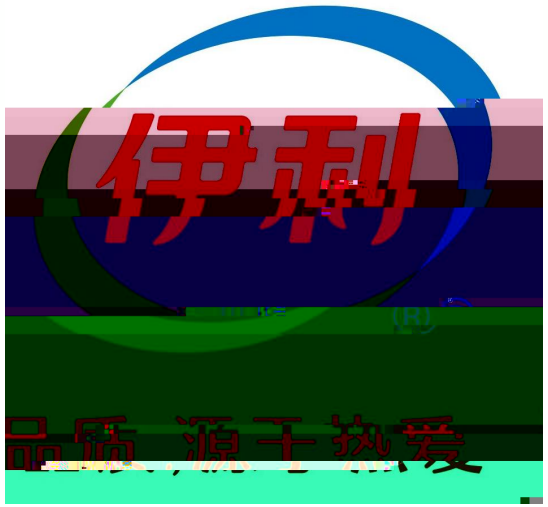
伊利

品质，源于热爱










# Thank you!