



## YILI 2017 1<sup>st</sup> Quarter Results

About Yili

Financial Data

Culture and Brand Concept

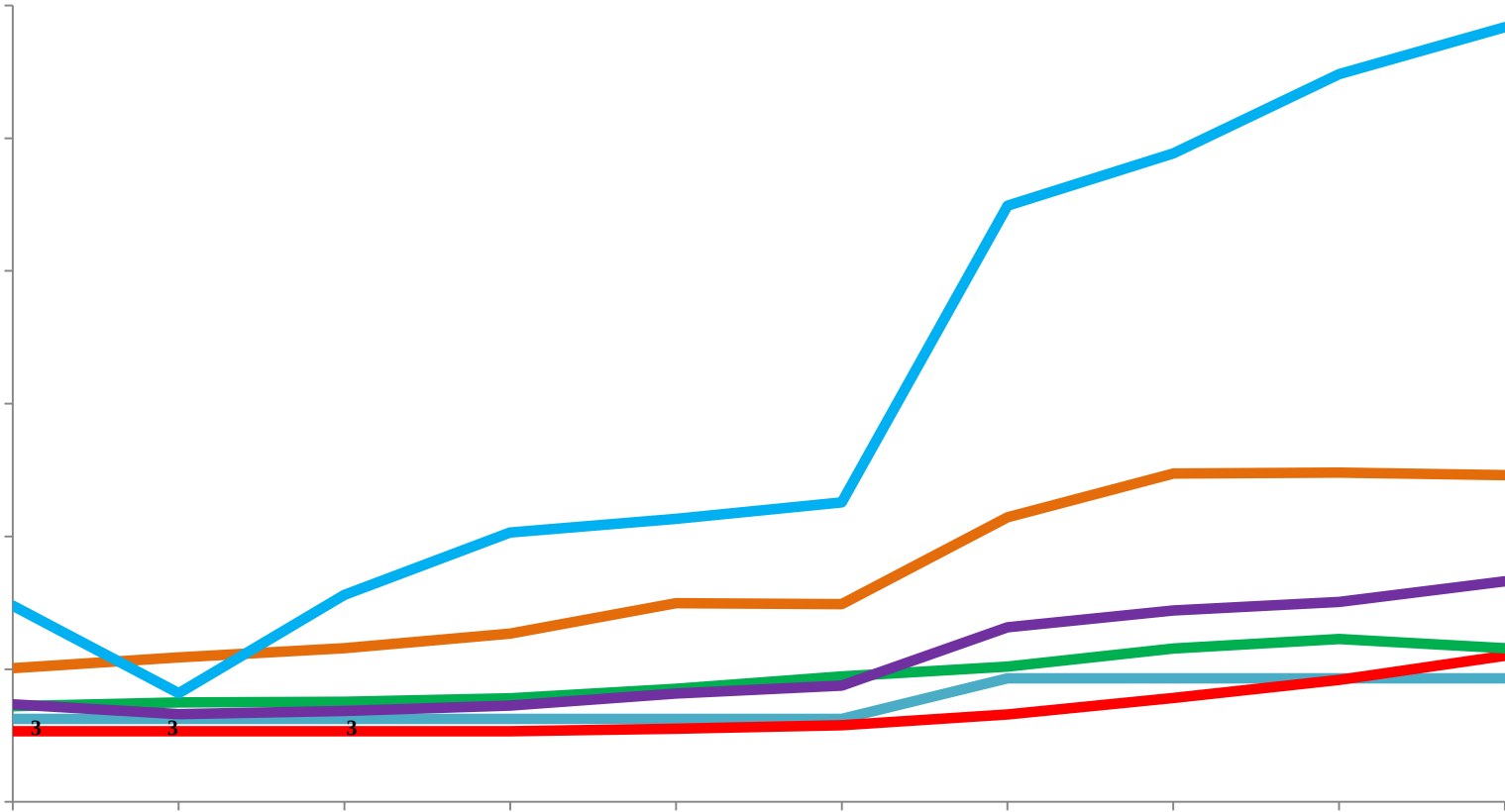








## Shareholder Returns





## 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.

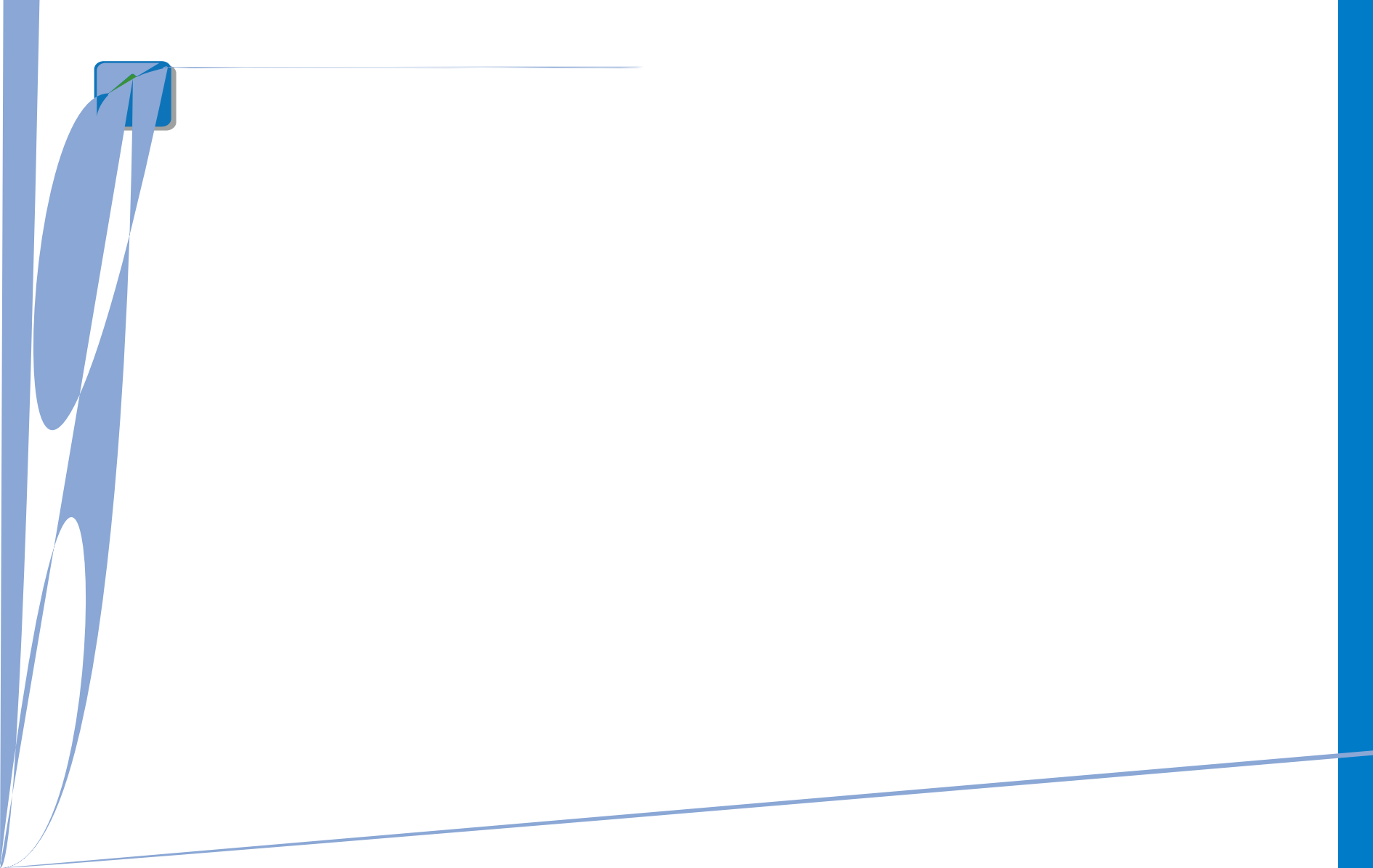
Pan Gang, President of Yili Group



## Introduction of Leader

Pan Gang, the Chairman and President of Yili Group







## Management Thinking



“ ” & “ ”

The "national networking" and "global networking" strategy

“ ” & “ ”

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The strategic partner of the Olympic Games and the World Expo

“ ”

Accumulation is more important than speed, the prosperity of the industry is more important than the success of individual enterprise, social value is more

our growth.

Pan Gang, President of Yili Group





## Financial Highlights



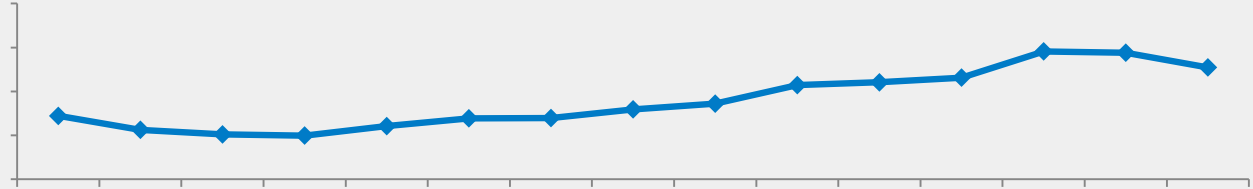
### Financial Highlights



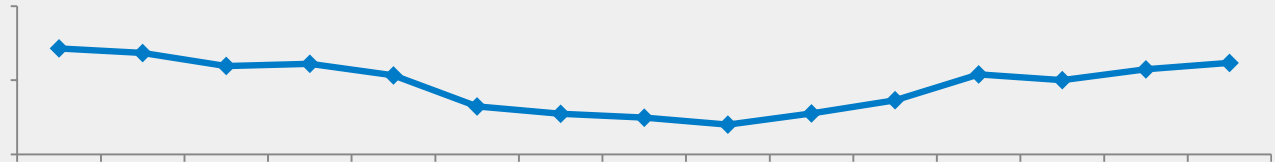
## Market Share of Yili



Room Temperature



Low Temperature



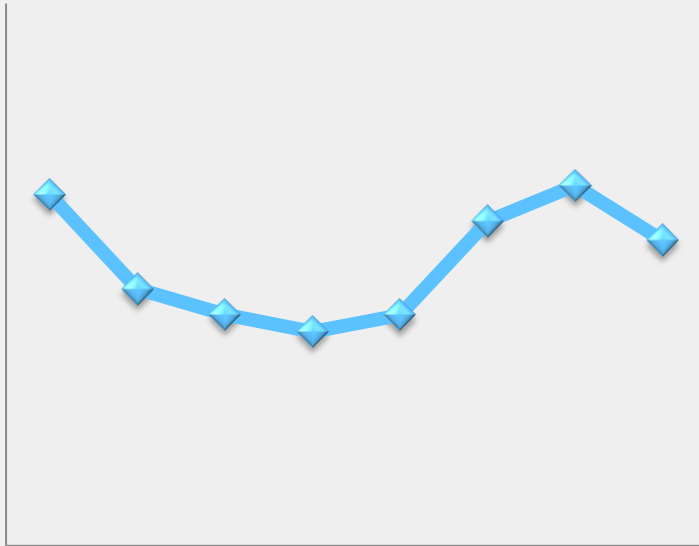
Infant Formula



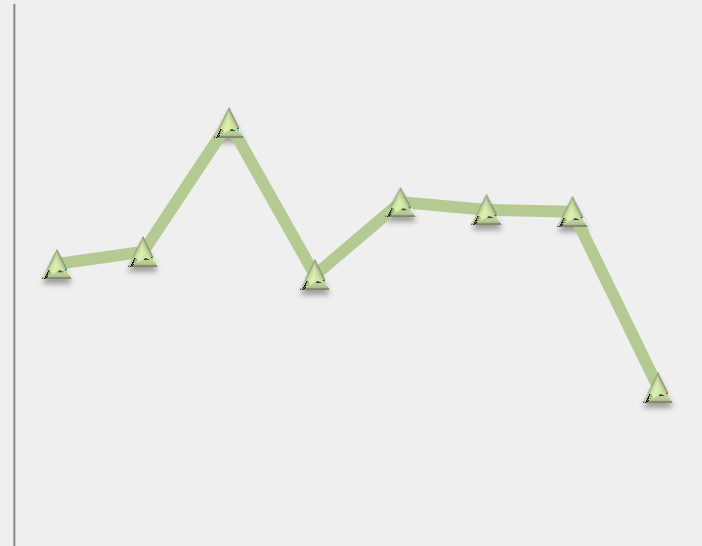
## SG&A Expense Ratio



Selling Expense Ratio



G&A Expense Ratio

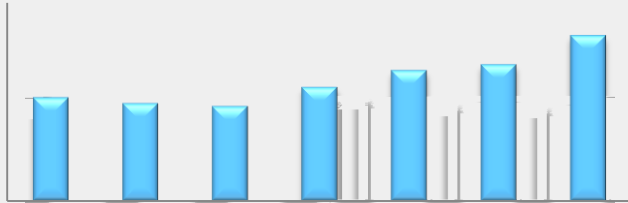




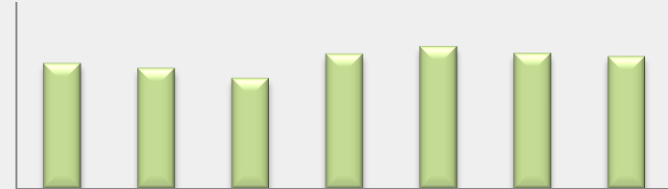
## Operating Efficiency



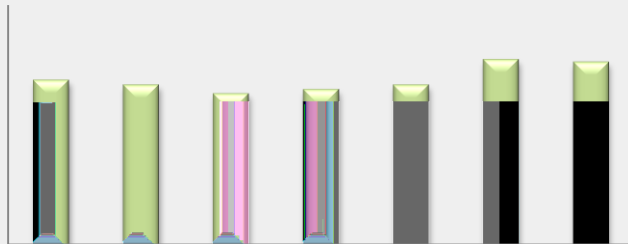
Accounts Receivable Turnover (Days)



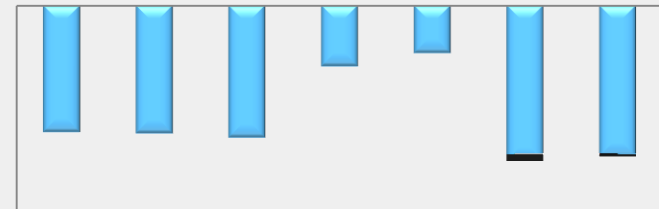
Inventory Turnover (Days)



Accounts Payable Turnover (Days)



Cash Turnover (Days)

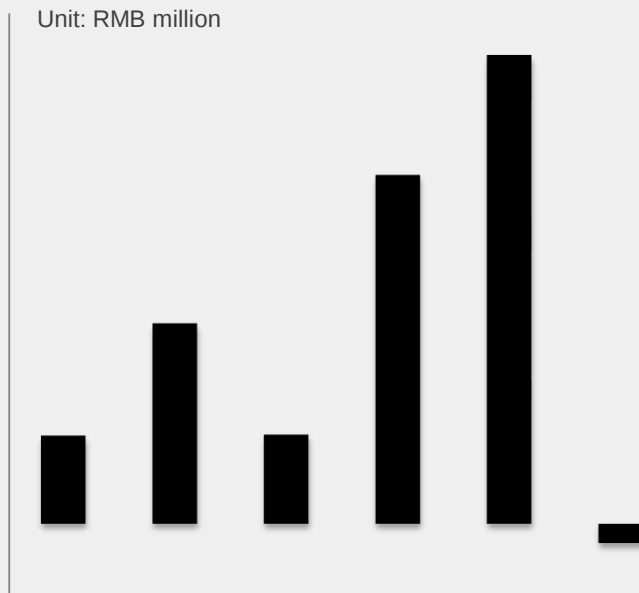




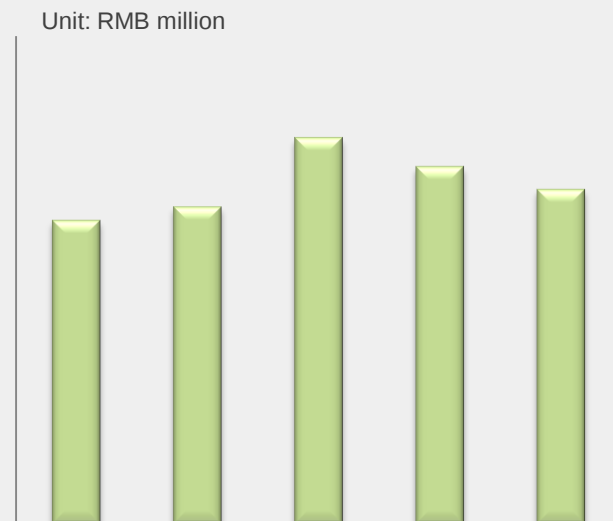
## Cash Flow and Capital Expenditure



Net Cash Flow from Operating Activities



Capital Expenditure







## Business Outlook



**650**

**Total revenues to be  
RMB65 billion**

**62**

**Total profit to be  
RMB6.2 billion**



Enhancing the world's leading full-chain end-to-end quality self-management system and efficient risk prevention and control system.



Insisting on developing through innovation, and actively expanding the international business, to make our overall business to achieve sustainable and healthy growth.



“ ”

core business ability.



Planning and building an integrated sharing platform for information, human resources and finance to better serve for our business development in the new era.



“ ”

code of conduct for each Yili staff.

-Win" to become the



## Culture and Brand Concept



Our Culture



## Vision

Becoming the most trusted  
health-food provider around  
the world.





Soul of Brand



## Nourish for Life

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



## DISCLAIMER

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