



北京2022年冬奥会和冬残奥会合作伙伴

<http://www.yili.com>

YILI 2017 Annual Results

伊利



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About Yili



About Yili

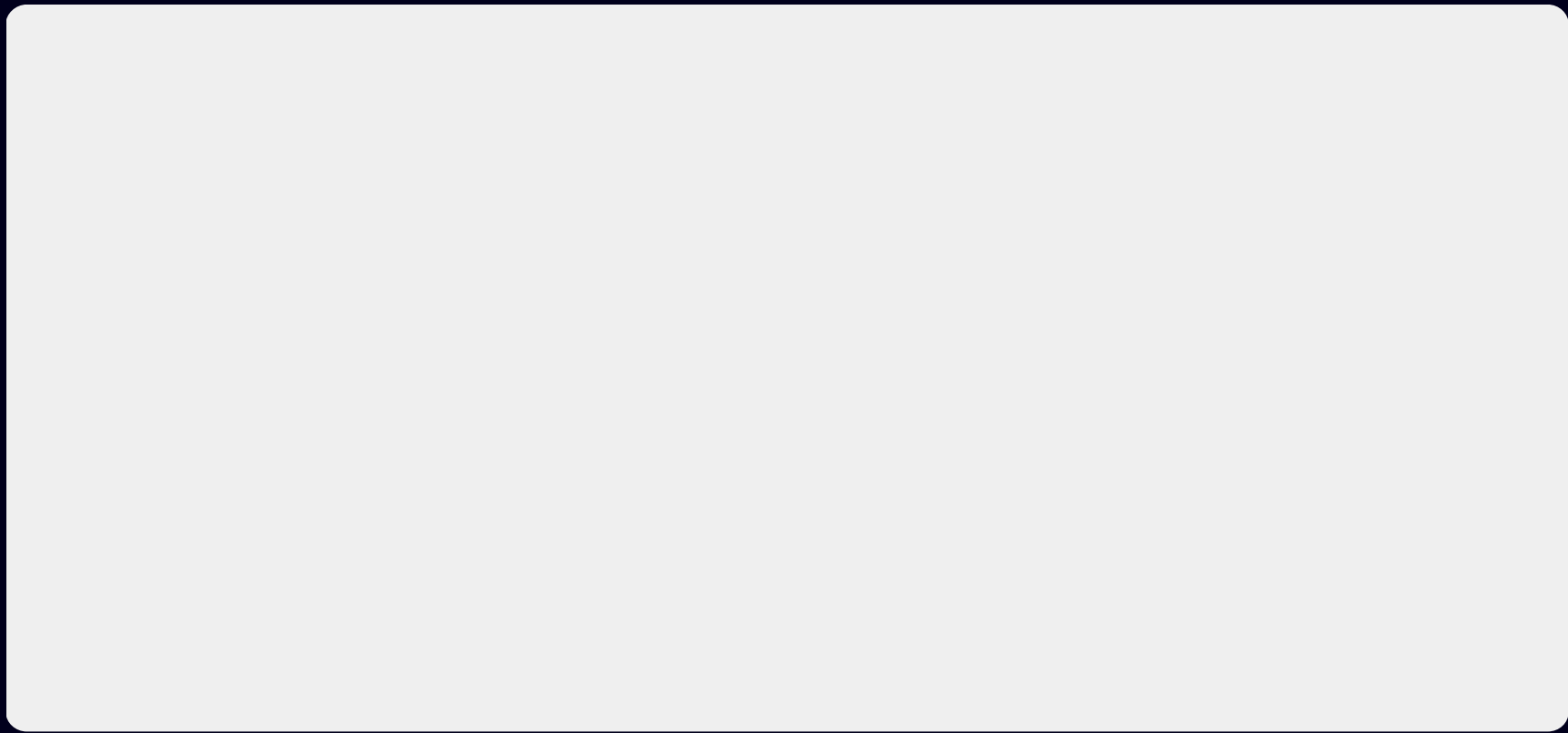


Yili is the NO.1 in Asia and global top 8 Chinese dairy company.

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

“ ”

Yili is the unique enterprise in China who conforms to 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 sponsor for both Summer and Winter Olympics games.





Shareholder Return

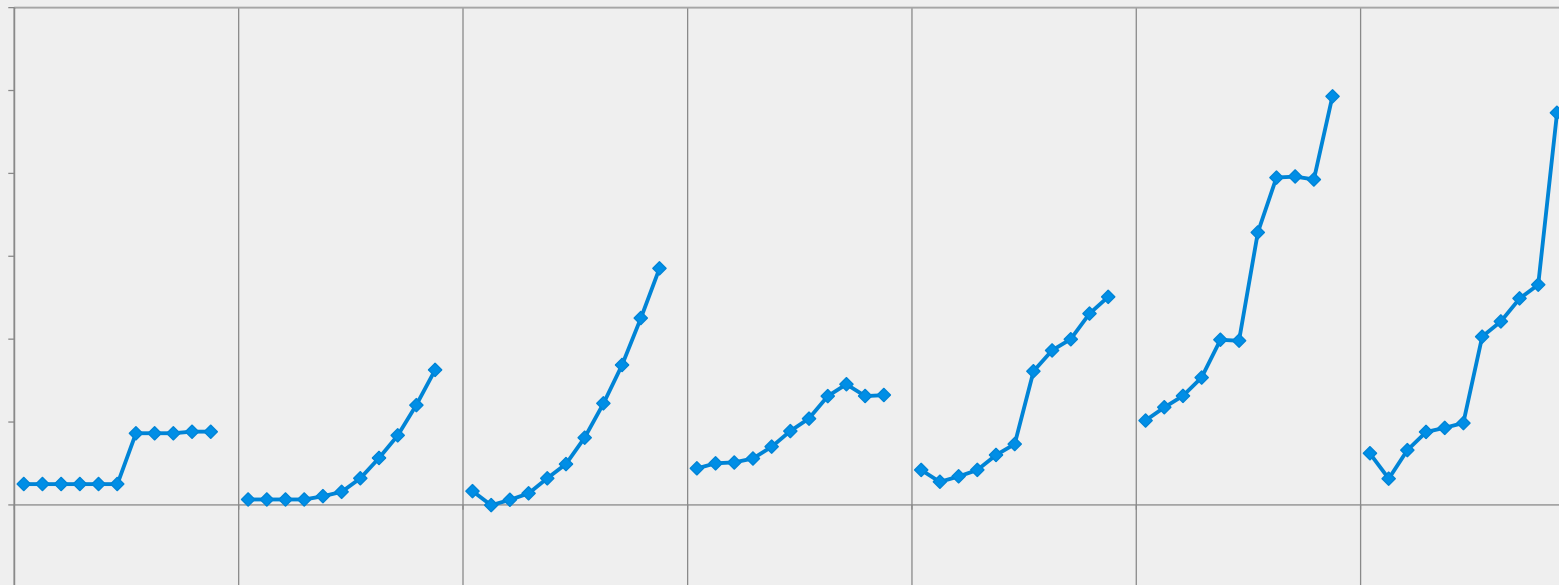
Fixed Assets

Net Assets

Total Assets

Market Cap

Right Axis





Introduction of Our Leader

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

Member of the national committee of CPPCC

Vice President of the Federation of China

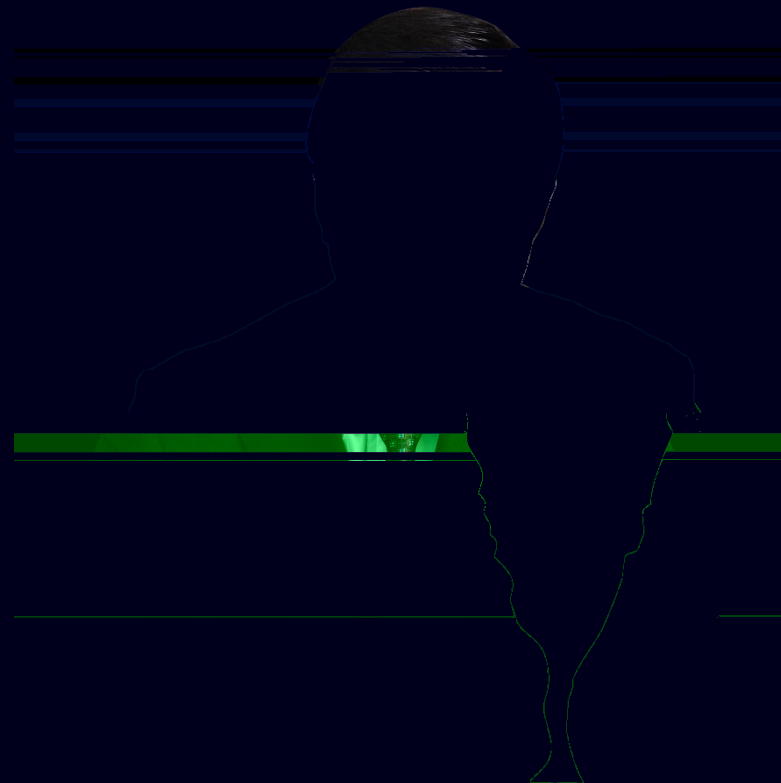
Vice President of Chinese Entrepreneur Association

Vice chairman of the All-China Youth Federation

Chairman of Chinese Young Entrepreneurs' Association

Vice chairman of Dairy Association of China

Vice chairman of China - EU Association





Major Recognition

CEO Pan enjoys the special allowance of the State Council.

? := "p" HRà RL84 BRG {206.249ET3IEMC AP.344/IRGQD(274(80c58eh4(S)H(d)BDGg)BT0Tm0 04(f))4E)189E2T84 0057

2011, Outstanding leadership award of Green economy in Asia & Pacific area



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

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About Yili

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,





Financial Highlights

Financial Highlights

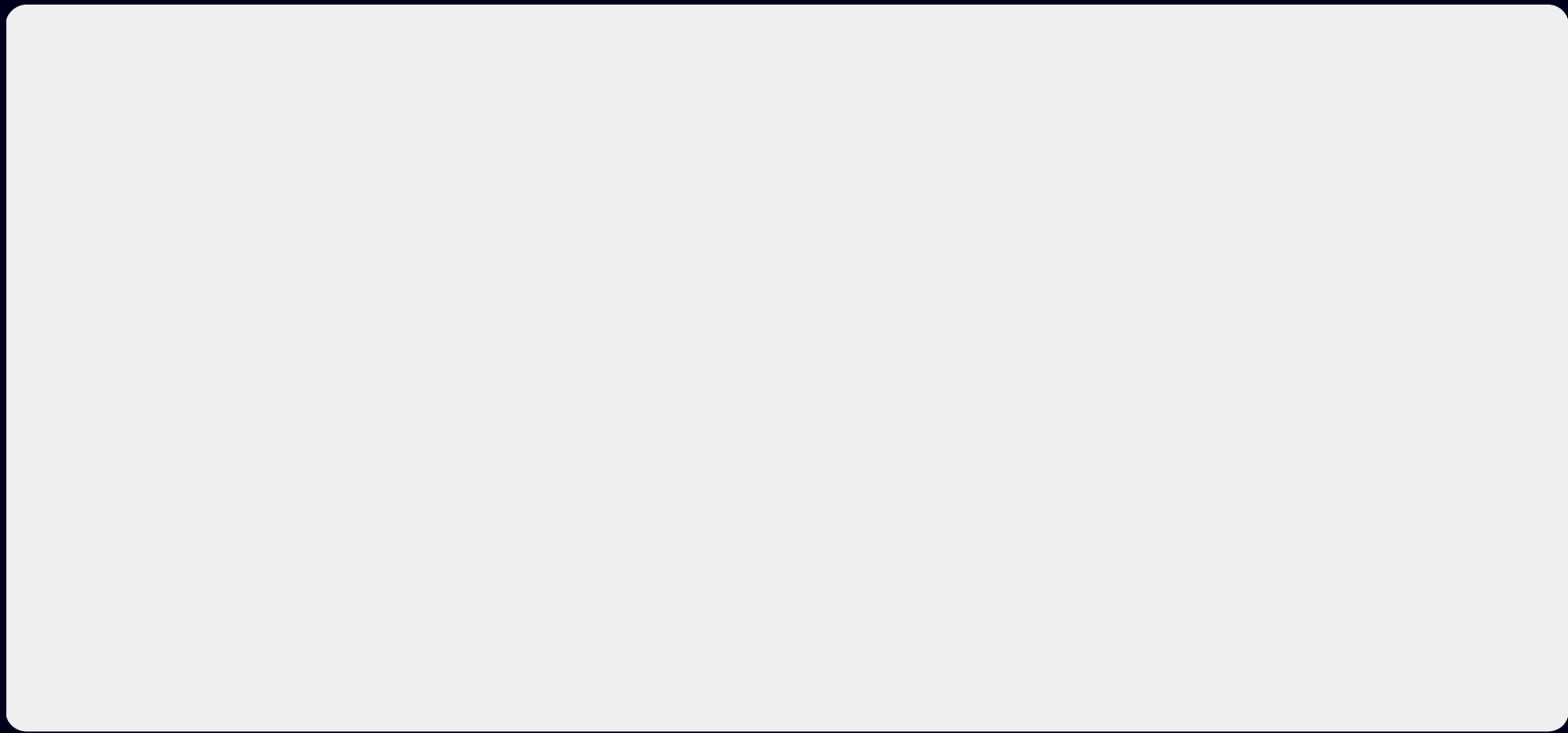
RMB (million)	Growth Rate
Total Revenues	
Core Business Revenues	
Gross Profit	
Gross Profit Margin	
Operating Profit	
Net Profit Attributable to Shareholders of the Company	
Net Profit Margin	
EPS (RMB)	
ROE	



Core Business Revenues Breakdown by Segment

Revenues Breakdown by Segment

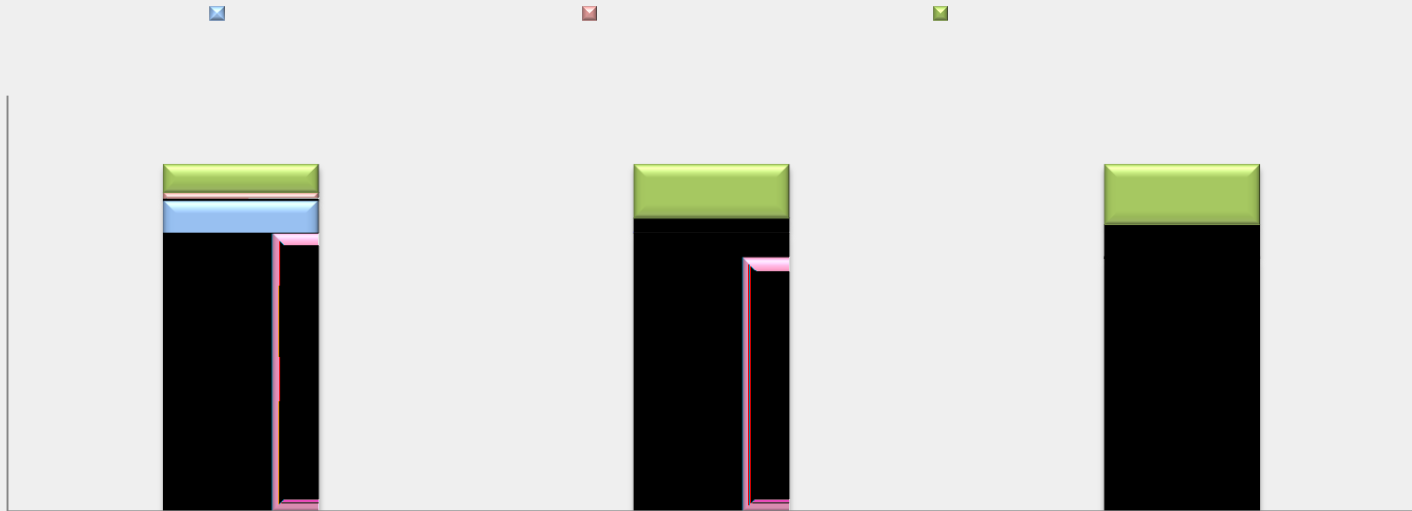
RMB (million)	Revenues	%	Revenues	%	Growth Rate
Liquid Milk					
Ice Cream					
Milk Powder and Milk Products					
Mixed Feeding Stuffs and Others					
Total					





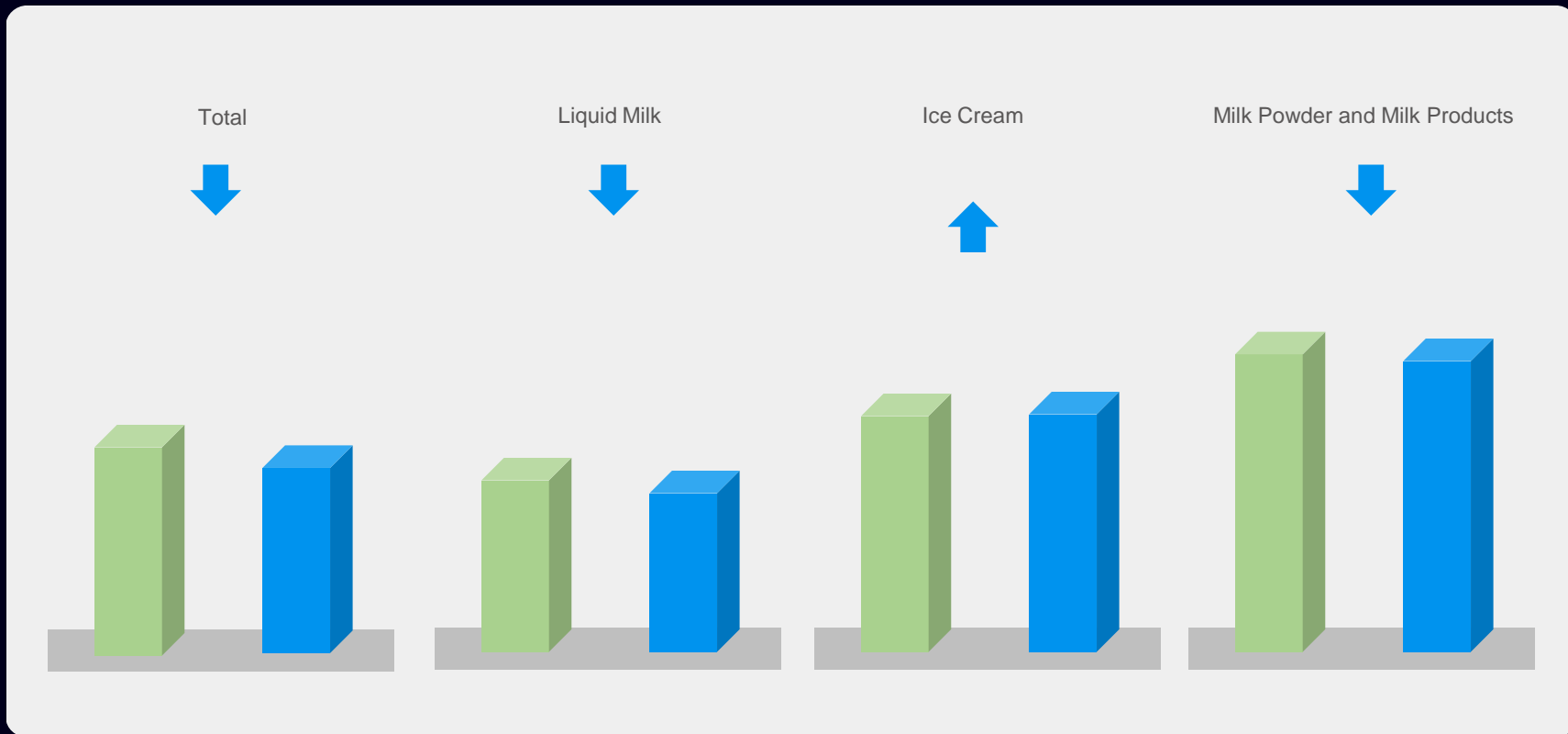
Cost by Segment

Cost by Segment





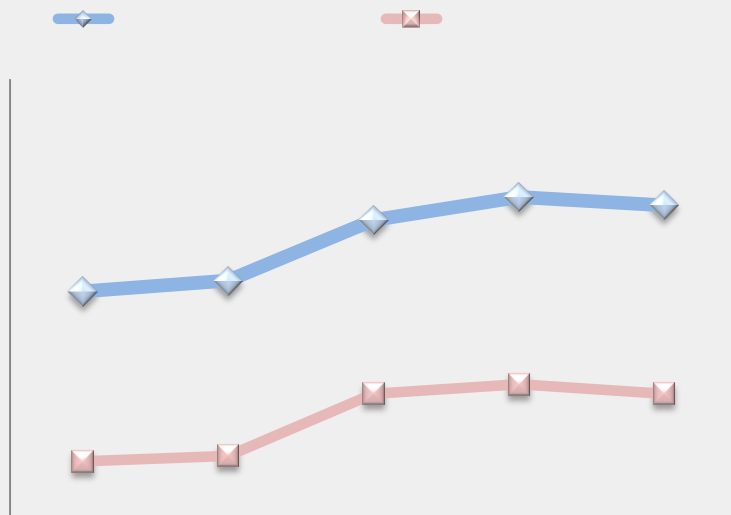
Gross Margin by Segment



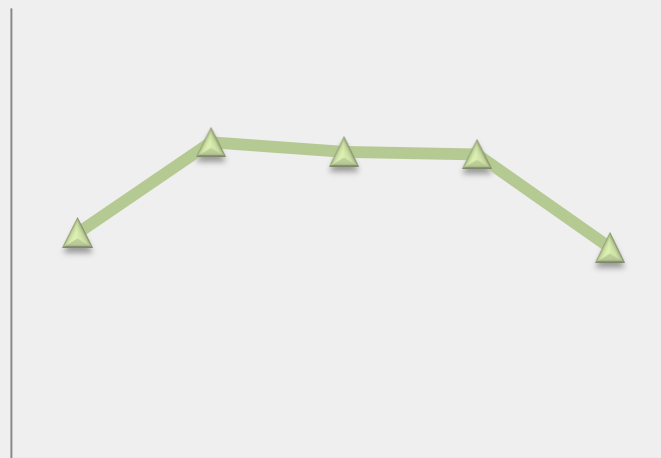


SG&A Expense Ratio

Selling Expense Ratio

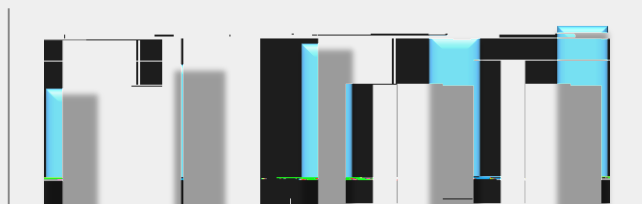


G&A Expense Ratio





Accounts Receivable Turnover (Days)

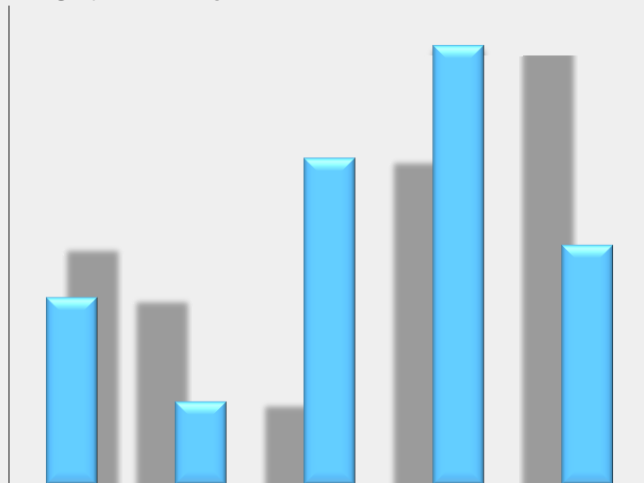




Cash Flow and Capital Expenditure

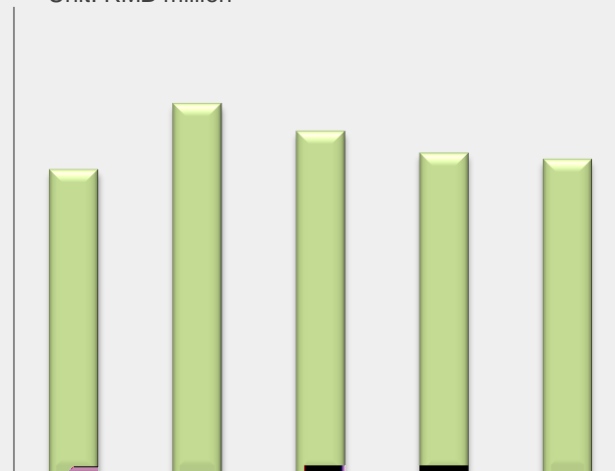
Net Cash Flow from Operating Activities

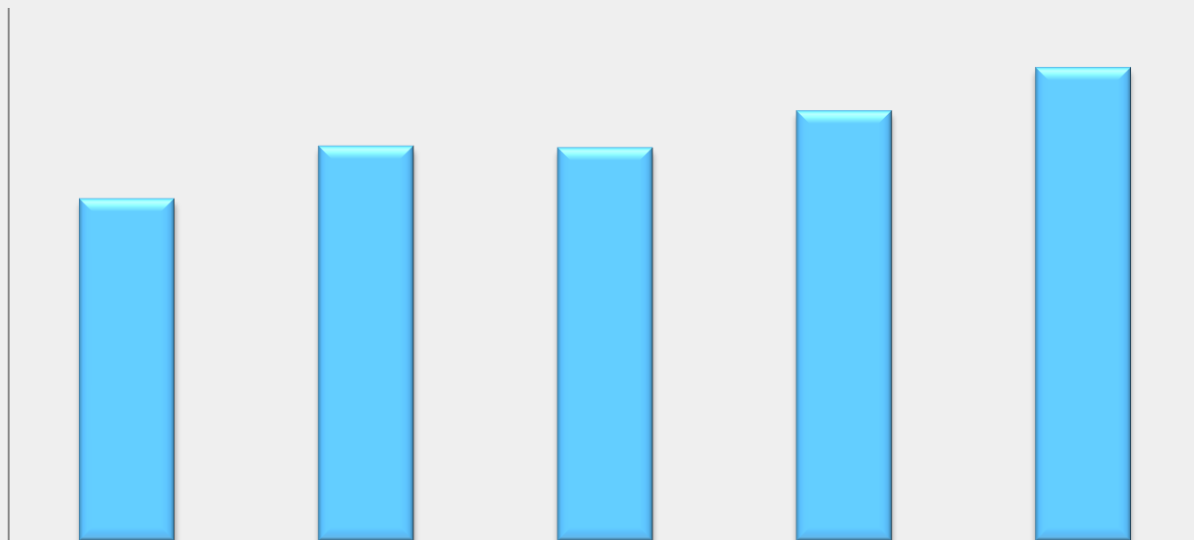
Unit: RMB million



Capital Expenditure

Unit: RMB million







Business Review

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

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Brand



RANK		BRAND	BRAND STRENGTH	
2017	2016		2017	2016
1	2	伊利	80.2	79.5
2	4	Amul	79.7	76.7
3	1	DANONE	79.4	81.9



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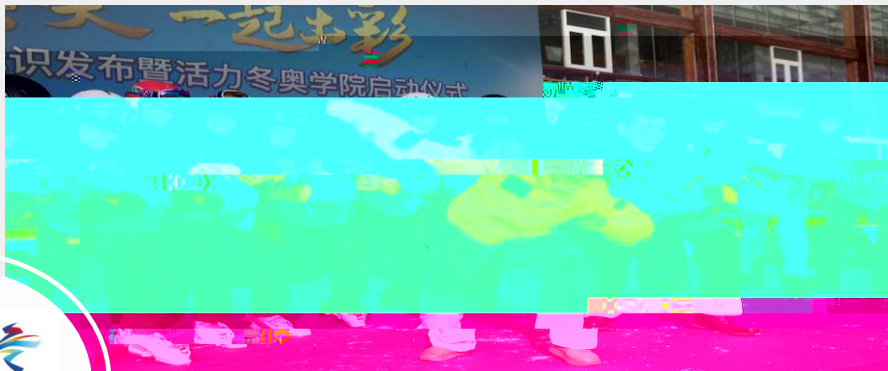
" published by Rabobank, Yili has steadily ranked among the top 8 in the global dairy industry and continued to lead the Asian dairy industry.

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Brand



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



北京2022年冬奥会和冬残奥会官方乳制品合作伙伴签约仪式
Ceremony of the Official Dairy Products Partner of the Olympic and Paralympic Winter Games Beijing 2022

中国·北京 2017年8月30日

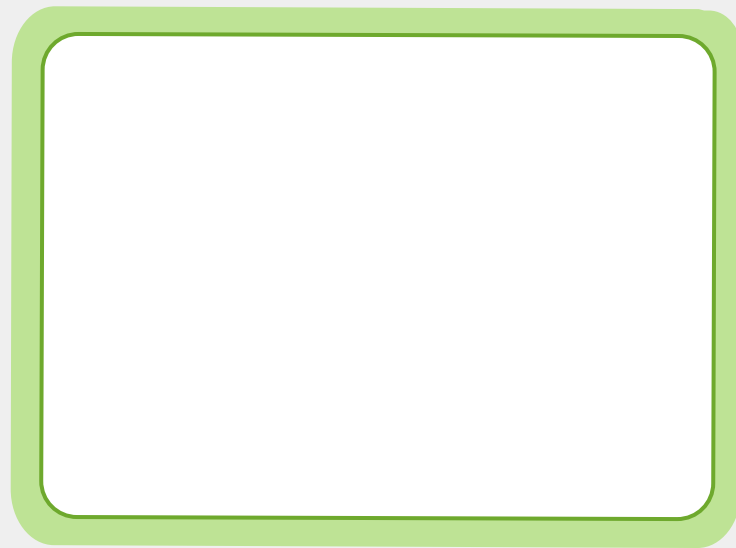
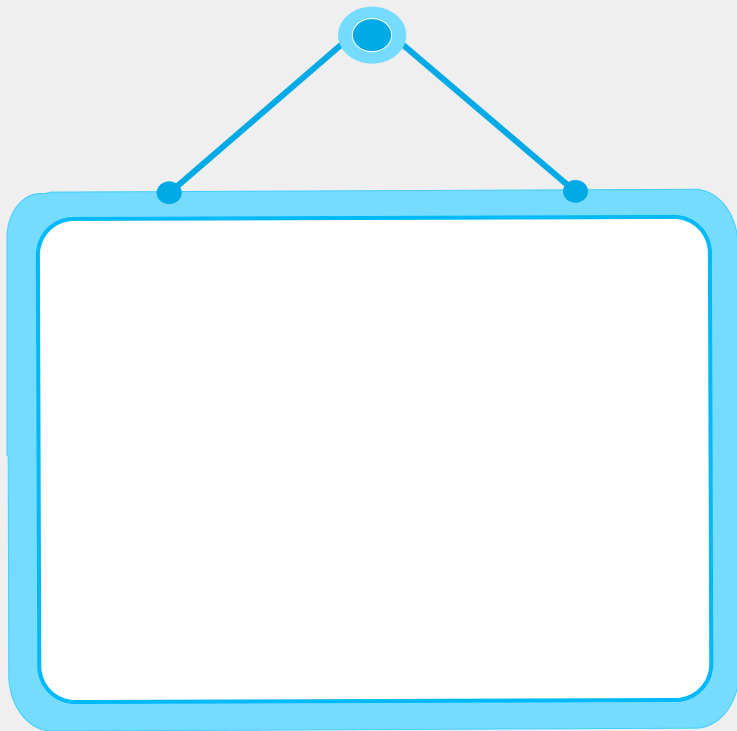
Beijing China Aug 30, 2017

伊利 北京2022
北京2022年冬奥会和冬残奥会官方合作伙伴

Yili becomes the only official dairy partner of the Beijing 2022 Winter Olympics



Innovation





Key Products



Satine



Ambrosial



Chang Qing



Changyi
100%



Key products accounted for 45.7% of total revenues



Pro-Kido



Chocliz



Zhenxi

New Products



Pro-Kido Ruihu Infant
Formula



Ambrosial Series
New Products

New products accounted for about 9.2% of total revenues.



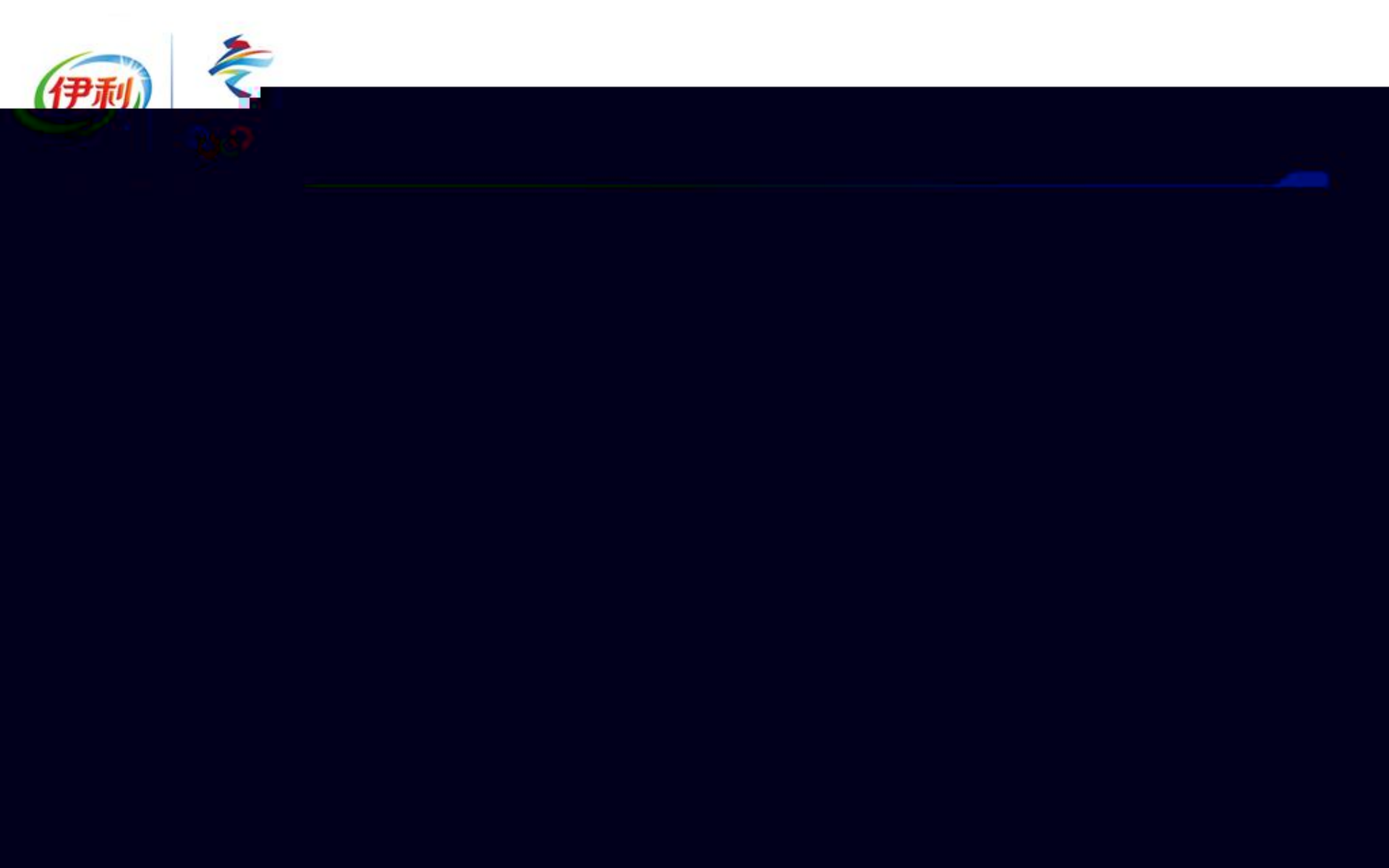
Joy Day



Choliz Qixuan Chocolate
Crispy Ice Cream



Pureday



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Guarantee of global dairy resources

Yili continued to deeply integrate its procurement business, and optimize in areas such as cost optimization, quality control throughout the entire process, supplier cooperation, and efficiency improvement of purchase order.

Strategic synergies of global industrial chain layout

" " " "





Current Situation of China's Dairy Industry





Current Situation of China's Dairy Industry



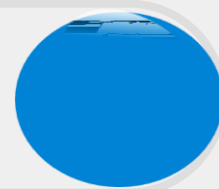
Product Innovation

Channel Diversification

Rapid development in lower tier cities and rural areas

Raw material prices under pressure

Domestic dairy companies face both opportunities and challenges going forward



Great potential in dairy consumption market



Business Outlook



Total revenues to be

RMB 77 billion

Total profit before tax to be

RMB 7.5 billion



" " We will system and efficient risk control system.

-chain end-to-end self-control quality



Following the market development trend, we will lead the industry through continuous innovation and will proactively expand the international business to achieve sustainable and healthy growth of our business.



" "

business ability.



We built an resources sharing platform to serve for our business development in the new era.



We will strengthen the practice and inheritance of Yili culture to enhance the cultural foundation of our company.



Culture and Brand Concept



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Our Culture



Vision

Becoming the most trusted healthy food provider around the world.



Our Culture @ RWD

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Excellence

Accountability

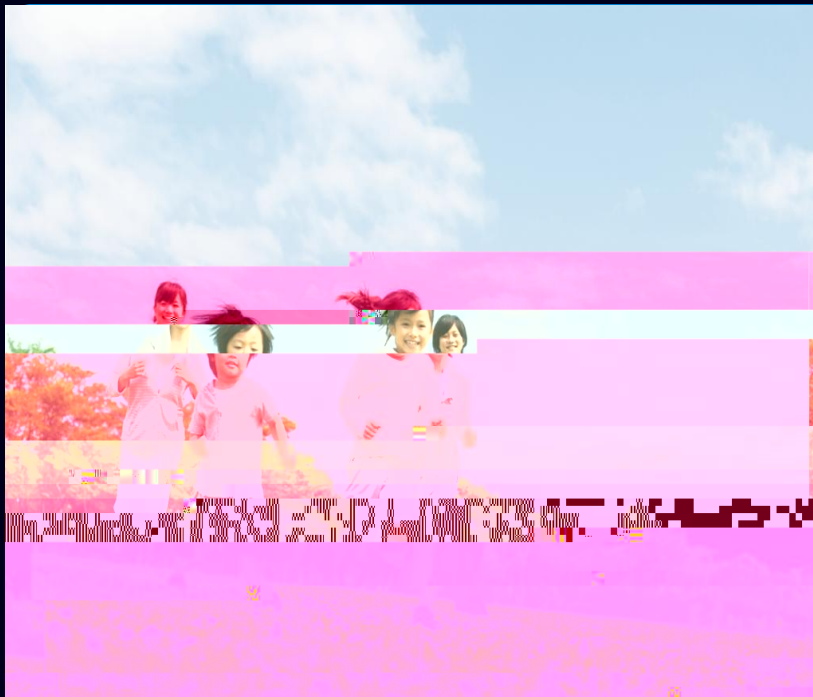
Innovation

Win-Win





Our Culture



The Spirit of Yili

Be loyal, trustworthy,
grateful, and value
emotions

Be courageous in meeting
challenges, diligent in
overcoming them

Be extremely disciplined,
highly efficient in
execution

Be vigilant,
over-innovative

Be self-disciplined and
self-reflective, fostering
a virtuous atmosphere

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Brand Essence

Nourish for Life

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





“ ”



BEIJING 2022™
Olympic rings logo

北京2022年冬奥会和冬残奥会合作伙伴

北京

2022

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