

2019

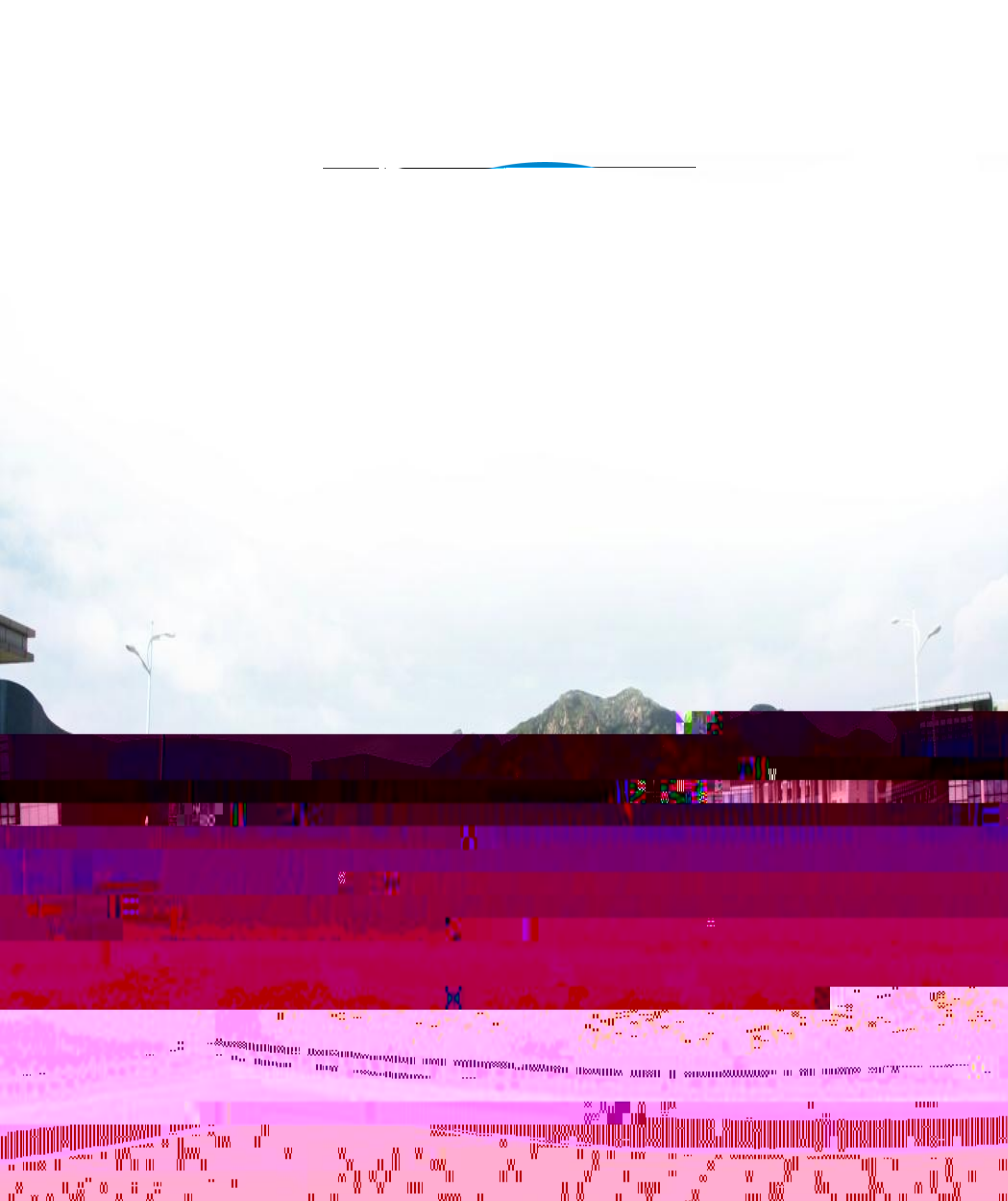
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About Yili

Yili is the No.1 dairy enterprise in Asia.

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

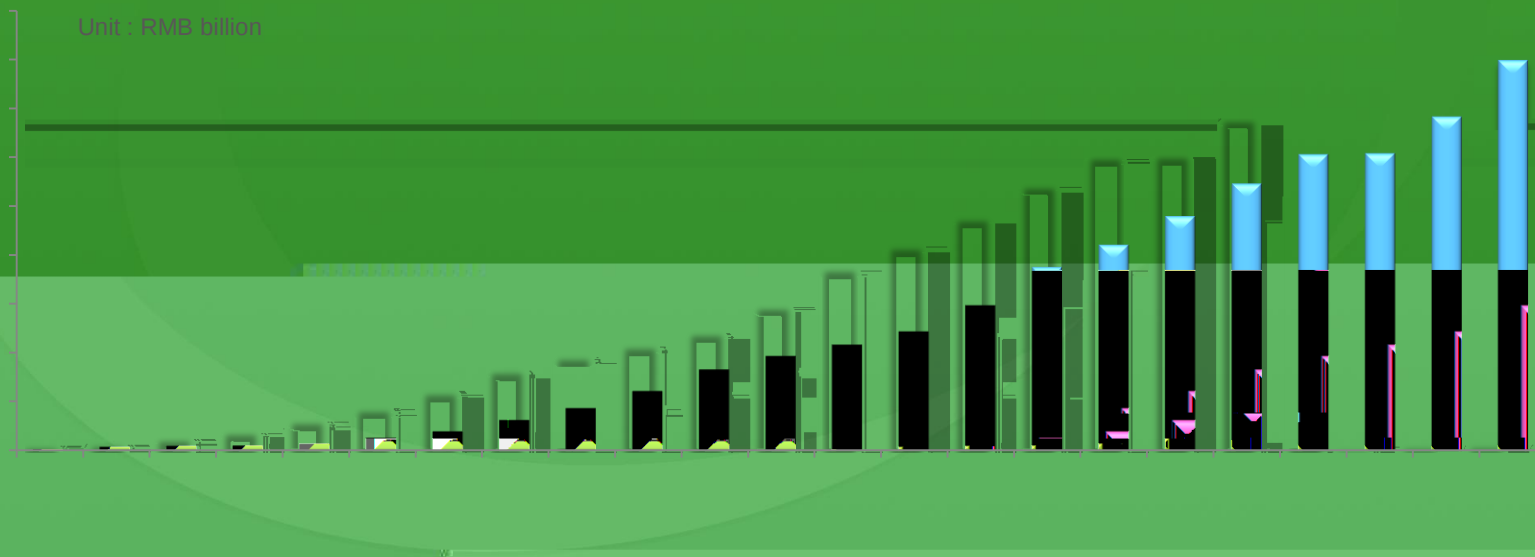
伊利集团

About Yili



Total revenues of Yili in 2018 were RMB79.553 billion, and net profit attributable to shareholders of the company was RMB6.440 billion. Both revenues and net profit maintained growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

Total Revenues (1996 - 2018)





“冰丝带”合作伙伴 伊利集团
“Ice Ribbon” Partner Yili Group
“冰丝带”合作伙伴 伊利集团
“Ice Ribbon” Partner Yili Group

冰丝带合作伙伴

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

Vice President of China Enterprise Union and China entrepreneur Association

Vice chairman of the All-China Youth Federation

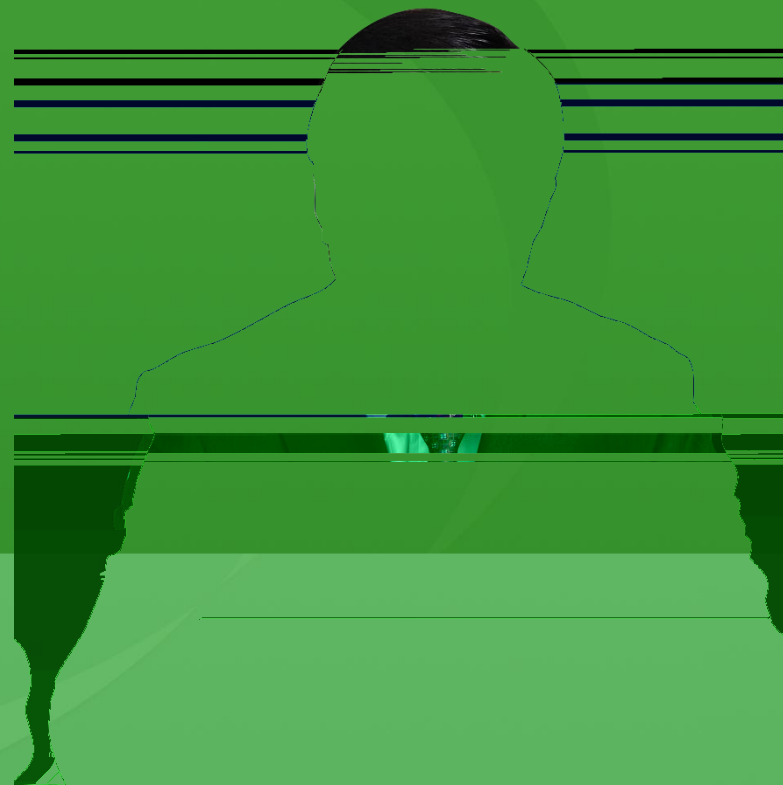
Chairman of Chinese Young Entrepreneurs' Association

Vice chairman of China - EU Association

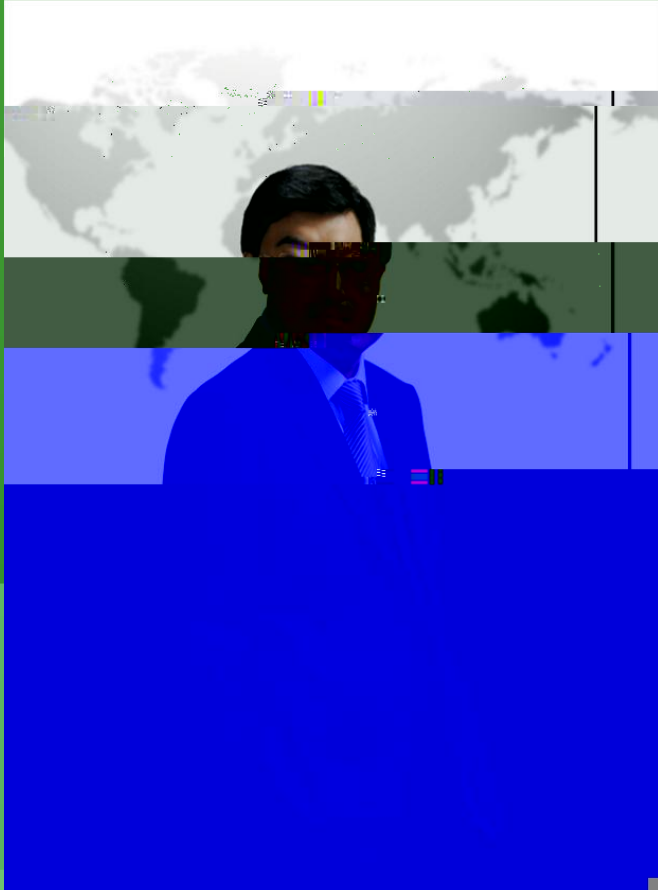
Member of the 17th national congress of CPC

Member of the 12th national committee of CPPCC

Vice chairman of the 11th executive committee of All-China Federation of Industry and Commerce



Management Thinking



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

The "quality 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 personal glory; Social value takes precedence over business fortune; That's the value that we hold in every step of our growth.

潘刚 Pan Gang , Chairman/CEO of Yili Group

Address from Chairman



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"冰丝带"合作伙伴 伊利集团
"Ice Ribbon" Partner Yili Group



In Yili's eyes, there are two types of people in the world: those who drink milk, and those who do not. Yili's mission is to bring them together as one people, all reaping the benefits of nutrient-rich milk and a healthy life.

潘刚 Pan Gang



Financial Review

Financial Highlights



伊利集团 伊利集团 2022 年年度报告
Yili Group 2022 Annual Report

Financial Highlights

RMB (million)	Growth Rate
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	

Note : gross profit is calculated from core business revenues

Data source: Company Data



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

Core Business Revenues Breakdown by Segment

Core Business Revenues Breakdown by Segment

RMB (million)	Revenues	%	Revenues	%	Growth Rate
Liquid Milk					
Milk Powder and Milk Products					
Ice Cream					
Total	39,513	100%	44,827	100%	13.4%

Market Share of Yili

Market share in 2019H1 was 38.7%, up 2.4 ppts yoy. Among them, market share of ambient yogurt increased by 5.8 ppts yoy

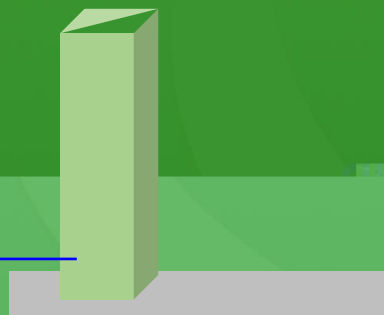


2019H1

Gross Margin by Segment



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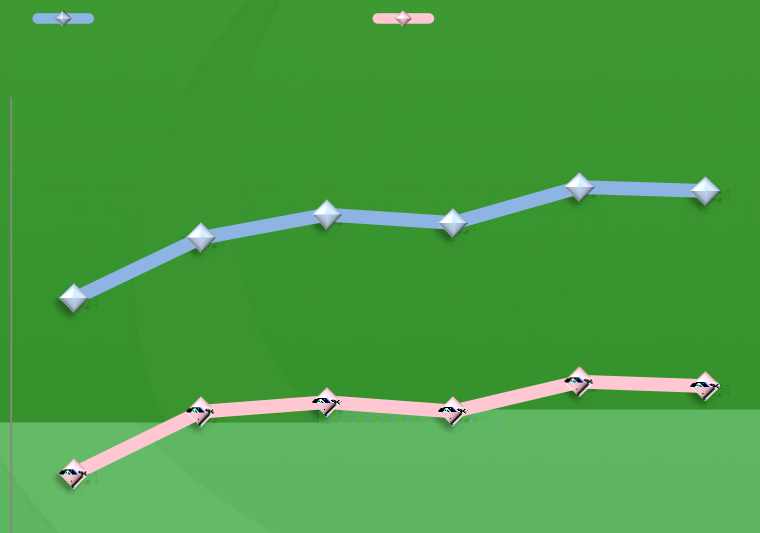




“冰丝带”合作伙伴 伊利乳业股份有限公司
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SG&A Expense Ratio

Selling Expense Ratio



G&A Expense Ratio



Operating Efficiency



Notes Receivable and Accounts Receivable Turnover (Days)

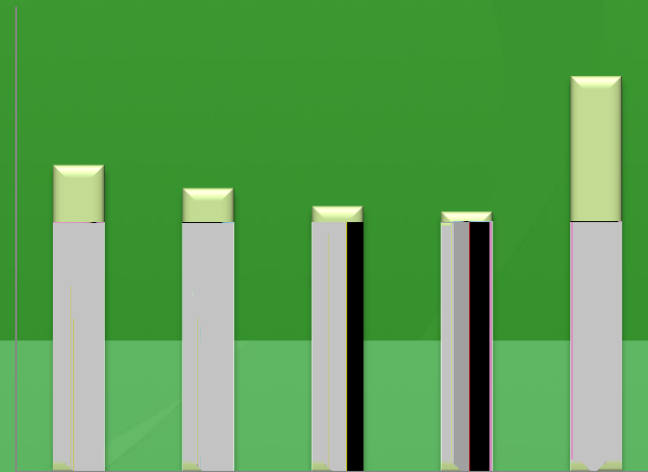


2016 2017 2018 2019 2020 2021

Cash Flow and Capital Expenditure



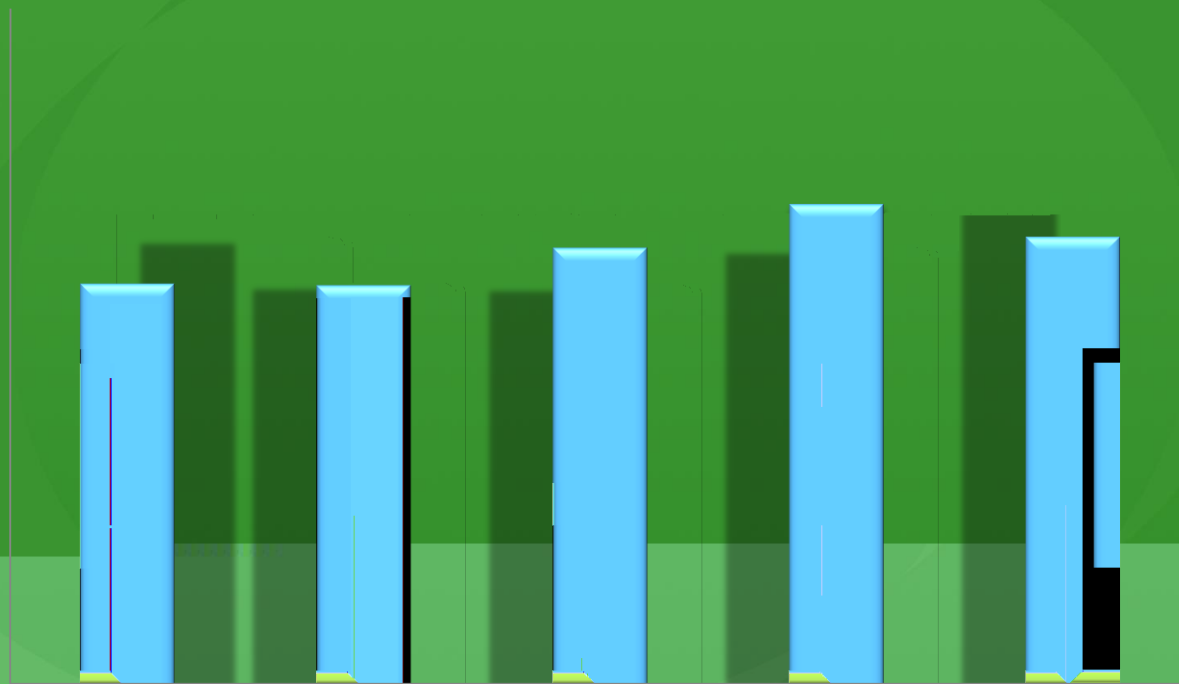
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Dividend Rate



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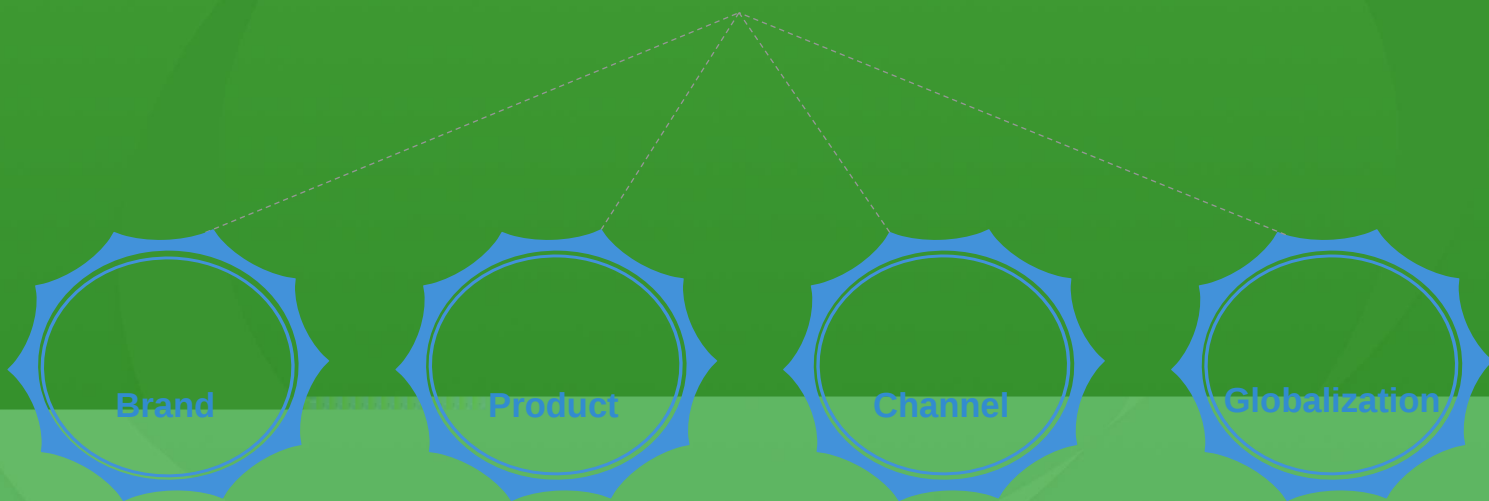




Business Review



“冰丝带”合作伙伴 伊利乳业
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Beijing 2022





金牌合作伙伴 2022 年北京冬奥会
Winter Games Beijing 2022 - Official Partner of the Olympic

Products



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New Products and Key Products

Sales revenue of key products (Satine, Ambrosial, Changqing, Meiyitian, WoyDay, Pro-Kido, Chociliz, Zhenxi, Changyi 100) and others grew by 30% yoy. New product sales accounted for 17.4% of total sales revenue, an increase of 2.6 ppts over 2018.

Leading Products Innovation

Focusing on organic products business, on the basis of "Satine Organic Pure Milk", "QQ Star Organic Pure Milk" and "Changqing Organic Flavor Fermented Milk", Yili launched new product "Pro-Kido Seine Moullier infant formula milk powder". Through new products "NOC Fresh Fruit and Active Bacteria Yogurt Ice cream", "Changyi 100% Global Selection Series Probiotic drinks", "Satine Jersey Pure Milk" etc., more consumption scenarios and target groups are covered.



Pro-Kido Seine Moullier
infant formula milk powder

有机奶粉
塞纳牧



NOC Fresh Fruit and Active
Bacteria Yogurt Ice cream

酸奶冰淇淋
须尽欢



Changyi 100% Global Selection
Series Probiotic drinks

乳饮料
畅意



Satine Jersey Pure Milk

纯牛奶
金典娟姗

Channel



Globalization

Globalized Dairy Resources



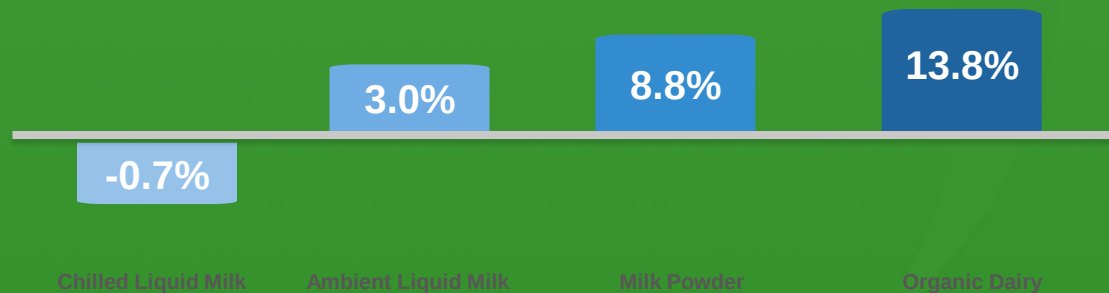


Industry Status



Continuous Consumption Upgrade

During the reporting period, domestic dairy market developed steadily. Nielsen data showed the retail sales of ambient liquid milk, chilled liquid milk and milk powder segments increased by 3.0%, -0.7% and 8.8% respectively yoy, among which the retail sales of organic dairy segments increased by 13.8% yoy.



Rising Cost Pressure

During the reporting period, price of raw milk in China, prices of raw and auxiliary materials such as imported whey powder and skim milk powder were on the rise, caused the increasing pressure of cost control for enterprises.



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冰丝带合作伙伴

Our Culture



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Belief

Yili represents the highest quality.



Our Culture



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Vision

Becoming the most trusted
healthy food provider
around the world.

Our Culture



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Core Values

Excellence

Accountability

Innovation

Win-Win





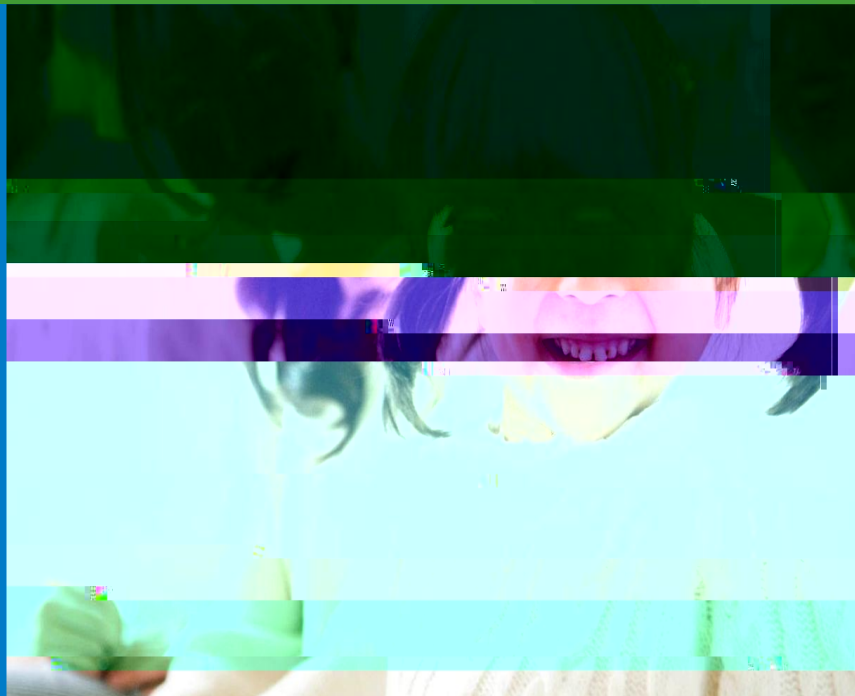
Brand Essence



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Nourish for Life

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



DISCLAIMER



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