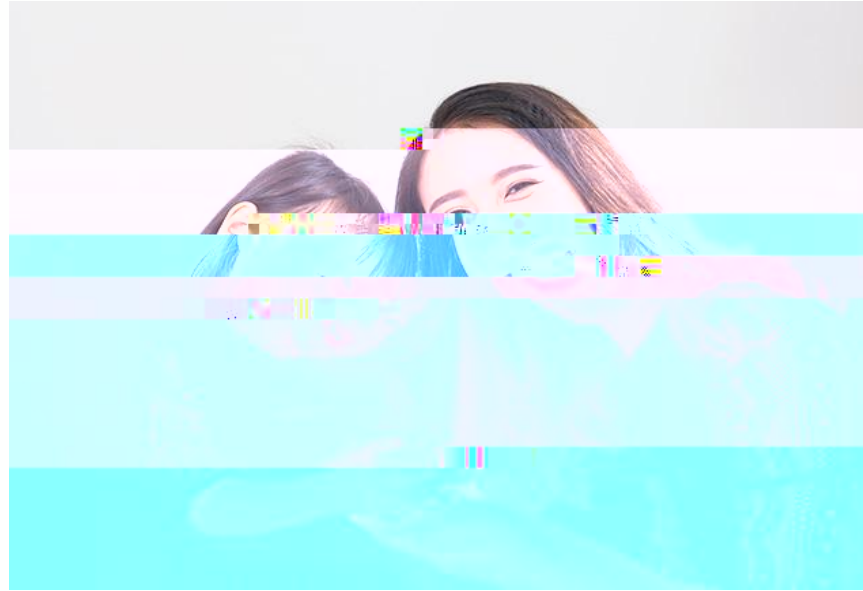
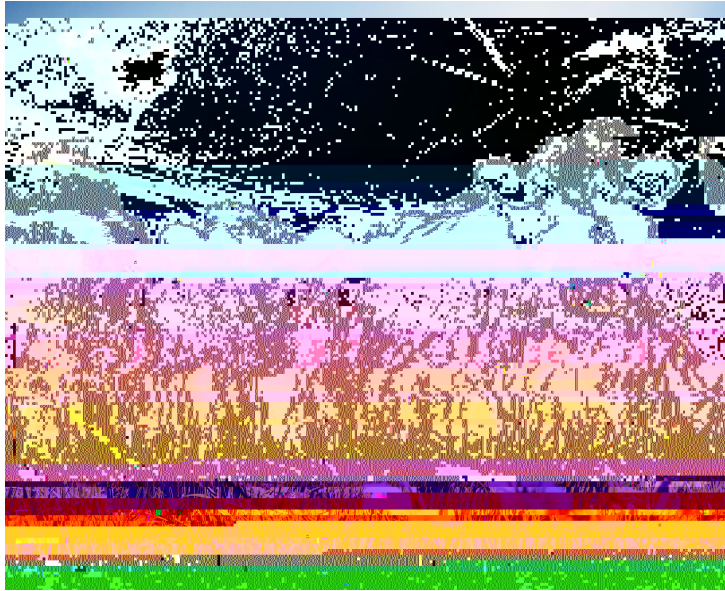




Inner Mongolia Yili Industrial Group

Third Quarter 2023 Results



2 Financial Review

3 Culture and Brand Management

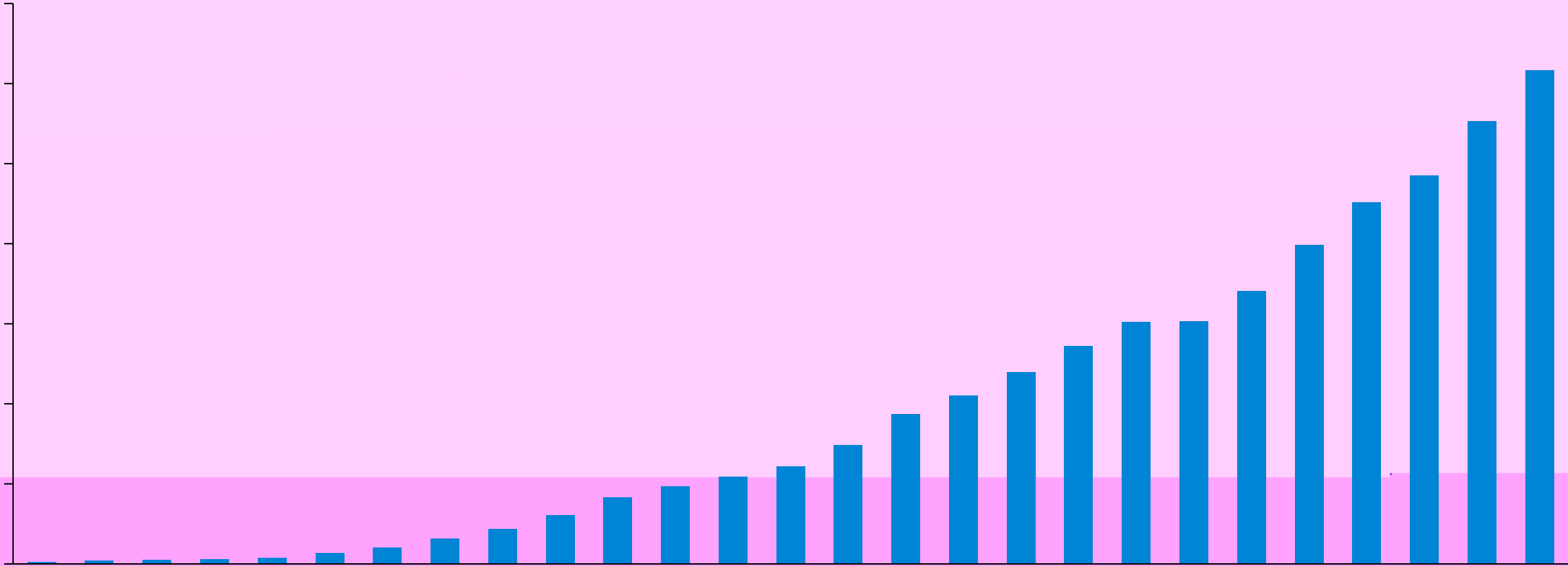




1 About Yili



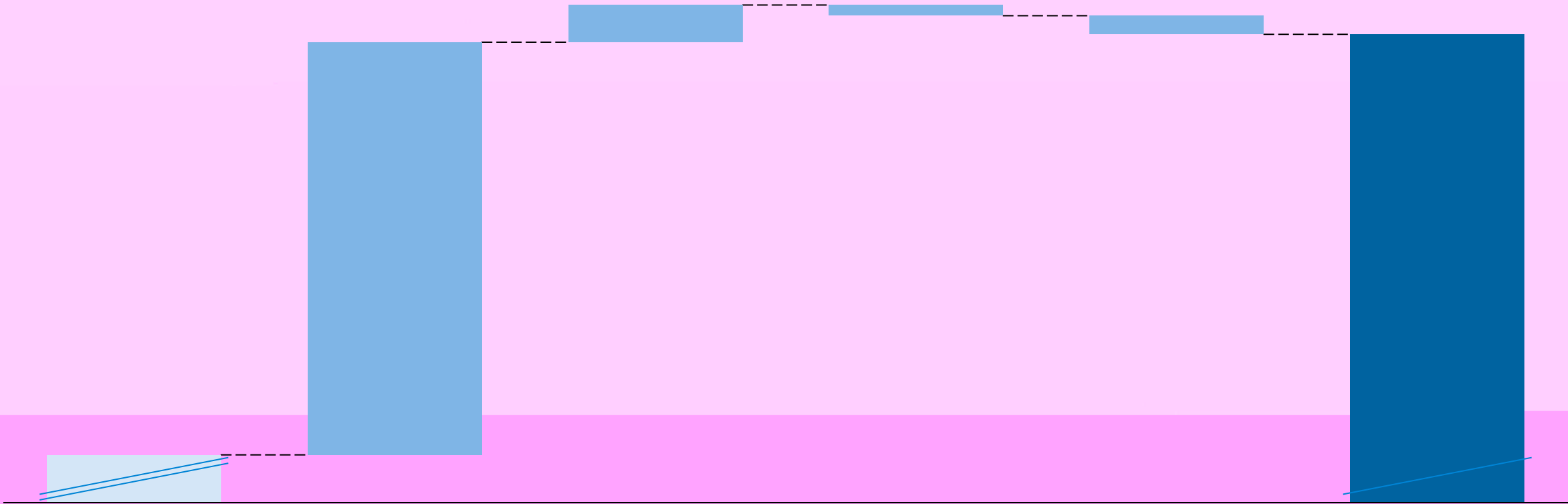
3 Culture and Brand Management



Revenue	93,398	93,397		93,861	97,410	3.8%
Income from operations	29,877	30,680	2.7%	31,110	32,209	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	9,869	10,809	9.5%	31,861	33,861	6.3%
Net profit attributable to shareholders	2,228	3,809	70.9%	9,553	11,136	16.6%

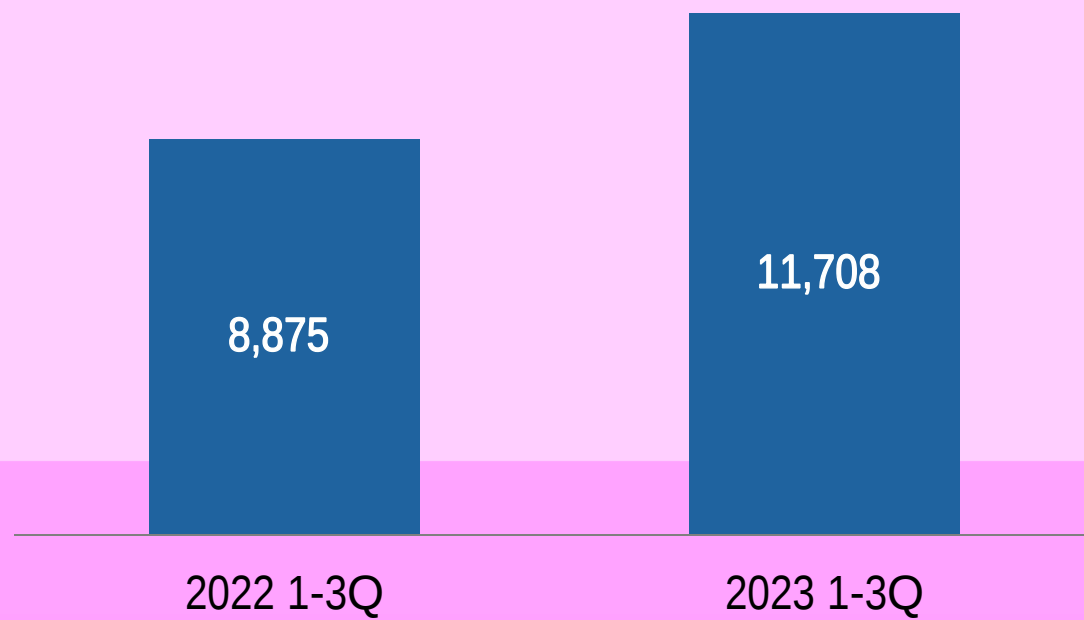


2023年1-6月			2022年1-6月		
数量	占比	同比变化	数量	占比	同比变化
64,102	69.4%		65,432	68.0%	2.1%
18,728	20.3%		19,922	20.7%	6.4%
9,200	10.0%		10,383	10.8%	12.9%
311	0.3%		472	0.5%	51.5%
92,342	100.0%		96,209	100.0%	4.2%

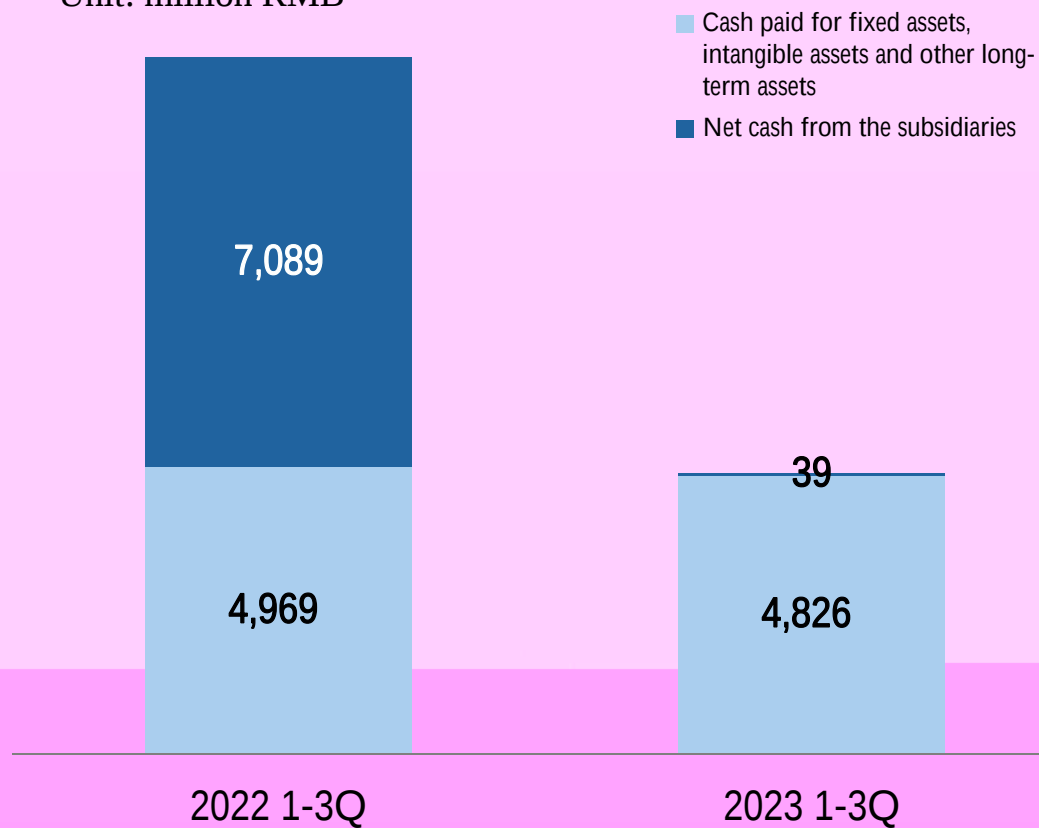




Unit: million RMB



Unit: million RMB





1 About Yili

2 Financial Review





“Vili” is the best quality



Environmental sustainability
Value chain respected

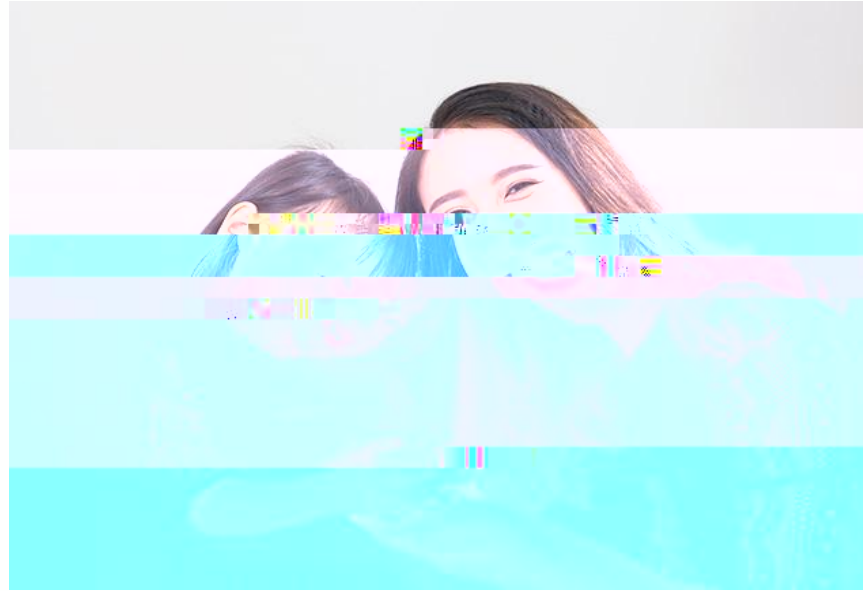
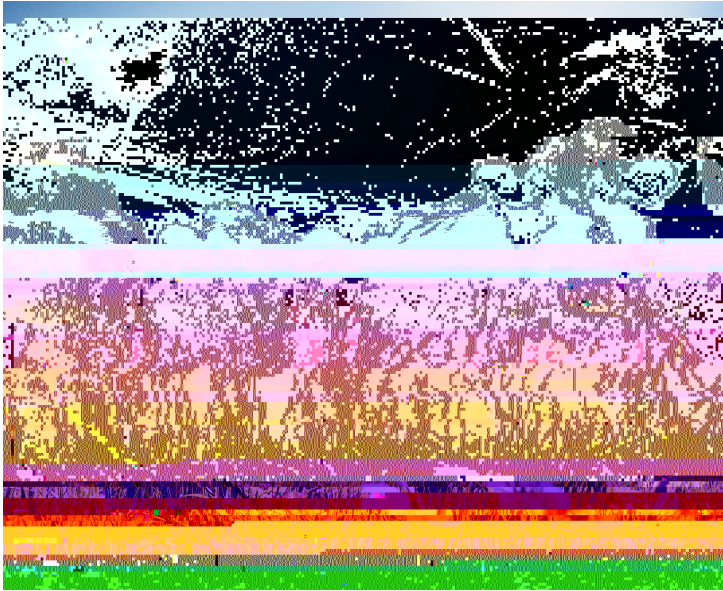


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Ownership mindset
Strong sense of responsibility

Life π



Thank you!