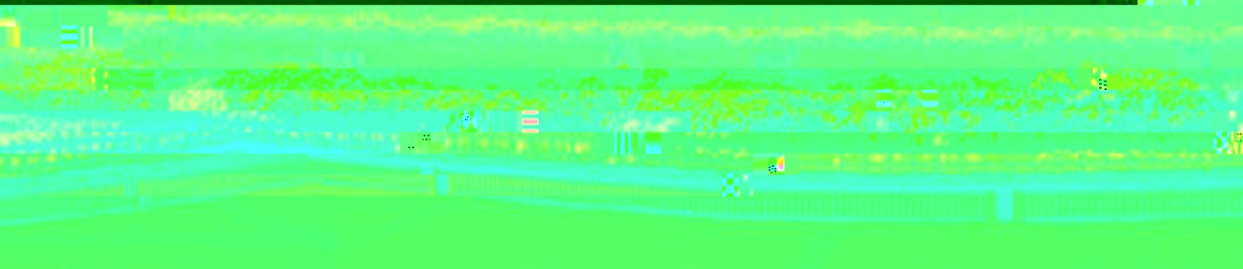


<http://www.yili.com>

| About Yili

| Financial Data

| Culture and Brand Concept





8

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.

2008

2010

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.



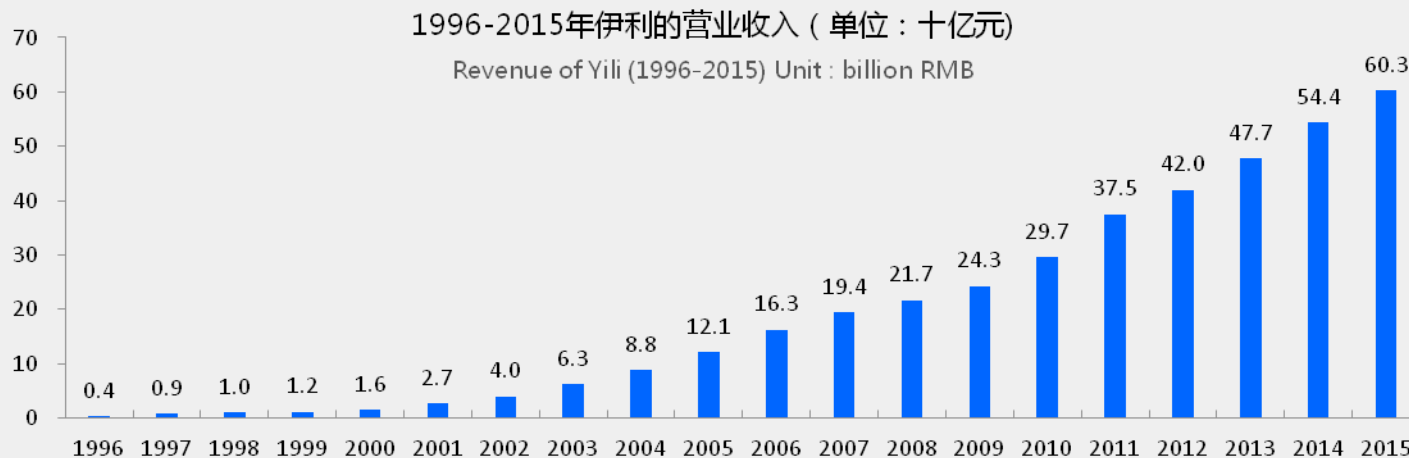
2015

600

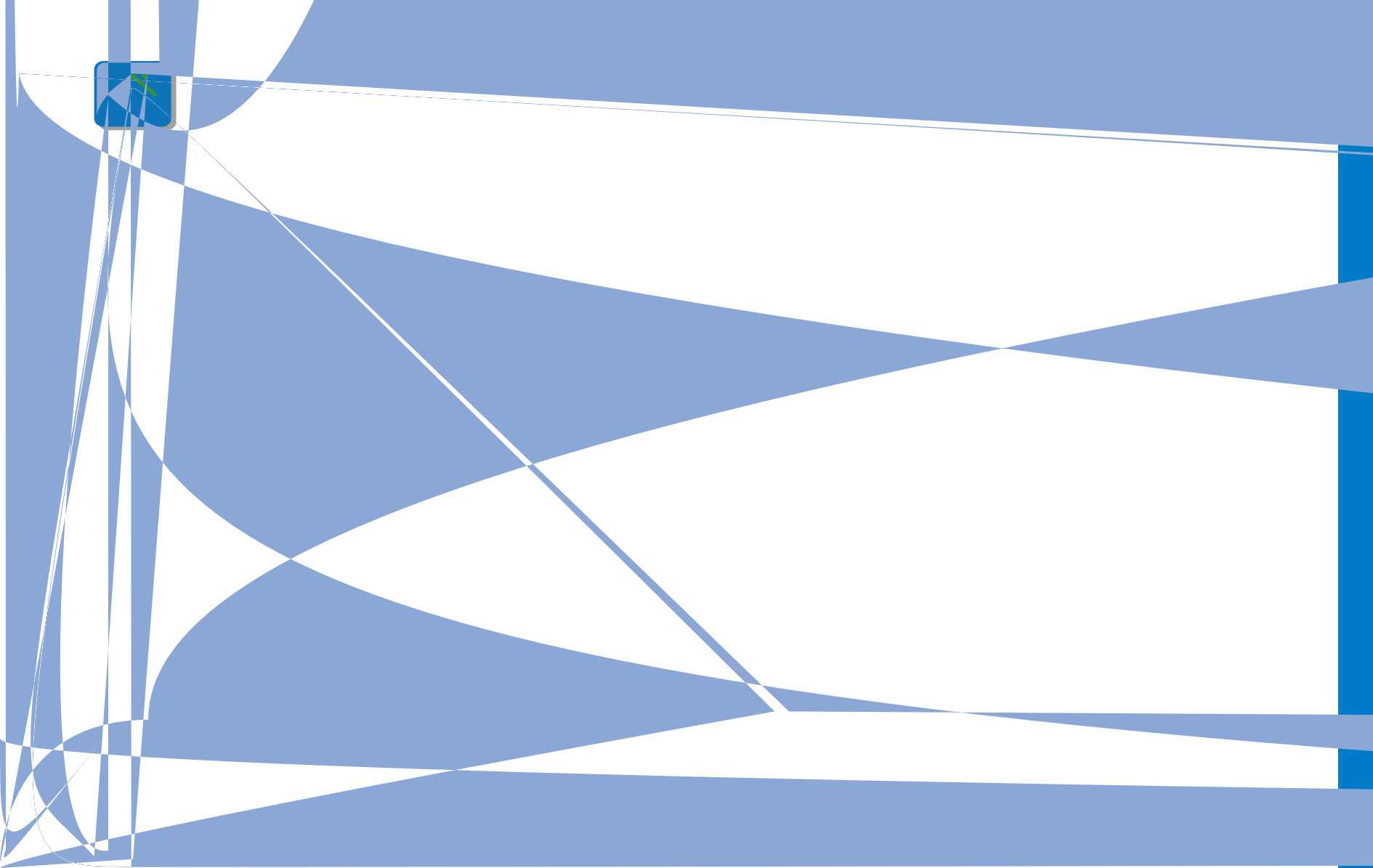
603.6

46.54

and net profit of RMB 4.6 billion Yuan in fiscal 2015, ranking No. 1 in Asian dairy industry.



Data source: Yili Annual Report





Introduction of Leader

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Introduction of Leader



External Recognition

2016

2016 Member of UNDP Private Sector Advisory Board

2011

2011 Outstanding Asia-Pacific Green Economy Leader

2010

2010 Outstanding Business Leader in Asia-Pacific Region

2010

2010 Business leader in Power of Changing China Awards

2009 **2009**

2009 Top 10 Chinese economics leader

2007

2007 China-Russia friendship most elegant enterprise leader

2006



Management Thinking



The "national networking" and "global networking" strategy

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, that we hold in every step of our growth.

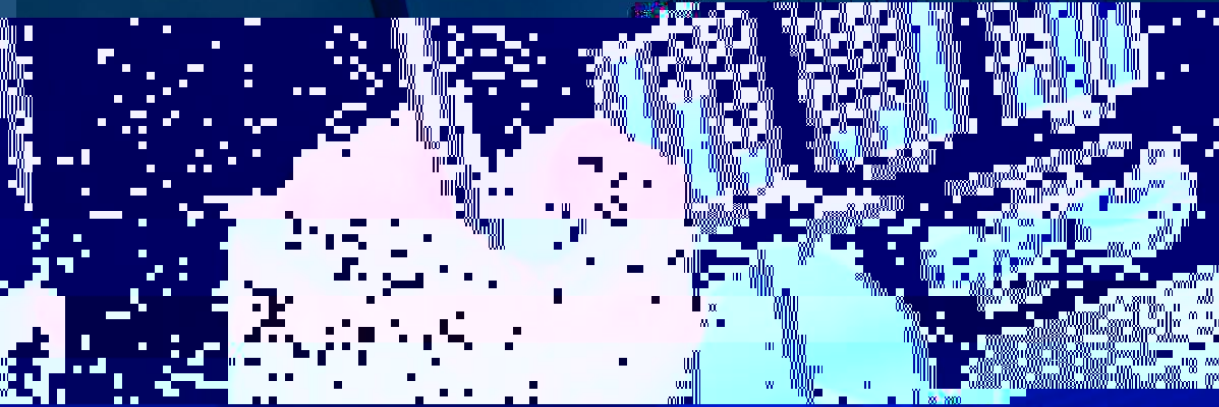
Pan Gang, President of Yili Group

Business activity of company and subdivisions

Data and prognosis of activity



Transformation of changing business activity of subdivisions of each company





Financial Highlights



Financial Highlights						
RMB(million)	3Q 2015	3Q 2016	Growth Rate	1-3Q 2015	1-3Q 2016	Growth Rate
Revenue	15,728	16,085	2.3%	45,879	46,171	0.6%
Core Business Revenue	15,411	15,943	3.5%	44,685	45,321	1.4%
Gross Profit	5,446	6,132	12.6%	15,783	17,745	12.4%
Gross Profit Margin	35.3%	38.5%	+3.13ppts	35.3%	39.2%	+3.83ppts
Operating Profit	968	1,263	30.6%	4,044	4,529	12.0%
Net Profit Attributable to Owners of the Company	975	1,178	20.9%	3,637	4,390	20.7%
Net Profit Margin	6.2%	7.3%	+1.13ppts	7.9%	9.5%	+1.58ppts
EPS (RMB)	0.16	0.19	18.8%	0.59	0.72	22.0%
ROE	-	-	-	18.7%	20.9%	+2.17ppts

Source: Company Data



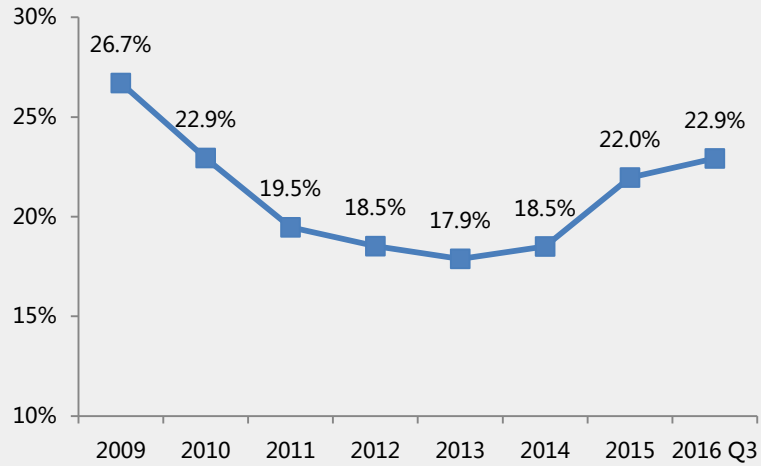
滋养生命活力



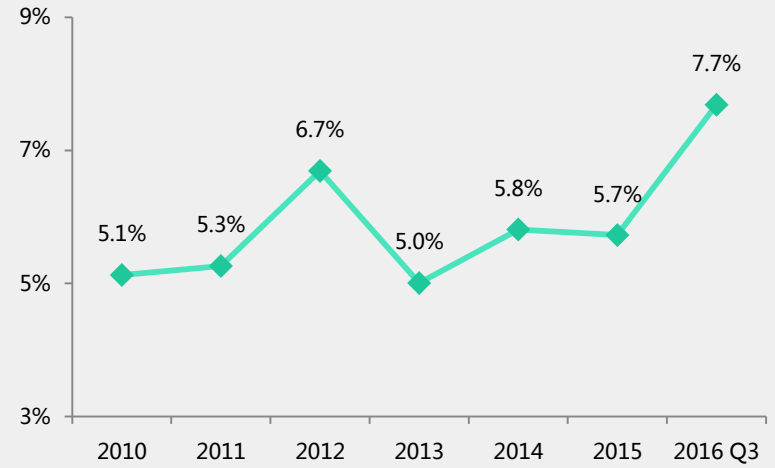
SG&A Ratio



Selling Expense Ratio



G&A Ratio



Source: Company Data

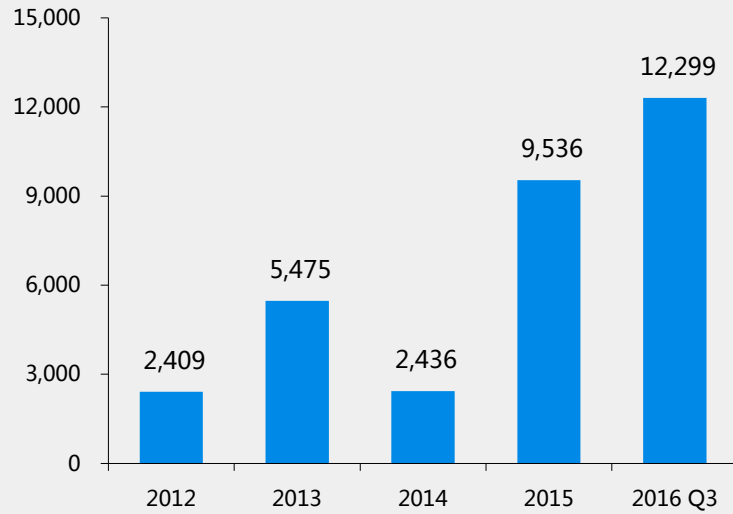




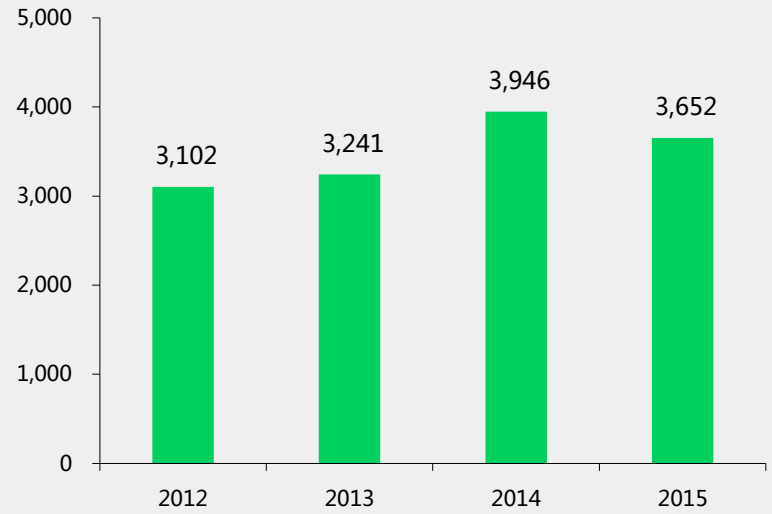
Cash Flow and Capital Expenditure



Net Cash Flow from Operating Activities (million)



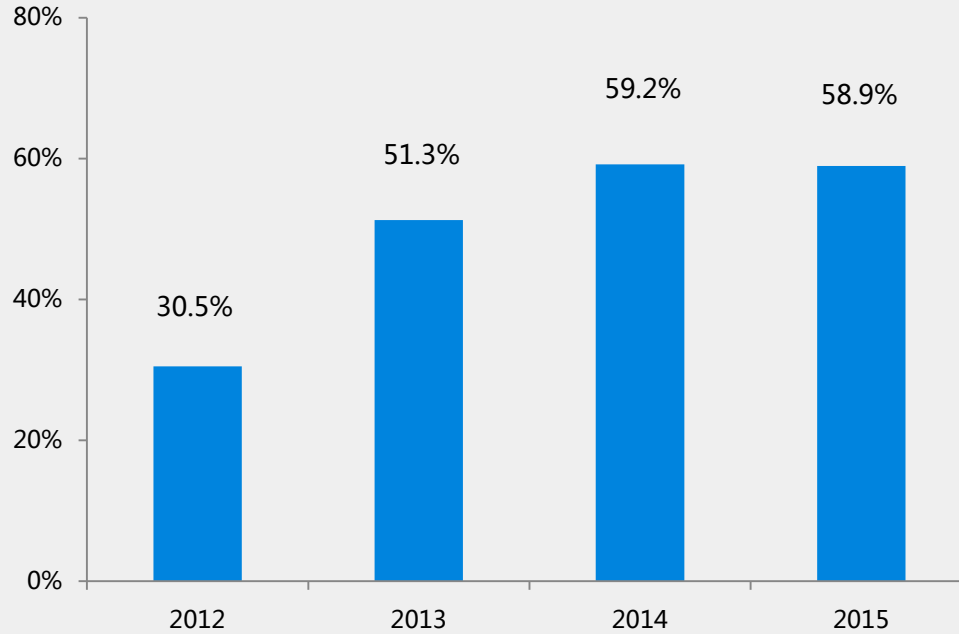
Capital Expenditure (million)



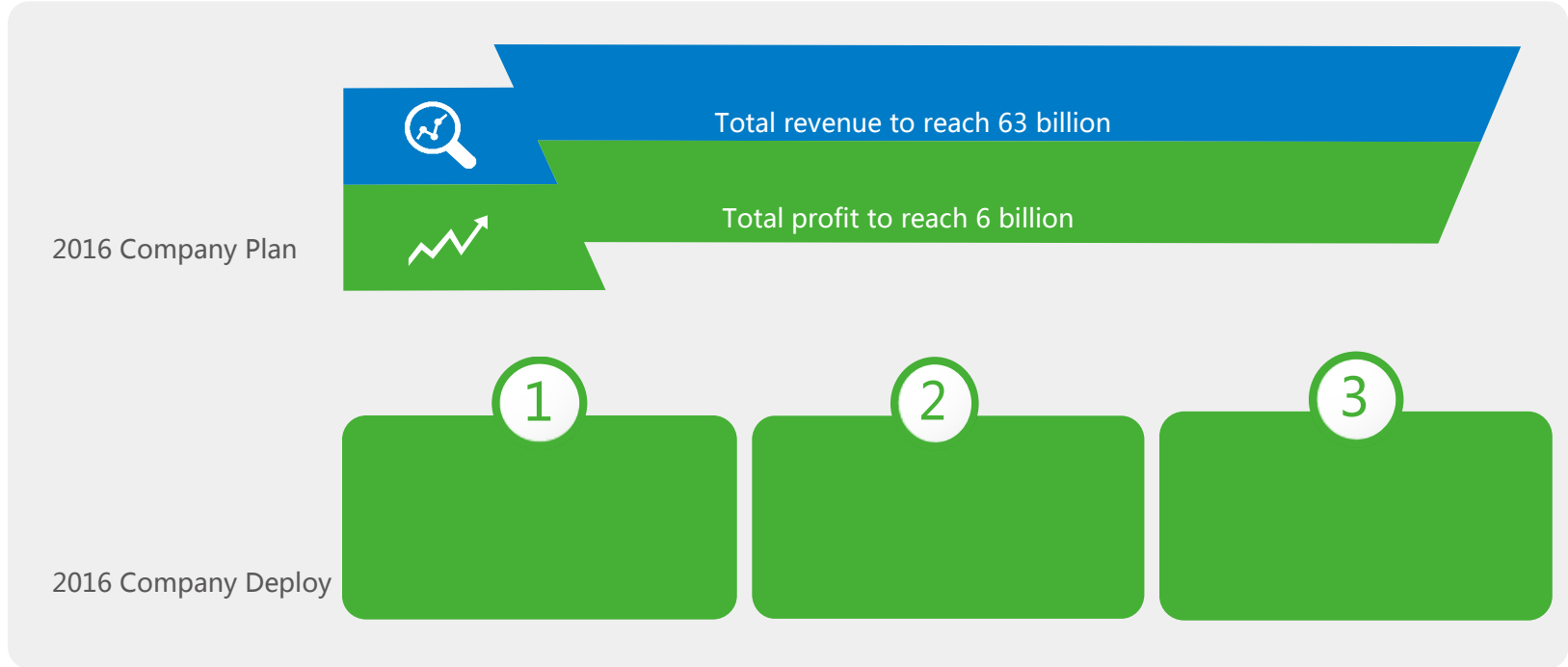
Source: Company Data



Stock Dividend Rate



Source: Company Data







Belief



Our Culture



Vision

Becoming the most trusted health-food provider around the world

-



Core Values

Excellence



Exceeding expectations continuously

Accountability



Whole heartedly embracing responsibility

Innovation



Inventing and progressing each and every day

Win-Win



Progressing hand in hand for collective strength and superior results





The Spirit of Yili

With a strong ownership mindset, Yili people molded its unique core competitive advantages, including a spirit of accountability, outstanding execution capabilities, and exceptional qualities in the pursuit of excellence.

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



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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