



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

伊利股份 2019年度及 2020年一季度业绩

2019 Annual and 2020 1st Quarter Results



关于伊利

About Yili

关于伊利

About Yili



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伊利是**亚洲第一**的中国乳品企业。

Yili is the No.1 dairy enterprise in Asia.

伊利是中国规模最大、产品线最健全的乳品企业。

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

伊利是中国唯一一家同时符合奥运会及世博会标准，为2008年北京奥运会和2010年上海世博会提供服务的乳制品企业。2017年，伊利签约北京冬奥，成为首家“双奥”健康食品企业。

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

关于伊利

About Yili



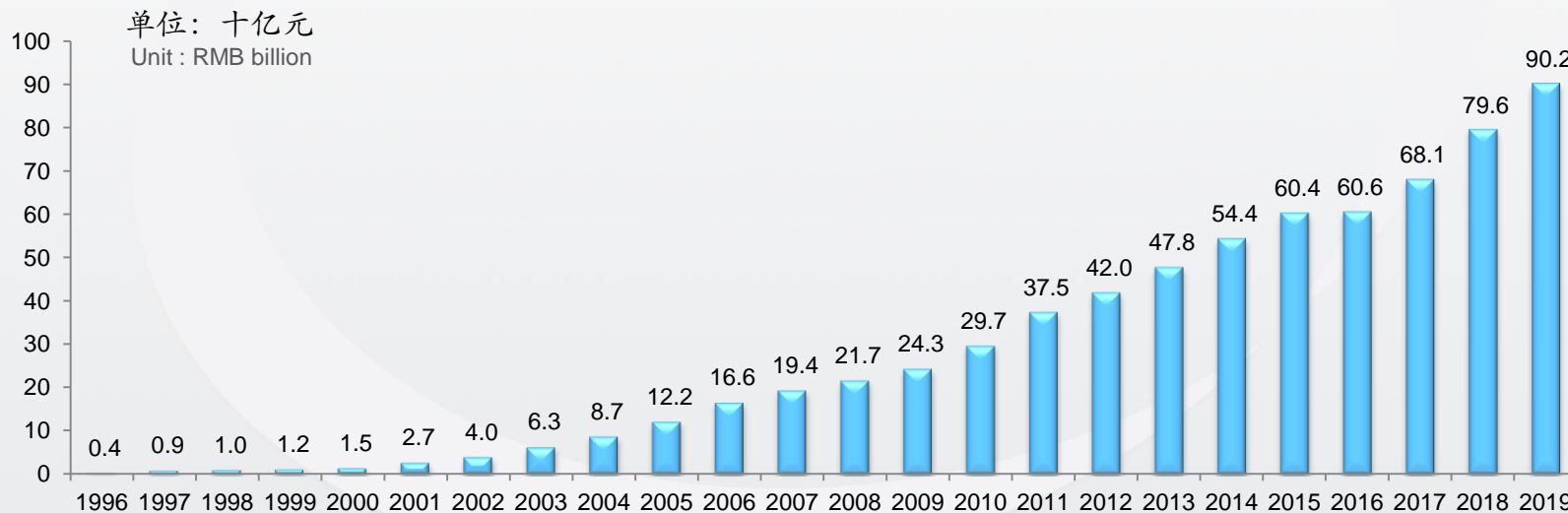
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2019年营业总收入达**902.2**亿元，实现净利润（归属上市公司股东）**69.3**亿元，双双保持增长，继续稳居亚洲乳业首位。

Total revenues of Yili in 2019 were RMB 90.22 billion, and net profit attributable to shareholders of the company was RMB 6.93 billion. Both revenues and net profit maintained growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

营业总收入 (1996 - 2019)

Total Revenues (1996 - 2019)



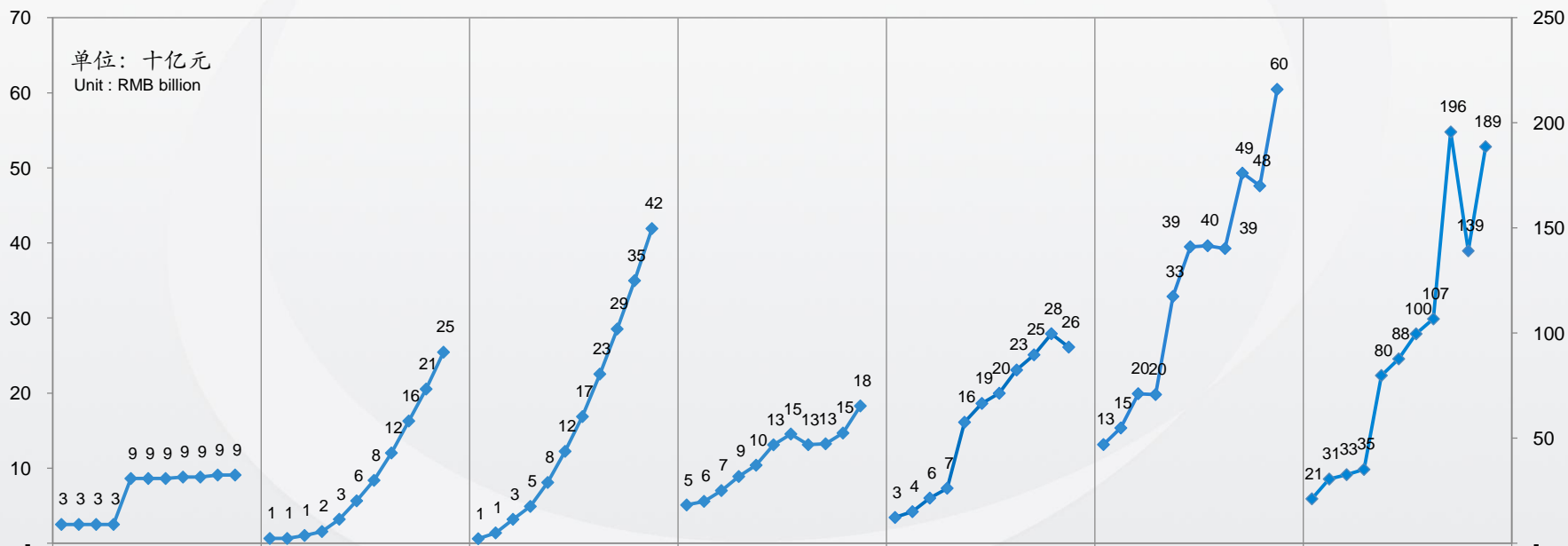
股东回报

Shareholder Return



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累计融资 Accumulated Financing Amount	累计分红 Accumulated Dividends	累计净利润 (归属于上市公司股东) Net Profit Attributable to Shareholders of the Company	固定资产 Fixed Assets	净资产 Net Assets	总资产 Total Assets	市值 (右轴) Market Cap (Right Axis)
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2009 2011 2013 2015 2017 2019

领导人简介

Introduction of Our Leader



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潘刚 (内蒙古伊利实业集团股份有限公司党委书记、董事长、总裁)

Pan Gang, the Chairman and CEO of Yili Group

- 2002年成为中国520家重点工业企业最年轻的总裁

By 2002, he was the youngest president among the 520 key industrial enterprises

- 2005年6月至今，任伊利集团的董事长兼总裁

He has been holding the position of Chairman and President of Yili Group since June 2005

管理思想

Management Thinking

伊利始终以“厚度优于速度、行业繁荣胜于个体辉煌、社会价值大于商业财富”的伊利法则，指导企业的每一次成长。

—— 伊利集团董事长潘刚

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.

—— Pan Gang , Chairman/CEO of Yili Group



董事长寄语

Address from Chairman



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在伊利人眼中，世界上只有两种人：一种人是喝牛奶的，一种人是不喝牛奶的，伊利人的使命就是要将这两种人变成一种人，喝牛奶的人，享受牛奶营养与健康的人。

—— 伊利集团董事长潘刚

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, Chairman/CEO of Yili Group



财务回顾

Financial Review

全年计划和完成情况

2019 Business Outlook and Results



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2019年经营计划

Business Outlook of 2019

营业总收入实现
900亿

Total revenues to be RMB 90 billion

利润总额实现
76亿

Total profit before tax to be RMB 7.6 billion

2019年实际业绩

Actual Performance of 2019

营业总收入实现
902.23亿

Total revenues realized RMB 90.223 billion

利润总额实现
81.94亿

Total profit before tax realized RMB 8.194 billion

+ 13.4%



+ 8.1%



主要财务指标

Financial Highlights



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主要财务指标

Financial Highlights

人民币 (百万元) RMB(million)	2018	2019	增长率 Growth Rate	2019 Q1	2020 Q1	增长率 Growth Rate
营业总收入 Revenue	79,553	90,223	13.4%	23,130	20,653	-10.7%
主营业务收入 Core Business Revenue	78,721	89,509	13.7%	23,011	20,456	-11.1%
毛利 Gross Profit	29,785	33,442	12.3%	9,196	7,646	-16.9%
毛利率 Gross Profit Margin	37.8%	37.4%	-0.47 ppt	40.0%	37.4%	-2.59 ppts
营业利润 Operating Profit	7,691	8,280	7.7%	2,739	1,666	-39.2%
归属于上市公司股东净利润 Net Profit Attributable to Shareholders of the Company	6,440	6,934	7.7%	2,276	1,143	-49.8%
净利率 Net Profit Margin	8.1%	7.7%	-0.41 ppt	9.8%	5.5%	-4.31 ppts
每股收益(元) EPS (RMB)	1.06	1.15	8.5%	0.37	0.19	-48.6%
净资产收益率 ROE	24.33%	26.38%	2.05 ppts	7.72%	4.31%	-3.41 ppts

注：毛利是主营业务毛利

Note : gross profit is calculated from core business revenues

数据来源：公司数据

Data source: Company Data

主要业务收入细分

Core Business Revenues Segment Breakdown



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主营业务收入细分

Core Business Revenues Breakdown by Segment

人民币 (百万元) RMB (million)	2018年		2019年			2019 Q1		2020 Q1		
	收入 Revenues	占比 %	收入 Revenues	占比 %	增长率 Growth Rate	收入 Revenues	占比 %	收入 Revenues	占比 %	增长率 Growth Rate
液体乳 Liquid Milk	65,679	83.4%	73,761	82.5%	12.3%	18,959	82.4%	15,358	75.2%	-19.0%
奶粉及奶制品 Milk Powder and Milk Products	8,045	10.2%	10,055	11.2%	25.0%	2,552	11.1%	3,241	15.9%	27.0%
冷饮产品系列 Ice Cream	4,997	6.3%	5,631	6.3%	12.7%	1,500	6.5%	1,812	8.9%	20.8%
其他产品 Other Products	-	-	62	0.1%	-	-	-	44	0.2%	-
总体 Total	78,721	100%	89,509	100%	13.7%	23,011	100%	20,456	100%	-11.1%

数据来源：公司数据
Data source: Company Data

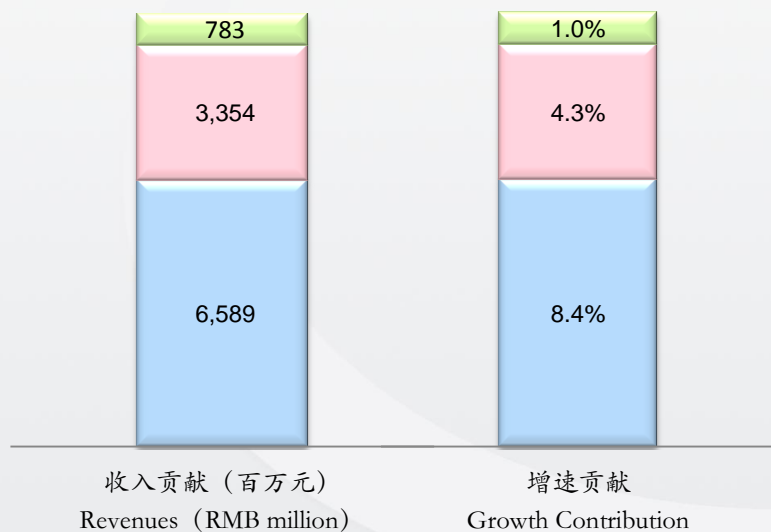
主营业务收入增长归因

Core Business Revenues Growth Attribution

2019年收入增长归因

Revenues Growth Attribution

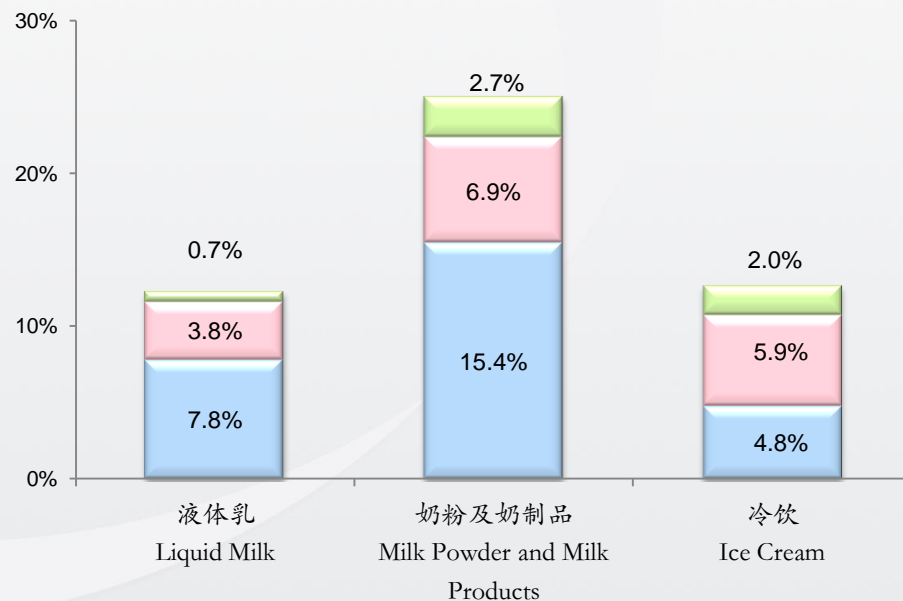
■ 单价 ASP
■ 结构升级 Product Mix
■ 销量 Volume



2019年各业务增长归因

Revenues Growth Attribution by Segment

■ 单价 ASP
■ 结构升级 Product Mix
■ 销量 Volume



业务成本分析

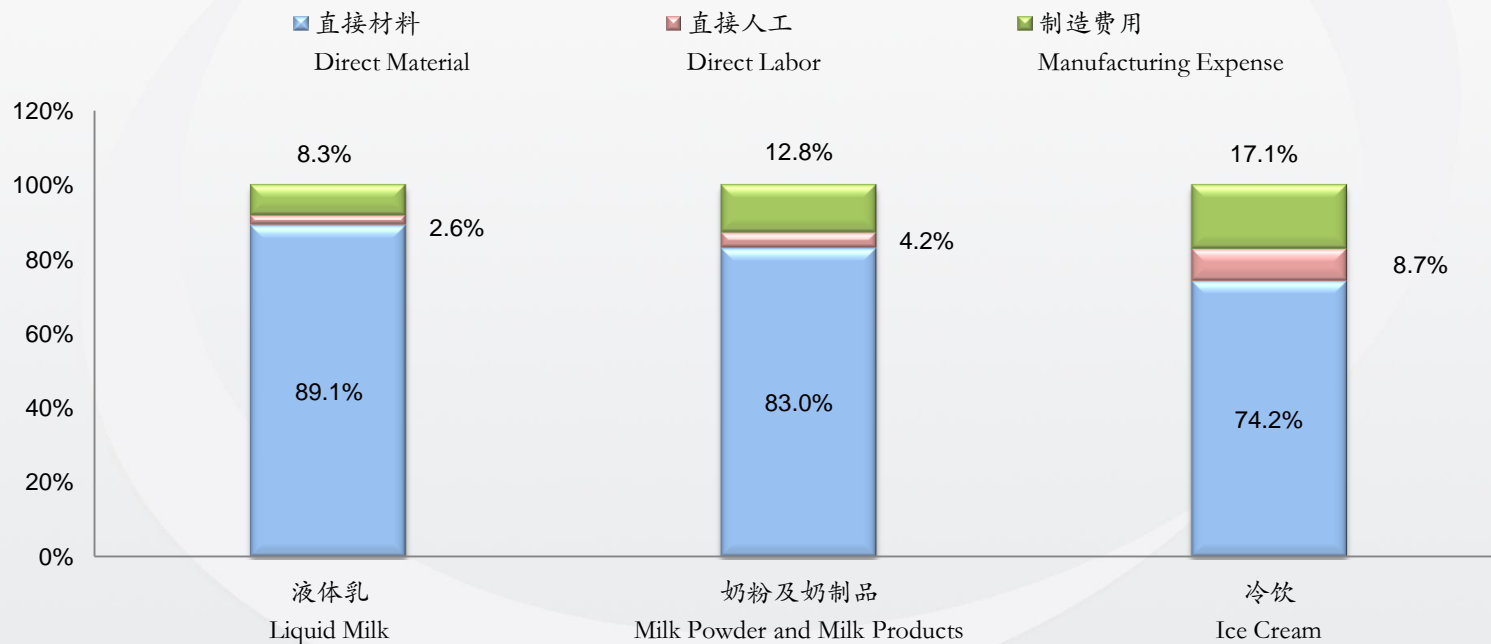
Cost by Segment



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2019年业务成本分析

Cost by Segment



市场占有率

Market Share of Yili



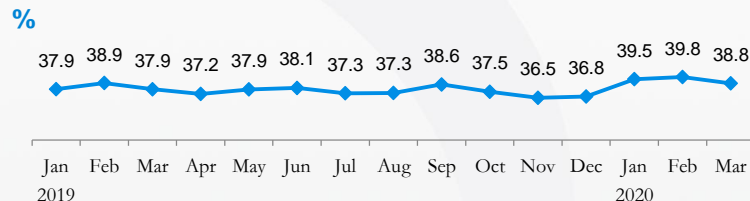
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常温

Ambient Products

2019年市占率**37.7%**，同比上升**1.4**个百分点
2020年1季度市占率**39.3%**，同比上升**1.1**个百分点

The market share of ambient products was 37.7% in 2019, up by 1.4 ppts YoY.
The market share of ambient products was 39.3% in 2020 Q1, up by 1.1ppts YoY.

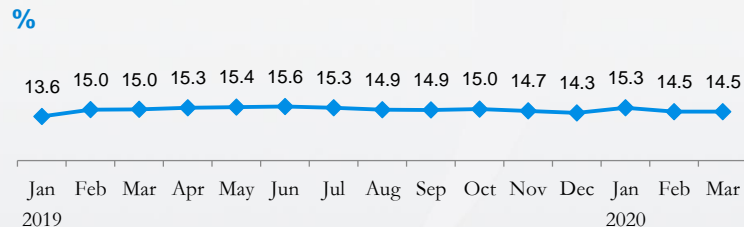


低温

Chilled Products

2019年市占率**15.0%**，同比下降**0.8**个百分点
2020年1季度市占率**14.8%**，同比上升**0.3**个百分点

The market share of chilled products was 15.0% in 2019, down by 0.8 ppt YoY.
The market share of chilled products was 14.8% in 2020 Q1, up by 0.3ppt YoY.

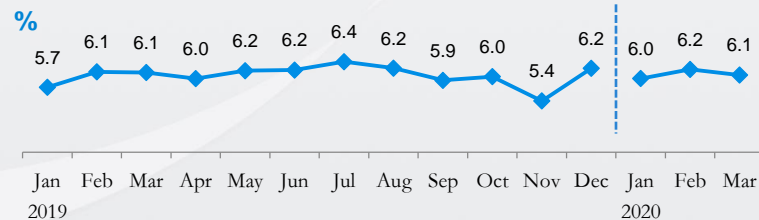


婴幼儿奶粉

Infant Milk Formula

2019年市占率**6.0%**，同比上升**0.4**个百分点
2020年1季度市占率**6.1%**，同比下降**0.1**个百分点

The market share of infant milk formula was 6.0% in 2019, up by 0.4 ppt YoY.
The market share of infant milk formula was 6.1% in 2020 Q1, down by 0.1ppt YoY.

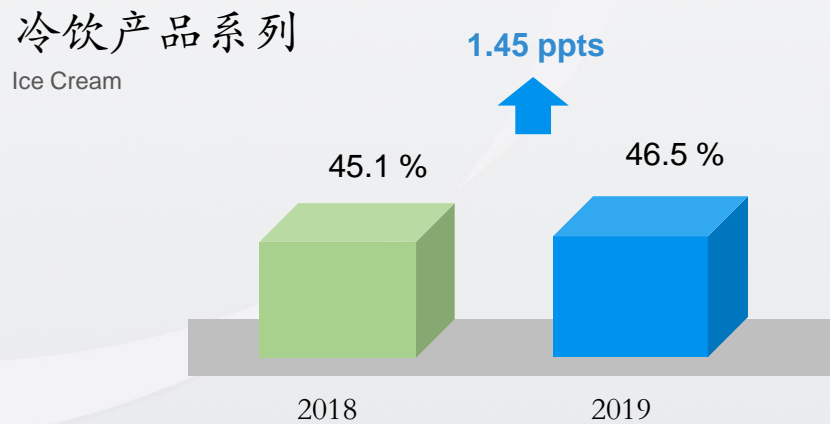
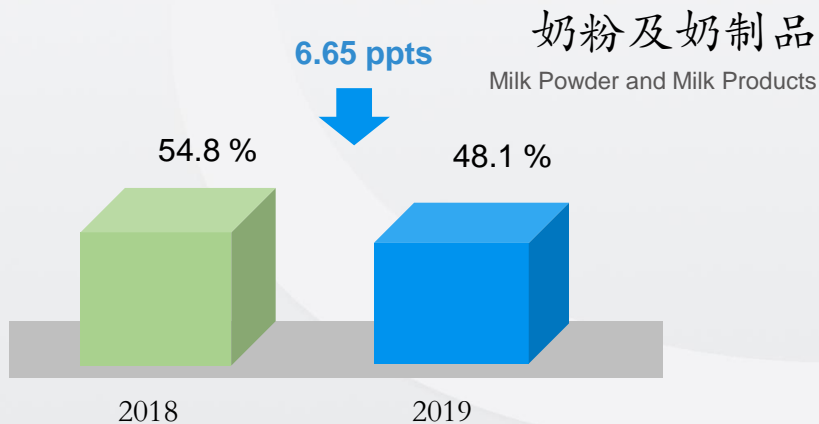
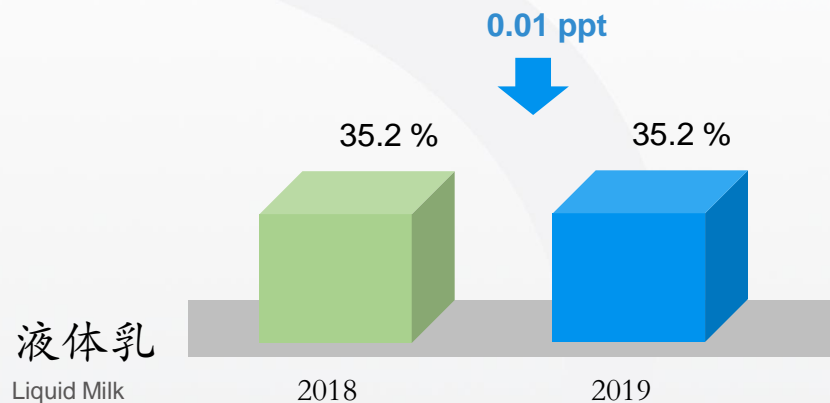
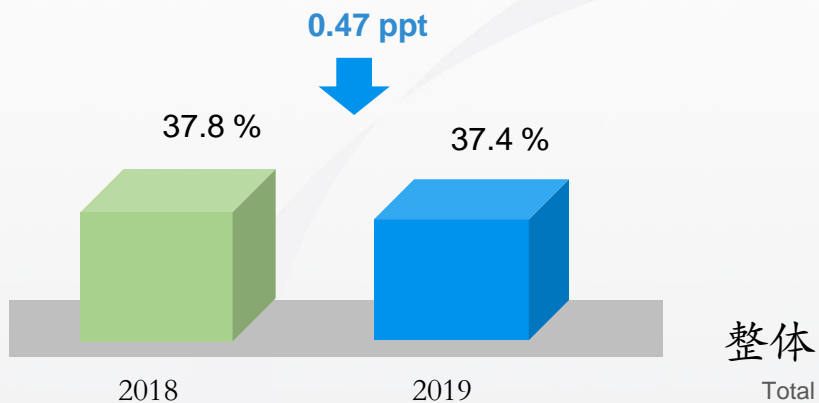


各业务毛利率情况

Gross Margin by Segment



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数据来源：公司数据
Data source: Company Data

销售及管理费用率

SG&A Expense Ratio



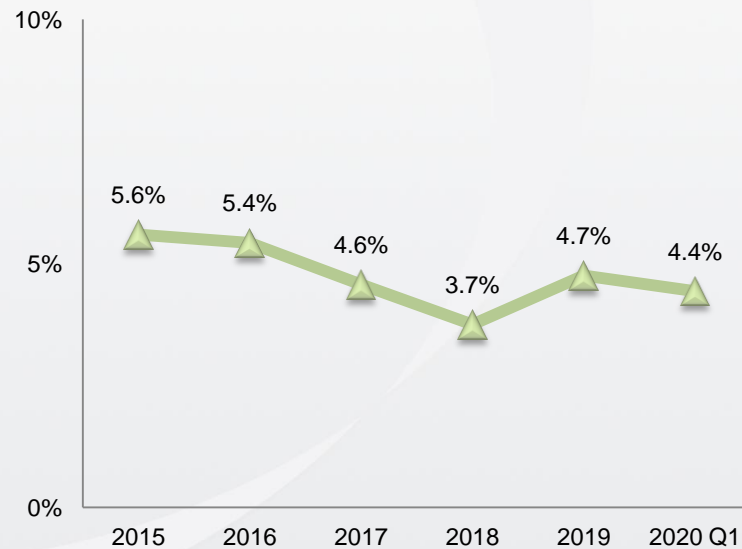
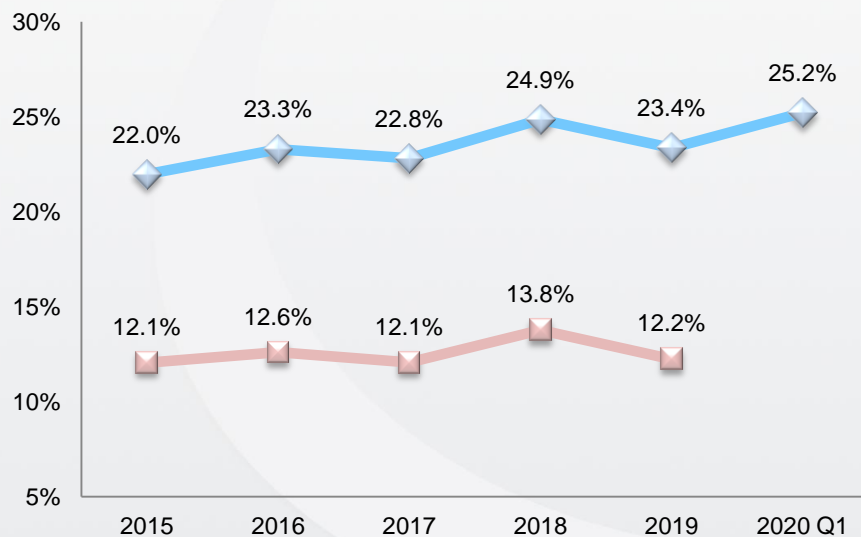
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销售费用率 Selling Expense Ratio

管理费用率 G&A Expense Ratio

◆ 销售费用率
Selling Expense Ratio

■ (其中) 广告营销费用率
A&D Expense Ratio



营运效率

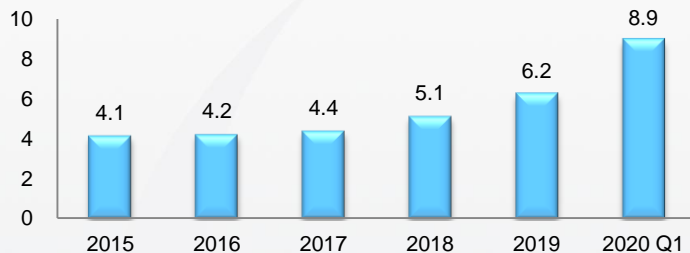
Operating Efficiency



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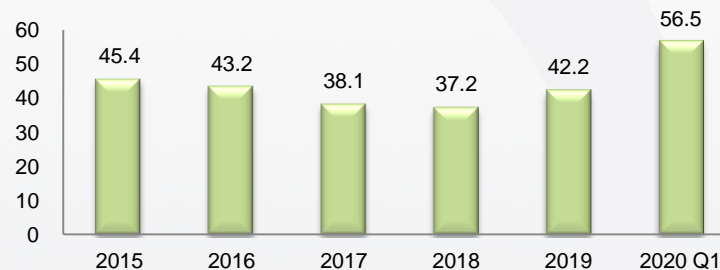
应收票据及应收账款周转天数

Notes Receivable and Accounts Receivable Turnover (Days)



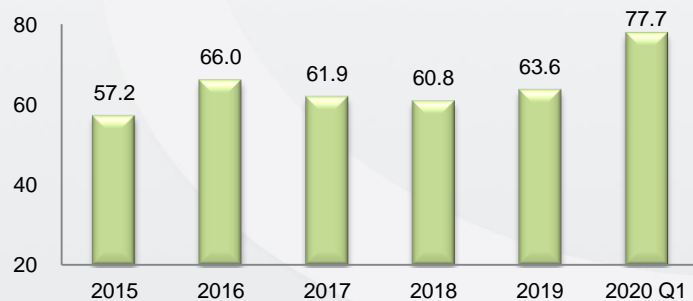
存货周转天数

Inventory Turnover (Days)



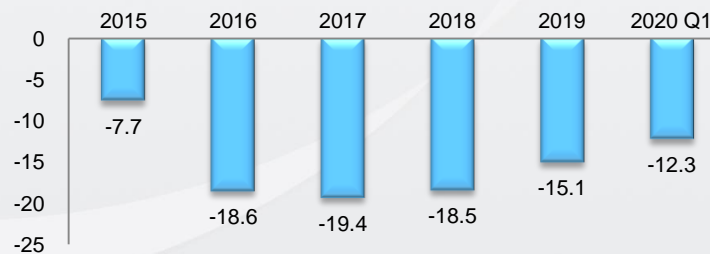
应付票据及应付账款周转天数

Notes Payable and Accounts Payable Turnover (Days)



现金周转天数

Cash Turnover (Days)



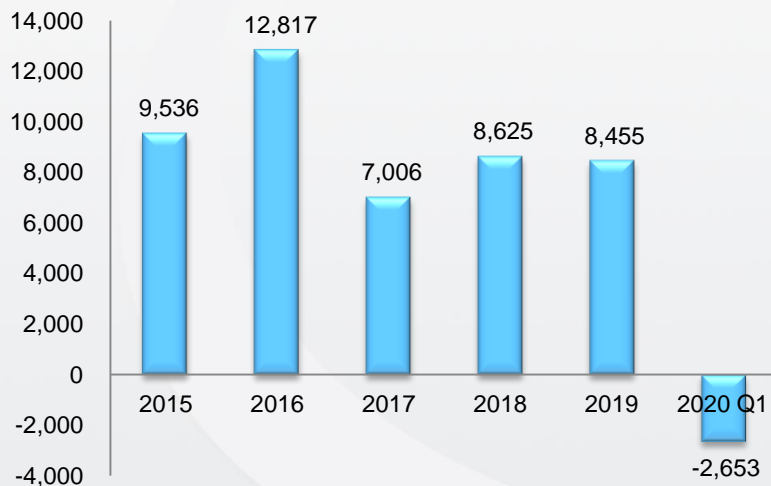
现金流和资本开支

Cash Flow and Capital Expenditure

经营性净现金流

Net Cash Flow from Operating Activities

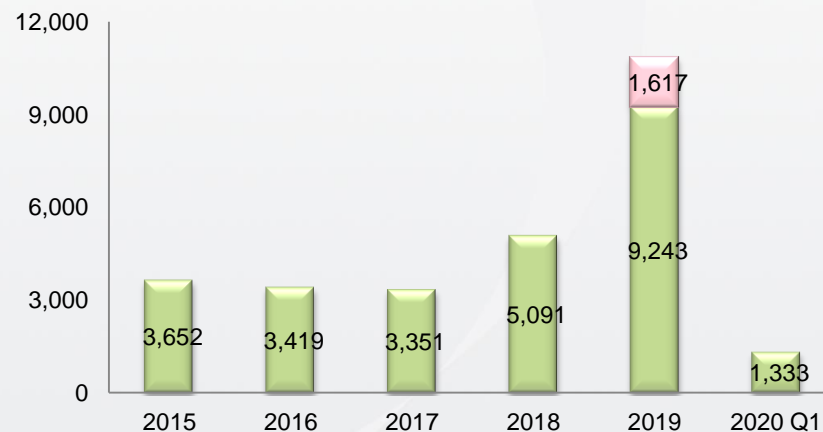
单位：百万元
Unit: RMB million



资本开支

Capital Expenditure

单位：百万元
Unit: RMB million



- 购建固定资产、无形资产和其他长期资产支付的现金
Cash paid for the purchase and construction of fixed assets, intangible assets and other long-term assets
- 取得子公司及其他营业单位支付的现金净额
Net cash paid by acquiring subsidiaries and other business units

税息折旧及摊销前利润与投资回报率

EBITDA and ROIC

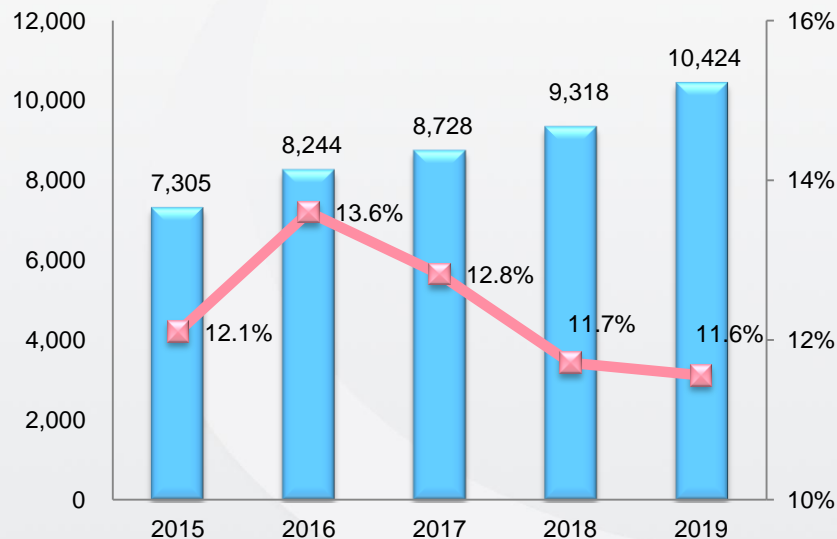


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税息折旧及摊销前利润及利润率

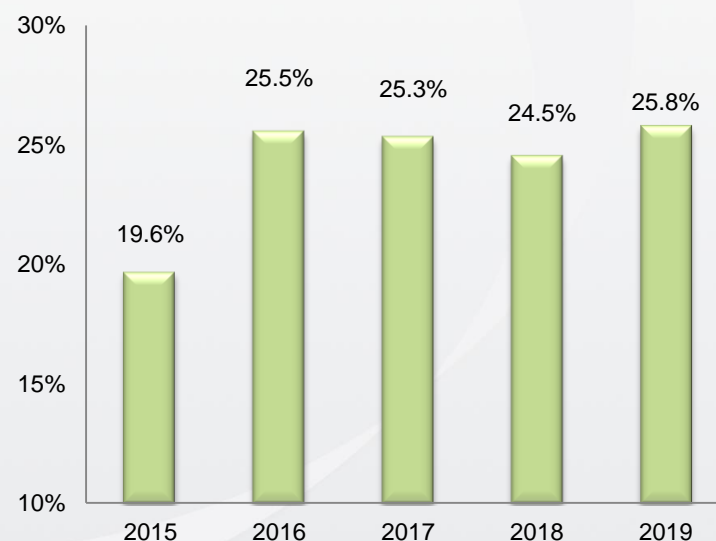
EBITDA & EBITDA Margin

单位：百万元
Unit: RMB million



投资回报率

ROIC



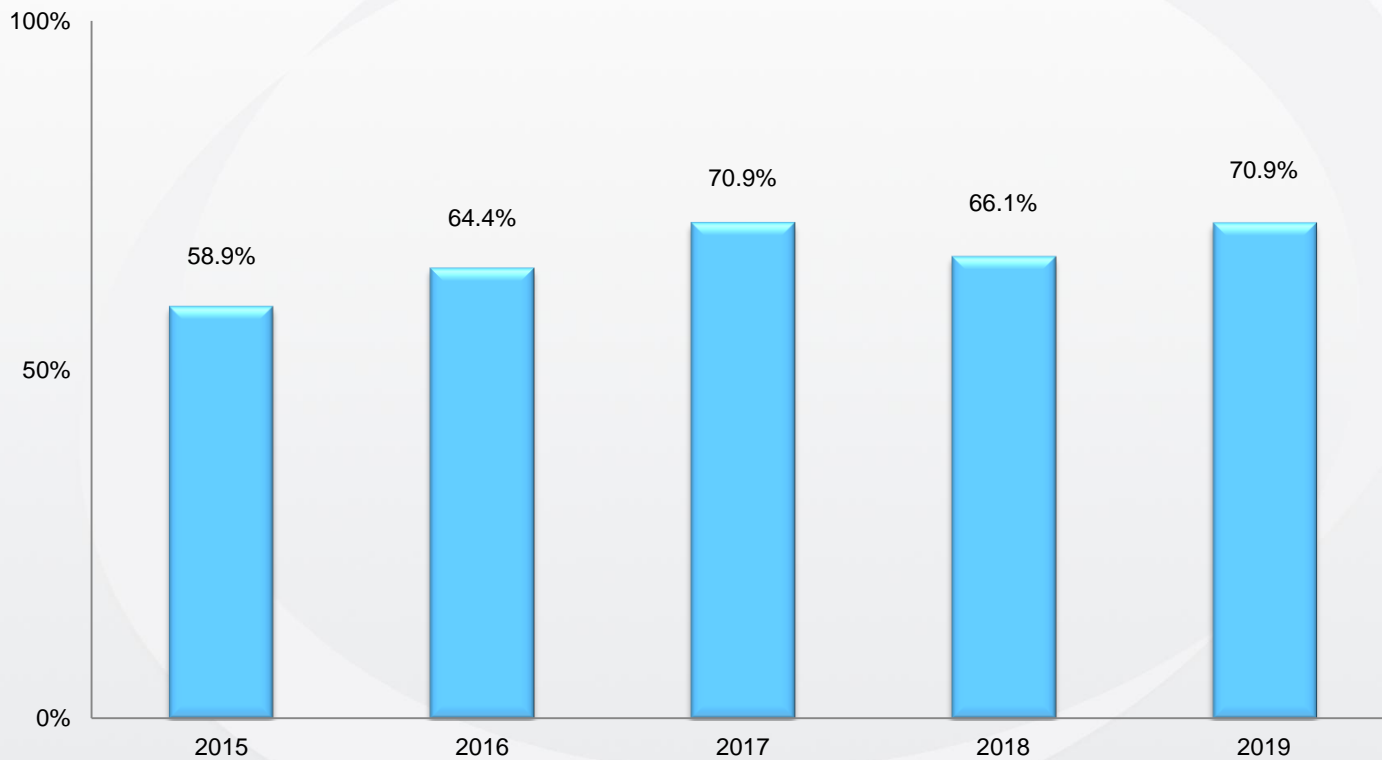


分红率

Dividend Rate



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经营回顾

Business Review



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YILI
YILI INCREASED CONSUMPTION OCCASIONS.



Yili is the No.1 dairy company in China Mainland. It has continuously increased its penetration, now reaching 90.9% of Chinese households.

To meet the growing demands for health and convenience, Ambrosial, the largest UHT yogurt sub-brand of Yili, launched PET and Tetra Top convenient package in 2017. Yili increased its investments in these two products in 2018 and promoted them in small format stores, such as small supermarkets and CVS locations, primarily sold in a single size. Ambrosial's penetration has increased by 6.2 points over the last year.

Furthermore, Yili launched packaged soymilk products to attract consumers who are accustomed to drinking soymilk for breakfast. The soymilk product achieved 2.5% penetration for Yili in the past year.

As e-commerce grows rapidly in China Mainland, Yili has built up its own e-commerce team to expand online business. Yili's online channel achieved a 41% increase in penetration in 2018.

Yili continues to sponsor popular TV show programs and has invested strongly in social media, attracting an increased number of young consumers. Yili achieved a 5% increase in CRPs.

	HOUSEHOLDS 90.9%
	CRPs 1,275 million times
	RANK 1ST
	KEY RECIPE FOR GROWTH Health Convenience
	



在凯度消费者指数《2019年亚洲品牌足迹报告》中，中国超九成的家庭选择“伊利”，是中国消费者选择最多的品牌。

Kantar Consumer Index "Asian Brand Footprint Report 2019" indicates Yili has continuously increased its penetration over 90% of Chinese households.

“BrandZ™发布的“2019年最具价值中国品牌100强”榜单，公司连续7年位列食品和乳品排行榜第一名，并获得Brand Finance发布的全球最具发展潜力的乳品品牌荣誉。

Among BrandZ™ 'Top 100 Most Valuable Chinese Brands in 2019' list, Yili ranked First in the food and dairy rankings for 7 consecutive years, and was awarded the world's most promising dairy brand honor by Brand Finance.

产品 Products



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重点产品新品

Key & New Products

“金典”“安慕希”“畅轻”“金领冠”“巧乐兹”“畅意100%”等重点产品销售收入同比增长**22.3%**。公司新品销售收入占比**19.4%**，较上年同期提高了**4.6**个百分点。

Satine, "Ambrosial," "Chang Qing", "Pro-Kido", "Chocliz", "Chang Yi 100%" and other key product sales revenue increased by 22.3% YoY. New product sales revenue accounted for 19.4%, an increase of 4.6 ppts YoY.

有机产品

Organic Products

金典有机常温液态奶产品零售额市占份额为**45.7%**，在对应的细分市场中位居首位。

Satine organic ambient liquid milk accounted for Retail Market Share of 45.7%, ranking first in the corresponding market segment.

产品创新

Product Innovation

公司首创推出“伊刻活泉”火山低温矿泉水和“伊然”乳矿轻饮新品；同期，“金典”梦幻盖有机纯牛奶、“金典”有机脱脂纯牛奶、“金领冠悠滋小羊”婴幼儿配方奶粉、“金领冠塞纳牧”婴幼儿有机配方奶粉、“伊利”儿童奶酪棒、“伊利”马苏里拉芝士碎等新品上市，市场表现良好。截至2019年12月底，公司累计获得专利授权**2,703**件，其中，发明专利授权数量为**515**件，并有**4**件专利获得中国专利优秀奖。

New products launched: "inikin" volcanic chilled mineral water, "Yiran" Milk Minerals Water, "Satine" Dream Cap Organic Pure Milk, and Organic Skim Milk, "Pro-Kido" infant formula Goat milk powder, "Pro-Kido Seine Mouiller" organic infant formula milk powder, Yili children cheese sticks, Yili mozzarella cheese and others. As of end of Dec 2019, Yili has accumulatively obtained 2,703 patent authorizations, of which 515 invention were authorized patents, and 4 patents won the China Patent Excellence Award.



坚守品质领先战略，建设全球食品安全风险分析平台、继续完善食品安全风险防控体系。

Adhere to the quality leadership strategy, build global food safety risk analysis platform, and continue to improve food safety risk prevention and control system.



构筑基于消费者需求的品质评价体系，持续强化品质自主管理，进一步夯实品质领先管理体系，将质量管理向品质管理升级。

Construct quality evaluation system based on consumer needs, continue to strengthen independent quality control, further consolidate the leading management system, and upgrade quality management .

渠道

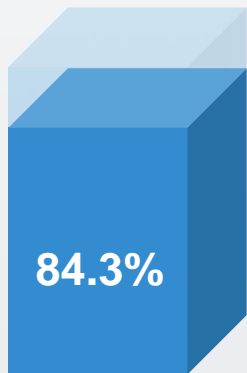
Channel



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渗透率提升

Higher Penetration



+1.9 ppts



常温液态类乳品市场渗透率

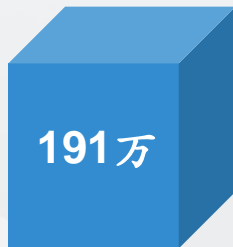
Ambient liquid milk penetration rate

终端网点增加

Increasing Point of Sale



+9.1%



线下液奶终端网点

Offline liquid milk POS

+8.0%



乡镇村网点

Country town POS

各渠道增长

Growth of All Channels



电商业务收入

E-commerce business revenue

+49%

母婴渠道零售额

Retail sales in the maternal-infant stores

+27.1%

便利店渠道

常温液态奶份额

Ambient liquid milk market share in convenience store

+4.2 ppts

产业链金融

Industry Chain Financing

报告期，公司共计发放融资款约**183**亿元，为**4,137**家上下游合作伙伴提供了融资服务。2014年至2019年期间，公司累计发放融资款约**464**亿元，累计服务客户数近**5,992**户。

Issued RMB 18.3 bn in financing, providing financing services to 4,137 upstream and downstream partners. From 2014 to 2019, the company has accumulatively issued about RMB 46.4 bn in financing and has cumulatively served 5,992 customers.

全球供应链协同

Global Chain Synergy

公司携手全球百余家合作伙伴共建“全球健康生态圈”，汇聚全球优质资源，提升了全球资源保障及风险应急能力。

The company has joined hands with more than 100 partners around the world to build a "global health ecosystem" to gather high-quality global resources and enhance global resource protection and risk emergency capabilities.

健康产业生态圈

Health Industry Ecosystem

公司相继启动“伊利现代智慧健康谷”，“伊利绿色智能示范区”等健康产业项目，推动健康产业持续发展。

Yili successively launched health industry projects such as "Yili Modern Smart Health Valley" and "Yili Green Intelligent Demonstration Zone" to promote the sustainable development of the health industry.

国际化

Globalization



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大洋洲

Oceania

公司并购了新西兰Westland Co-Operative Dairy Company Limited，将畅销全球乳品市场的“Westpro”（威士宝）、“Westgold”（牧恩）黄油以及其他乳类产品，正式引入到中国市场，实现了品质、技术、资源和市场的全方位融合，加速公司海外市场的开拓进程。

By acquiring Westland Dairy Company, Yili officially introduced "Westpro", "Westgold" butter and other dairy products that sold well in the global dairy market to china market, which boosted overseas market development.



东南亚

Southeast Asia

公司旗下高端常温酸奶安慕希系列产品正式在东南亚上市，产品备受新加坡、缅甸等国家消费者的青睐。

High-end ambient yogurt Ambrosial series officially listed in Southeast Asia, and products are favored by consumers in Singapore, Myanmar and other countries.

文化升级

Culture Upgrade



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报告期，公司将“滋养生命活力，让世界共享健康，是我们存在的价值和意义”的企业文化内涵，进行了诠释，将“守护全球营养健康”作为全体伊利人的梦想。

Yili interpreted the corporate culture of "nurturing life and vitality and sharing the health of the world as our value and meaning", and took "guarding global nutrition and health" as the dream of all Yili people.

公司核心价值观迭代升华为“卓越、担当、创新、共赢、尊重”，有利于凝聚更多不同国家、地域、文化、经历、教育背景的多元人才，也有利于促进企业在全局的交流、协同，打造“全球健康生态圈”。

Iteratively sublimate core values to "Excellence, Responsibility, Innovation, Win-win, Respect" will gather more diverse talents from different countries, regions, cultures, experiences, and educational backgrounds, also promote global communication and collaboration to build a "Global Health Ecosphere".

升级后的企业文化，为公司实现战略目标注入了新的精神动力，也为公司开启“后千亿时代”注入思想和精神储备，将不断激发和调动员工的积极性和创造力，助力公司向“成为全球最值得信赖的健康食品提供者”的愿景聚势前行。

Upgraded corporate culture injects new spiritual impetus into our strategic goals, and ideological and spiritual reserves into our "post-100 billion era", which will continue to inspire and mobilize the enthusiasm and creativity of employees, helping Yili to march forward in the vision of becoming "the world's most trusted health food provider".



行业现状及 展望

Industry Status and Outlook

行业现状

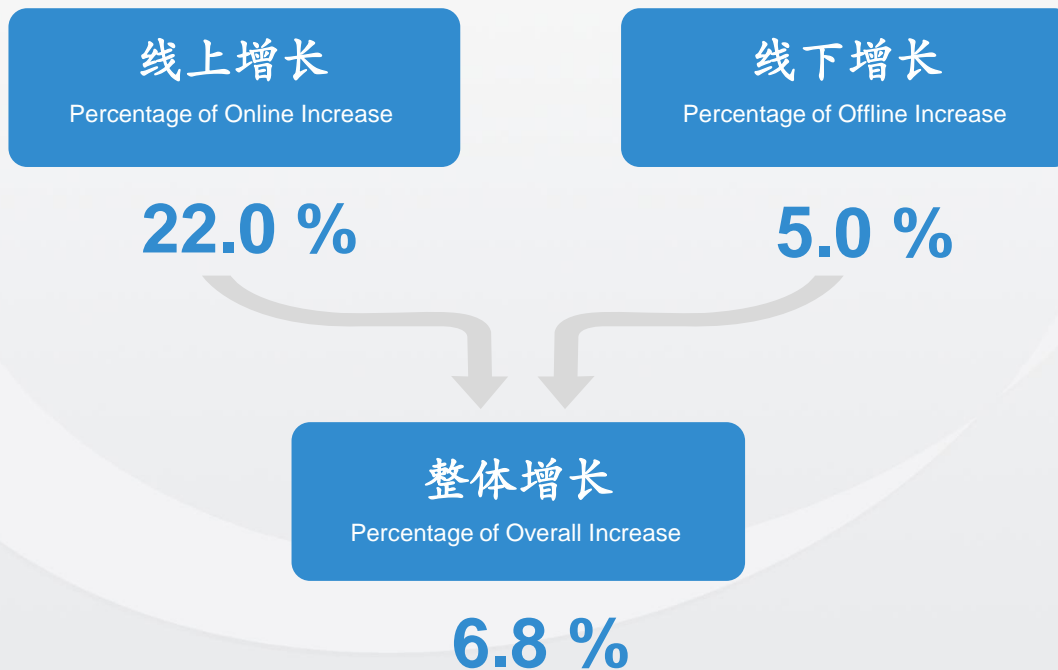
Industry Status



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报告期，国内液态类乳品及奶粉终端市场（含线上、线下渠道）零售额比上年同期增长**6.8%**。其中上述产品的线上渠道零售额比上年同期增长**22.0%**，线下渠道零售额比上年同期增长**5.0%**。

Domestic retail sales of liquid dairy products and milk powder (including online and offline channels) increased by 6.8% YoY. Among them, online channel retail sales of the above products increased by 22.0% YoY, and the offline channel retail sales increased by 5.0% YoY.



行业格局和趋势

Industry Pattern and Trend



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消费持续升级

Sustainable Consumption Upgrade

消费者购买力持续提升，越来越多的消费者关注健康、注重健康的生活方式，以乳品为代表的健康食品产业发展前景良好。报告期，尼尔森零研数据显示，成人奶粉、有机乳品、低温牛奶细分市场零售额比上年同期分别增长**11.1%**、**27.4%**、**14.8%**。

Consumer purchasing power continues to rise. More consumers are paying attention to their health and lifestyle, hence the good development prospect of dairy products in the healthy food industry. In the year of 2019, Nielsen Research data showed that the retail sales of adult milk powder, organic dairy products, and chilled milk market segments increased by 11.1%, 27.4%, and 14.8% YoY, respectively.



行业空间扩大

Expansion of Industry Space

随着居民消费意识和行为的改变，线上线下到家平台、微商、社群营销等新零售模式的创新发展，乳品消费群体和市场规模将不断发展扩大。

Through the change of residents' consumption consciousness and behavior, the innovative development of new retail models such as o2o home-to-home platforms, micro-commerce, and community marketing, the dairy consumer target group and market size will continue to expand.



人口结构改变

Demographic Change

新生儿出生率缓慢走低，人口结构老龄化加快。婴幼儿食品继续通过品类多元化、营养服务创新等方面拉动增长；成人营养品类创新速度加快，市场渗透率保持增长趋势。

Newborns birth rate slows down, aging population structure speeds up. Infant foods continue to drive growth through diversified products and innovations in nutrition services; adult nutrition category innovation has accelerated, and market penetration has maintained a growing trend.



经营展望

Business Outlook

经营展望

Business Outlook



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2020年 公司计划

2020 Business Outlook

营业总收入实现
970亿

Total revenues to be
RMB 97 billion



利润总额实现
61亿

Total profit before tax to be
RMB 6.1 billion

2020年 战略部署

2020 Business Strategy

- 1** 坚持以守护国人健康为己任，为消费者生产100%安全、100%健康的高品质产品。
Adhere to the responsibility of protecting the health of Chinese people, and produce 100% safe and 100% healthy high-quality products.
- 2** 积极开拓、发展健康食品领域新业务，加快成人营养品、奶酪、健康饮品等产品创新节奏，带动业务健康发展。
Actively develop new business in the field of health food, boost the pace of innovation in adult nutrition, cheese, health drinks and other products, and promote healthy development of business.
- 3** 建设海外生产基地，继续拓展海外市场，通过构建全球品牌运营能力，推动海外业务稳步发展。
Build overseas production bases, continue to expand overseas markets, steadily develop overseas businesses by building global brand operation capabilities.
- 4** 以“居家消费”模式为切入点，积极探索新兴渠道和新消费场景，借助互联网技术打造全新业务模式。
Taking "home consumption" model as an entry point, we will actively explore emerging channels and new consumption scenarios, and build new business models with Internet technology.
- 5** 构建“全球健康生态圈”，整合全球供应链资源，持续优化运营效率。
Build a "Global Health Ecosphere", integrate global supply chain resources, and continuously optimize operational efficiency.
- 6** 继续以“精益求精、追求卓越、不断超越自我”为要求，夯实公司基业长青的文化根基。
Continue to "refine ourselves, pursue excellence, and constantly surpass ourselves" as our requirements, and lay a solid foundation for Yili everlasting cultural foundation.



让世界共享健康

World Integrally Sharing Health

企业的可持 续发展

Sustainable Development
of YILI

伊利的可持续发展价值观

Sustainable Development Concept of Yili



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汇聚持续动力 共享健康未来

Collecting sustainable power and enjoying healthy future

全球视野，引领可持续思想力

Lead sustainable thinking by global vision

立足自身，打造可持续管理力

Enhance sustainable management based on own development

携手伙伴，激发可持续协同力

Inspire sustainable synergy with partners hand in hand



董事长

Chairman

潘刚

Pan gang

企业的可持续发展“WISH”体系

'WISH' System for Sustainable Development of Yili



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2017年11月6日，伊利对企业社会责任管理体系进行全新升级，将“健康中国社会责任（CSR）体系”构筑为面向未来的“共享健康可持续发展（CSD）体系”，简称“WISH”体系，意为“美好生活”。

On November 6, 2017, Yili upgraded its corporate social responsibility management system, transforming the "Healthy China Social Responsibility (CSR) system" into a future-oriented "Shared Healthy Sustainable Development (CSD) system", or "WISH" system, which means "Good Life".



2017年

共享健康
可持续发展
(CSD) 体系

让世界共享健康
World Integrally Sharing Health

WISH(美好生活)



升级

2007年

健康中国
社会责任
(CSR) 体系



持续推进可持续发展战略的实施

Continue to promote Sustainable Development Strategy



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- ▶▶ 2017年，伊利成为第一家加入联合国全球契约的中国食品企业。
Yili became the first member of the United Nations Global Compact from the Chinese food industry in 2017.
- ▶▶ 2019年，伊利发布《伊利集团可持续发展行动纲领(十条)》
In 2019, Yili promulgated the "Yili Group's Program of Action for Sustainable Development (Ten Articles)"
- ▶▶ 2019年，伊利成立行业内首个可持续发展供应链全球网络“WISH网络”。
In 2019, Yili established the first sustainable supply chain global network in the industry ("WISH Network").
- ▶▶ 2019年10月24日，伊利作为唯一一家健康食品类企业受邀参加“2019年可持续发展论坛”。董事长兼总裁潘刚在论坛上发表主旨演讲，并代表伊利携手阿里巴巴集团、中国长江三峡集团等作为牵头企业，与16家企业共同发起“可持续发展企业行动倡议”，推进中国企业可持续发展的行动路线，以实现企业、社区、国家和地球更好的未来。

In Oct 24th 2019, as the only invited healthy food enterprise, Yili participated in the '2019 Sustainable Development Forum'. Pan Gang, the Chairman and CEO of Yili Group spoke on the forum. As the leading enterprise with Alibaba group and China Three Gorges Corporation, Yili initiated 'Propose of Action for Sustainable Development' with other 16 companies to promote the route of sustainable development in China, and to realize a better future for enterprise, society, nation and the world.



在环境方面的可持续发展

Sustainable Development in Environment



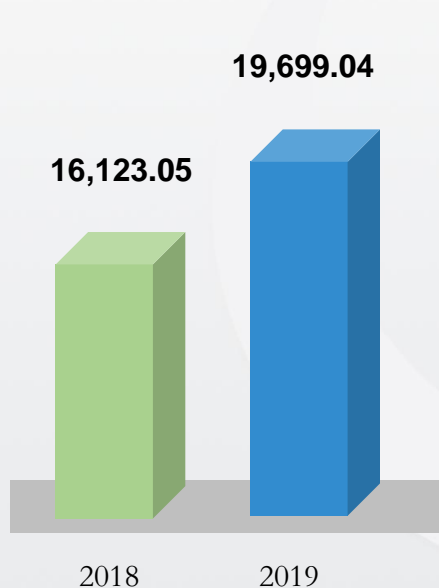
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能源消耗的减少量

Energy Consumption Reduction

单位：吨标煤

Unit : TCE

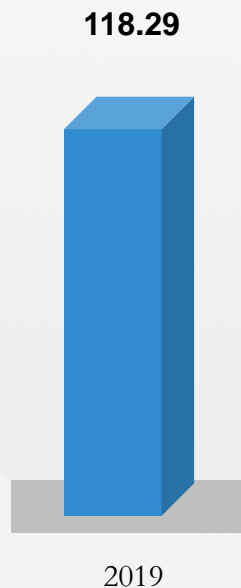


总节水量

Total Water Savings

单位：万吨

Unit : ten thousand tons

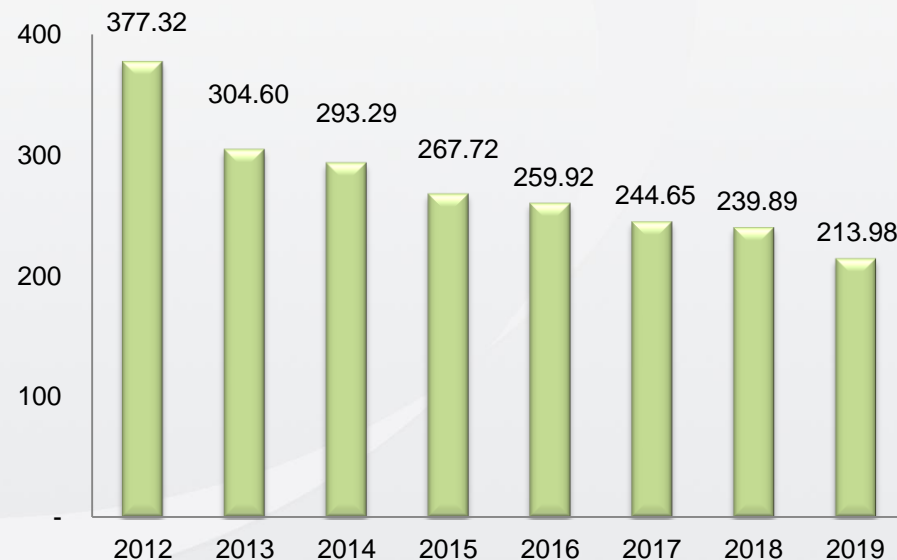


碳减排趋势

Trend of Carbon Emission

单位：吨产品碳排放量

Unit : KG/ton of production



在社会责任方面的可持续发展

Sustainable Development in Social Responsibility



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无贫穷

No Poverty

我们的实践

Practice

- 伊利营养2020精准扶贫
- Yili Nutrition 2020 Targeted Poverty Alleviation Project
- 健康扶贫
- Health Care Poverty Alleviation
- 社会扶贫
- Community Poverty Alleviation

我们的成效

Results

- 对外捐赠
7,142万元
External Donation of RMB 71.42 million
- 伊利营养2020精准扶贫项目累计投入近**8,000**万元
Accumulated donation of Yili Nutrition 2020 Targeted Poverty Alleviation Project accounted to RMB 80 million
- 覆盖全国**25**个省区
Cover 25 provinces
- 受益儿童**21**万人
Benefit 210 thousand children

优质教育

Quality Education

我们的实践

Practice

- 伊利方舟
- Yili Ark
- 伊利未来公园
- Yili Future Park

我们的成效

Results

- 伊利方舟投入金额
357.99万元
3.58 million RMB donations to the Yili Ark
- 开展儿童安全教育和培训活动
155场
155 training sessions on children safety were carried out
- “伊利未来公园”项目投入
200万元
2 million RMB Investment on Yili future park
- 覆盖中小学学生超过
35万人
Covers primary and secondary school students of over 350 thousand

陆地生物

Life on Land

我们的实践

Practice

- 生物多样性保护
- Biodiversity Protection

我们的成效

Results

- 生物多样性保护年报
第**2**份
2nd Annual Report on Biodiversity Protection
- 伊利金典系列牛奶共使用FSC包材
39.76亿包
Total consumption of 3.976 billion FSC packs on Yili Satine series milk package
- 相当于推动可持续森林经营
15万亩
Equal to promoting forest sustainable management of 150 thousand acres

万众“伊”心 共克时艰

All of One Heart and Mind to Fight CORONAVIRUS



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驰援火神山和 雷神山医院

Rush to rescue
Huoshenshan hospital
and Leishenshan
hospital

捐款捐物总计 达2.8亿

Total donation of RMB
280 million



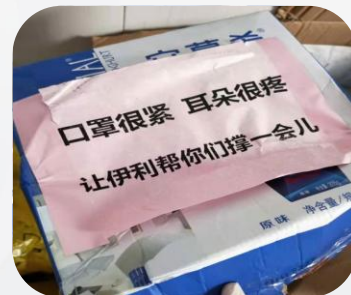
全球资源调动

Allocate Global resources



牛奶手提箱

Provide milk suitcase



调动联盟平台 30家合作伙伴

Mobilize 30 partners
on alliance platform

参加全球抗疫基 金国际援助

Participate in international
assistance of Global anti-
epidemic fund



在公司治理方面的可持续发展

Sustainable Development in Corporate Governance



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伊利严格按照《公司法》《上市公司治理准则》以及国家有关法律法规的要求，结合企业发展情况，进一步完善公司的现代企业制度建设和公司治理结构。

Within the report period, Yili improves its construction of modern enterprise system and governance structure, strictly in accordance with Company Law, Governance Standards for Listed Company and requirements of China's relevant laws and regulations in combination with its development.

内控管理

Internal Control and Management

第一道防线：业务一线部门

1st defense line : Front-line business departments

第二道防线：相关职能部门

2nd defense line : Relevant functional management departments

第三道防线：审计监督部门

3rd defense line : Audit and supervision department

反舞弊培训和宣贯

Training and Publicity of Anti-Fraud

阳光行动合规宣贯（场）

Numbers of sunshine action compliance publicity and implementation activities

2,223

宣贯培训人次

Number of trained persons

32,559

开展反舞弊培训（场）

Numbers of Anti-fraud trainings

3,416

培训员工人次

Number of trained persons

97,364

公司可持续发展所获得的荣誉

Honors and Awards Granted to Yili on Sustainable Development



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奖项 Award	发布机构 Issuing Authority
企业社会责任公益典范 Public Welfare Model of Corporate Social Responsibility	联合国粮农组织 Food and Agriculture Organization (FAO) of the United Nations
2019年亚洲食品创新奖 2019 Asia Food Innovation Award	FoodBev Media
精准扶贫优秀案例奖项 Model Case of Targeted Poverty Alleviation	国务院扶贫办 The State Council Leading Group Office of Poverty Alleviation
全球人才发展卓越实践奖 Excellence in Practice Winner	国际人才发展协会 (ATD) Association for Talent Development
跨境投资奖 Cross border investment Award	新中贸易协会 New Zealand China Trade Association
中国人力资源管理最佳实践奖 China Human Resource Management Best Practice Award	中国人力资源管理学院奖 China Human Resource Management Best Practice Award
国际碳金奖 International Carbon-Value Award	国际碳金奖世界环保大会 World Environmental Protection (Economic and Environmental) Conference
绿色工厂 Green Factories	国家工业和信息化部公布第四批绿色制造名单 The fourth list of national-level 'Green Factories' by the Ministry of Industry and Information Technology



企业文化和 品牌管理

Culture and Brand
Management

企业文化

Our Culture



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信条

Belief

伊利即品质

“Yili” represents the highest quality.





愿景

Vision

成为全球最值得信赖的健康食品提供者

Becoming the most trusted healthy food provider around the world.

核心价值观

Core Values

卓越

Excellence

担当

Accountability

创新

Innovation

共赢

Win-Win

尊重

Respect



企业文化

Our Culture



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伊利精神

The Spirit of Yili

主人翁心态

Ownership mindset

高度责任心

Strong sense of responsibility

超强执行力

Powerful execution capability

品牌精髓

Brand Essence



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滋养生命活力

Nourish for Life

是健康食品的提供者，也是健康生活方式的倡导者

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



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DISCLAIMER



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— THANK YOU —

谢谢