



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 2020年度及 2021年一季度业绩

2020 Annual and 2021 1st Quarter Results



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

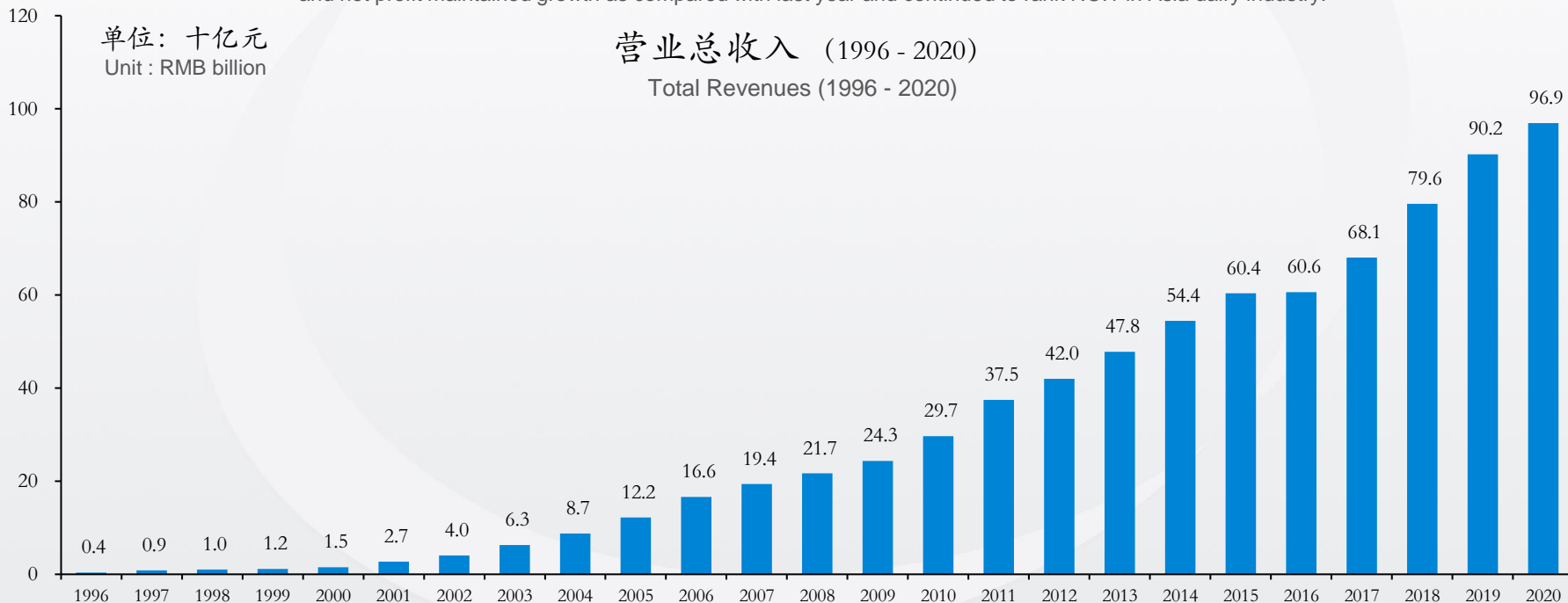
About Yili



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2020年营业总收入达**968.9**亿元，实现净利润（归属上市公司股东）70.8亿元，双双保持增长，继续稳居亚洲乳业首位。

Total revenues of Yili in 2020 were RMB 96.89 billion, and net profit attributable to shareholders of the company was RMB 7.08 billion. Both revenues and net profit maintained growth as compared with last year and continued to rank NO.1 in Asia dairy industry.

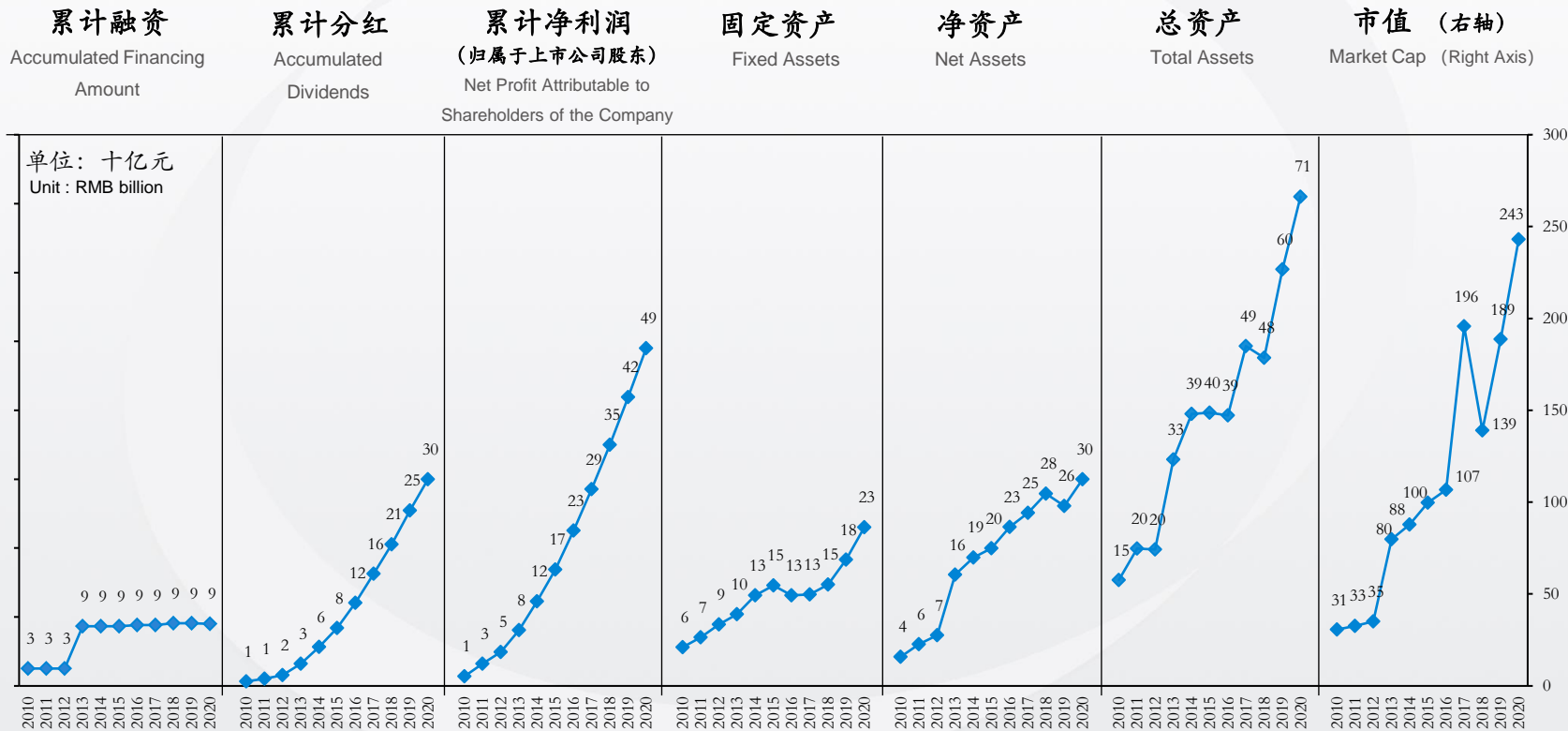


股东回报

Shareholder Return



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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

2020 Business Outlook and Results



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2020年经营计划

Business Outlook of 2020

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年实际业绩

Actual Performance of 2020

营业总收入实现

968.9亿

Total revenues reached RMB 96.89 billion

利润总额实现

81.5亿

Total profit before tax reached RMB 8.15 billion

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)	2019	2020	增长率 Growth Rate	2020 Q1	2021 Q1	增长率 Growth Rate
营业总收入 Revenue	90,223	96,886	7.4%	20,653	27,363	32.5%
主营业务收入 Core Business Revenue	89,509	95,345	6.5%	20,456	26,934	31.7%
毛利 Gross Profit	33,442	34,505	3.2%	7,646	10,223	33.7%
毛利率 Gross Profit Margin	37.4%	36.2%	-1.17 pts	37.4%	38.0%	0.58 ppt
营业利润 Operating Profit	8,280	8,558	3.4%	1,666	3,491	109.6%
归属于上市公司股东净利润 Net Profit Attributable to Shareholders of the Company	6,934	7,078	2.1%	1,143	2,831	147.7%
净利率 Net Profit Margin	7.7%	7.3%	-0.38 ppt	5.5%	10.4%	4.81 pts
每股收益(元) EPS (RMB)	1.15	1.17	1.7%	0.19	0.47	147.4%
净资产收益率 ROE	26.4%	25.2%	-1.20 pts	4.3%	8.9%	4.62 pts

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)	2019年		2020年			2020 Q1		2021 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	73,761	82.5%	76,123	79.8%	3.2%	15,358	75.2%	20,861	77.5%	35.8%
奶粉及奶制品 Milk Powder and Milk Products	10,055	11.2%	12,885	13.5%	28.1%	3,241	15.9%	3,989	14.8%	23.1%
冷饮产品系列 Ice Cream	5,631	6.3%	6,158	6.5%	9.3%	1,812	8.9%	2,062	7.7%	13.8%
其他产品 Other Products	62	0.1%	179	0.2%	188.6%	44	0.2%	22	0.1%	-49.8%
总体 Total	89,509	100%	95,345	100%	6.5%	20,456	100%	26,934	100%	31.7%

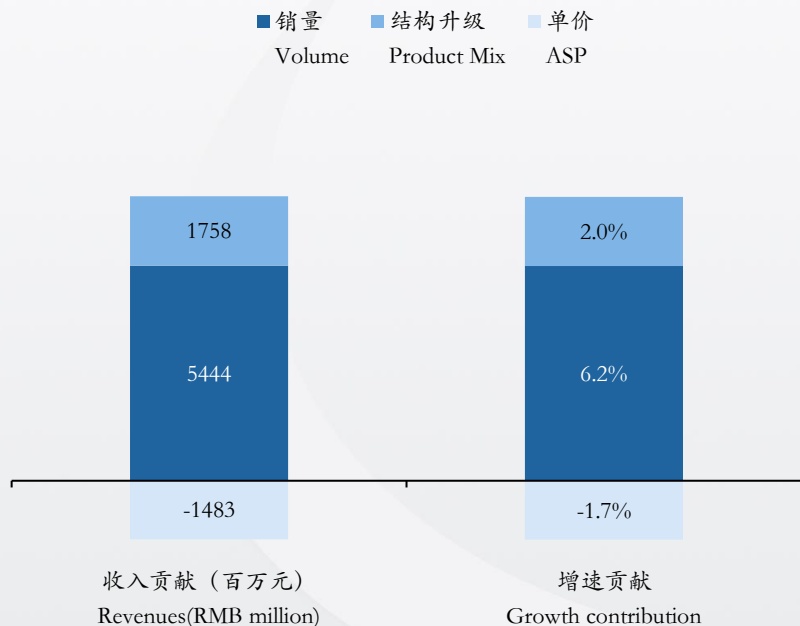
数据来源：公司数据
Data source: Company Data

主营业务收入增长归因

Core Business Revenues Growth Attribution

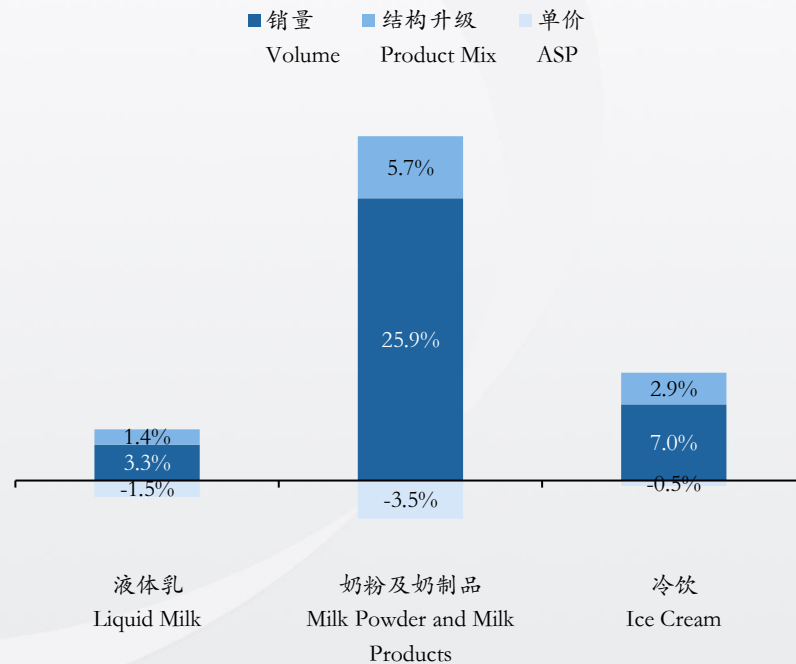
2020年收入增长归因

Revenues Growth Attribution



2020年各业务增长归因

Revenues Growth Attribution by Segment



业务成本分析

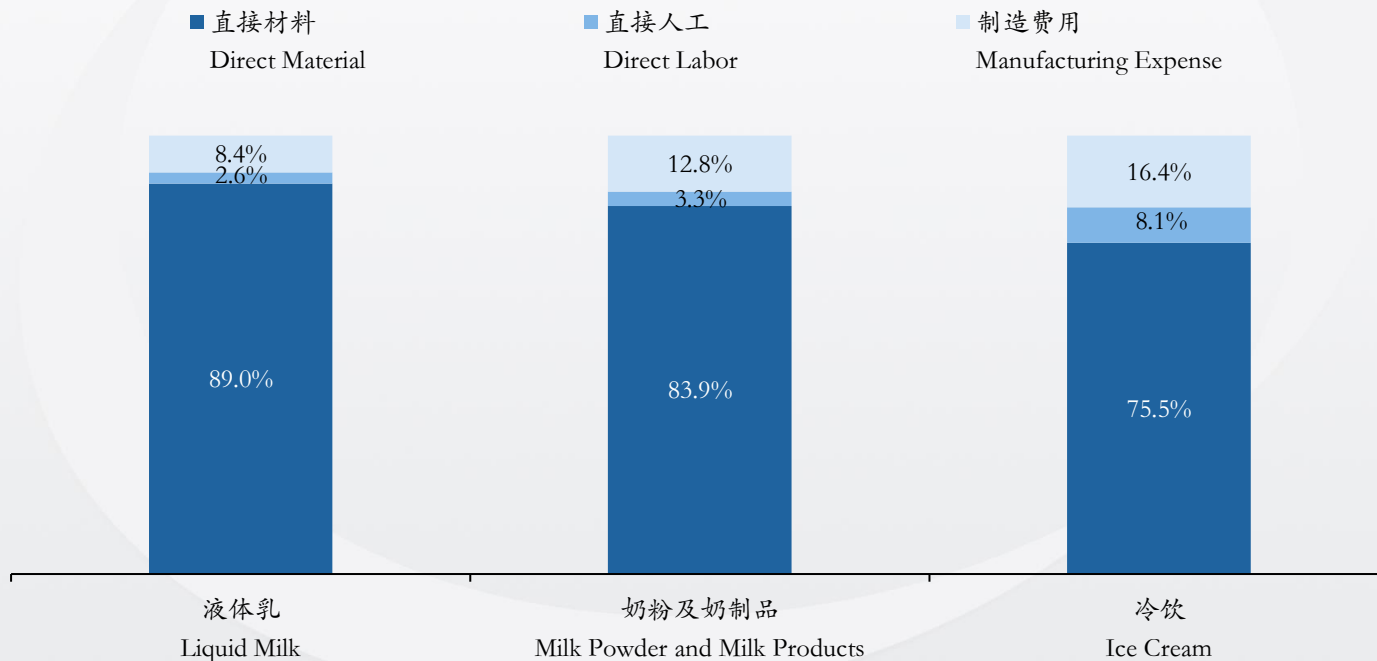
Cost by Segment



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2020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

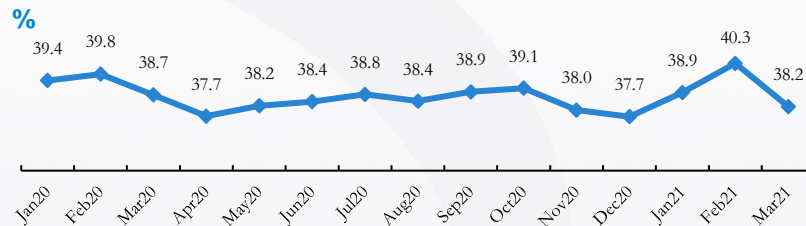
Ambient Products

2020年市占率**38.6%**，同比上升**1.0**个百分点

2021年1季度市占率**39.2%**

The market share of ambient products was 38.6% in 2020, up by 1.0 ppt YoY.

The market share of ambient products was 39.2% in 2021 Q1.



低温

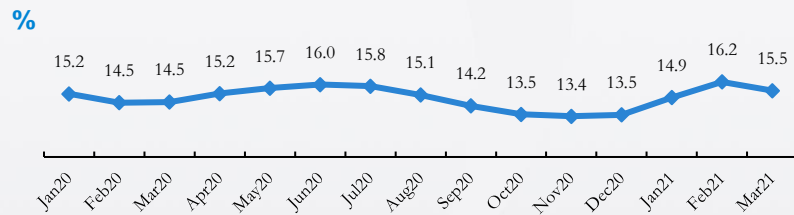
Chilled Products

2020年市占率**14.8%**，与去年相比基本持平

2021年1季度市占率**15.5%**

The market share of chilled products was 14.8% in 2020, remains same as last year.

The market share of chilled products was 15.5% in 2021 Q1.

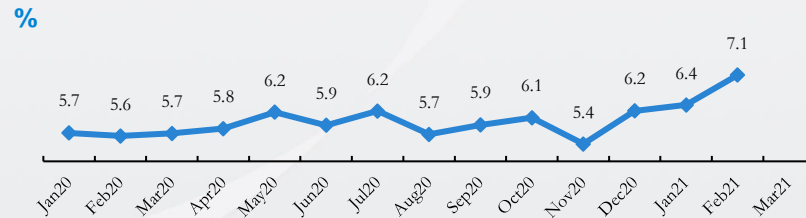


婴幼儿奶粉*

Infant Milk Formula

2020年市占率**6.0%**，与去年相比基本持平

The market share of infant milk formula was 6.0% in 2020, remains same as last year.



*注释：婴幼儿奶粉2021年3月数据尚未完全统计，故不包含该数据

Note: Market share of infant milk formula in March is not shown due to incomplete statistics

数据来源：尼尔森

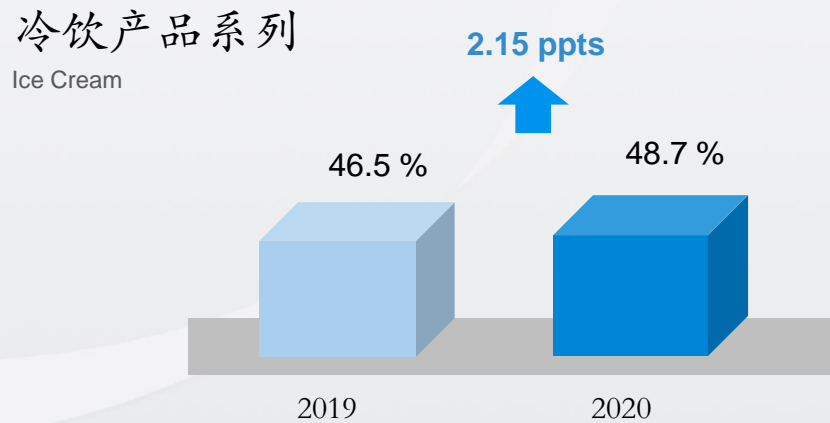
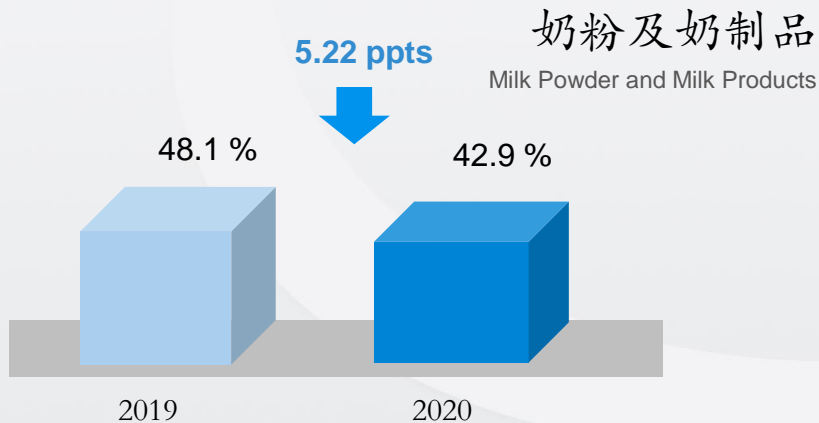
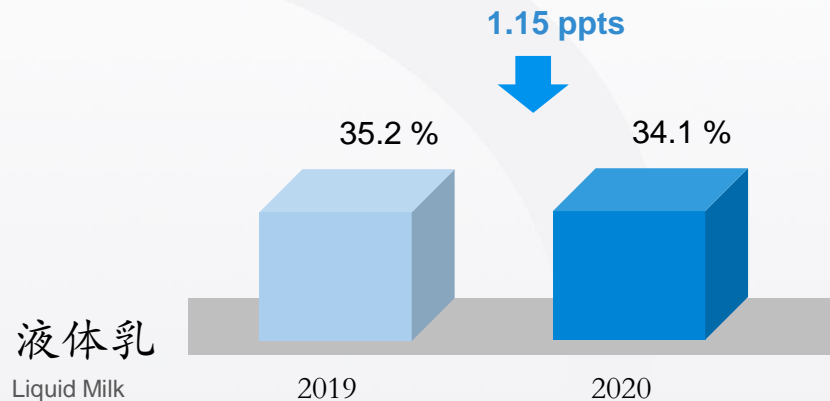
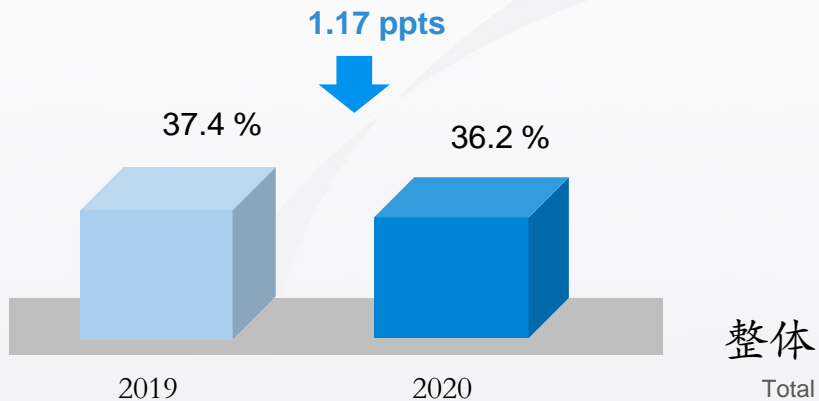
Data source: Neilsen

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

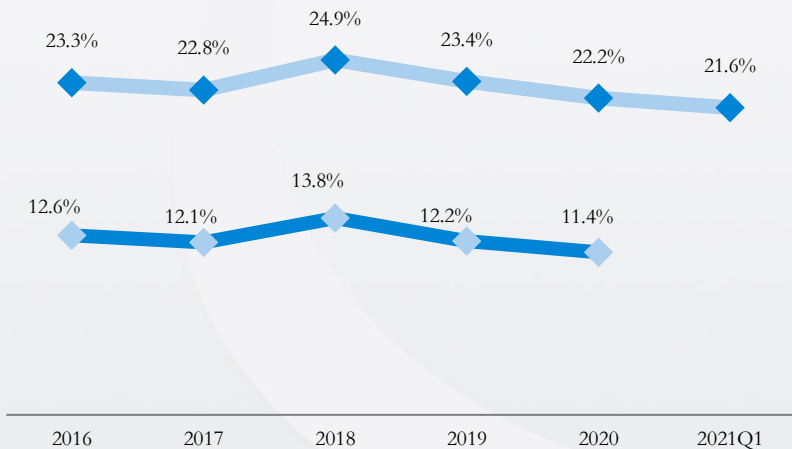


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销售费用率 Selling Expense Ratio

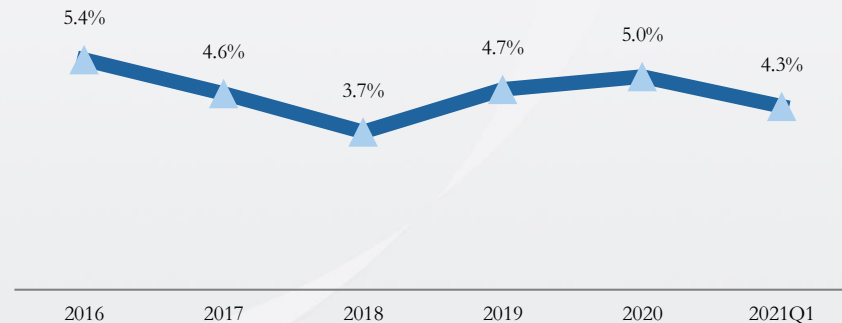
◆ 销售费用率
Selling Expense Ratio

◆ (其中) 广告营销费用率
A&D Expense Ratio



管理费用率 G&A Expense Ratio

▲ 管理费用率
G&A Expense Ratio



营运效率

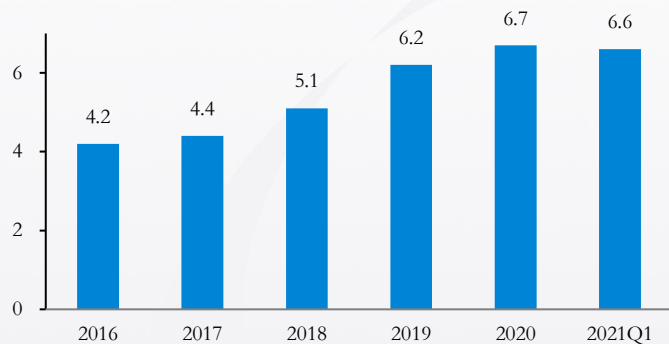
Operating Efficiency



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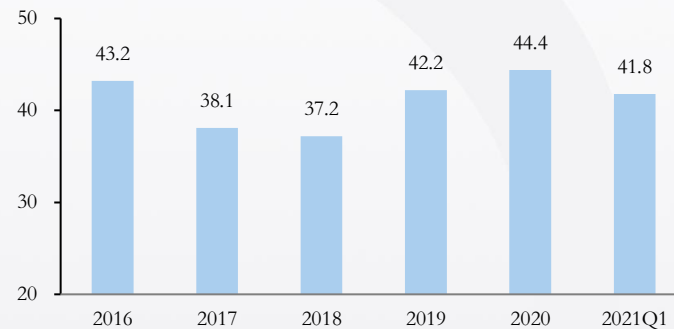
应收票据及应收账款周转天数

Notes Receivable and Accounts Receivable Turnover (Days)



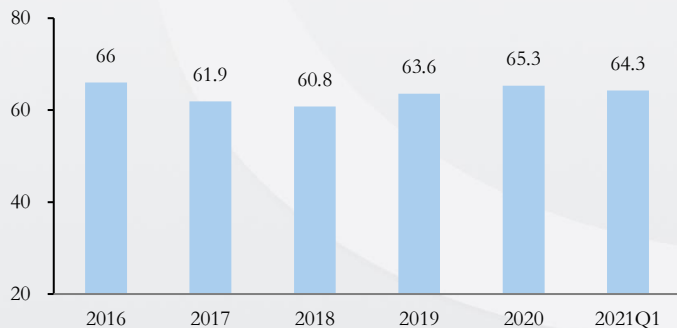
存货周转天数

Inventory Turnover (Days)



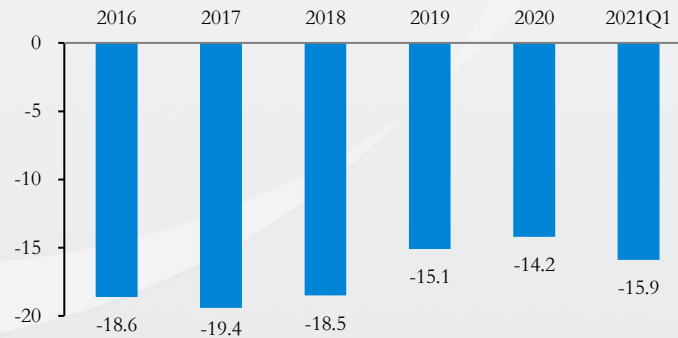
应付票据及应付账款周转天数

Notes Payable and Accounts Payable Turnover (Days)



现金周转天数

Cash Turnover (Days)



数据来源：公司数据
Data source: Company Data

现金流和资本开支

Cash Flow and Capital Expenditure

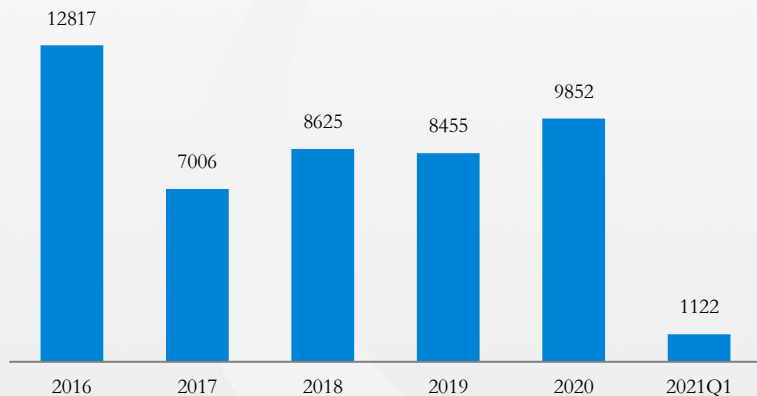


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经营性净现金流

Net Cash Flow from Operating Activities

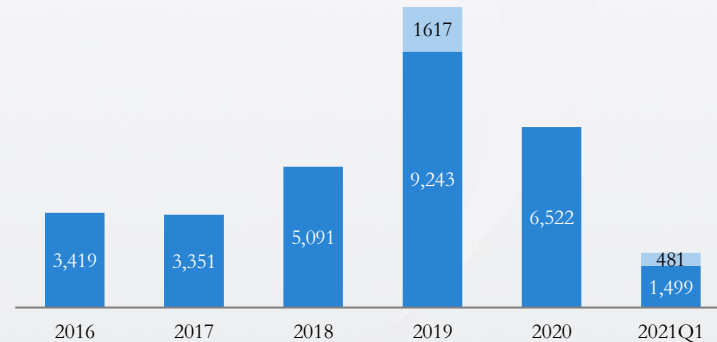
单位：百万元
Unit: RMB million



资本开支

Capital Expenditure

单位：百万元
Unit: RMB million



- 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
- 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

税息折旧及摊销前利润与投资回报率

EBITDA and ROIC



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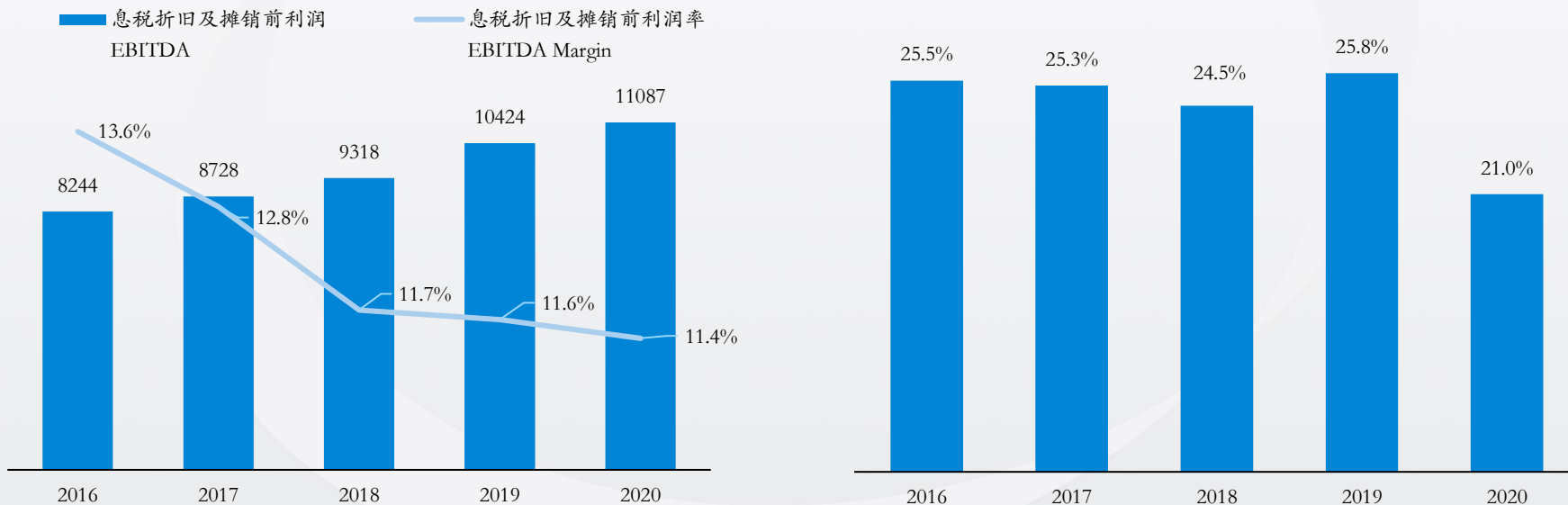
税息折旧及摊销前利润及利润率

EBITDA & EBITDA Margin

投资回报率

ROIC

单位：百万元
Unit: RMB million



数据来源：公司数据
Data source: Company Data

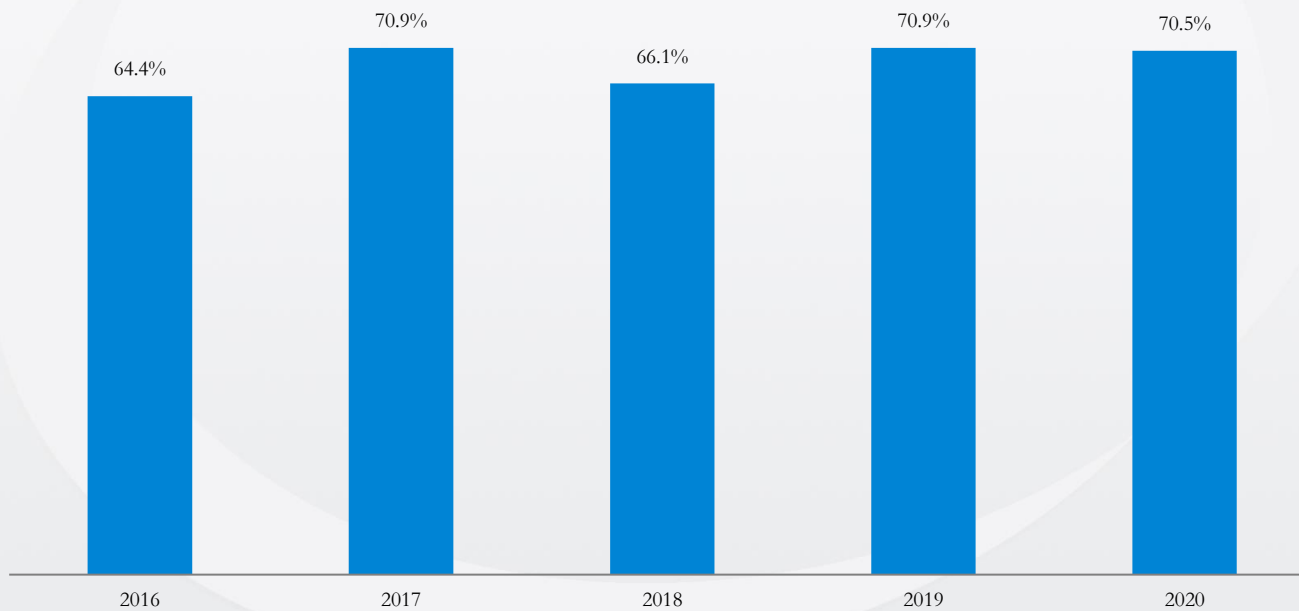


分红率

Dividend Rate



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数据来源：公司数据
Data source: Company Data



经营回顾

Business Review





“BrandZ™发布的“2020年最具价值中国品牌100强”榜单，公司连续8年蝉联食品和乳制品行业第一，并被Brand Finance评为“全球最具价值乳制品品牌”。

Among BrandZ™ ‘Top 100 Most Valuable Chinese Brands in 2020’ list, Yili ranked First in the food and dairy rankings for 8 consecutive years, and was awarded the world’s most valuable dairy brand honor by Brand Finance.

在凯度消费者指数《2020年亚洲品牌足迹报告》中，公司凭借91.6%的品牌渗透率、近13亿的消费者触及数和近8次的购买频次，连续五年位列中国市场消费者选择最多的品牌榜首。

Kantar Consumer Index “Asian Brand Footprint Report 2020” indicates Yili has been the most chosen brand by consumers for 5 consecutive years, with 91.6% in penetration, up to 1.3 billion in consumer reach point and 8 times in purchasing frequency.

产品 Products



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重点产品及新品

Key & New Products

“金典”“安慕希”“畅轻”“金领冠”“巧乐兹”等重点产品销售收入同比增长**9.6%**。公司新品销售收入占比**16.0%**。

Satine", "Ambrosial", "Chang Qing", "Pro-Kido", "Chocliz", and other key product sales revenue increased by 9.6% YoY. New product sales revenue accounted for 16.0%.

有机产品

Organic Products

有机液体乳零售额比上年同期增长**35.1%**，市占份额**50.6%**，在对应细分市场位居首位。

Organic liquid milk accounted for Retail Market Share of 50.6%, sales revenue up 35.1% YoY, ranking first in corresponding market

产品创新

Product Innovation

公司推出“安慕希”芝士波波球常温酸奶、“金典”低温牛奶、“畅轻”纤酪乳低温酸奶、“QQ星”儿童成长配方奶粉、“伊利”欣活纾糖膳底配方成人营养品、“伊利”可以吸的儿童奶酪、“妙芝”口袋芝士成人奶酪棒、“伊然”乳矿气泡水、“伊然”乳矿奶茶及“植选”高蛋白无糖豆乳等系列新品，深受消费者喜爱。截至2020年12月底，公司累计获得专利授权**3,109**件，其中，发明专利授权数量为**552**件，并有**5**件专利获得中国专利优秀奖。

New products launched: "Ambrosial Greek Style Flavoured Yoghurt Cheese Bobo Ball Flavour", "Satine Fresh Milk", "ChangQing Spoonable Yogurt", "QQ Star Kid's Nutrition Formula", "Yili Xinhua Zero-sucrose Dietary Fiber Formula", "Yili Drinkable Cheese", "Miaozhi Pocket Cheese for Adult", "Yiran Milk Minerals Sparkling Water", "Yiran Milk Minerals Milk Tea", "Plant-based Sugar Free Soy Milk" and others. By Dec 2020, Yili has accumulatively obtained 3,109 patents, of which 552 were invention authorized patents, and 5 won China Patent Excellence Award.



持续升级品质领先管理体系，在构建全球食品安全风险防控体系的基础上，借助大数据技术，完善了产品品质评价体系，并获得了国内首张食品领域“质量源于设计 QbD-符合性认证”证书

Continue upgrading quality leadership system, build global food safety risk analysis platform, and improve food quality evaluation system through big data. Won the very first certification of “QbD Compliance Conformity” in food industry.



公司通过持续强化品质自主管理，进一步夯实了全链条品质领先管理体系。

Continue to strengthen independent quality control and further consolidate full-chain leading management system.

渠道

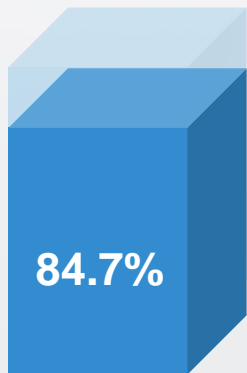
Channel



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渗透率提升

Higher Penetration



+0.4 ppt



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 Sales



+5.5%



乡镇村网点

Country town POS

电商渠道增长

Growth of E-commerce Channel



电商业务收入
E-commerce business
revenue

+55.0%

常温液态奶
电商平台份额
Ambient liquid milk market
share in E-commerce platform

28.1%

常温液态奶
电商平台排名
Ambient liquid milk market
rank in E-commerce platform

#1

产业链金融

Industry Chain Financing

报告期，公司共计发放融资款约**212**亿元，为**4,948**家上下游合作伙伴提供了融资服务。2014年至2020年期间，公司累计发放融资款约**676**亿元，累计服务客户数近**7,633**户。

Issued RMB 21.2 bn in financing, providing financing services to 4,948 upstream and downstream partners. From 2014 to 2020, the company has accumulatively issued about RMB 67.6 bn in financing and has cumulatively served 7,633 customers.

数据来源：公司数据
Data source: Company Data

全球供应链协同

Global Chain Synergy

公司加快推进海外市场及生产基地建设进度，充分发挥了“全球供应链网络”高效协同优势。

The company has accelerated the construction progress of oversea markets and production bases, and gave full play to the high-efficient synergy advantages of "global supply chain network".

健康产业生态圈

Health Industry Ecosphere

公司开办合作伙伴发展学院，为乳业上下游合作伙伴提供能力建设、融资等服务，构建多方共赢的“健康产业生态圈”。

The company set up a partner development college to provide capacity building, financing and other services for upstream and downstream partners, building a multi-win "health industry ecosphere".

国际化

Globalization



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印尼

Indonesia

公司设在印尼的工厂已完成主体建设，投产后将显著提升在相关市场的需求响应和服务保障能力。

The company's factory in Indonesia has completed the main construction, which will significantly improve the demand fulfillment and service capabilities in relevant market.

泰国

Thailand

通过加快泰国市场的渠道及终端基础设施建设，提高了业务运营效率，公司在泰国的年度销售额同比增长了**68%**。

By accelerating the channel and terminal construction in

Thai market, the company has improved operation efficiency, and the annual sales in Thailand has increased by 68% YoY.

东南亚

Southeast Asia

利用“安慕希”差异化占位东南亚高端酸奶市场，进一步加快了国内及海外业务的融合，在产品布局、销售网络、供应链优化等方面取得了突破。

With the advantage in differentiation, Ambrosial has taken share in the high-end yogurt market in Southeast Asia. The company has further integrated domestic and oversea businesses, and gained breakthroughs in product layout, sales network, and supply chain optimization.





报告期，新冠肺炎疫情突发并肆意蔓延，给企业经营发展带来诸多困难和挑战。公司敏捷响应，用优质的产品和服务守护全国人民的营养和健康，持续开展捐赠和救援行动，竭尽全力帮助合作伙伴共渡难关。

As of December 2020, the company faced many challenges due to the pandemic of COVID-19. However, Yili took immediate actions in response, such as providing high-quality products and services to protect the nutrition and health of consumers across the country, carrying out donation and rescue operations, and doing our best to help partners overcome difficulties.



报告期，公司逆势涨薪，不断升级员工关爱举措，全体伊利人备受鼓舞，推动业务快速复苏。一年来，全体伊利人对伊利文化的理解更加深入，团队的向心力、凝聚力和战斗力进一步提高。

As of December 2020, the company raised salaries against the trend and continuously upgraded employee care measures. All of the Yili people were encouraged and contributed to a rapid business recovery. Over the past year, employees of the whole company had a deeper understanding of Yili culture, and the team's cohesion was further improved.



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**2.1%**。其中上述产品的线上渠道零售额比上年同期增长**35.7%**，线下渠道零售额比上年同期下降**2.7%**。

Domestic retail sales of liquid dairy products and milk powder (including online and offline channels) increased by 2.1% YoY. Among them, online channel retail sales of the above products increased by 35.7% YoY, and the offline channel retail sales decreased by 2.7% YoY.

线上增长

Online Increased by

35.7 %

线下下降

Offline Decreased by

2.7 %

整体增长

Overall Increased by

2.1 %

行业格局和趋势

Industry Pattern and Trend



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关注健康

Health Conscious

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。

Consumer purchasing power continues to rise. More consumers are paying attention to their health and lifestyle, hence the promising development of dairy products in healthy food industry.



行业空间扩大

Expansion of Industry Space

随着居民消费意识和行为的改变，线上购物、直播带货、社群营销、O2O到家等新兴渠道及模式的创新发展，将带动乳品消费目标群体和市场规模不断扩大。

Through the change of residents' consumption consciousness and behavior, the innovative development of new retail channels, such as e-commerce, live commerce, community purchasing and O2O platforms, will boost the expansion of dairy consumer scale and market size.



消费升级

Consumption Upgrade

居民消费升级趋势日益明显，奶酪、低温牛奶等高品质新兴品类快速增长。

There is an increasing trend of consumption upgrade. High-value emerging categories, such as cheese and chilled milk, are growing rapidly.



人口结构改变

Demographic Change

新生儿出生率走低，人口结构老龄化加快。婴幼儿食品继续通过品类多元化、场景及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。

Birth rate slows down and aging population structure speeds up. Infant foods continue to drive growth through diversified products, purchasing scenarios and nutrition services innovations; innovation of adult nutrition category accelerates and penetration maintains growing.



数智化

Digital Intelligence

“数智化”时代为产业链升级带来更多可能。

The era of "digital intelligence" brings more possibilities for industrial chain upgrade.



经营展望

Business Outlook

经营展望

Business Outlook



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2021年 公司计划

2021 Business Outlook

营业总收入实现

1070亿

Total revenues to be

RMB 107 billion



利润总额实现

93亿

Total profit before tax to be

RMB 9.3 billion

2021年 战略部署

2021 Business Strategy

- 1** 坚守“伊利即品质”信条，继续以高品质的产品和服务引领业务健康持续发展。
Adhere to the corporate belief of “Yili means the best quality”, and continue to lead healthy and sustainable business development with high-quality products and services.
- 2** 加快产品创新，继续积极发展健康食品领域新业务。
Boost the pace of product innovation, and continue to actively develop new business in the field of health food.
- 3** 继续拓展海外市场，推动国际化业务稳步发展。
Continue to expand overseas markets, and propel the steady development of global businesses.
- 4** 加快数字化转型，提升全渠道运营能力。
Accelerate digitization transformation, and improve omni-channel operation capabilities.
- 5** 加快奶源发展步伐，提高供应链服务保障能力。
Accelerate the development of raw milk sources, and improve service capabilities of supply chain.
- 6** 持续打造“全球健康生态圈”，实现与合作伙伴的协同发展、合作共赢。
Continue to build “Global Health Ecosystem”, and achieve coordinated development and win-win cooperation with partners.
- 7** 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 take “refine ourselves, pursue excellence, and constantly surpass ourselves” as self-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

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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2020年可持续发展联络员全体会议

2020 Sustainable Development Liaison Plenary Meeting



- ▶▶ 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").
- ▶▶ 2020年11月，伊利可持续发展委员会组织召开可持续发展联络员全体会议。会议覆盖所有职能部门和事业部，分享学习可持续发展最新趋势及相关知识，让全员充分认识到企业可持续发展的意义、路径和目标，让可持续发展真正成为企业的深刻自觉，让每个员工自发自觉地去落实。
In Nov 2020, Yili Sustainable Development Committee organized the Sustainable Development Liaison Plenary Meeting. The conference covers all functional departments and business units, sharing and learning the latest trends in sustainable development and related knowledge. In this way, all employees can fully realize the meaning, path and goals of corporate sustainable development, making it a deep conscious of the company and helping each employee consciously implement it.

在环境方面的可持续发展

Sustainable Development in Environment

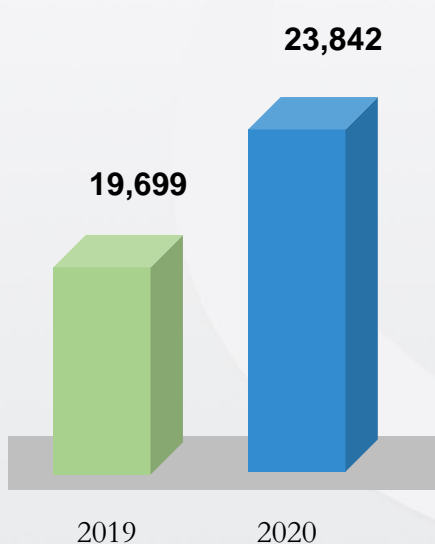


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能源消耗的减少量

Energy Consumption Reduction

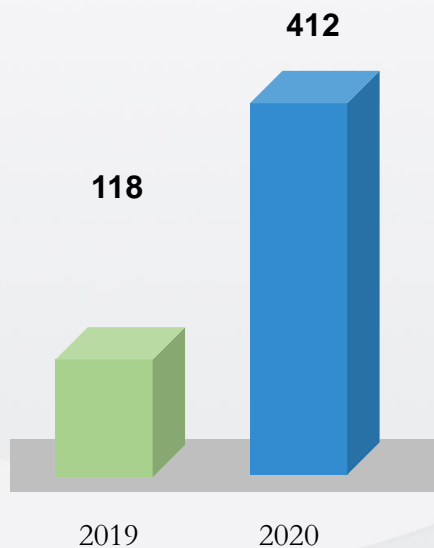
单位：吨标煤
Unit : TCE



总节水量

Total Water Savings

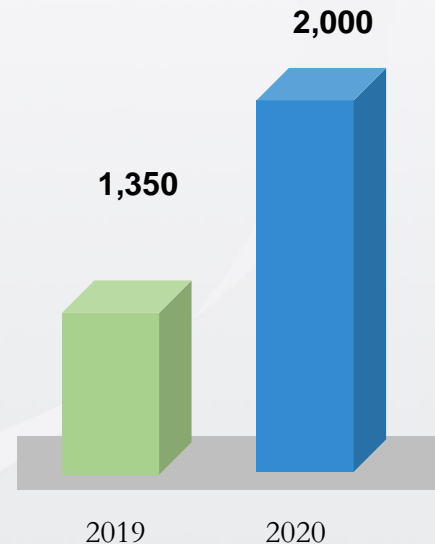
单位：万吨
Unit : ten thousand tons



塑料包装节约用量

Plastic Packaging Savings

单位：吨
Unit : tons



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

伊利营养2020精准扶贫项目累计投入近**8,400**万元
Accumulated donation of Yili Nutrition 2020 Targeted Poverty Alleviation Project accounted to RMB 84 million

覆盖全国**25**个省区
Cover 25 provinces

受益儿童**60**万人
Benefit 600 thousand children

优质教育

Quality Education

我们的实践

Practice

- 伊利方舟
- Yili Ark

我们的成效

Results

伊利方舟项目累计捐赠爱心善款**1,902**万元
Accumulated donation of the Yili Ark Project accounted to RMB 19.02 million

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**3**份
3rd Annual Report on Biodiversity Protection

伊利共使用FSC包材**238**亿包
Total consumption of 23.8 billion FSC packs on Yili products

相当于推动可持续森林经营**90**万亩
Equal to promoting forest sustainable management of 900 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



捐赠科研资金

Donate scientific
research funds

为员工投保新冠 肺炎意外伤害险

COVID-19 accidental
injury insurance for all
employees



调动联盟平台 30家合作伙伴

Mobilize 30 partners
on alliance platform

参加国际援助

Participate in international
assistance



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

1,184

宣贯培训人次

Number of trained persons

31,771

开展反舞弊培训（场）

Numbers of Anti-fraud trainings

2,072

培训员工人次

Number of trained persons

101,030

公司可持续发展评级提升

Rating Improvement in Yili Sustainable Development



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2020年，伊利在明晟公司（MSCI）ESG 评级中由BB提升至BBB，是中国食品行业中的最高评级。

According to the MSCI ESG ratings in 2020, Yili was promoted from BB to BBB, which is the highest rating in China's food industry.

2020年，伊利首次正式回复企业环境信息透明度的黄金标准——CDP环境问卷。评级结果显示，伊利的多项工作达到或超过食品与饮料加工行业的平均分数，其中森林问卷是中国大陆的最高得分之一。

In 2020, Yili officially responded to the CDP environmental questionnaire, the gold standard for corporate environmental information transparency, for the first time. The rating results show that many of Yili's indexes have reached or exceeded the average score of food and beverage industry, and the forest questionnaire is one of the highest ratings in mainland China.

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
实现可持续发展目标企业最佳实践 Best practices to Achieve Sustainable Development Goals	联合国全球契约中国网络 Global Compact Network China
社会责任十大样板企业 Top10 Model Enterprises for Social Responsibility	国务院发展研究中心 Development Research Center of the State Council
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
全球科技创新奖——重大成就奖 Global Technology Innovation Award —— Outstanding Achievement Award	联合国工业发展组织上海全球科技创新中心 Unido Shanghai Global Science & Technology Innovation Center
第十一届中华慈善奖“在抗击新冠肺炎疫情慈善领域作出突出贡献的表彰名单” The 11 th China Charity Awards "Honor List for Outstanding Contributions in Charity for Fighting against Corona Virus"	民政部 Ministry of Civil Affairs
“社会责任发展指数”乳品行业第一 No.1 in dairy industry for "Social Responsibility Development Index"	中国社会科学院 Chinese Academy of Social Science
国家级绿色工厂 National Green Factories	国家工业和信息化部 The Ministry of Industry and Information Technology
全国脱贫攻坚先进集体 National Advanced Collective in Poverty Alleviation	党中央、国务院 Chinese Party Central Committee, The State Council



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.



企业文化

Our Culture



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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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— THANK YOU —

谢谢