



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年三季度业绩

YILI 2020 3rd Quarter Results

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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



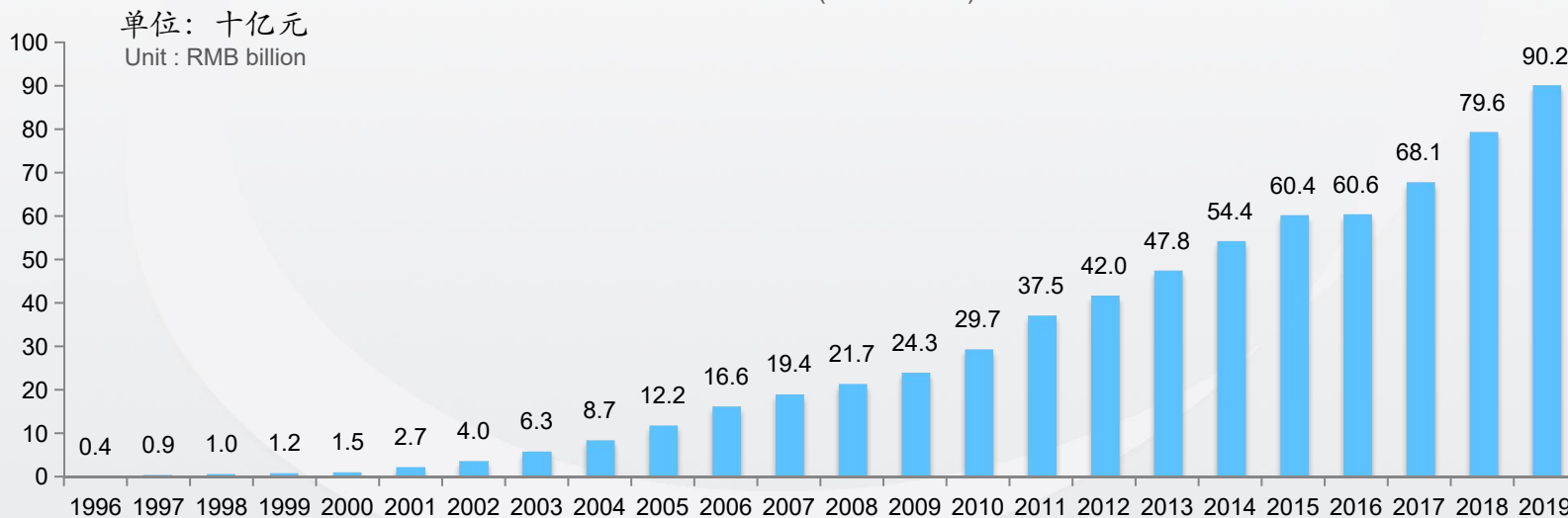
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2019年营业总收入达**902.2**亿元，实现净利润（归属上市公司股东）**69.3**亿元，双双保持增长，继续稳居亚洲乳业首位。

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)

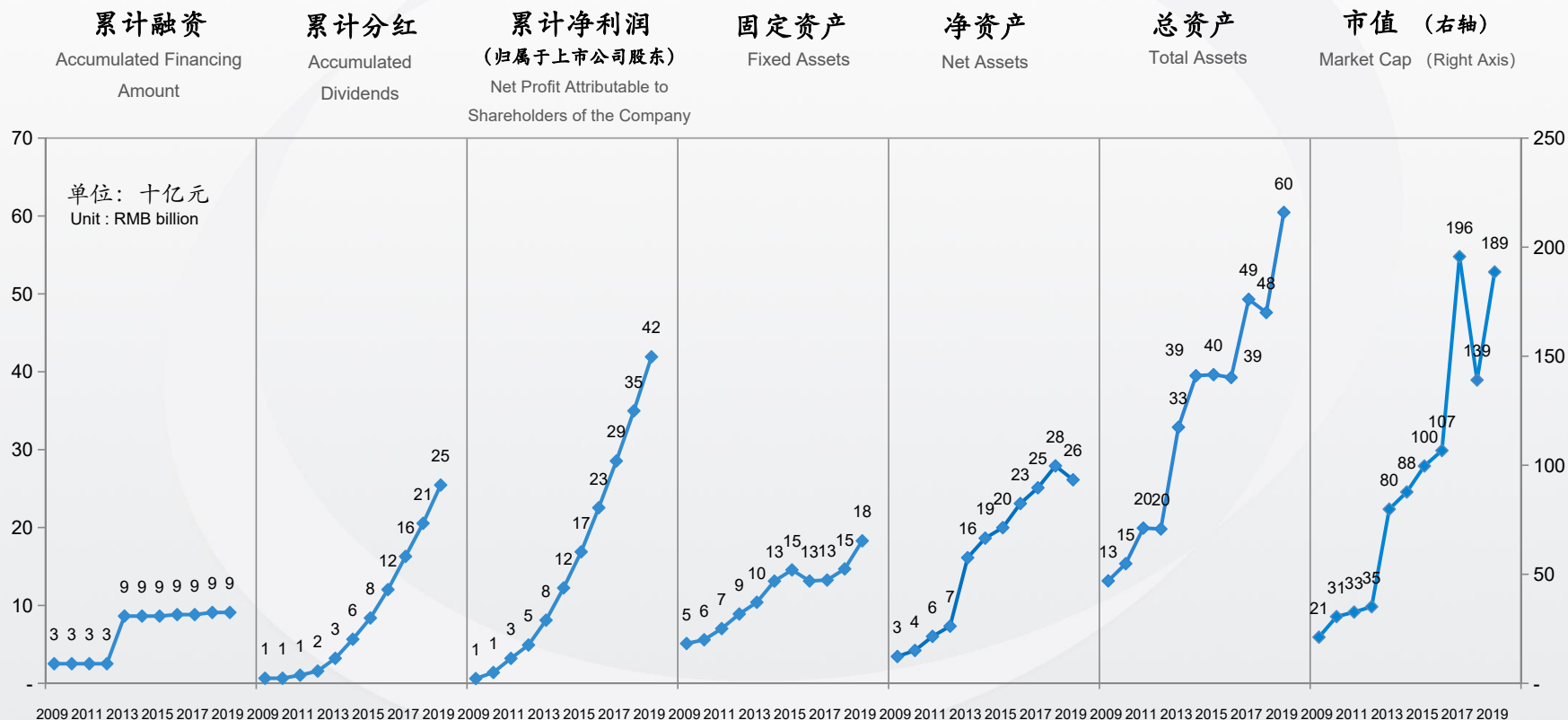


股东回报

Shareholder Return



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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

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 Q3	2020 Q3	增长率 Growth Rate	2019 1-3Q	2020 1-3Q	增长率 Growth Rate
营业总收入 Revenue	23,606	26,242	11.2%	68,677	73,770	7.4%
主营业务收入 Core Business Revenue	23,381	25,776	10.2%	68,207	72,861	6.8%
毛利 Gross Profit	8,426	9,017	7.0%	25,712	26,993	5.0%
毛利率 Gross Profit Margin	36.0%	35.0%	-1.06 pts	37.7%	37.0%	-0.65 ppt
营业利润 Operating Profit	2,176	2,703	24.3%	6,720	7,486	11.4%
归属于上市公司股东的净利润 Net Profit Attributable to Shareholders of the Company	1,850	2,289	23.7%	5,631	6,024	7.0%
净利率 Net Profit Margin	7.8%	8.7%	0.89 ppt	8.2%	8.2%	-0.03 ppt
每股收益(元) EPS (RMB)	0.31	0.39	25.8%	0.93	1.00	7.5%
净资产收益率 ROE	-	-	-	20.7%	21.7%	1.00 ppt

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 Breakdown by Segment



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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 1-3Q 收入 Revenues	2019 1-3Q 占比 %	2020 1-3Q 收入 Revenues	2020 1-3Q 占比 %	增长率 Growth Rate
液体乳 Liquid Milk	56,074	82.2%	57,290	78.6%	2.2%
奶粉及奶制品 Milk Powder and Milk Products	6,681	9.8%	9,369	12.9%	40.2%
冷饮产品系列 Ice Cream	5,453	8.0%	6,034	8.3%	10.6%
其他 Others	-	-	169	0.2%	N/A
总体 Total	68,207	100%	72,861	100%	6.8%

市场占有率

Market Share of Yili



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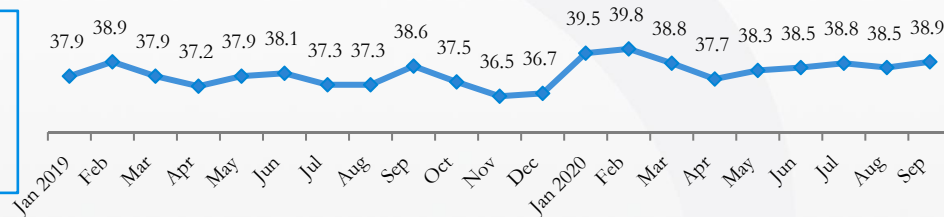
常温

Ambient Products

2020年前三季度市占率 **38.8%**，同比上升 **0.8** 个百分点。

Market share in 1-3Q 2020 was 38.8%, up 0.8 ppt yoy.

单位：%
Unit：%



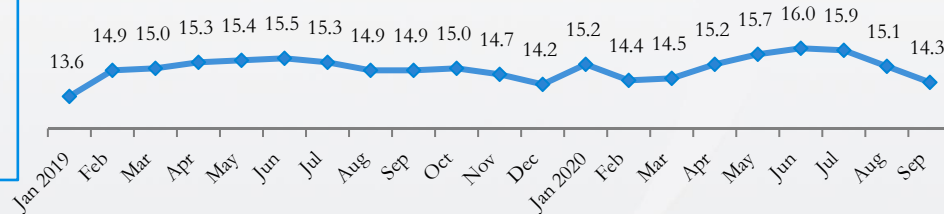
低温

Chilled Products

2020年前三季度市占率 **15.2%**，同比上升 **0.2** 个百分点。

Market share in 1-3Q 2020 was 15.2%, up 0.2 ppt yoy.

单位：%
Unit：%



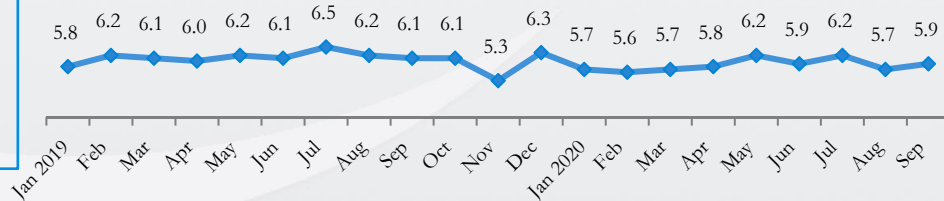
婴幼儿奶粉

Infant Milk Formula

2020年前三季度市占率 **5.9%**，同比下
降 **0.3** 个百分点。

Market share in 1-3Q 2020 was 5.9%, down 0.3 ppt yoy.

单位：%
Unit：%



销售及管理费用率

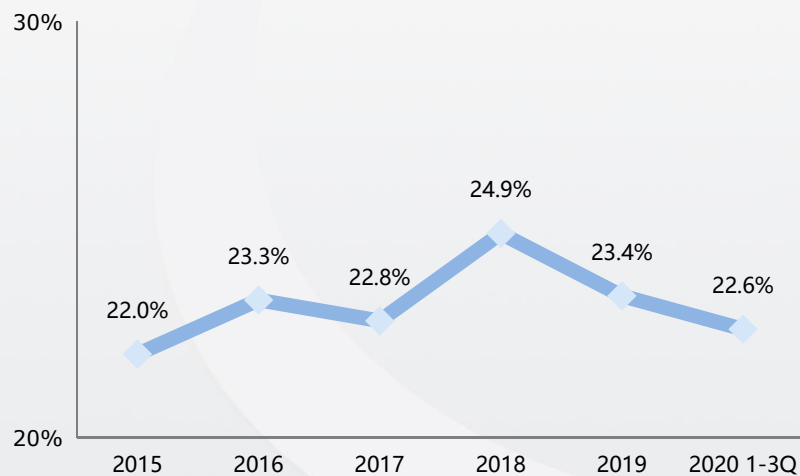
SG&A Expense Ratio



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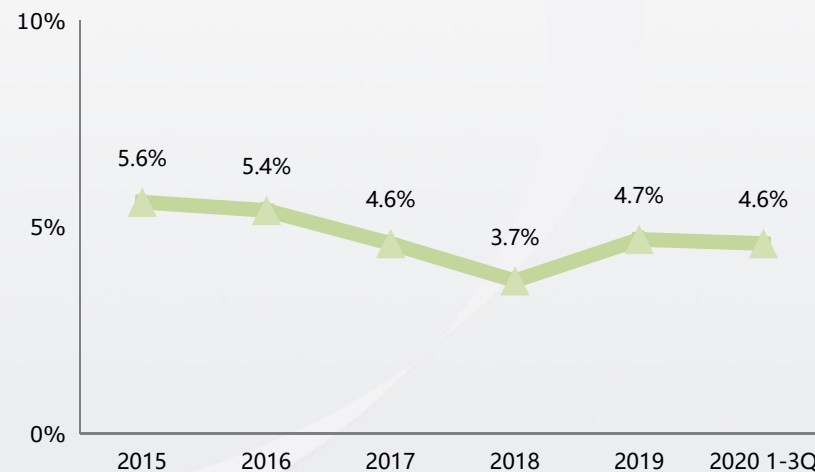
销售费用率

Selling Expense Ratio



管理费用率

G&A Expense Ratio



营运效率

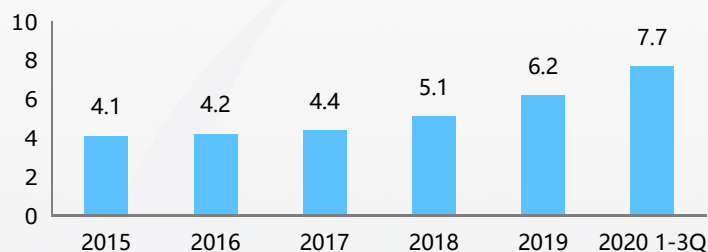
Operating Efficiency



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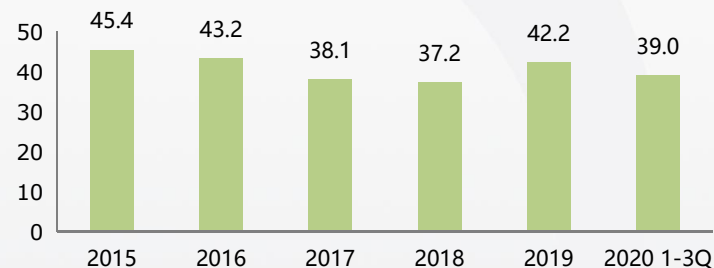
应收票据及应收账款周转天数

Notes Receivable and Accounts Receivable Turnover (Days)



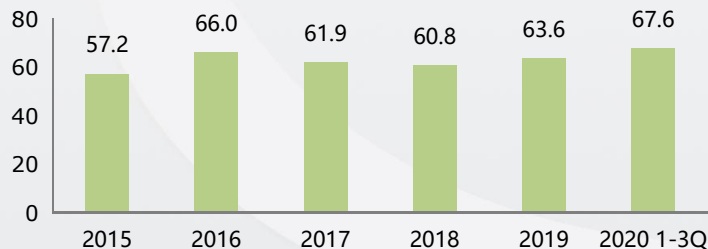
存货周转天数

Inventory Turnover (Days)



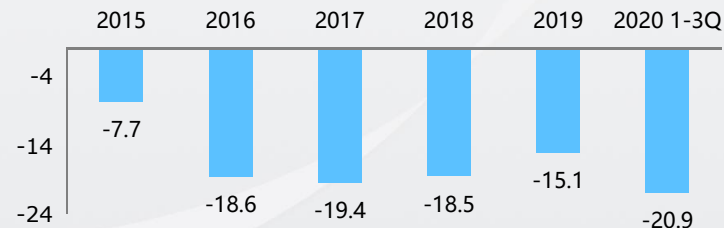
应付票据及应付账款周转天数

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

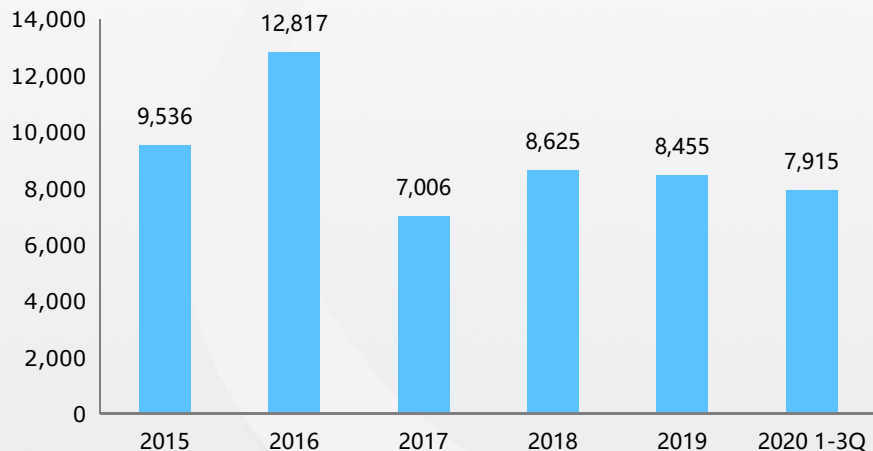


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经营性净现金流

Net Cash Flow from Operating Activities

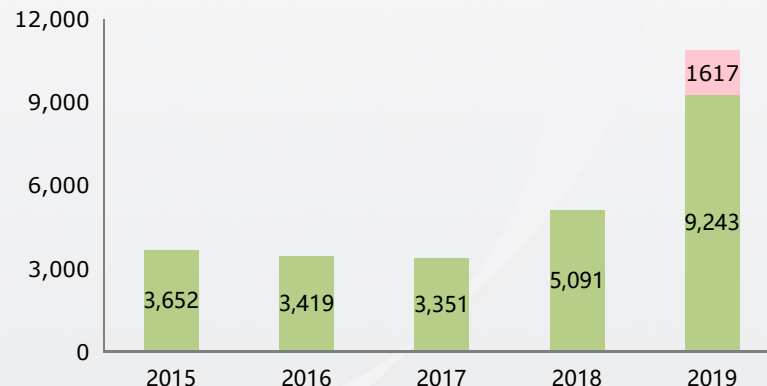
单位：百万元
Unit: RMB million



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

数据来源：公司数据
Data source: Company Data

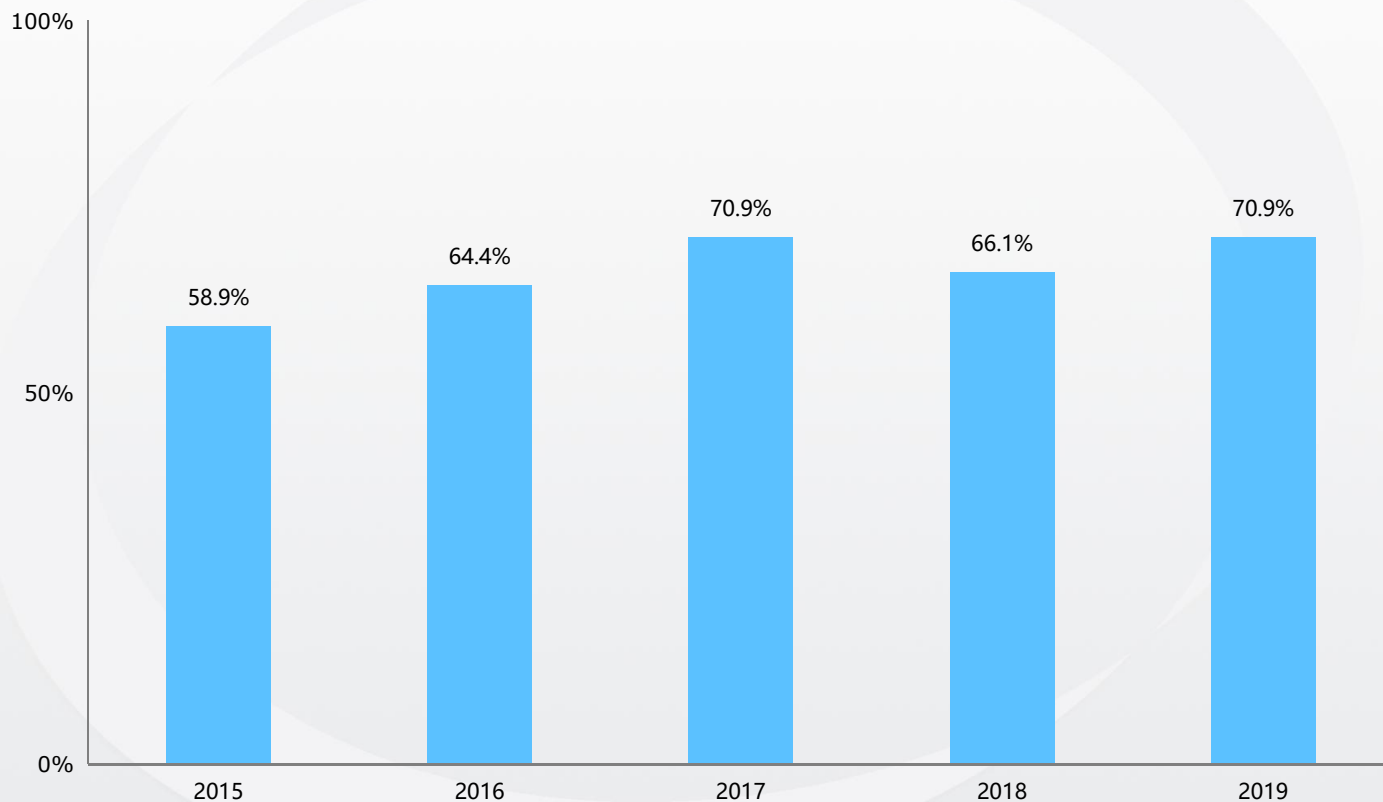


分红率

Dividend Rate



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企业文化和 品牌管理

Culture and Brand
Management

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





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