



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年三季度业绩

YILI 2019 3rd Quarter Results

目录

Contents

1/ 关于伊利

About Yili

2/ 财务回顾

Financial Review

3/ 企业文化和品牌管理

Culture and Brand Management



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



关于伊利

About Yili



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。

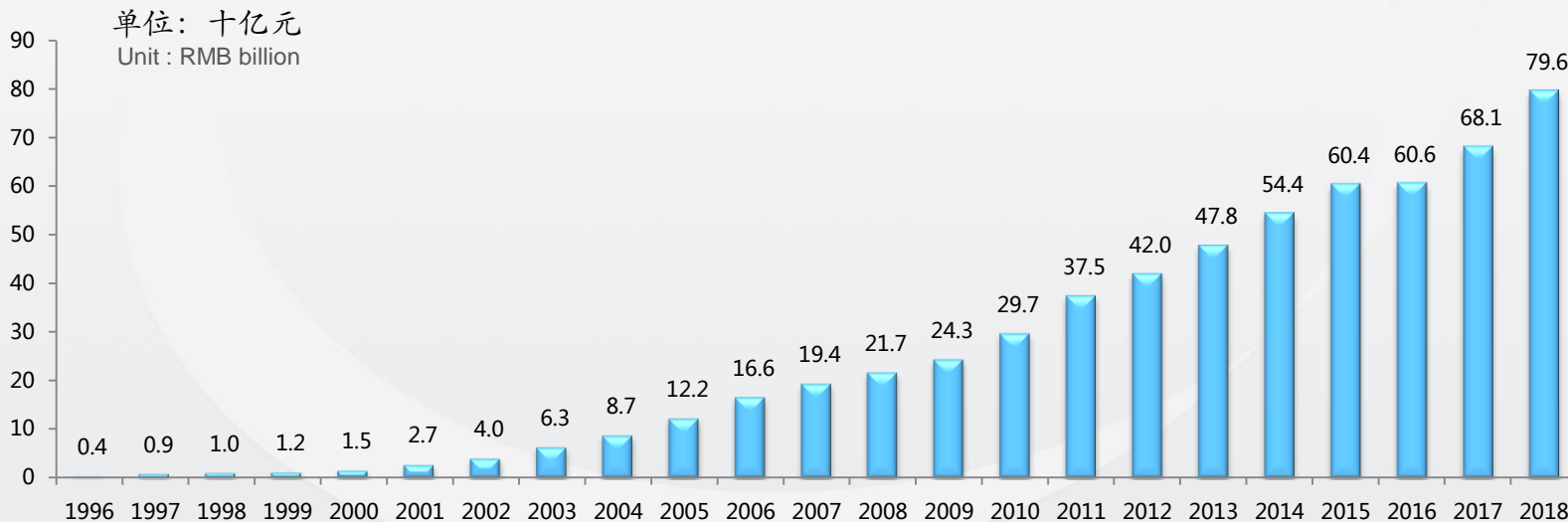
Yili is the sole enterprise in China who conforms to both Olympic Standard and World Expo Standard, providing dairy products for both Beijing 2008 Olympic Games and 2010 Shanghai World Expo. In 2017, Yili became the Official Dairy Products Partner of the Olympic and Paralympic Winter Games Beijing 2022, which made Yili the only healthy food enterprise sponsor for both Summer and Winter Olympics games.

2018年营业总收入达795.53亿元，实现净利润（归属上市公司股东）64.40亿元，双双保持增长，继续稳居亚洲乳业首位。

Total revenues of Yili in 2018 were RMB79.553 billion, and net profit attributable to shareholders of the company was RMB6.440 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 - 2018）

Total Revenues (1996 - 2018)



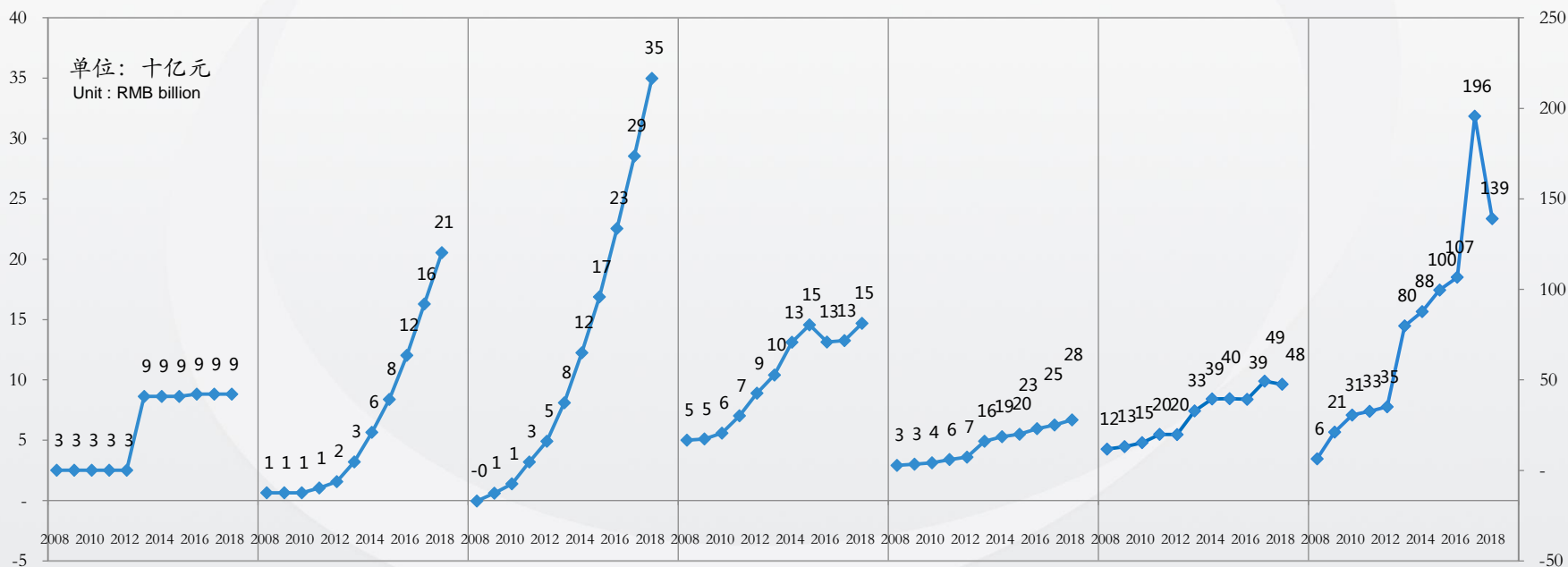
股东回报

Shareholder Return



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

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)
---	----------------------------------	---	----------------------	-------------------	---------------------	--------------------------------------



领导人简介

Introduction of Our Leader



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

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

社会职务

Social Positions

- 中国共产党第十九次全国代表大会代表
Member of the 19th national congress of CPC
- 中国企业联合会、中国企业家协会副会长
Vice President of China Enterprise Union and China entrepreneur Association
- 中华全国青年联合会副主席
Vice chairman of the All-China Youth Federation
- 中国青年企业家协会会长
Chairman of Chinese Young Entrepreneurs' Association
- 中国欧盟协会副会长
Vice chairman of China - EU Association
- 中国共产党第十七次全国代表大会代表
Member of the 17th national congress of CPC
- 第十二届全国政协委员
Member of the 12th national committee of CPPCC
- 中华全国工商业联合会第十一届执行委员会副主席
Vice chairman of the 11th executive committee of All-China Federation of Industry and Commerce



领导人简介

Introduction of Our Leader



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

主要荣誉

Major Recognition

- 享受国务院特殊津贴
CEO Pan enjoys the special allowance of the State Council.
- 2011年, 亚太绿色经济杰出领袖奖
2011, Outstanding leadership award of Green economy in Asia & Pacific area
- 2010年, 亚太杰出商业领袖
2010, Outstanding business leader in Asia & Pacific area
- 2010年, 改变中国的商业力量企业领袖
2010, Business leader in Power of Changing China Awards
- 2009年, 2009年度十大华人经济领袖
2009, Top 10 Chinese economics leader
- 2007年, 俄中友好最具风采企业领袖奖
2007, The best leader of Russia-China friendship
- 2006年, 达沃斯全球青年领袖
2006, Davos Youth Global Leader
- 2006年, 全国五一劳动奖章
2006, National May-1st Labor Medal
- 2005年, CCTV中国年度经济人物
2005, CCTV China Annual Economic Figure
- 2004年, 中国青年五四奖章
2004, China Youth May-fourth Medal





“全球织网” & “全链创新” 战略实施

The “global networking” and the “along-the-supply-chain innovation” strategy

“品质管理” & “精确管理” 管理思想

The “quality management” and the “precise management” management ideas

“奥运” & “世博” 大事件营销理念

The strategic partner of the Olympic Games and the World Expo

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



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



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。

—— 潘刚

In Yili's eyes, there are two types of people in the world: those who drink milk, and those who do not. Yili's mission is to bring them together as one people, all reaping the benefits of nutrient-rich milk and a healthy life.

—— Pan Gang



财务回顾

Financial Review

主要财务指标

Financial Highlights



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

主要财务指标

Financial Highlights

人民币 (百万元) RMB(million)	3Q 2018	3Q 2019	增长率 Growth Rate	1-3Q 2018	1-3Q 2019	增长率 Growth Rate
营业总收入 Revenue	21,385	23,606	10.4%	61,327	68,677	12.0%
主营业务收入 Core Business Revenue	21,183	23,381	10.4%	60,696	68,207	12.4%
毛利 Gross Profit	7,588	8,426	11.0%	22,855	25,712	12.5%
毛利率 Gross Profit Margin	35.8%	36.0%	0.22 ppt	37.7%	37.7%	0.04 ppt
营业利润 Operating Profit	1,904	2,176	14.3%	6,090	6,720	10.4%
归属于上市公司股东的净利润 Net Profit Attributable to Shareholders of the Company	1,602	1,850	15.5%	5,048	5,631	11.5%
净利率 Net Profit Margin	7.5%	7.8%	0.35 ppt	8.2%	8.2%	-0.03 ppt
每股收益(元) EPS (RMB)	0.26	0.31	17.4%	0.83	0.93	12.0%
净资产收益率 ROE	-	-	-	19.1%	20.7%	1.61 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

市场占有率

Market Share of Yili



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

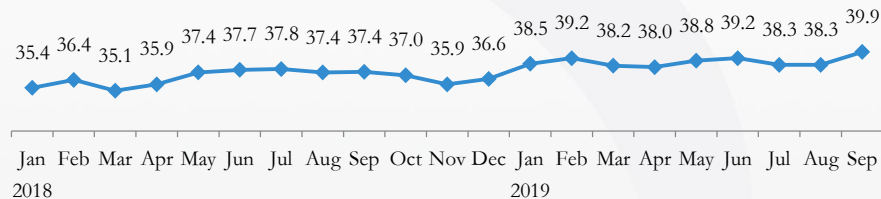
常温

Ambient Products

2019年前三季度市占率 **38.8%**, 同比上
升 **2.0** 个百分点。

Market share in 1-3Q 2019 was 38.8%, up 2.0 ppts yoy.

单位: %



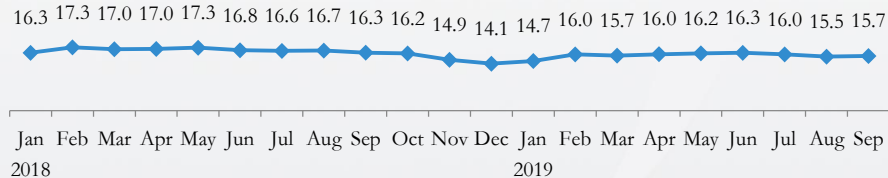
低温

Chilled Products

2019年前三季度市占率 **15.8%**, 同比下
降 **1.0** 个百分点。

Market share in 1-3Q 2019 was 15.8%, down 1.0 ppt yoy.

单位: %



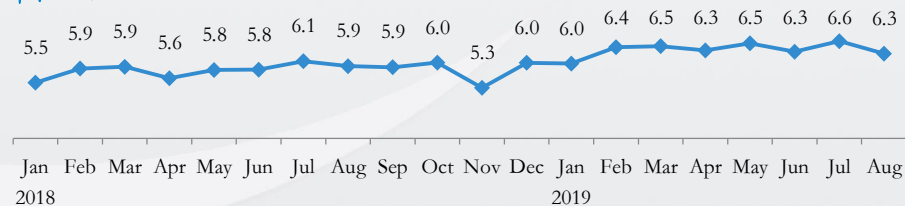
婴幼儿奶粉

Infant Milk Formula

2019年1-8月市占率 **6.4%**, 同比上升 **0.6**
个百分点。

Market share in first 8 months was 6.4%, up 0.6 ppt yoy.

单位: %



注: 婴幼儿奶粉市占率截止到今年8月
Data source: Market share of infant milk formula as of August 2019

数据来源: 尼尔森
Data source: Nielsen

销售及管理费用率

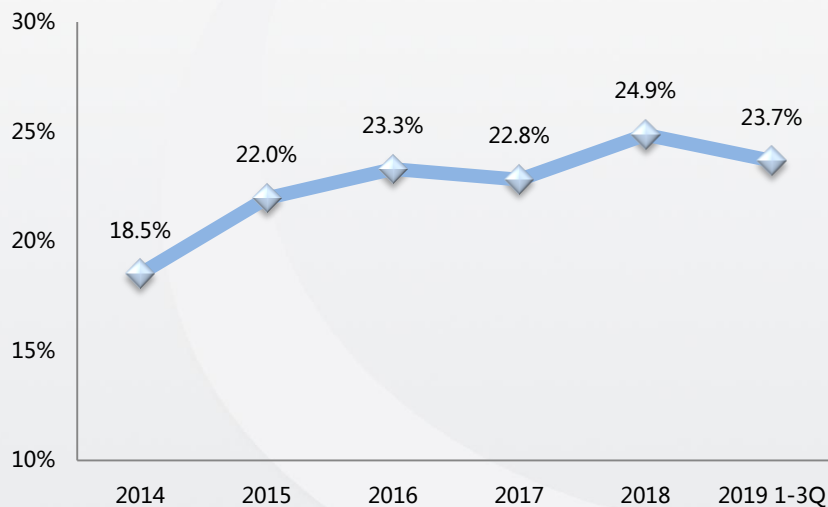
SG&A Expense Ratio



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

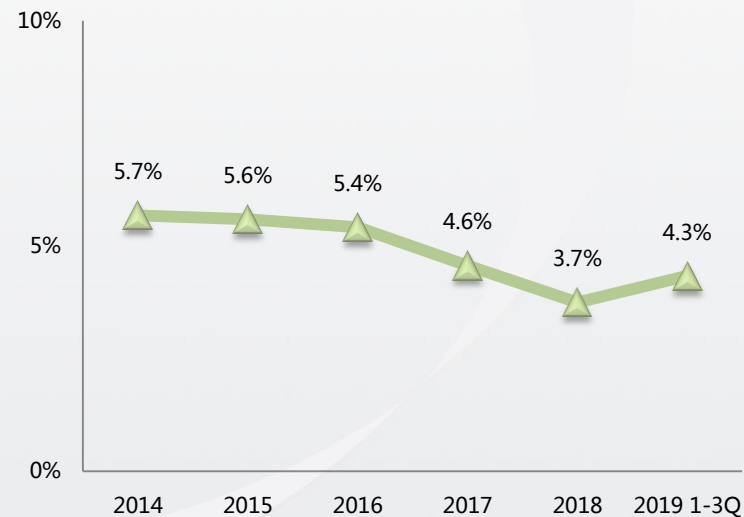
销售费用率

Selling Expense Ratio



管理费用率

G&A Expense Ratio



营运效率

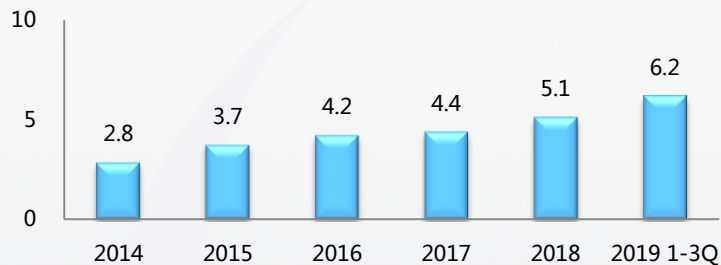
Operating Efficiency



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

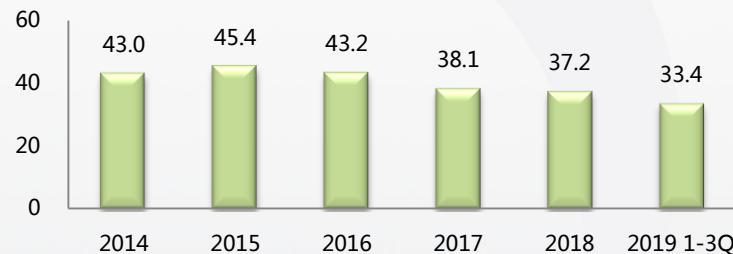
应收票据及应收账款周转天数

Notes Receivable and Accounts Receivable Turnover (Days)



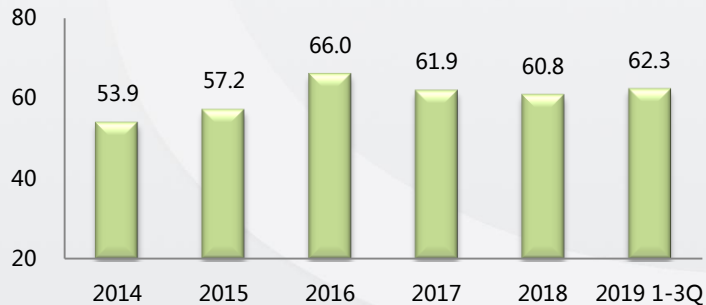
存货周转天数

Inventory Turnover (Days)



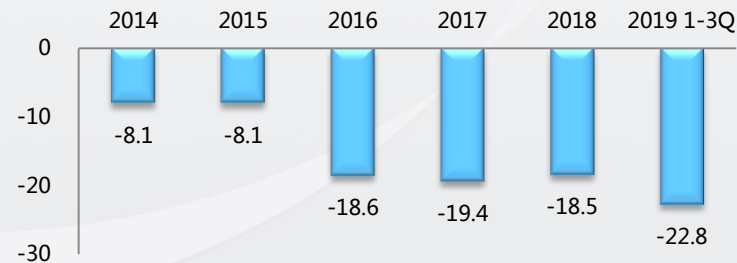
应付票据及应付账款周转天数

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

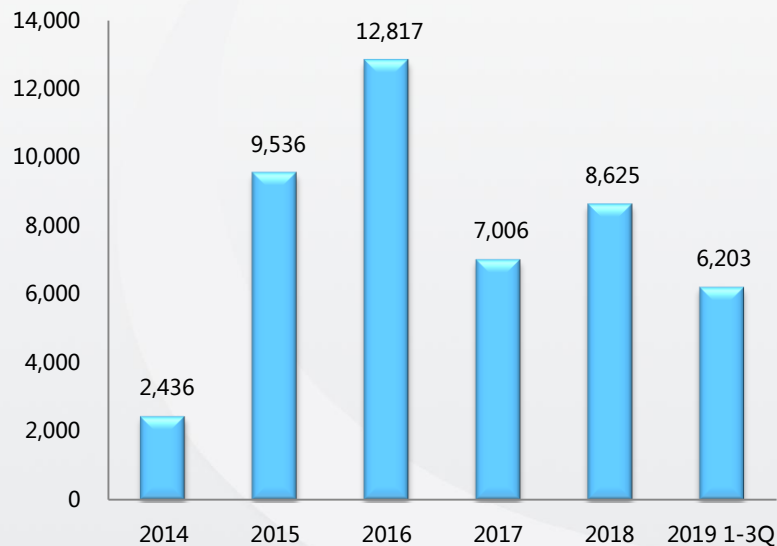


北京2022年冬奥会官方合作伙伴
Official Partner of the Olympic Winter Games Beijing 2022

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



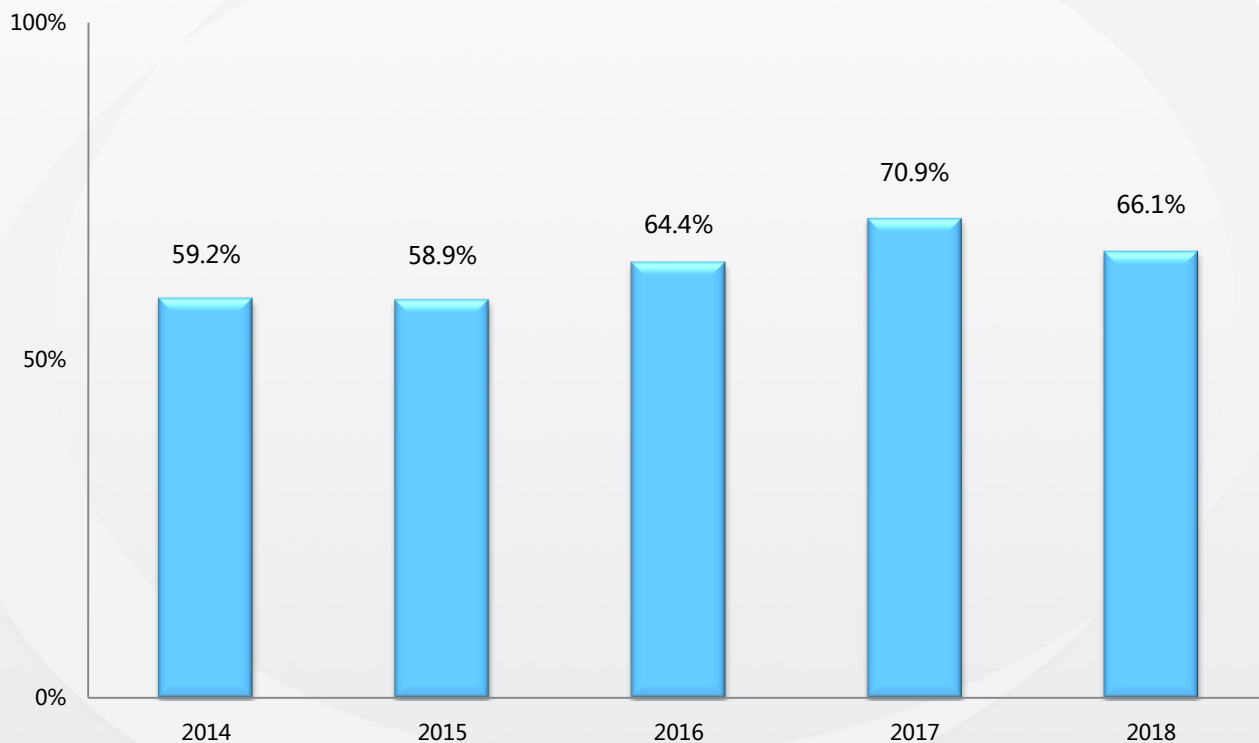


分红率

Dividend Rate



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





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



企业文化

Our Culture



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



伊利精神

The Spirit of Yili

忠诚守信

重情知恩

Be loyal, trustworthy,
grateful, and value
emotions

勇于担当

用心做事

Be courageous in meeting
challenges, diligent in
overcoming them

纪律严明

高效执行

Be extremely disciplined,
highly efficient in
execution

居安思危

持续创新

Be vigilant,
over-innovative

自律自省

风清气正

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

品牌精髓

Brand Essence



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

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





免责声明

DISCLAIMER



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

本材料由内蒙古伊利实业集团股份有限公司编制，相关信息仅供参考。其中涉及的行业展望、发展战略、未来愿景等前瞻性陈述反映本公司目前对未来事件的观点，而非对未来表现的保证也不构成对投资者的实质承诺；该等前瞻性陈述并受制于若干可变因素的影响，包括但不限于：价格波动、实际需求的变化、汇率变动、市场份额、行业竞争、环境风险、法律、财务和监管变化等。请投资者注意投资风险。

This material is provided by the Inner Mongolia Yili Industrial Group Co., Ltd. (the "Company"). This presentation is a simple description, which is for reference only, not a complete version. Material involving industry, strategy, vision and other forward-looking statements is not substantive commitment to investors. Investors should be aware of investment risks.



— THANK YOU —

谢谢