



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 2021年度及 2022年一季度业绩

2021 Annual and 2022 1st Quarter Results

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长期愿景
Long-term Vision

关于伊利

About Yili



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亚洲第一 创新
全球乳业5强
2021
全球化
奥运品质
蓄力健康
赋能冬奥
V
强

逆势再展锋芒
蝉联全球五强

伊利集团成功蝉联五强
*数据来源源于荷兰合作银行2021全球乳业20强榜单



- 伊利是中国**第一**、**亚洲第一**、**全球五强**的中国乳品企业。
- 伊利是全球**最具价值**的乳品品牌
- Yili is a dairy enterprise that ranks No.1 in China, No.1 in Asia and Top 5 globally.
- Yili is the most valuable dairy brand globally.
- 伊利是中国**唯一**一家符合奥运会标准的乳制品企业，也是**唯一**一家符合世博会标准的乳制品企业，更是全球**首家**服务“双奥”的健康食品企业。为2008年北京奥运会、2010年上海世博会以及2022年北京冬奥会提供乳制品和相关服务。
- Yili is the sole enterprise in China who conforms to both Olympic Standard and World Expo Standard, providing dairy products for 2008 Beijing Olympic Games, 2010 Shanghai World Expo and 2022 Beijing Olympic Winter Games , which made Yili the first global health food enterprise sponsor for both Summer and Winter Olympics games.

董事长简介

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 of Yili Group





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业绩回顾

About Yili



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2021年营业总收入达**1,106**亿元，实现净利润（归属上市公司股东）**87.1**亿元，双双保持增长，继续稳居亚洲乳业首位。

Total revenue of Yili in 2021 was RMB 110.6 billion, and net profit attributable to shareholders of the company was RMB 8.7 billion.

Both revenue 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 - 2021）

Total Revenue (1996 - 2021)



数据来源：公司数据

Data source: Company Data

通过持续高分红、市值增长回报股东

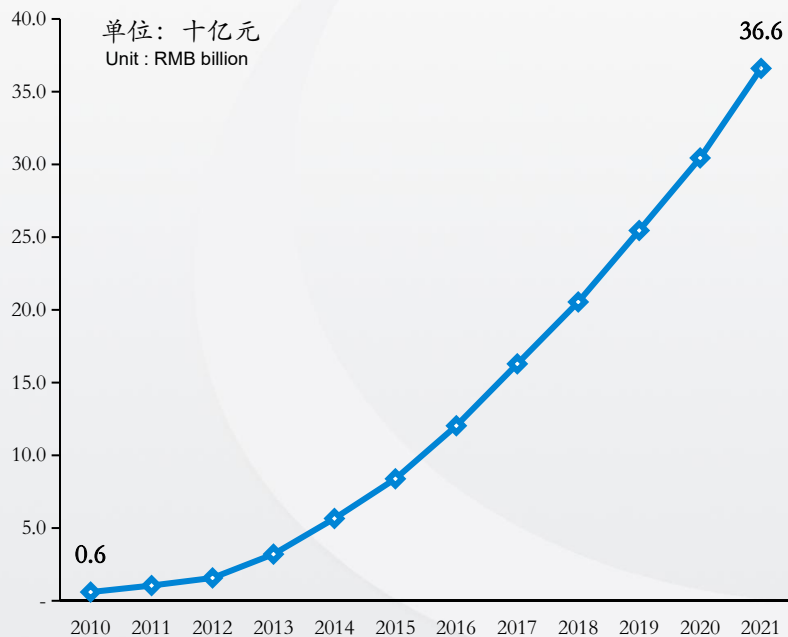
Returned to shareholders through sustainable high dividends and market value growth.



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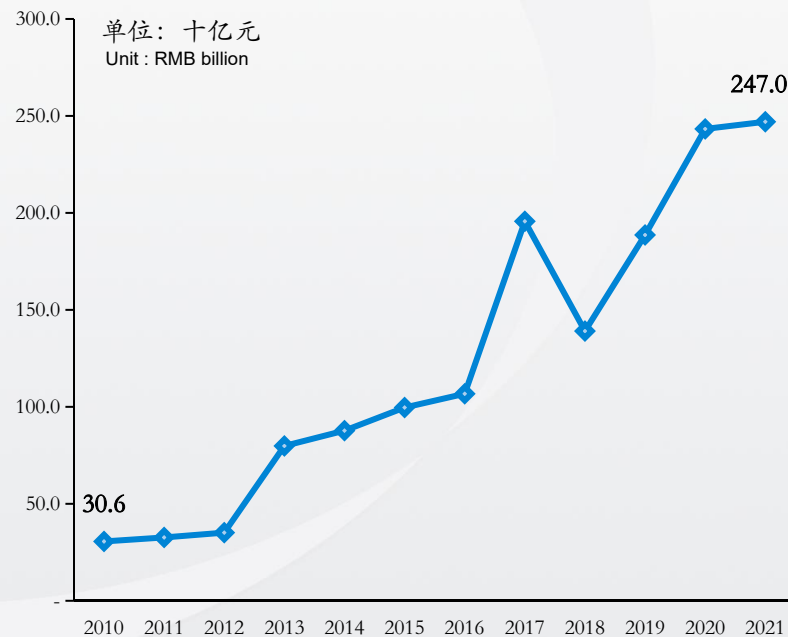
累计分红

Accumulated Dividends



市值

Market Cap



数据来源：公司数据
Data source: Company Data

全年收入利润超额完成

Overfullfilled the whole year revenue and profit targets.



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2021年经营计划

Business Outlook of 2021

营业总收入

1,070亿

Total revenue to be RMB 107.0 billion

利润总额

93亿

Profit before tax to be RMB 9.3 billion

2021年实际业绩

Actual Performance of 2021

营业总收入实现

1,106亿

Total revenue reached RMB 110.6 billion

利润总额实现

101亿

Profit before tax reached RMB 10.1 billion

数据来源：公司数据

Data source: Company Data

主要财务指标

Financial Highlights



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人民币 (百万元) RMB(million)	2020	2021	增长率 Growth Rate	2021 Q1	2022 Q1	增长率 Growth Rate
营业总收入 Revenue	96,886	110,595	14.15%	27,363	31,047	13.47%
主营业务收入 Core Business Revenue	95,345	108,462	13.76%	26,934	30,589	13.57%
毛利 ¹ Gross Profit	28,858	33,342	15.54%	8,760	10,587	20.9%
毛利率 ² Gross Profit Margin	30.3%	30.7%	0.47 pts	32.5%	34.6%	2.09 pts
销售费用率 Selling Expense Ratio	17.43%	17.46%	0.04 pts	16.96%	18.14%	1.18 pts
管理费用率 G&A Expense Ratio	4.01%	3.82%	-0.19 pts	3.54%	3.32%	-0.22 pts
营业利润 Operating Profit	8,558	10,230	19.54%	3,491	4,210	20.57%
归属于上市公司股东净利润 Net Profit Attributable to Shareholders of the Company	7,078	8,705	22.98%	2,831	3,519	24.32%
净利率 Net Profit Margin	7.31%	7.87%	0.57 pts	10.35%	11.33%	0.99 pts
每股收益(元) EPS (RMB)	1.17	1.43	22.22%	0.47	0.56	19.15%
净资产收益率 ROE	25.18%	25.59%	0.41 pts	8.93%	7.12%	-1.81 pts

注：1、毛利是主营业务毛利。

2、根据财政部相关规定，履行销售合同相关的运输费用及与生产产品相关的日常修理费用将计入营业成本。

Note: 1. Gross profit is calculated from core business revenue.

2. According to regulations of the Ministry of Finance, the transportation costs related to sales contract performance and the daily repair costs related to production will be included in operating cost.

数据来源：公司数据

Data source: Company Data

主要业务收入细分

Core Business Revenue Segment Breakdown



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人民币 (百万元) RMB(million)	2020年		2021年			2021 Q1		2022 Q1		
	收入 Revenue	占比 %	收入 Revenue	占比 %	增长率 Growth Rate	收入 Revenue	占比 %	收入 Revenue	占比 %	增长率 Growth Rate
液体乳 Liquid Milk	76,123	79.8%	84,911	78.3%	11.5%	20,861	77.5%	22,318	73.0%	7.0%
奶粉及奶制品 Milk Powder and Milk Products	12,885	13.5%	16,209	14.9%	25.8%	3,989	14.8%	5,395	17.6%	35.3%
冷饮产品系列 Ice Cream	6,158	6.5%	7,161	6.6%	16.3%	2,062	7.7%	2,795	9.1%	35.5%
其他产品 Other Products	179	0.2%	182	0.2%	1.9%	22	0.1%	81	0.3%	262.2%
总体 Total	95,345	100%	108,462	100%	13.8%	26,934	100%	30,589	100.0%	13.6%

主营业务收入增长得益于量、价和结构优化；各品类主营业务均取得双位数增长

Growth of main business income benefited from the increase of volume and price, and the optimization of product mix. All main business units achieved double-digit growth.



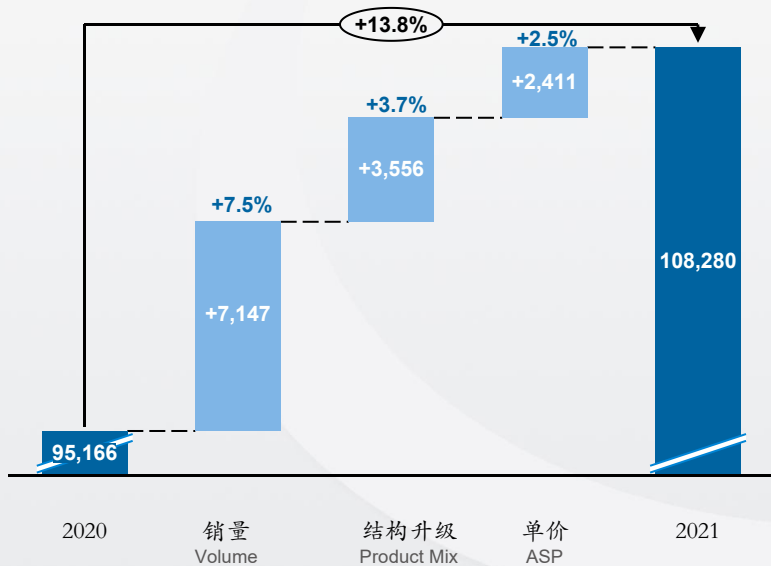
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2021年收入增长归因

Revenue Growth Attribution

单位：百万元

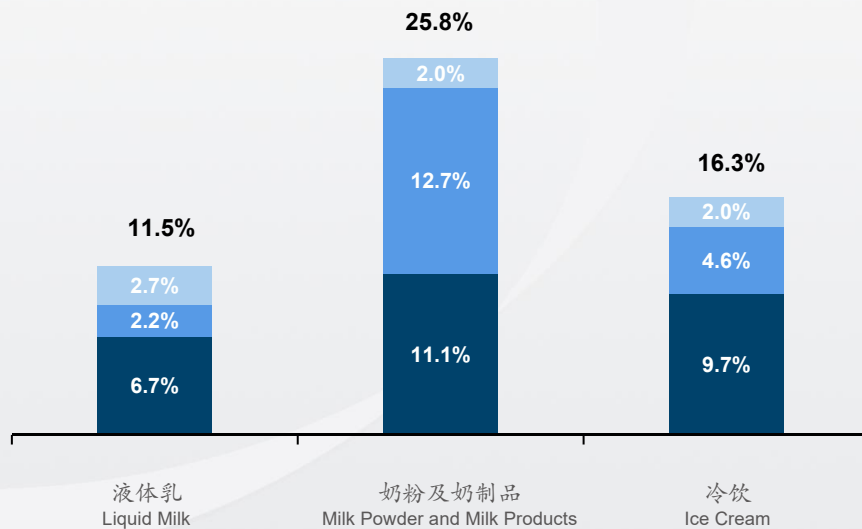
Unit: RMB million



2021年各业务增长归因

Revenue Growth Attribution by Segment

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

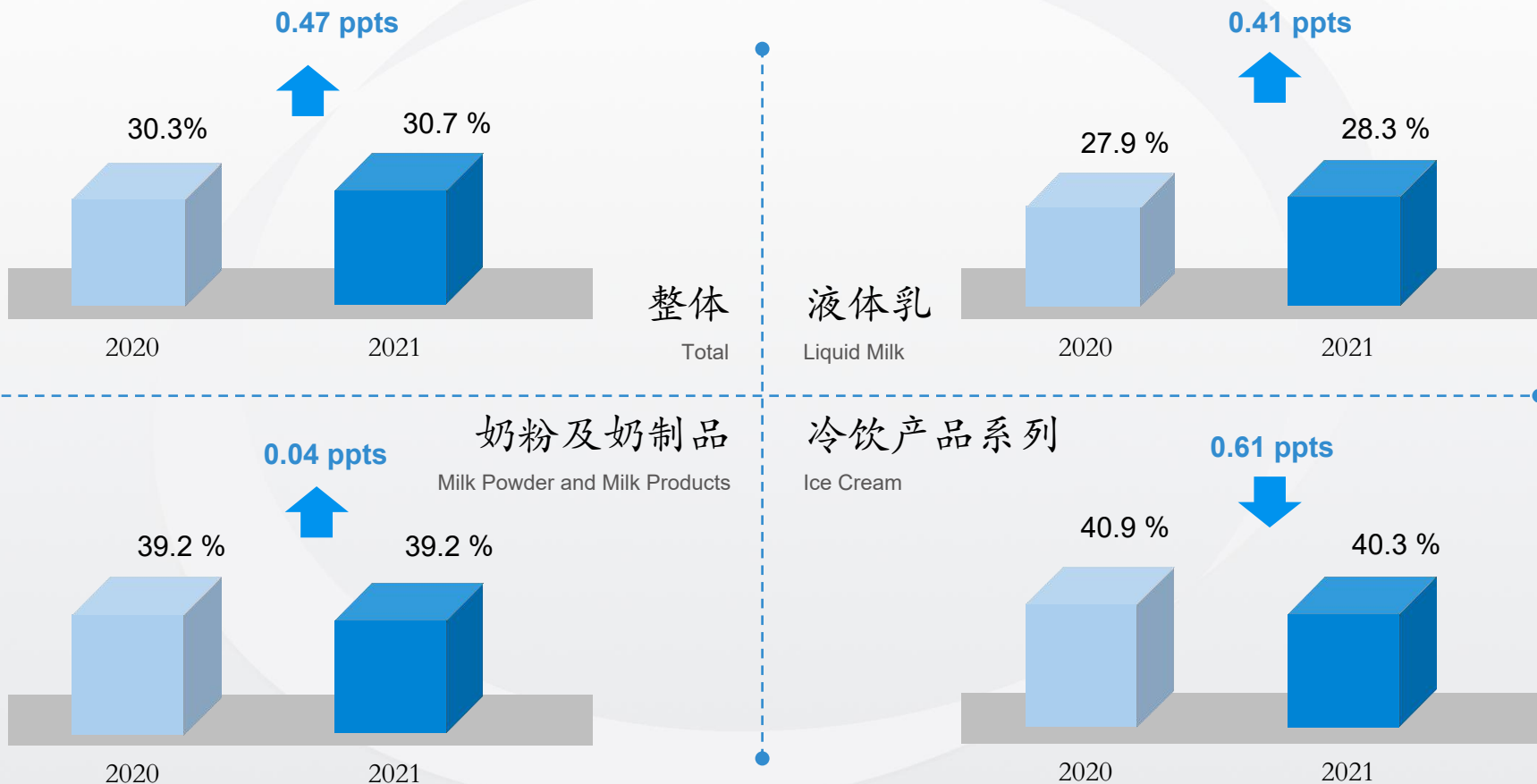


各业务毛利率情况

Gross Margin by Segment



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数据来源：公司数据
Data source: Company Data

利润总额增长归因

Growth Attribution of Profit Before Tax



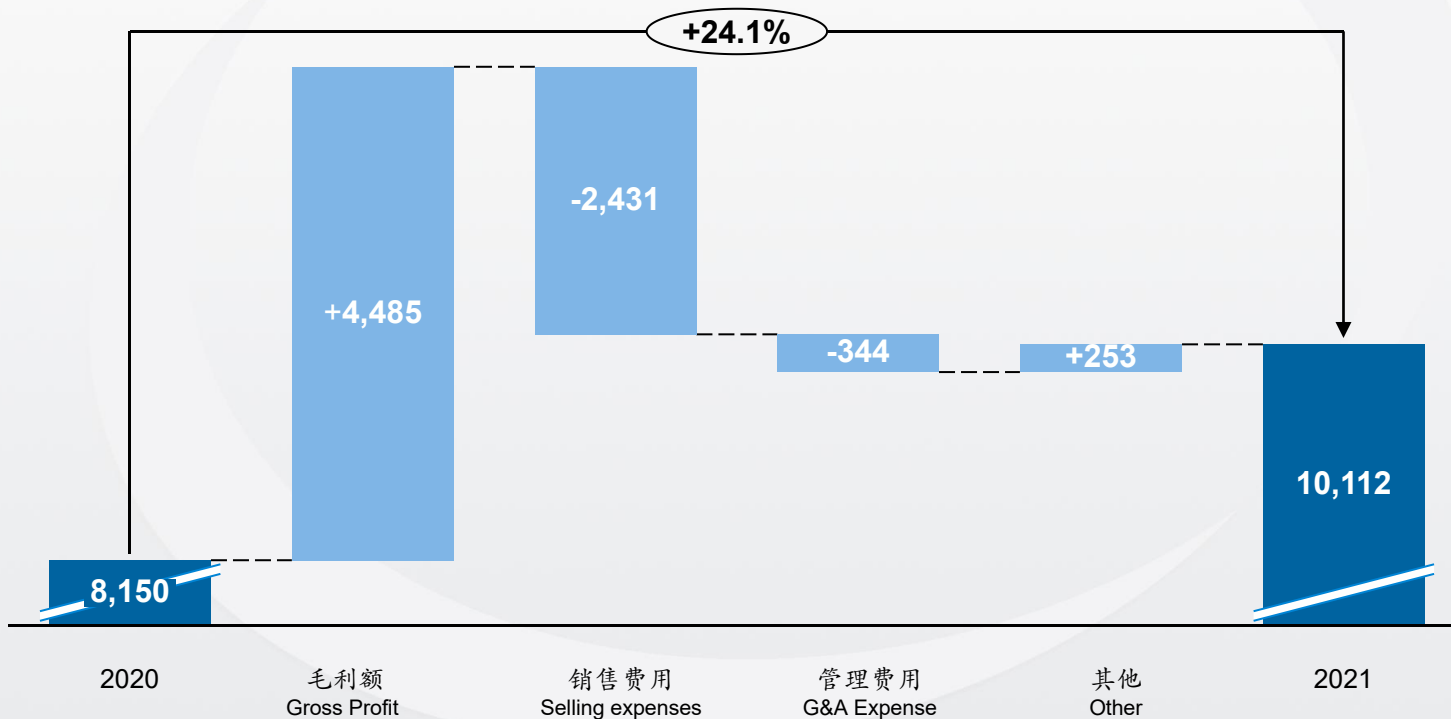
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2021年利润总额增长归因

Profit Before Tax Growth Attribution

单位：百万元

Unit: RMB million



数据来源：公司数据
Data source: Company Data

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)



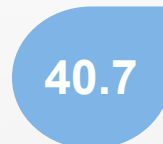
2020



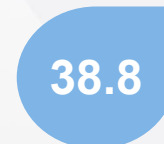
2021

存货周转天数

Inventory Turnover (Days)



2020



2021

应付票据及应付账款周转天数

Notes Payable and Accounts Payable Turnover (Days)



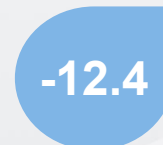
2020



2021

现金周转天数

Cash Turnover (Days)



2020



2021

现金流和资本开支

Cash Flow and Capital Expenditure



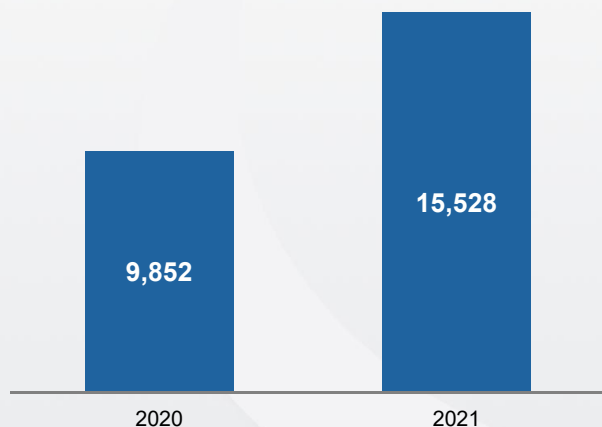
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经营性净现金流

Net Cash Flow from Operating Activities

单位：百万元

Unit: RMB million

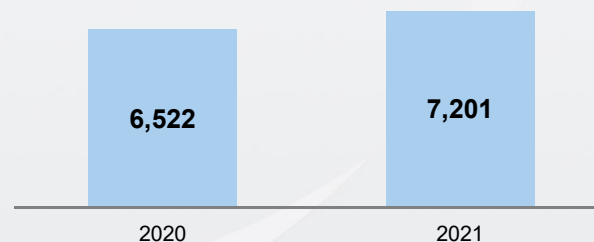


资本开支

Capital Expenditure

单位：百万元

Unit: RMB million



数据来源：公司数据

Data source: Company Data

税息折旧及摊销前利润、投资回报率与分红率



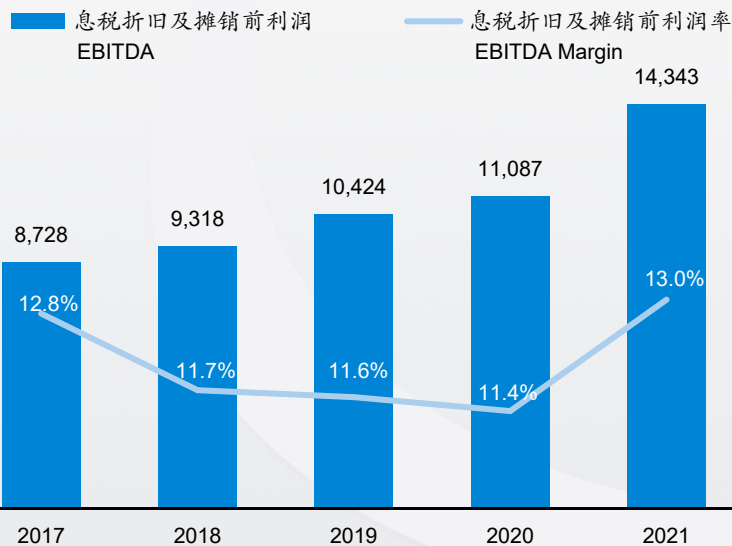
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EBITDA, ROIC and Dividend Rate

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



2021

18.5%

分红率

Dividend Rate



2021

70.6%

数据来源：公司数据
Data source: Company Data



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行业现状

Industry Status



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饮奶习惯养成和市场渗透率提升，促进液体乳市场规模增长：

- 2021年，地、县级市场液体乳消费额同比增长**17.4%**，购买液体乳的家庭户数同比增长**3.5%**，且平均单次购买数量和购买频次同步上升。

The development of consumption habit and the increase in penetration boosts the growth of liquid milk market.



本土婴配粉品牌竞争力增强；成人粉细分需求增长：

- 2021年，国内乳品持续创新和升级，本土婴配粉品牌赢得了更多消费者的认可。
- 成人奶粉市场规模同比增长**超10%**。

The competitiveness of domestic IMF brands is increasing; the differentiated demand for adult milk powder is growing.



消费持续升级，对乳品功能及品质需求不断增加：

- 2021年，有机、A2等高端液体乳消费额同比增长**18.1%**，覆盖家庭户数同比增加**10.1%**。

Consumption continues to upgrade, and demand for dairy functions and quality continues to increase.



新零售模式快速发展：

- 社群营销、O2O到家等新零售模式为消费者提供了更加便利、敏捷的产品交付。

New retail is developing rapidly.



原料成本上涨和外围环境给乳企发展带来挑战：

- 原料奶、油脂、纸箱、塑料等原辅材料价格同比大幅上涨。同时，国际贸易环境、汇率波动及境外疫情均带来不确定性影响。
- Rising cost of raw materials and external environment bring challenges to the development of dairy enterprises.

行业格局和趋势

Industry Pattern and Trend



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关注健康

Health Conscious

- 消费者注重健康生活方式，下线市场的乳品消费潜力有望进一步释放。
- Consumers pay attention to healthy lifestyles, and dairy consumption in lower tier cities is expected to be further released.



奶源供需 趋于平衡

Balancing Milk
Demand and Supply

- 国内养殖规模稳步提升。
- 奶牛单产效率持续提高。
- The scale of domestic cow husbandry is steadily increasing.
- Yield efficiency of cows continues to improve.



新渠道崛起

Rise of New Channel

- 线上购物、直播带货、社群营销、O2O到家等新兴渠道，将带动乳品消费不断扩大。
- Emerging channels, such as online shopping, live streaming, community purchase and O2O home delivery, will drive the continuous expansion of dairy consumption.



消费升级

Consumption Upgrade

- 奶酪、乳脂、专业功能乳品等高价值新品类快速增长。
- New high-value categories, such as cheese, butterfat, and functional dairy products, are growing rapidly.



人口结构变化

Demographic Change

- 出生率走低，品类多元化及营养服务创新拉动行业增长。
- 老龄化加快，市场渗透率持续增长。
- Birth rate is declining. Industry growth is driven by category diversification and nutrition service innovation.
- Aging is accelerating and market penetration continues to grow.



数智化

Digital Intelligence

- “数智化”推动产业链升级。
- "Digital intelligence" promotes the upgrading of industrial chain.

公司迈入千亿时代，收入利润均实现双位数增长，盈利能力持续提升



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Beginning the era of 100 billion, revenue and profit both achieved double-digit growth, and profitability continued to improve.

亚洲首家千亿乳企

First 100 Billion Dairy Company in Asia



- 伊利跨过1100亿大关，成为绝对龙头。
- Yili achieved the 110 billion milestone and became the absolute leader of the industry.
- 中国乳业梯队分化加速，“一超多强”新格局确立。
- The differentiation of dairy industry in China is accelerating, and a new structure of "only super power and multi-great power" was established.

品牌稳居乳业第一，持续拓宽品牌矩阵，全面占领消费者心智



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Brand ranked first in dairy industry, continued to expand brand matrix, and fully captured the consumer mindsets.

品牌实现继续领跑

Keep Leading

“BrandZ™发布的“2021年最具价值中国品牌100强”榜单，公司连续9年蝉联食品和乳制品行业**第一**，并在Brand Finance发布的“全球最具价值乳品品牌10强”中蝉联**第一**。同时，连续4年在“全球乳品品牌潜力榜”中**夺冠**。

Among BrandZ™ “Top 100 Most Valuable Chinese Brands in 2021” list, Yili ranked first in food and dairy rankings for 9 consecutive years. Meanwhile, Yili was awarded the world's most valuable dairy brand honor by Brand Finance, as well as the Top 1 brand in global dairy potential list for 4 consecutive years.

在凯度消费者指数《2021年亚洲市场品牌足迹》报告中，“伊利”品牌以近13亿的消费者触及数，连续6年成为消费者**选择最多**的品牌。

Kantar Consumer Index "Asian Brand Footprint Report 2021" indicates Yili has been the most chosen brand by consumers for 6 consecutive years, with up to 1.3 billion in consumer reach point.

29年坚持品牌布局

Keep Distributing



国民品牌



5个
百亿品牌



7个
十亿品牌



20余个
精品品牌



母品牌和**11**个子品牌位列品牌力份额品类**第一**。

The share of brand power of parent brand and 11 sub-brands ranks first in dairy industry.

携手奥运17年，伊利品牌闪耀冬奥

Accompany with the Olympics for 17 years, Yili brand shined in the Beijing Winter Olympic Games.



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- 伊利的奥运身份在消费者认知排名中位居全行业**第一**。口碑创历史新高，领跑食品饮料行业。
- 2022年1-2月，伊利冬奥内容触达近**90%**国内消费者。
- The consumer awareness of Yili Olympic identity ranked first in dairy industry. The reputation level reached a new record, leading the entire food and beverage industry.
- From January to February, 2022, the content related to Yili and Olympic Winter Games reached almost 90% of domestic consumers.



- 公司收到国家体育总局冬季运动管理中心的特别感谢信，是中国**唯一**一家获此感谢的乳制品企业。
- Yili was the sole dairy enterprise who received the thank-you letter from Winter Sport Administration Centre of National General Administration of Sport.



- 伊利为来自**90**多个国家和地区的冬奥运动员，以及来自**40**多个国家和地区的冬残奥运动员提供全面保障助力。
- Yili provided customized products and services for the athletes from more than 90 regions and countries in Winter Olympic Games and 40 in Winter Paralympic Games.



渠道渗透率持续提升，电商份额继续领先

Channel penetration continued to increase, and e-commerce share continued to lead the industry.



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渗透率提升

Higher Penetration

常温液态类乳品
市场渗透率

Ambient liquid milk
penetration rate

+0.7 pts

地级市渗透率

Penetration rate in
prefecture-level cities

+0.6 pts

县级市渗透率

Penetration rate in
country-level cities

+1.2 pts

电商渠道增长

Growth of
E-commerce Channels

常温液体乳
电商平台排名

Market rank of ambient liquid
milk on E-commerce platforms

#1

常温液态奶
电商平台份额

Market share of ambient liquid
milk on E-commerce platforms

28.4%

液体乳：常温液奶继续保持行业领导者地位，两百亿矩阵再添成员

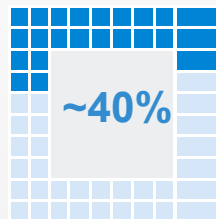


北京2022年冬奥会官方合作伙伴
Official Partner of the Olympic Winter Games Beijing 2022

Liquid milk: Ambient liquid milk continued to be the industry leader, and Satine became a new member of 20 billion brands matrix.

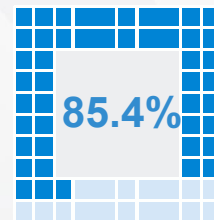
市场占有率第一

No.1 in Market Share



渗透率第一

No.1 in Penetration



销售规模
超200亿品牌

Brands above 20 billion
in sales revenue



安慕希[®]



液体乳：常温有机引领行业发展，创新焕发酸奶活力，健康饮品多点开花



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Liquid milk: Ambient organic milk continued to lead the industry, innovation continued to revitalize ambient yogurt, and healthy drinks developed with multiple highlights.

常温白奶 Ambient Milk

- **常温有机**：金典有机强势增长**41.5%**，市场占有率达**51.4%**，继续保持有机奶品类**第一**的位置。
- **舒化奶**：高端功能产品继续拓展细分赛道，同比近**30%**增长。
- **儿童奶**：QQ星市场占有率位居行业**前三**，创新研发首款常温原生DHA奶和原生A2β酪蛋白奶。
- **Ambient organic milk**: Satine organic milk increased sharply by 41.5%, with a market share of 51.4%, maintaining No. 1 in organic milk category.
- **ShuHua milk**: High-end functional products continued to expand, with a growth of nearly 30% yoy.
- **Child milk**: Market share of Cute Star ranked top 3 in the industry. The first innovative ambient protoplasmic DHA milk and protoplasmic A2β-casein milk were launched.

常温酸奶 Ambient Yogurt

- **新品带动规模增长**：推出AMX无糖系列，助力常温酸奶市场占有率提升**2**个百分点，达到**65.2%**。
- **创新持续激发活力**：2022年一季度，安慕希推出清甜菠萝、丹东草莓新品，上市**3**个月总销售额破**7**亿。
- **New products drove revenue growth**: The launch of AMX sugar-free series accelerated the increase of ambient yogurt market share by 2 ppts to 65.2%.
- **Innovation led to continuous revitalization**: In Q1 2022, Ambrosial launched new flavors of sweet pineapple and Dandong strawberry, with total sales exceeding 700 million within 3 months.

健康饮品 Healthy Drinks

- **乳饮料**：优酸乳销售规模超**100**亿，持续保持细分品类**第一**。畅意推出全球首款真正零糖乳酸菌，实现零乳糖零蔗糖。
- **矿泉水**：伊刻活泉取得**超100%**增长。
- **茶饮料**：2022年一季度上新“茶与茶寻”。
- **Milk beverage**: Sales revenue of YoungFun exceeded 10 billion, maintaining the first place in sub-category. Changyi launched the world's first real zero-sugar lactobacillus, making the products zero lactose and zero sucrose.
- **Mineral water**: Inikin achieved over 100% growth in revenue.
- **Tea beverage**: The new brand “Chayuchaxun” was launched in Q1 2022.

液体乳：低温鲜奶快速增长，低温酸奶推陈出新

Liquid milk: Fresh milk increased sharply, and chilled yogurt developed with new launches.



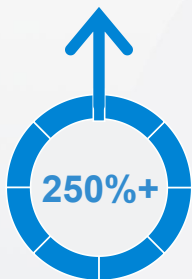
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低温鲜奶

Fresh Milk

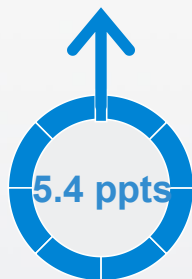
业务增速

Increase in revenue



市占率提升

Increase in market share



- 2021年增速达行业**14倍**。仅上市第**2年**，便跻身品类**3强**。
- 高品质巴氏鲜奶，真正富含**5种**鲜活营养物质。
- In 2021, growth rate was 14 times higher than industry. It ranked top 3 in the category after the second year of launching.
- The high-quality pasteurized milk contains real fresh nutrients of 5 kinds.

低温酸奶及乳酸菌饮料

Chilled Yogurt & Lactobacillus Beverage



畅轻稳居低温酸奶品牌力**第一**，推出黑标高端产品线“蛋白时光”，引领健康新赛道。

Chang Qing ranked No. 1 in brand power of chilled yogurt, leading a new healthy category with newly launched black-label high-end product "Protein Time".



上新宫酪系列，跃居细分品类绝对**第一**。

The newly launched GongLao series leaped to first place in sub-category.



每益添中瓶系列稳居细分品类**第一**，小瓶系列通过升级与上新，增长**翻倍**。

MeiYiTian medium bottle series ranked first in sub-category, and small bottle series doubled through upgrade and new products.

奶粉及奶制品：婴配粉增速市场第一，市占份额目前已跃居行业第二；成人粉市场持续领先



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Milk powder and milk products: Growth rate of IMF ranked first in the market, and market share has leaped to second place; adult milk powder continued to lead the industry.



婴幼儿配方奶粉

Infant Milk Formula Powder

专注19年母乳研究，持续引领行业专利配方

19 years focus on breast milk research, continuing leading patented formulas of the industry

婴粉品牌增速第一

No.1 in growth rate

金领冠实现突破

Breakthrough in Pro-Kido



市场份额
Market share

+1.4 pts



收入突破100亿。其中金领冠珍护增速细分品类**第一**。
Revenue of Pro-Kido exceeded 10 billion. Among which, the growth rate of Pro-Kido ZhenHu ranked first in sub-category.

母婴渠道
Maternity Channel

+41.0%



2022年一季度，成为中国**首批**符合奶粉新国标的婴配粉。
In Q1 2022, Pro-Kido became one of the first batch meeting the new national standards for milk powder.



成人奶粉

Adult Milk Powder

专业配方，定制营养

Professional formula, customized nutrition



- 成人奶粉保持市场**第一**。其中，中老年奶粉市占率**30%+**，领跑行业。
- 中老年品牌——欣活品牌力排名**第一**。
- 在行业内推出**首款**“0蔗糖、低升糖指数”的成人纾糖奶粉。
- Adult milk powder remained first in the industry. Among which, middle-aged and elderly milk powder led the industry with over 30% in market share.
- The brand power of middle-aged and elderly milk powder, XinHuo, ranked first in the industry.
- The first "zero sucrose, low glycemic index" Anti-diabetes adult milk powder in the industry was launched.

奶粉及奶制品：奶酪业务实现超过150%的增长，机制创新保驾护航



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Milk powder and milk products: Cheese segment achieved over 150% in growth rate, with innovative operating mechanism excuted.

业务

Business

B2C

- 持续进行产品创新，推出常温奶酪棒、厚乳酪和厚切芝士片等新品。
- 凭借强大的渠道网络，实现快速的市场渗透和下沉。
- Continuous innovation with newly launched products, such as ambient cheese bars, cheese dites and rich cheese slices.
- Rapid increase in market penetration through strong channel network.

B2B

- 淡奶油收入超**100%**。
- 推出客户定制服务。
- 推出包括浓醇车达奶酪和岩烧乳酪酱在内的**5**款高附加值产品。
- Revenue of light cream increased over 100%.
- Launched customized custom service.
- Launched 5 high-value-added products including rich cheddar cheese and burned rock cooked cheese sauce.

机制

Mechanism

2021年6月，公司成立伊家好奶酪公司，并于9月完成了与员工跟投平台的共同增资。核心员工的积极性和奶酪业务的内生动力被进一步激发。

In June 2021, Yijiahao Cheese Company was established, and the joint capital increase between the company and the employee co-investment platform was completed in the following September, further stimulating the motivation of core employees and the endogenous drive of cheese business.

冷饮：连续27年行业绝对领先

Ice Cream: Absolute leader in the industry for 27 consecutive years.



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国内

Domestic

- 连续**27年**位居全国冷饮行业龙头地位。
- 不断优化产品结构，打造行业内知名中高端冰淇淋品牌。
- 各渠道全面发展，全渠道运作优势明显。
- In leading position of the industry for 27 consecutive years.
- Continuous product mix optimization, building well-known mid-to-high-end ice cream brands.
- Obvious advantages in omni-channel operation.

冷饮行业最大品牌

Largest brand in the industry



奶冰品类第一品牌

No.1 brand in creamy ice cream category



超高端国风新消费品牌

Ultra-high-end China chic new consumption brand



国际

Abroad

- 疫情期间，泰国冷饮业务逆势增长，位居当地市场**3强**。
- 已建成印尼冰激凌工厂，进一步加强对东南亚市场的布局。
- During the pandemic, business in Thailand grew against the trend, ranking top 3 in local market.
- The ice cream factory in Indonesia was completed, further strengthening the layout in Southeast Asia.



经营展望

Business Outlook



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2022年 经营计划

2022 Business Outlook

营业总收入实现

1,296亿

Total revenue to be

RMB 129.6 billion



利润总额实现

122亿

Profit before tax to be

RMB 12.2 billion

2022年 战略部署

2022 Business Strategy

- 1** 坚守“伊利即品质”信条，为消费者提供安全、健康、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 represents the highest quality”, and continue to lead healthy and sustainable business development with safe, healthy and high-quality products and services
- 2** 提高产品创新能力，加快功能性乳品及专业级乳品的创新开发步伐，探索并持续拓展天然高端矿泉水、植物蛋白品类、功能配方乳品、牛肉等新业务，积极部署和发展大健康食品领域业务。
To improve product innovation ability, to accelerate innovation and development pace in functional and professional dairy products, to explore and continue expanding new business, such as natural premium mineral water, plant-based protein, functional formula dairy and beef, to actively deploy and develop business in greater health food field.
- 3** 持续构建并完善数智化业务平台，升级消费者数字化运营能力，以满足消费者需求为目标，进一步提升全渠道运营能力。
Continue to build and improve digital intelligence platform, to upgrade consumer digital operation ability, and to further improve omni-channel operation capability based on consumer needs.
- 4** 依托全球创新平台与供应链协同优势，持续开拓海外市场，稳步推进国际化业务。
Relying on the synergy of global innovation platform and supply chain, continue to explore overseas markets and steadily promote international business.
- 5** 继续加快奶源发展步伐，提高供应链服务保障能力。
Accelerate the development of raw milk resources, and to 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 the “Global Health Ecosystem”, and to achieve coordinated development and win-win cooperation with our partners.
- 7** 继续打造更加开放、多元、富有活力的企业文化氛围，夯实公司基业长青的文化根基。
Continue to develop a more open, diverse and dynamic corporate culture atmosphere, and to consolidate the cultural foundation of the company.



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可持续发展
Sustainable Development

5

长期愿景
Long-term Vision

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".



驰援国内外抗疫

All of One Heart and Mind to Fight COVID



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2021年1月，伊利集团董事长兼总裁潘刚荣膺“全国抗击新冠肺炎疫情民营经济先进个人”称号，成为民营企业家为国担当的表率。

In January 2021, Pan Gang, the Chairman and CEO of Yili Group, honored to receive "National Advanced Individual in Nongovernmental Economy for Combating COVID19", as a model for entrepreneurs to take responsibility for the nation.



2021年9月，伊利凭借在抗击新冠肺炎疫情中的突出贡献，荣获第十一届中华慈善奖“捐赠企业”奖，这是由民政部颁发的我国政府最高规格的慈善奖项。

In September 2021, Yili won the 11th China Charity Award "Corporate Donation" Award, which is the highest level of Charity Award issued by the Ministry of Civil Affairs.



公司可持续发展评级

Rating in Yili Sustainable Development



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森林问卷 (棕榈油子问卷)

B

气候变化问卷

B

水安全问卷

B



伊利连续2年回复全球环境信息研究中心 CDP问卷，开展 ESG管理提升专项咨询，评级结果显示，森林问卷棕榈油子问卷评级为B，气候问卷评级为B，水问卷评级为B，为中国食品企业最高评级。

In 2020, Yili responded to the CDP environmental questionnaire for two consecutive years, and the consultation on ESG management improvement was carried out. The rating result showed that the forest questionnaire (palm oil sub questionnaire) was rated B, the climate questionnaire was rated B, and the water questionnaire was rated B, which was the highest rating in Chinese food enterprises.

在环境方面的可持续发展

Sustainable Development in Environment



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伊利秉承“绿色领导力”，积极推动绿色发展。全年累计组织环保培训**539**场，并有超**1万**人参加。

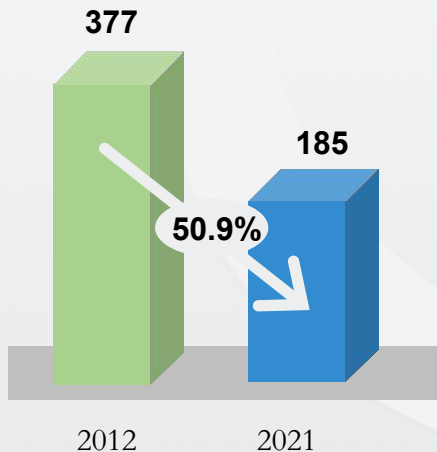
Yili follows “Green Leadership”, actively promoting green development. This year, 539 environment protection trainings were held and over 10,000 people attended.

碳排放强度

Carbon Emission Intensity

单位：千克/吨

Unit : Kg per Ton



水资源管理

Water Resources Management



坚持水足迹全生命周期管理。
Persisted water lifecycle footprint management.



建有污水处理站**50**座，全年共处理污水**3,823.2**万吨。
Built 50 sewage treatment stations, 38.232 million tons of sewage was treated this year.



积极对中水进行开发利用，中水回收率达**7.0%**。
Actively developed and made use of reclaimed water, with recovery rate reached 7.0%.



全年节约用水**580**万吨。
Saved 5.8 million tons of water in this year.

绿色包装

Green Packaging

遵循原则：

拒绝、重复利用、可回收、轻量化和可降解。

Followed principles of “REFUSE, RECYCLE, REDUCE and DEGRADABLE”.

以2019年为基础，
2020-2021年
Based on 2019,
from 2020-2021



累计节约用纸**12,950**吨
12,950 tons of paper have been saved in total.

累计节约塑料**5,780**吨
5,780 tons of plastics have been saved.

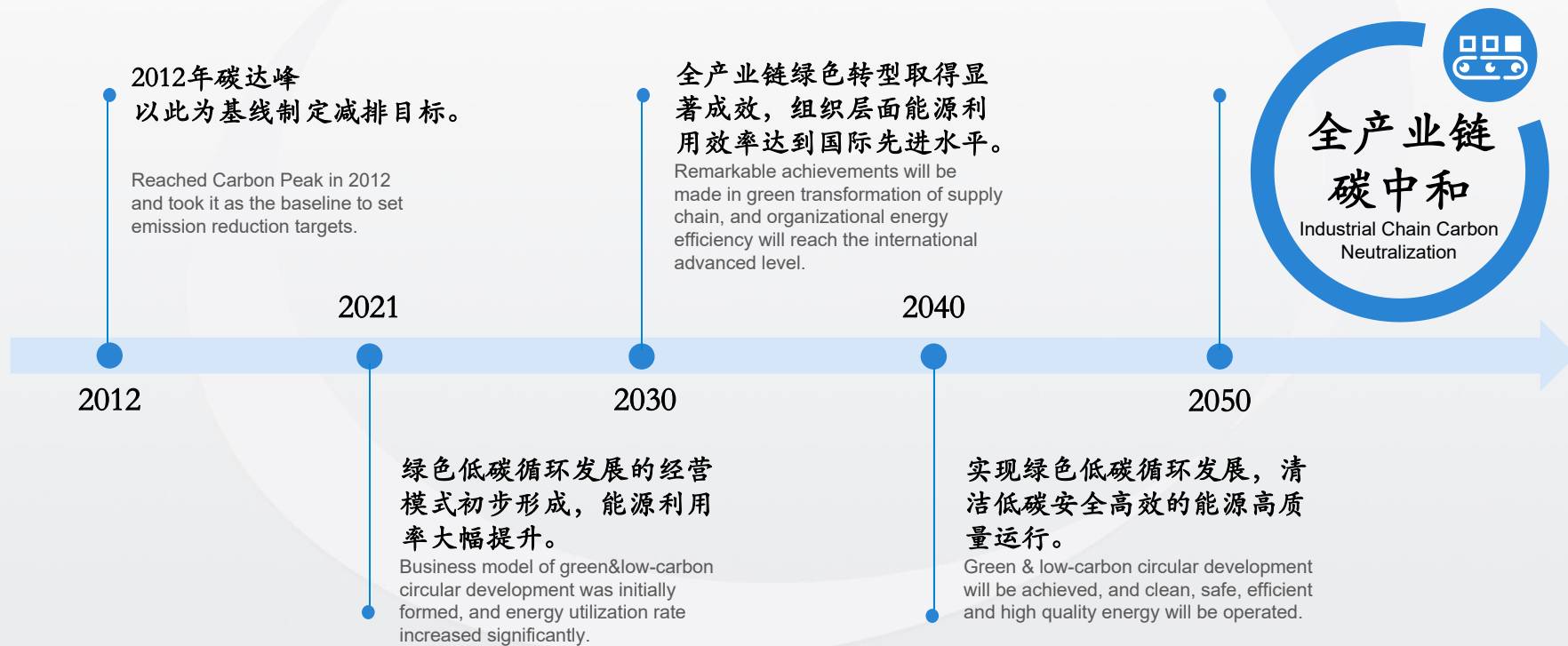
发布行业首个双碳目标及路线图

Announced the first Dual Carbon Target and Roadmap in the industry



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伊利已在2012年实现碳达峰，将在2050年前实现全产业链碳中和，并制定了2030年、2040年、2050年3个阶段的具体任务。
Yili has reached the carbon peak in 2012, and will realize carbon neutralization of the entire industrial chain by 2050, and has set specific tasks in 3 stages for 2030, 2040 and 2050.



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.

反舞弊培训和宣贯

Training and Publicity of Anti-Fraud

舞弊发生数量下降

Decline in numbers of frauds

58.5%

投诉举报渠道知晓率

Awareness rate of reporting channels

100%

反舞弊培训 内部员工人数

Numbers of trained internal employees

146,790

反舞弊培训 外部伙伴人数

Number of trained external persons

14,546

举报人保护机制

Training and Publicity of Anti-Fraud

- 投诉人信息由纪委办专人受理，仅限纪委投诉受理工作人员一人知晓。其余投诉人同意公开信息的，只有因调查需要且履行审批程序后，方能提供给调查负责人。
- The information of complainants shall only be accepted by the only and special personnel of Commission for Discipline Inspection. If complainants agree to disclose other information, it can be provided to the person in charge of investigation only if needed by the investigation and only after the approval procedures are fulfilled.
- 调查负责人成为投诉人信息保护第一责任人，审批记录和投诉人信息流转记录均留存归档，泄露投诉人信息并造成影响的将严肃追责。
- The person in charge of investigation shall be responsible for complainants' information protection, and approval records and information flow records of the complainants shall be kept for filing. Those who disclose the information of complainants and cause impact will be seriously held accountable.

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

环境 Environment	<p>作为全球农业食品业的代表企业案例， 被收录在联合国首份《企业碳中和路径图》 As a representative case of the global agricultural and food industry, it was included in the first "Enterprise carbon neutralization road map" of the United Nations</p>	<p>联合国全球契约 United Nations Global Compact</p>
	<p>作为中国乳业唯一企业， 入选《走向零碳在华企业可持续发展行动》报告 As the sole dairy enterprise in China, Yili was selected into the report "The action for sustainable development of enterprises in China towards zero carbon"</p>	<p>联合国开发计划署 United Nations Development Programme</p>
社会 Society	<p>“全国脱贫攻坚先进集体”——全国唯一入选乳制品企业 "National Advanced Company for Poverty Alleviation"-- the sole dairy enterprise selected in China</p>	<p>党中央国务院 Central Committee and State Council</p>
	<p>第十一届中华慈善奖“捐赠企业”奖和“慈善项目”奖 The 11th China Charity Awards "Corporate Donation" award and "Charity Project" award</p>	<p>民政部 Ministry of Civil Affairs</p>
治理 Governance	<p>“中国企业文化优秀成果”特等奖——全国唯一获奖乳制品企业 Special award of "Excellent Achievements of Chinese Corporate Culture" -- the sole dairy enterprise awarded in China</p>	<p>中国企业联合会企业文化建设委员会 Corporate Culture Construction Committee of China Enterprise Federation</p>
	<p>国家科学技术进步奖二等奖 Second prize of National Science and Technology Progress Award</p>	<p>国务院 The State Council</p>



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长期愿景
Long-term Vision

企业文化与品牌精髓

Our Culture & Brand Essence



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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

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

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.

产业链共赢

Win-win of Industry Chain



北京2022年冬奥会官方合作伙伴
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伊利现代智慧健康谷作为内蒙古及呼和浩特市“十四五规划”重点项目，通过面向全产业链打造的创新生态圈，全面推动行业健康持续发展，最大化发挥全产业链协同价值。

As a key project of the "14th Five-Year Plan" of Inner Mongolia and Hohhot, Yili Modern Intelligence Health Valley comprehensively promotes healthy and sustainable development of the industry through the creation of an innovative ecosystem, maximizing the synergistic value of the whole industry chain.



国家乳业技术创新中心

National Dairy Technology Innovation Center

- 国家重点研究中心
- 全球最大的乳业实验、测试、转化和创新服务平台
- National major scientific research center
- World's largest dairy experimentation, testing, transformation and innovation service platform



智慧牧场

Intelligent Ranch

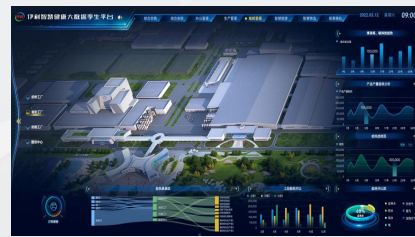
- 全球智能化程度最高
- 全球低碳环保技术最先进
- 全球领先胚胎技术
- World's most intelligent
- World's most advanced low-carbon environmental protection technology
- World's leading embryo technology



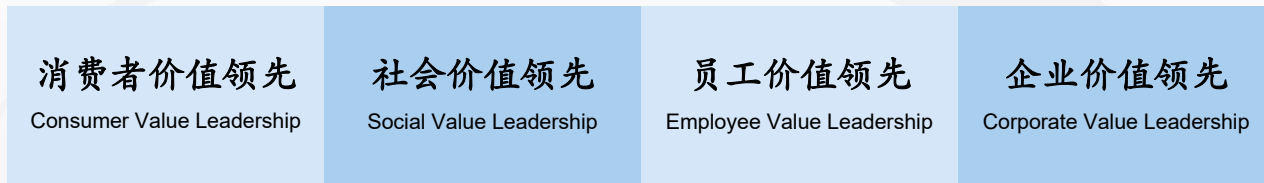
智慧工厂

Intelligent Factory

- 全球单体规模最大、自动化水平最高、技术装备最先进、零碳绿色的乳制品制造标杆项目
- Zero-carbon green dairy manufacturing benchmarking project with world's largest monomer scale, highest level of automation, and most advanced technical equipment.



“全面价值领先” 战略目标 “Value Leadership” Strategic Goal



长期战略举措 Long-term Strategies

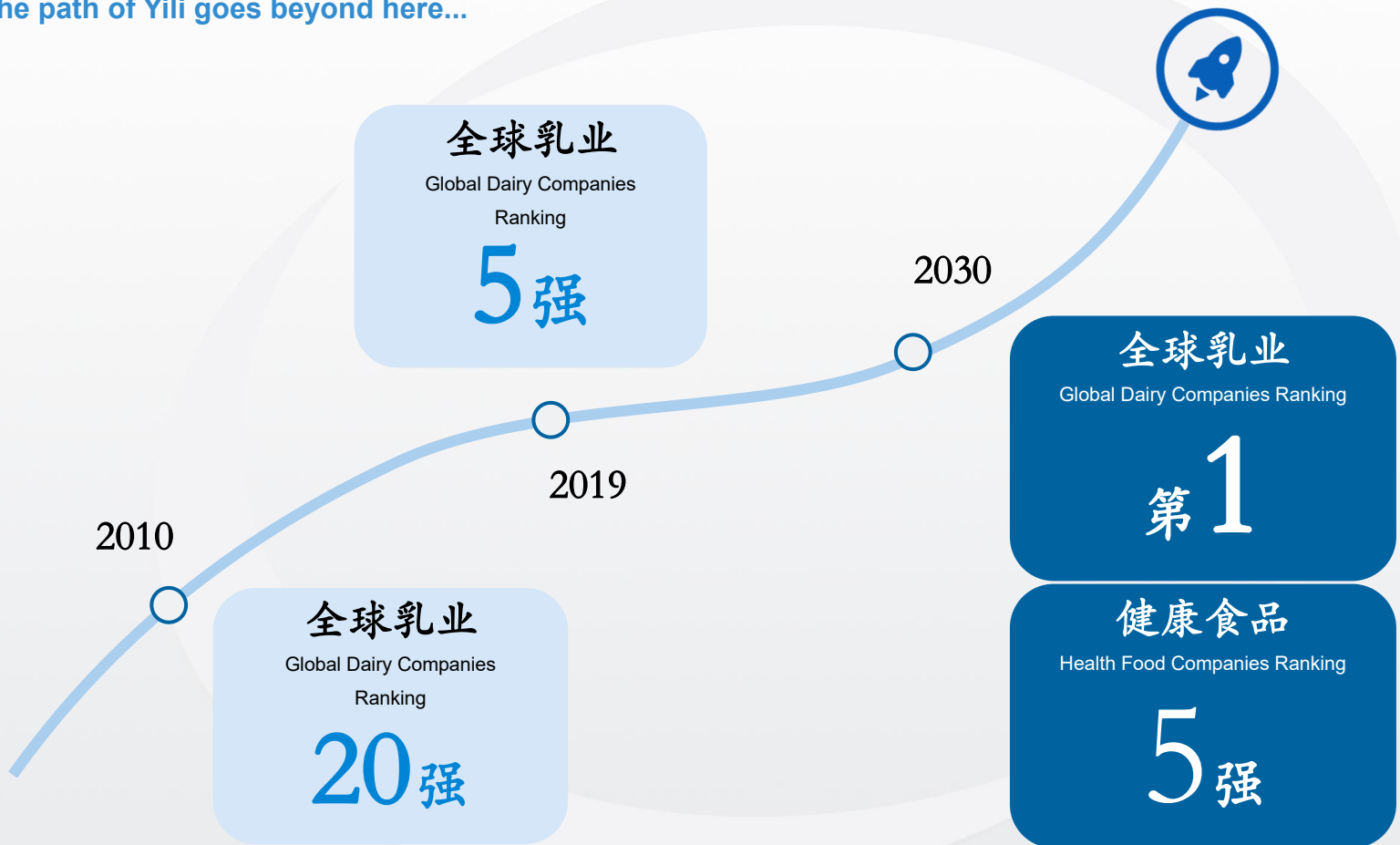
- 1** 继续以消费者需求为导向，依托全球技术创新和产品研发平台，聚焦健康食品领域，引领行业创新发展。
Continue to focus on the field of healthy food and lead innovation and development of the industry based on the needs of consumers and relying on the global technology innovation and R&D platform.
- 2** 落实可持续发展和低碳转型战略，率行业之先实现碳达峰、碳中和目标，并打造行业全链条“零碳”标杆。
To implement the strategy of sustainable and low-carbon development, taking the lead in the industry, achieving the carbon peak and carbon neutralization goal, and building a "zero carbon" benchmark in the whole chain of the industry.
- 3** 持续推进国际化战略，提升全球品牌卓越运营能力。
Continue to advance in globalisation strategy, and to improve operation capability for international brands.
- 4** 积极推进数智化转型，打造敏捷、高效全新业务模式。
To actively promote transformation of digital intelligence, creating an agile and efficient new business model.
- 5** 发挥全球供应链协同优势，提升集团整体运营效率。
To elaborate collaborative advantages of global supply chain, improving the overall operation efficiency of the group.
- 6** 持续构建敏捷、共赢、鼓励创新、富有活力的全球化企业文化，夯实公司基业长青的文化根基。
Continue to build a global corporate culture that is agile, win-win, innovative and dynamic, and to consolidate the cultural foundation of the company.

伊利的征途不止于此——

The path of Yili goes beyond here...



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谢谢

Thank you!