



品质,源于热爱

2022 年三 伊 利 股 份 季 度 业 绩

YILI 2022 3rd Quarter Results

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Culture and Brand Management

关于伊利

About Yili



品质,源于热爱



- 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



品质,源于热爱

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

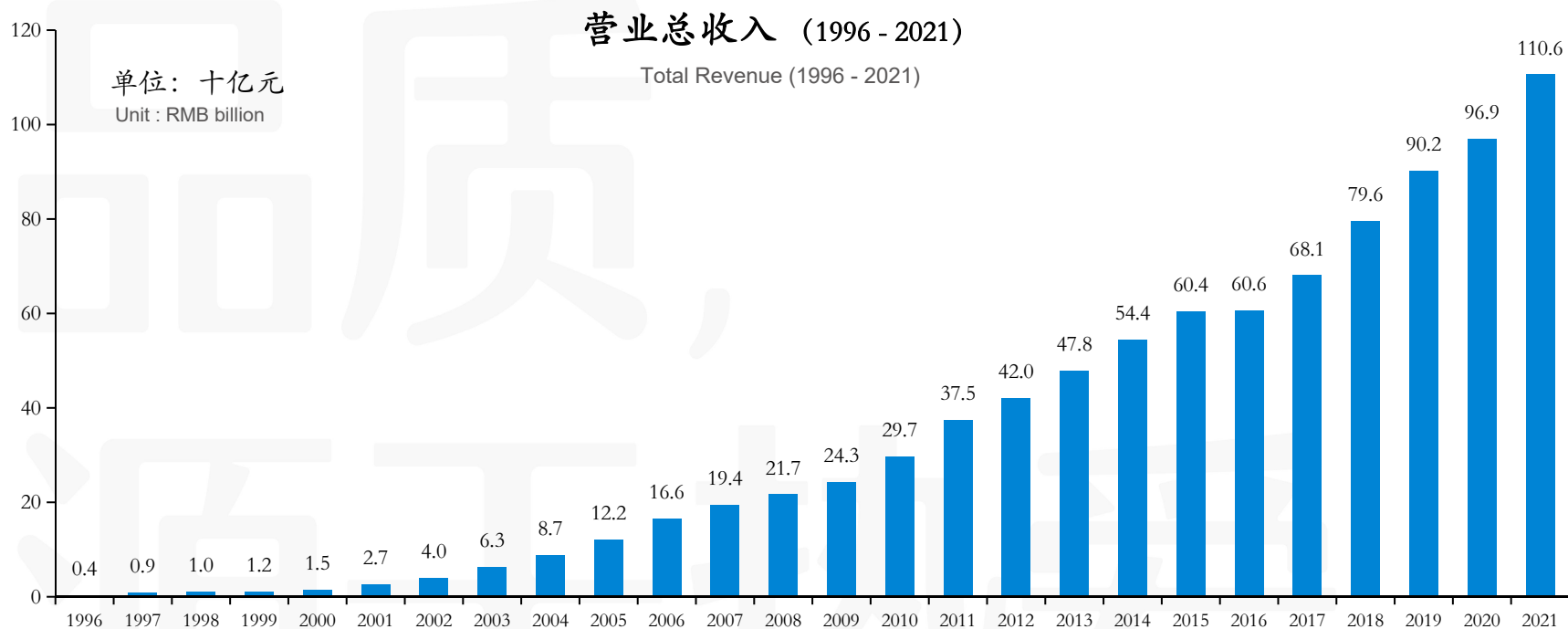


品质,源于热爱

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.



数据来源: 公司数据
Data source: Company Data

主要财务指标

Financial Highlights



品质,源于热爱

人民币 (百万元) RMB(million)	2021 Q3	2022 Q3	增长率 Growth Rate	2021 1-3Q	2022 1-3Q	增长率 Growth Rate
营业总收入 Revenue	28,501	30,398	6.7%	85,007	93,861	10.4%
主营业务收入 Core Business Revenue	27,827	29,877	7.4%	83,481	92,342	10.6%
毛利 ¹ Gross Profit	8,428	9,243	9.7%	26,236	30,276	15.4%
毛利率 ² Gross Profit Margin	30.3%	30.9%	0.6 pts	31.4%	32.8%	1.4 pts
销售费用率 Selling Expense Ratio	15.5%	18.8%	3.3 pts	16.8%	18.5%	1.7 pts
管理费用率 G&A Expense Ratio	3.5%	4.6%	1.1 pts	3.5%	4.1%	0.6 pts
营业利润 Operating Profit	3,022	2,228	-26.3%	9,409	9,553	1.5%
归属于上市公司股东净利润 Net Profit Attributable to Shareholders of the Company	2,622	1,929	-26.5%	7,944	8,061	1.5%
净利率 Net Profit Margin	9.2%	6.3%	-2.9 pts	9.3%	8.6%	-0.7 pts
每股收益(元) EPS (RMB)	0.44	0.30	-31.8%	1.31	1.26	-3.8%
净资产收益率 ROE	-	-	-	23.9%	16.6%	-7.3 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)	2021 1-3Q		2022 1-3Q		
	收入 Revenue	占比 %	收入 Revenue	占比 %	收入增长率 Revenue Growth Rate
液体乳 Liquid Milk	64,716	77.5%	64,102	69.4%	-0.9%
奶粉及奶制品 Milk Powder and Dairy Products	11,669	14.0%	18,728	20.3%	60.5%
冷饮产品系列 Ice Cream	6,947	8.3%	9,200	10.0%	32.4%
其他产品 Other Products	149	0.2%	311	0.3%	109.3%
总体 Total	83,481	100.0%	92,342	100.0%	10.6%

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



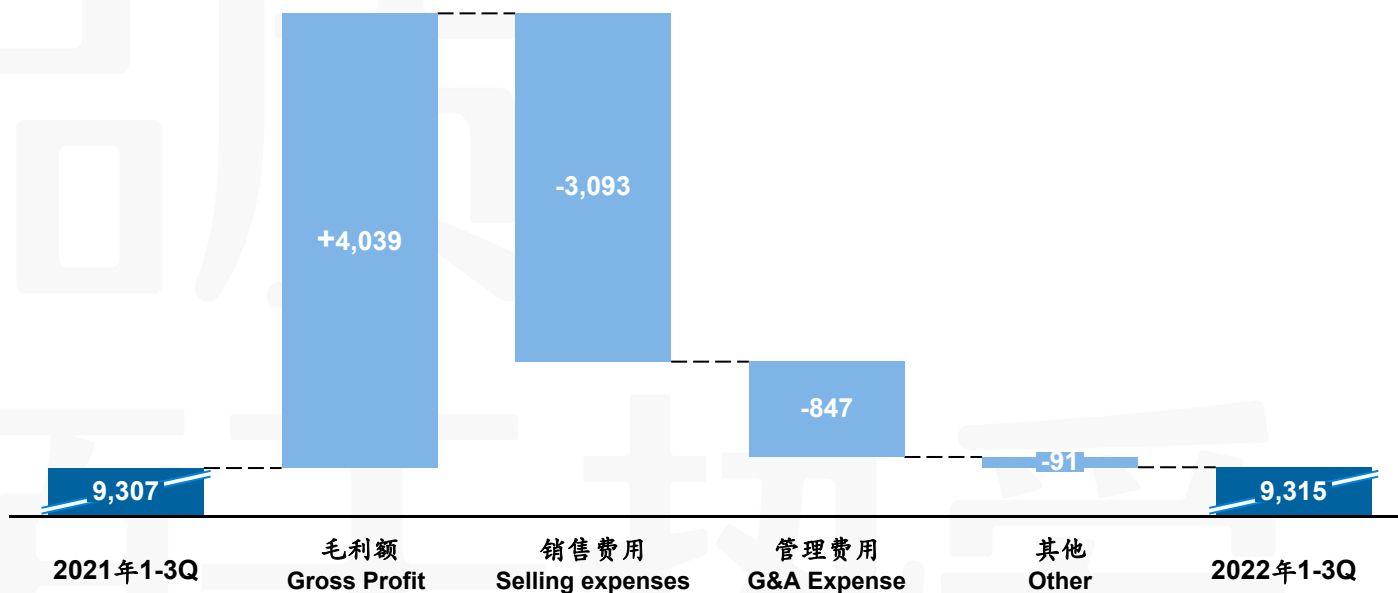
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利润总额增长归因

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



品质,源于热爱

应收票据及应收账款周转天数

Notes Receivable and Accounts Receivable Turnover (Days)

6.3

2021

7.4

2022 1-3Q

存货周转天数

Inventory Turnover (Days)

38.8

2021

44.4

2022 1-3Q

应付票据及应付账款周转天数

Notes Payable and Accounts Payable Turnover (Days)

60.5

2021

64.7

2022 1-3Q

现金周转天数

Cash Turnover (Days)

-15.4

2021

-13.0

2022 1-3Q

*注: 剔除澳优后, 应收票据及应收账款周转天数、存货周转天数、应付票据及应付账款周转天数和现金周转天数分别为6.8、40.6、65.1和-17.7天。

Note: The turnover of notes receivable and accounts receivable, inventory, notes payable and accounts payable, cash were 6.8, 40.6, 65.1 and -17.7 days excluding Ausnutria.

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



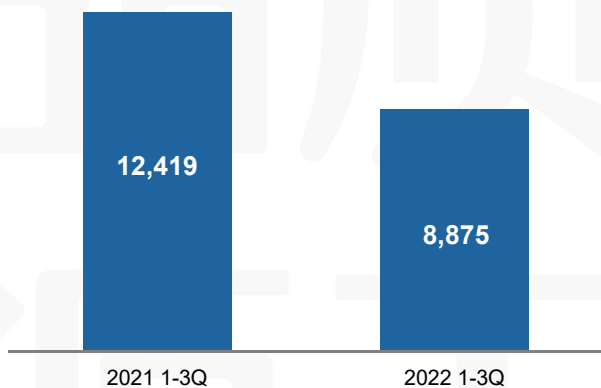
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经营性净现金流

Net Cash Flow from Operating Activities

单位: 百万元

Unit: RMB million

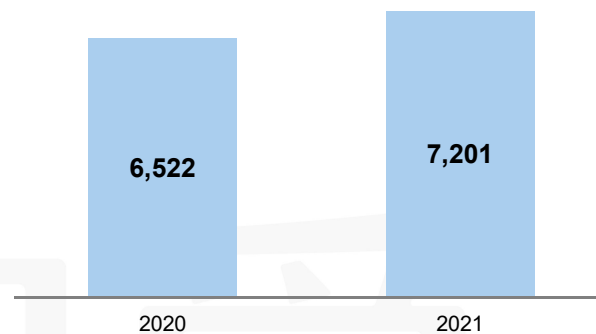


资本开支

Capital Expenditure

单位: 百万元

Unit: RMB million



数据来源: 公司数据
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企业文化与品牌精髓

Our Culture & Brand Essence



品质,源于热爱

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.



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谢谢

Thank you!