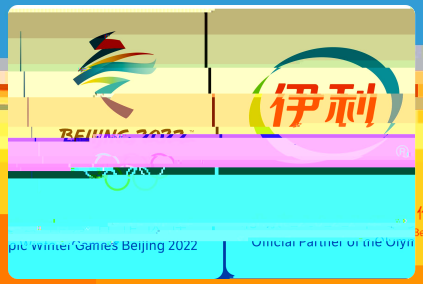
伊利
BEIJING 2022
pic Winter Games Beijing 2022
Official Partner of the Olym

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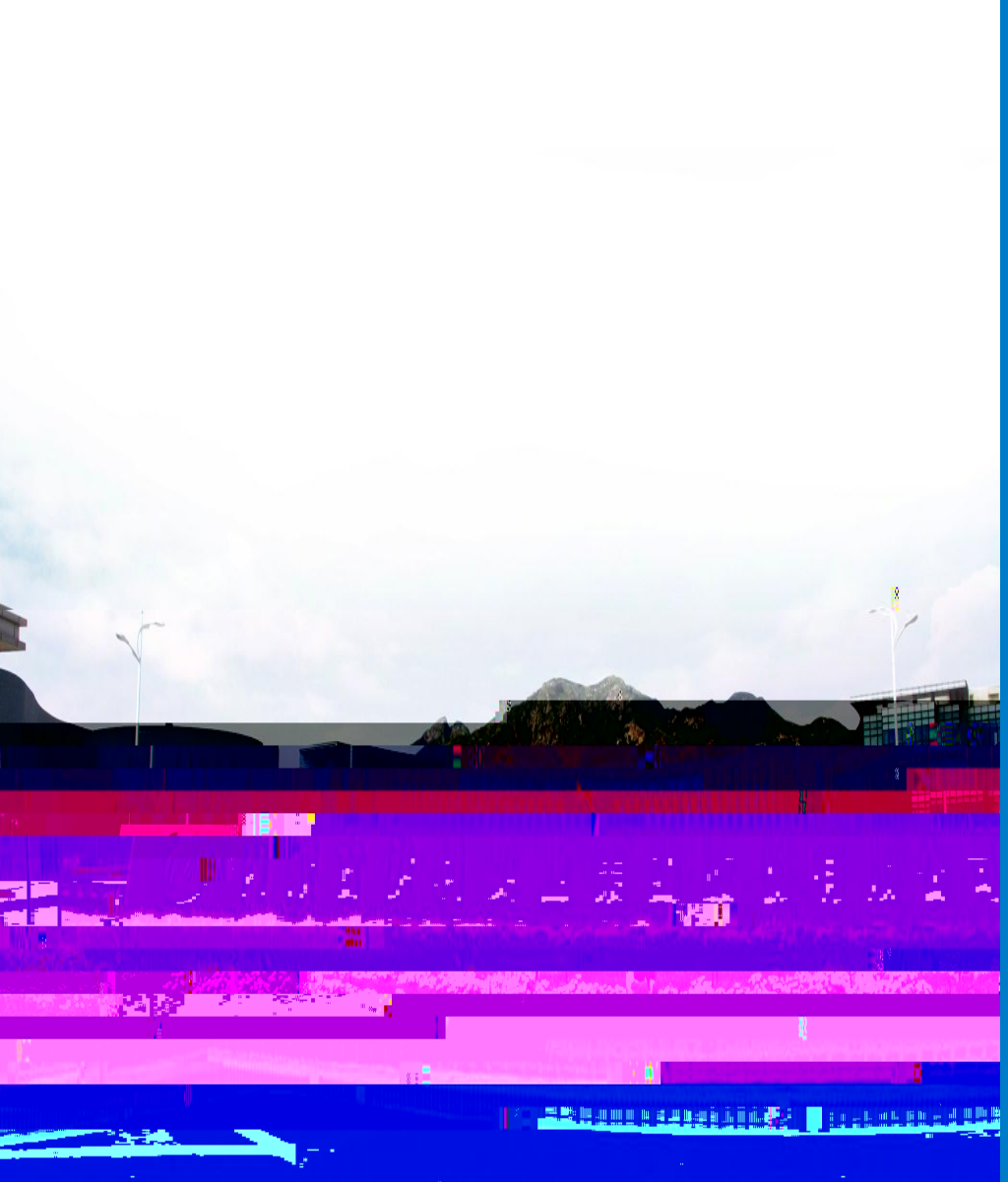
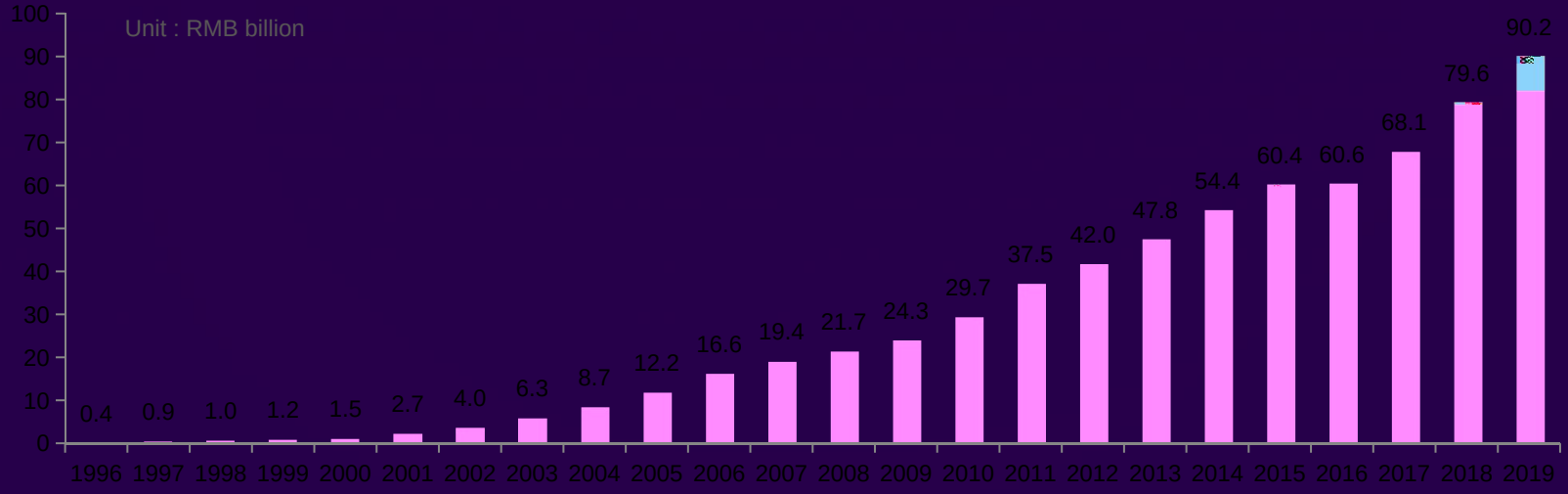


2019

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.

1996 - 2019

Total Revenues (1996 - 2019)



Pan Gang, the Chairman and CEO of Yili Group

· 2002 520

By 2002, he was the youngest president among the 520 key industrial enterprises

· 2005 6

He has been holding the position of Chairman and President of Yili Group since June 2005

Management Thinking

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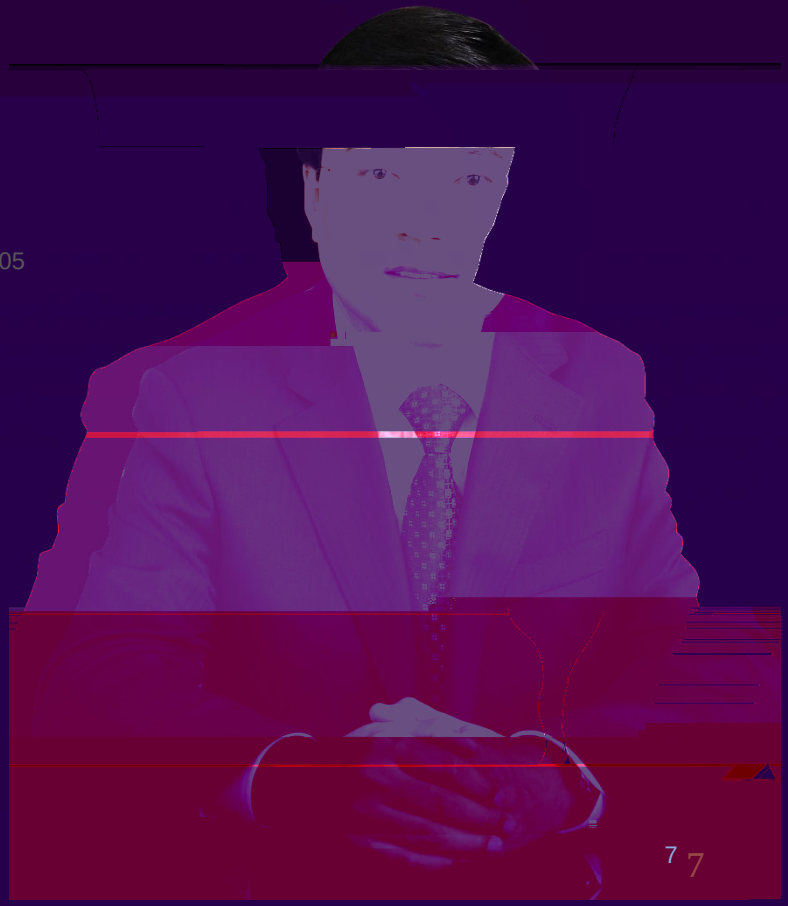
Solid results matter more than time taken; Industrial prosperity outranks personal glory; Social value takes precedence over business fortune; That’s the value that we hold in every step of our growth.

—— Pan Gang , Chairman/CEO of Yili Group



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

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	2019 Q3	2020 Q3		2019 1-3Q	2020 1-3Q	
Revenue	23,606	26,242	11.2%	68,677	73,770	7.4%
Core Business Revenue	23,381	25,776	10.2%	68,207	72,861	6.8%
Gross Profit	8,426	9,017	7.0%	25,712	26,993	5.0%
Gross Profit Margin	36.0%	35.0%	-1.06 ppts	37.7%	37.0%	-0.65 ppt
Operating Profit	2,176	2,703	24.3%	6,720	7,486	11.4%
Net Profit Attributable to Shareholders of the Company	1,850	2,289	23.7%	5,631	6,024	7.0%
Net Profit Margin	7.8%	8.7%	0.89 ppt	8.2%	8.2%	-0.03 ppt
EPS (RMB)	0.31	0.39	25.8%	0.93	1.00	7.5%
ROE	-	-	-	20.7%	21.7%	1.00 ppt

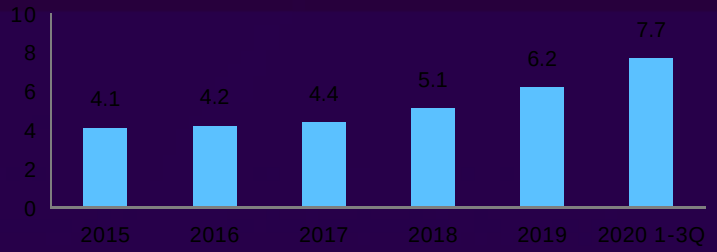
Note : gross profit is calculated from core business revenues

Data source: Company Data

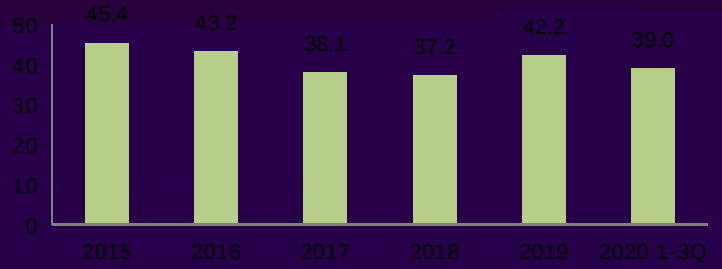
Core Business					
	2019 1-3Q	2019 1-3Q	2020 1-3Q	2020	* 0
Liquid Milk	56,074	82.2%	57,290	78.6%	2.2%
Milk Powder and Milk Products	6,681	9.8%	9,369	12.9%	40.2%
Ice Cream	5,453	8.0%	6,034	8.3%	10.6%
Others	-	-	169	0.2%	N/A
Total	68,207	100%	72,861	100%	6.8%

Data source: Company Data

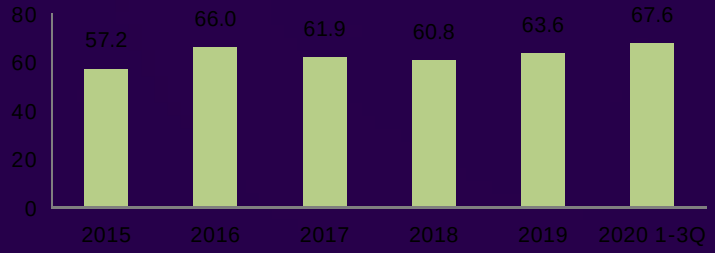
Notes Receivable and Accounts Receivable Turnover (Days)



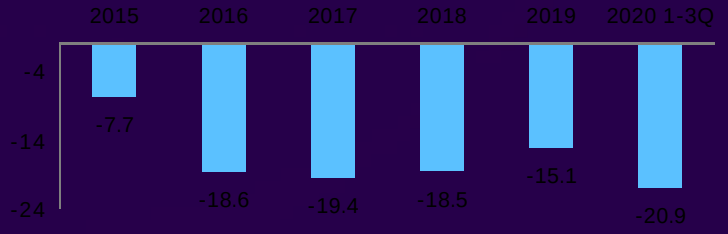
Inventory Turnover (Days)



Notes Payable and Accounts Payable Turnover (Days)

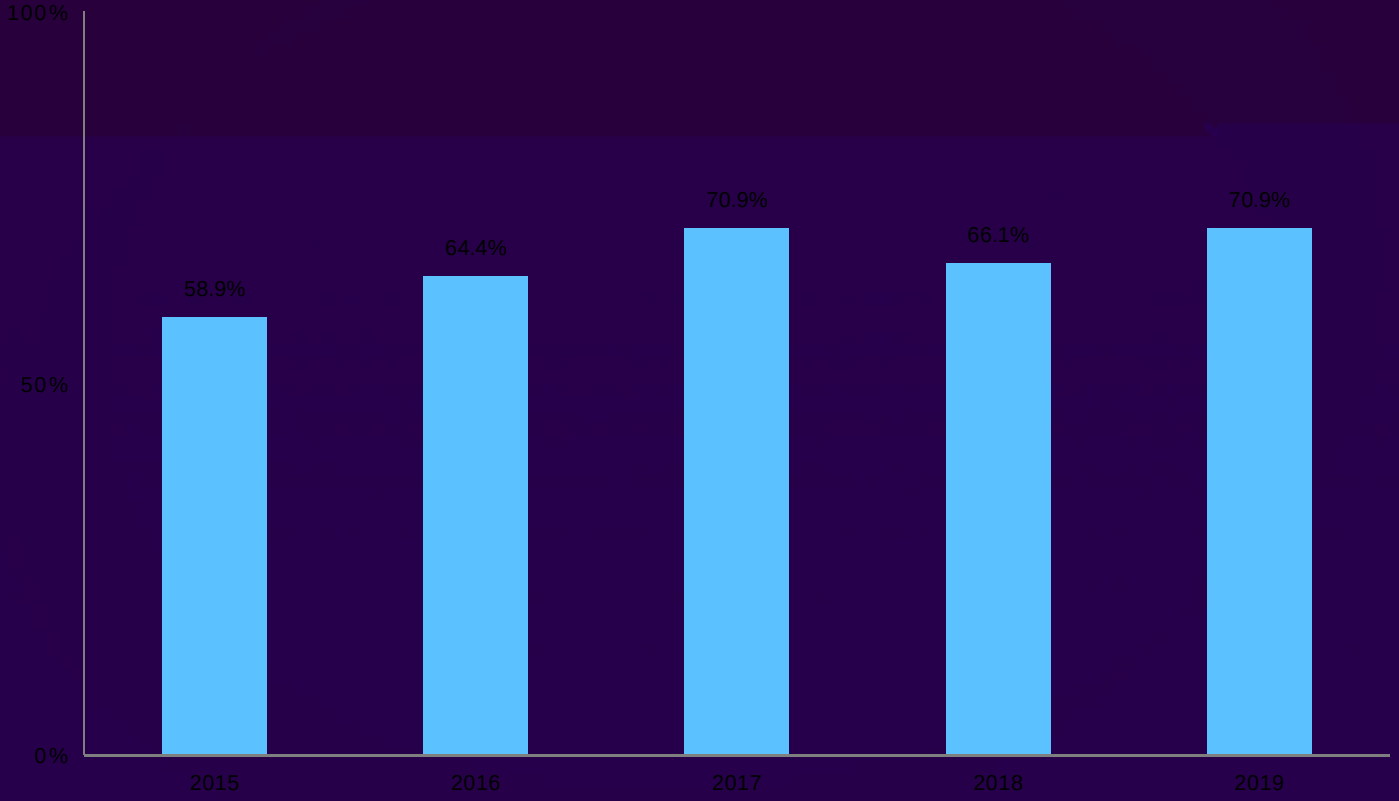


Cash Turnover (Days)



Data source: Company Data

Unit: RMB million



Data source: Company Data

Belief

“Yili” represents the highest quality.

Vision

Becoming the most trusted healthy food provider around the world.

Core Values

Excellence

Accountability

Innovation

Win-Win

Respect

Nourish for Life

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THANK YOU