

用心 斗年

2020年2月经营情况月报
Monthly update - Feb 2020

2月月报

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防控疫情:

Coronavirus prevention and control:

集团积极响应国家疫情防控的相关政策，在政府部门的指导下组织恢复生产，并执行了严格的疫情防控措施，确保安全生产经营。目前集团各个工厂，包括武汉工厂，没有出现任何感染疑似病例，保证了生产的正常进行。

The Group actively responded to national policies on coronavirus outbreak prevention and control, organized production restoration under the guidance of government departments, and implemented strict epidemic prevention and control measures to ensure safe production and operation. At present, there are no suspected cases of infection in the Group's factories, including the Wuhan factory, ensuring the normal progress of production.

复工复产情况:

Resumption to work and manufacture

工厂

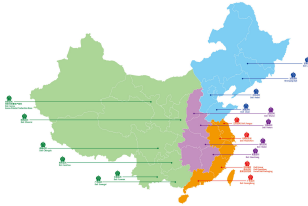
Factories

复工情况: 2月10日起按照各地政府批准的时间表逐步复工, 10日内复工比例已经超过90%。

除湖北外, 全部工厂按照政府指引复工, 工人到2月底全部回到工厂。

Resumption of work: From February 10th, work will be resumed gradually according to the timetable approved by local governments. The proportion of work resumed within 10 days has exceeded 90%.

Except for Hubei, all factories resumed work in accordance with government guidelines, and all workers returned to the factory by the end of February.



布局优势: 由于本集团全国性的产能分布, 产品的75%是本省内运输;

Layout advantage: Due to the nationwide capacity distribution of the Group, about 75% of the products transportation is within the province.

产能优势: 每家工厂都具有全产品线生产能力, 且大部分采用本地招工形式, 因此工厂的生产和物流可快速恢复稳定状态。

Capacity advantage: Each factory has full category production capacity, and adopt local recruitment forms, so the factory's production and logistics can quickly return to a stable state.

渠道

Distribution channel

经销商: 全部复工, 采购量恢复到正常状态的75%, 并逐步提升。

Distributors: All work resumed. The purchase volume has returned to 75% and gradually increased.

销售形式改变: 集团在疫情期间充分发展新销售形式, 突出了社区及商超等网点的布局。

New sales forms: The Group fully developed new sales forms during the epidemic period, highlighting the layout of communities and retail outlets.

终端需求

Demand of retail points

终端: 连锁便利店和商超全部恢复营业。

POS: All convenience stores and supermarkets resumed operations.

品类调整: 为配合疫情终端需求的变化, 集团在产品投放方面着重包装面包糕点和豆奶及功能饮料等品类。目前豆奶的需求旺盛, 尤其是电商平台。

Category adjustment: In order to cope with the changing needs during the epidemic, the Group focused on categories such as bagged bakers and soy milk and functional drinks in terms of product launch. Soy milk demand is currently strong, especially on e-commerce platforms.

集团捐赠:

Group donation

疫情爆发之后, 达利食品全国各子公司及合作伙伴将价值超过1000万元的物资送到疫情一线。2月18日, 达利再次捐赠价值1000万元新鲜豆奶, 为一线医护人员提供营养支持, 希望含有优质蛋白的營養豆奶, 助力一线医护人员更好的投入到抗疫战争。

After the outbreak, Dali Foods subsidiaries and partners across the country sent materials worth more than RMB10million to the front line of the outbreak. On February 18, Dali once again donated RMB1million of soy milk to provide nutritional support for first-line medical staff, hoping that nutritious soy milk containing high-quality protein will help front-line medical staff to fight the epidemic war.

