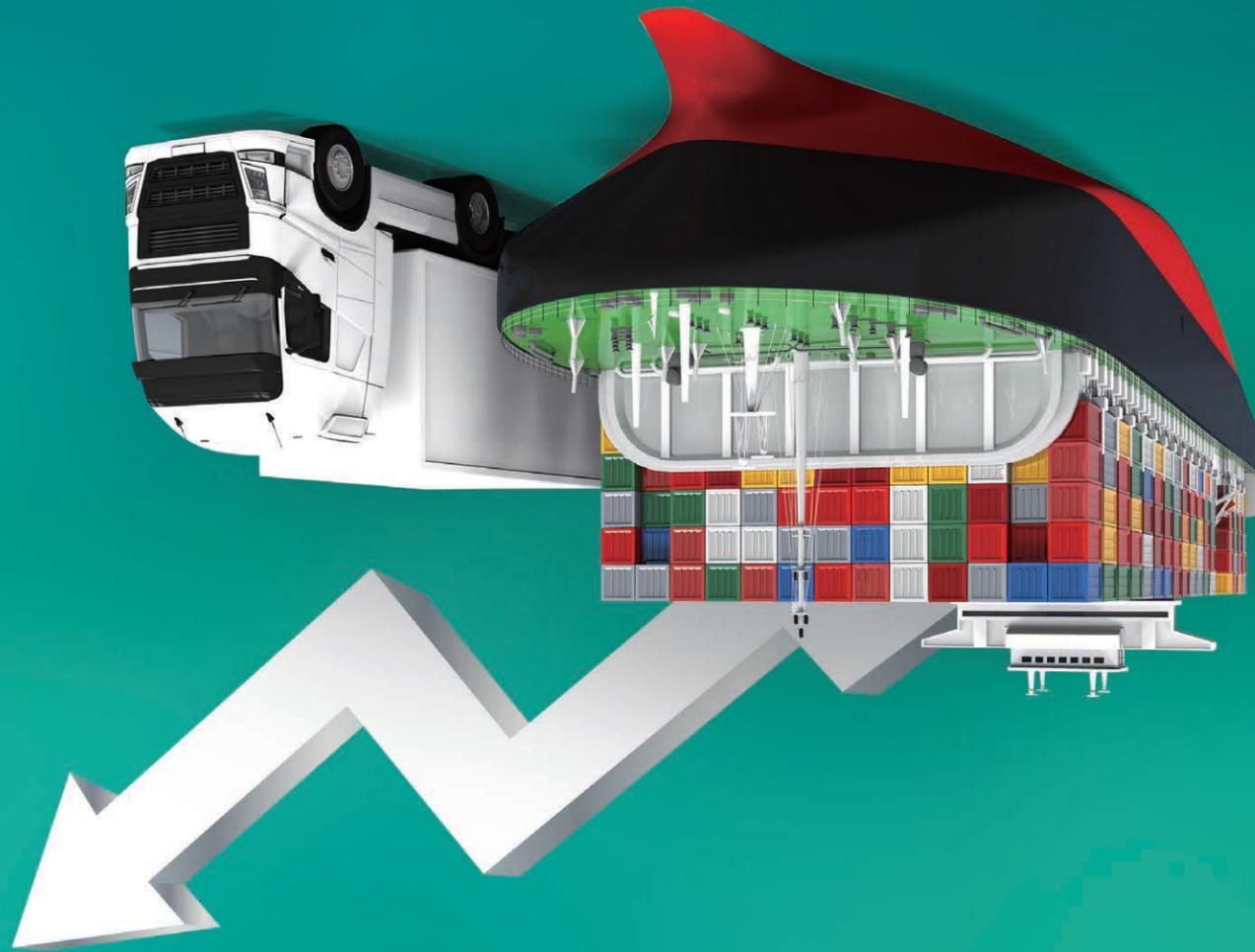




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**CIMC ANNOUNCES AN OVER 40% INCREASE IN ITS
 2017 INTERIM REVENUE AND MAJOR BUSINESS
 SEGMENTS DELIVER CONVINCING PERFORMANCE**

CIMC signs a framework agreement on three lands preparation in Qianhai

CIMC celebrates its 35th anniversary of formal production

CIMC introduces Country Garden as a strategic investor of Industry & City business by 930 million yuan

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2017

1982

Preface

CIMC celebrated its 35th anniversary of formal production on September 22, 2017. Back in 1979, at the land where the headquarters of CIMC is currently situated, cannons were fired to secure a large amount of heavy rocks and ballast for the reclamation of land that was used for the construction of Shekou Industrial Zone, a move that marked the start of China's reform and opening-up. Shortly afterwards, CIMC was established. The Group started its formal production on September 22, 1982 and set out on the journey of a grand development and progress full of struggles and miracles together with the economic surge of China.

Over the past 35 years, a considerable amount of CIMC's businesses and products have become the "world champions" in their respective fields, gradually turning CIMC into a deeply trusted and highly respected diversified multinational industrial group. Holding high the banner of operating philosophy of creating new values for customers, the 35-year-old CIMC will keep running forward and forever.

At today's historical juncture, CIMC deeply understands the profound changes that China and the whole world are experiencing. It has been making positive attempts to explore the path of transformation and upgrading of business growth mode since a couple of years ago. In the face of downturns in global trade and energy industry, CIMC has adopted positive and creative approaches, built favorable business structures and reasonable global business layout, enhanced its organization abilities and core competitiveness, which has fully prepared the Group for the business pickup.

Thanks to the recovery of global trade and extraordinary achievement made in the Group's transformation and upgrading since the beginning of 2017, CIMC exclaimed at an over 40% surge in its interim revenue to around 33.4 billion yuan. The net profit attributable to shareholders of the parent company and to other stakeholders was about 800 million yuan.

In the last few months, CIMC was paid a compensation of 500 million yuan for the removal of its production facilities from the leased area on Taiziwan; CIMC strategically partnered with SAP to conduct researches on intelligent manufacturing, Industry 4.0 and automatic handling system of logistics equipment so as to promote its upgrading of intelligent manufacturing and services; CIMC and SF-Express teamed up to enhance China's logistics efficiency and improve its logistics network; the "miniature city" – the modular and integrated buildings specially manufactured by CIMC-TLC for the reconstruction of Brazil's Antarctica base was on the way to Antarctica; CIMC Enric secured the order for the EPC of China's first 30,000-m³ bimetallic full containment LNG storage tank, and its contracted Shell's first LNG refueling station in Europe was successfully shipped; CIMC-TianDa entered into a 300-million-yuan deal for boarding bridges with Shanghai Airport Group; CIMC Raffles' Blue Whale Two, the newest generation of ultra-deep-water semi-submersible drilling platform with dual-derrick rigs in the world, returned after successful sea trials; CIMC introduced Country Garden as a strategic investor of its Industry & City Segment business by 930 million yuan to achieve the sustainable development of the Industry & City's businesses; CIMC MBI strategically cooperated with CSCEC Steel Structure to enhance the development of assembled steel structure buildings...

These new changes, including high-end manufacturing, intelligent logistics, commercialization of lands and product innovations, are speeding up CIMC's transformation and upgrading and will be supporting its sustainable and healthy development in the future.

Now CIMC is in a position to rise, and let's keep our fingers crossed that it will rise higher and further.

Editorial Office of *CIMC Today*

RMB500 million compensation will be paid to CIMC for its leased area on Taiziwan

CIMC announced on the night of August 3, 2017 that through friendly consultation, its wholly-owned subsidiary Shenzhen Southern CIMC Container Service Co., Ltd. (SSCS) and China Merchants Shekou Industrial Zone Holdings Co., Ltd. (CMShekou) had entered into a removal and compensation agreement earlier on the same day. To meet CMShekou's needs for the development and construction of Taiziwan, SSCS will remove its production facilities from the leased area on Taiziwan and will return the leased area to CMShekou, and CMShekou will compensate SSCS RMB494,894,588 for the removal and relocation.

SSCS removed its workshops from the leased area, which incurred relocation expenses and the loss for temporary termination of production. With cost method and June 30, 2017 as the base date of assets evaluation,

GuoZhongLian Asset Appraisal, Land and Real Estate Evaluation Co., Ltd., a company eligible to run securities and futures businesses and mutually commissioned by SSCS and CMShekou, assessed SSCS's losses arising from the removal and relocation of its production facility, mainly including the expenses for the removal of buildings, relocation of equipment and temporary termination of production, and confirmed that the total loss was RMB494,894,588.

The removal and relocation compensation is favorable for the Group to take advantage of the development, upgrading and transformation opportunities of Shenzhen, achieve the commercial value of its existing resources, and improve the overall benefits and shareholder return. In the meantime, CIMC believed that the compensation agreement was entered into by and between the two parties through friendly

consultation on the basis of equality, the compensation was based on the evaluation report produced by the mutually commissioned valuer, so the agreement and the compensation were fair, reasonable and in conformity with the overall benefits of the Group and its shareholders. It is believed that the compensation will bring positive effect to the consolidated financial performances of the Group in 2017.

CIMC also said in the announcement that, to support the overall development of Taiziwan Project, SSCS started to relocate its production facilities and cease production since 2007. To make up for the reduced capacity due to the relocation, CIMC has installed the new container production lines at Pingshan District, Shenzhen, so the relocation will not bring any adverse effects to the normal production and operation of SSCS.



CIMC and SAP partner strategically to head towards the future of intelligent manufacturing



China International Marine Containers (Group) Ltd. (CIMC) and SAP (China) Co., Ltd. (SAP) signed the strategic cooperation agreement on September 6, 2017. Previously, the two sides had entered into the cooperation agreement on S/4 HANA solutions; this time, CIMC and SAP will work together to conduct researches on intelligent manufacturing, Industry 4.0 and automatic handling system of logistics equipment. The cooperation is intended to help CIMC with its informatization construction, and enable CIMC to promote the upgrading of intelligent manufacturing and services, realize the intelligent upgrading of business management systems, and accelerate the digital transformation.

According to Zeng Han, Director of CIMC's Financial Informatization Decision Committee and General Manager of Financial Management Department, by working together with SAP, CIMC hopes to establish a uniform all-value-chain management informatization platform within the Group, connects the Group's

financial management requirements with the business processes such as the research, production, provision and sales of different segments and member companies, so as to avoid manual data mining, eliminate information isolated islands, and provide a high-quality and highly efficient data-analyzing platform favorable for the decision-making of managers. Ultimately, it will be a "management cockpit" with abundant data at the top decision-making level, and the real-time, accurate, authentic, transparent and efficient data will be easily available and accessible to top-level managers.

Zeng Han also noted that the S/4HANA system introduced from SAP has built a "main road" for CIMC's informatization management, on which the information from different business segments can be exchanged in an interactive and real-time manner, and from which different business segments can establish their own subsystems, such as the intelligent production and manufacturing system

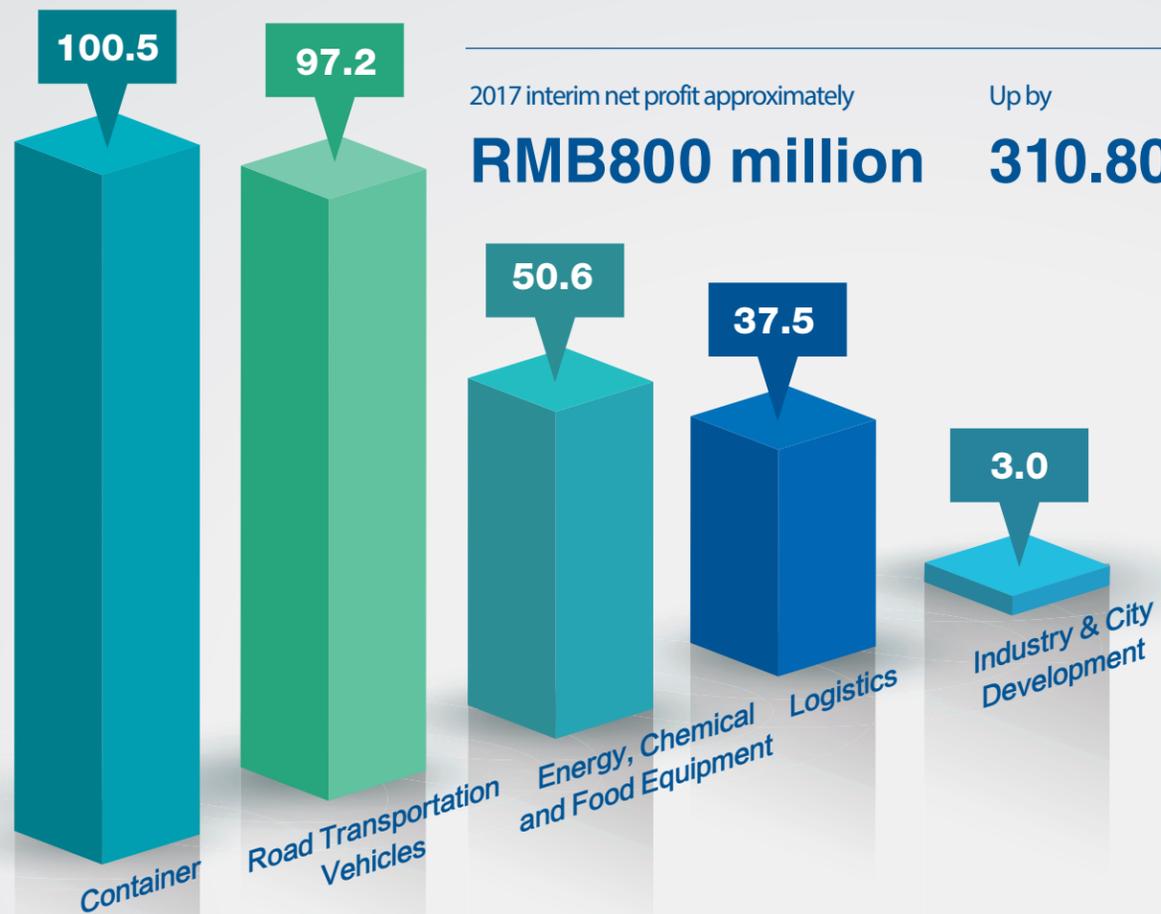
for plants, technique and module design system, and project EPC management system. These subsystems can seamlessly connect with the "main road" – S/4HANA system, and improve the management ability of the Group and enhance and extend the independent and individualized operating ability of different business segments.

CIMC's Vice President Gao Xiang commented that "SAP is a world-leading business partner that we've found connections and ties with us during our digital transformation and exploration of intelligent manufacturing". He believed that the cooperation will go to deeper levels and help with CIMC's transformation, upgrading and quality-based business growth, and hoped that the cooperation will help CIMC lead the transformation of manufacturing methods, shape new industrial patterns and business models, maintain the leading position on the tide of industrialization, informatization and intelligentization, and become an excellent model of "Made in China 2025".

CIMC announces an over 40% increase in its 2017 interim revenue and major business segments deliver convincing performance

2017 interim revenue approximately **RMB33.4 billion** Up by **41.81%**

2017 interim net profit approximately **RMB800 million** Up by **310.80%**



2017 interim revenue from major business segments (RMB hundred million)

On the evening of August 28, China International Marine Containers (Group) Ltd. (CIMC) released its performance report in the first half of 2017. As the report suggests, due to the recovering industry worldwide and continuously improving internal operations, CIMC's revenue reached around 33.4 billion yuan in the first half of 2017, up more than 40% YoY. The net profit for shareholders and stakeholders neared 800 million yuan, much higher than that in the same period of 2016.

The report shows CIMC's revenue reached 33.387 billion yuan, up 41.81% YoY. Compared with 2016, CIMC's main business grew significantly, especially the two largest business segments – Container and Vehicles increased by 105% and 38% respectively, which are major contributors to CIMC's revenue and profit. CIMC attained a big revenue rise in China, other regions of Asia and America, that is, up 90%, 75% and 56% respectively in America, China and other foreign countries.

Container business revenue doubled YoY, and the prospect remains promising

Though the proportion of container business revenue shrinks to less than 1/3 amid years of business diversification, it becomes No.1 contributor to CIMC's revenue and profit again as global shipping industry is gathering steam. In the first half of 2017, CIMC's container revenue reached about 10.05 billion yuan with net profit of 680 million yuan, up more than 105% YoY. 535,700 TEU dry containers were sold, up 124.8% YoY; 35,100 TEU refrigerated containers were sold, up 57.4% YoY.

Vehicle business revenue neared 10 billion yuan, achieving record high

In the first half of 2017, CIMC's vehicle business continued to grow robustly as it did last year and in Q1 2017, posting 38.6% revenue increase YoY. The Vehicle Segment sold 81,500 vehicles in total, up 39.9% YOY, which has further consolidated its leading position in the world's semitrailer industry. It is noteworthy that the profit growth rate exceeded sales volume and revenue growth rate, and the Vehicle Segment achieved net profit of 570 million yuan, up 57% YOY.

Other main businesses were on the rise, heralding huge market opportunity for natural gas equipment

CIMC ENRIC specializing in energy, chemical and liquid food equipment became profitable in the first half of 2017 with the revenue of 5.06 billion yuan (up 16.65% YoY) and net profit of 52.26 million yuan. Greatly impacted by the business growth slowdown in the industry, the Offshore Segment remained in deficit in the first half. However, the oil prices began to head towards a bullish move up after reaching a bottom, the offshore engineering markets emerged from a deep decline and headed upwards, and the bids and quotations increased on the offshore engineering market. The Logistics Segment saw the increase of its revenue rising to 3.75 billion yuan with net profit of 57.34 million yuan. Revenues from the heavy-duty truck business and the real estate business also contribute to the Group's revenue growth. In the first half, the sales volume of 4,438 heavy-duty trucks yielded revenue about 300 million yuan, increasing 48% YOY; the sales revenue from real estate business generated revenue of 1.28 billion yuan, increasing 49.15% YOY. Airport Facilities Segment achieved sales revenue of 1.18 billion yuan, increasing 4.65% YOY. The Finance Segment that specially serves the development of industrial development achieved revenue of 1.15 billion yuan with an increase of 3.02% year-on-year, and its profits reported an amazing growth and

amounted to 65 million yuan. In July, CIMC Industry & City introduced Country Garden as the strategic investor of its real estate business, which would revitalize the Group's land resources and bring new driving force for future growth.

New business achieved gratifying breakthrough, Modular Building Business Segment formulated first enterprise standard

Apart from the eight business segments, CIMC also had new breakthroughs in innovative business. Modular Building Business Segment made breakthroughs in the world market: it closed the first deal of batch project in the US market. The Norms on Steel Structure Integration Modularized Building System developed by CIMC was approved and became China's first enterprise standard of such building system. It will become an important means to lead and develop modular building market in China.

CIMC Intermodal Development Co., Ltd. taps into CIMC's strong resources, takes advantage of the government policy of further encouraging the development of intermodal transport and realizes effective use of multimodal transport. Meanwhile, CIMC Intermodal Development is also increasing efforts to expand markets at home and abroad. In the first half of 2017, CIMC Intermodal Development Co., Ltd. made steady business development in rail-sea intermodal transportation and formed companies in the US to grow US market and develop China-north America intermodal transportation business. In highway-railway combined transport, CIMC Intermodal Development opened 6 railway container trains in China and initially formed intermodal transport network covering south China, central China and northwest China; it continuously promoted applications of new containers like tank container, 35t open top container and coil steel container; it achieved rapid growth in international rail-sea intermodal transport business, equipment logistic, steel business and highway-railway combined transport business.

CIMC celebrates its 35th anniversary of formal production

A sparkling festival atmosphere prevailed in the headquarters of CIMC in Shekou, Shenzhen, on September 22, 2017, the 35th anniversary of CIMC's formal production. CIMC's CEO and President Mai Boliang and our executive committee celebrated the 35th anniversary of CIMC Group with diverse events, such as flag-raising ceremony and Fun Run together with our over 50,000 employees around the world.





CIMC holds flag-raising ceremony for its 35th anniversary

On the morning of September 22, the Five-Star Red Flag of China, the flag of CIMC Group and the flag specially designed to commemorate the 35th anniversary were raised in the sunshine. The chorus of Anthem of CIMC demonstrated the Group's perseverance and pursuit of excellence over the past 35 years, and expressed the best wishes for CIMC's brighter future.

Mai Boliang delivered an important speech at the flag-raising ceremony, reviewing the heroic struggle and milestones of the Group over the past 35 years and extending heartfelt thanks to the devoted and concerted efforts of nearly 60,000 employees of the Group.

Mai Boliang pointed out that over the past 35 years, CIMC has witnessed the great achievements China has made in its reform and opening-up practices. Growing from a small factory with 150 workers, CIMC has become a multinational company which has extended its business reach to major markets in the world, and had 300 subsidiaries and nearly 60,000 employees. Over the past 35 years, CIMC has been a "world champion" in a large number of product categories and business sectors.

At the end of the speech, Mai Boliang boosted the morale of the employees with "sharing business success and achieving more business growth", the slogan coined for the 35th celebration, and further defined the common dream of CIMC people: to maintain sustainable and healthy business development, and build CIMC into a global leading enterprise in the industry; to reward those who have made contributions, and help them realize their values and fulfill their dreams.

Simultaneously, nearly 60,000 employees in different business segments and units of the Group celebrated the 35th anniversary in different ways.

CIMC holds Fun Run for its 35th anniversary

After the flag-raising ceremony, over 9 – participants gathered at Shenzhen Bay Park, which was elaborately decorated with red. All participants were filled with the joy of the festival and ready for the start of the "Fun Run", which was themed with "Running, CIMC!"

The "Fun Run" race of 2.5 km started from Haifeng Sports Square and ended at Dengta Square. After the warm-up exercises, the "Fun Run" formally began at the sound of the starting pistol. At the beginning, Mai

Boliang led the "Red Squad" to run forward. After a while, the members of the "Red Squad" ran towards the end either in groups or alone.

No matter how they ran, all participants were immersed in relaxation and joy at the festival exclusive yet common to all CIMC people, and showed their appreciation and gave their best wishes to the Group in this creative and unique way. While running along the picturesque Shenzhen Bay, participants took photos to commemorate this special day. The "Fun Run" races were also held by more than 100 subsidiaries all over the world. CIMC people celebrated the

35th anniversary in a low-carbon, joyful and healthy way.

Over the past 35 years, CIMC has grown stronger and bigger and extended its reach from Shenzhen to the rest part of the world, from land to ocean, and from single business to diversification. Over the past 35 years, 60,000 CIMC people have made concerted and strenuous efforts to pave out the path of common cause. Looking forward into the future, CIMC people will share more business success and achieve more business growth. On the journey of "transformation and upgrading, and quality growth", the new CIMC will run forward and forever.

CIMC to strategically cooperate with SF Express

and sell its E-commerce business to Hive Box



CIMC and S.F. Express (Group) Co., Ltd signed a strategic cooperation framework agreement on September 13, 2017, agreeing to take their collaboration to the next level by giving full play to their respective resources. The two sides will cooperate in intermodal transport, express delivery, "One Belt, One Road" Initiative and China Railway Express, railway, equipment, technologies and businesses, teaming up to enhance China's logistics efficiency and improve logistics network. CIMC also proposed to sell its stake in CIMC E-Commerce and Logistics Technology Co., Ltd (CIMC E-commerce) to Shenzhen Hive Box Technology Co., Ltd (Hive Box. SF Express is one of its major shareholders).

The sales means that CIMC E-commerce and Hive Box will share resources and complement each other, making it a win-win deal for the two companies. It also represents CIMC's successful incubation of innovative and start-up companies, which

will directly generate net profit of about 400 million yuan and positively affect the Group's financial performance in the year. A responsible officer of CIMC described the sales as a "pioneering deal", saying that CIMC will explore the possibility to initiate more equity cooperation with companies from different industries, including the sales of its 100% stake in mature and innovative businesses.

A responsible officer of CIMC E-commerce noted that after CIMC's electronic express delivery handover and picking services are merged and consolidated into Hive Box, it will reshape the landscape of China's express delivery picking machine industry, and Hive Box will become a real leader in the industry. The merger will speed up the construction of Hive Box's future express delivery network, and improve its express delivery operation and package handling efficiency. "After the merger, Hive Box will handle nearly 5 million packages a day", said the officer.

A person concerned in CIMC's Strategic Development Department said if a company wants to outdo its competitors in future logistics service industry, it needs to make continuous investment in hi-tech and intelligent equipment so as to create highly efficient and low-cost operating ability throughout the whole chain of logistics services with the strength of its equipment. These core abilities are highly required in businesses with huge potential, such as cold chain, handling of large batch of packages, and provision of cross-border logistics services. With CIMC's considerable advantage in logistics equipment and services, there will be bright prospect for the cooperation between CIMC and SF Express.

CIMC signs a framework agreement on three lands preparation in Qianhai

CIMC announced that its wholly-owned subsidiary Shenzhen Southern CIMC Container Service Co., Ltd (SSCS), Urban Planning, Land & Resources Commission of Shenzhen Municipality (SZPL), and the Authority of Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone (SZQH Authority) achieved consensus on the preparation of three lands in Qianhai, and signed the *Land Preparation Framework Agreement* on October 9, 2017. According to the Agreement, the gains of land value increment achieved under old and new planning conditions before and after the valuation time point of January 1, 2015, will be shared by SZQH Authority (60%) and SSCS (40%) after the deduction of policy-mandated expenditures.

The tri-party agreement was reached on the basis of respecting the history, prioritizing the government's development plans, putting aside disputes, sharing benefits and achieving win-win development. The three lands, respectively numbered as T102-0152, T102-0153 and T102-0154, were within the 07 and 09 development units in Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone (Zone), totaling 524,000m².

The tri-party agreement set January 1, 2015 as the time point for the land valuation

under the old and new planning conditions. Under the old planning condition, the land value will belong to SSCS. The difference between the land value under new planning condition and the one under old planning condition, known as the gains of land value increment, will be shared by SZQH Authority (60%) and SSCS (40%) after the deduction of policy-mandated expenditure.

The announcement revealed that 5% of the gains of land value increment will be withdrawn to the central government and Guangdong Provincial government as the policy-mandated expenditure before the gains allocation. If more policy-mandated expenditure is withdrawn for policy reasons or any other reasons, SSCS will cover 40% of the expenditure.

The three parties agreed that under new planning condition, the gains to be allocated to SSCS will be converted into land use right of the same value. The value of the replaced land and the term of land use will also take January 1, 2015 as the base date, and the term with respect to the right to the use of the replaced land will be determined by the maximum term permitted by the State.

In addition, SZPL and SZQH Authority agreed to allot an area of 57,000m² at No. 2

block, Unit 9 of the Zone for SSCS' upcoming project, of which 36,000m² will be used for the phase I sub-project. SSCS allowed SZQH Authority to take back the infrastructure, public service facilities and green spaces in the preparation area in accordance with the Comprehensive Plans on the Development of the Zone and specific development plans formulated by Shenzhen Municipal Government.

The tri-party framework agreement regulated that further details would be agreed to in separate agreements entered into by parties concerned.

Signing of the agreement will speed up the development and construction of the Zone, and enable CIMC to take advantage of the opportunities in the development, upgrading and transformation of Shenzhen and improve its overall benefits of existing resources and shareholder return. It serves the overall interests of CIMC and its shareholders.



CIMC-made “miniature city” is on the way to Brazil’s Antarctica base



The modular and integrated buildings specially manufactured by Yangzhou Tonglee Reefer Container Co., Ltd (CIMC-TLC) for the reconstruction of Brazil’s Antarctica base was shipped from Yangzhou on October 9, 2017 and transshipped at Shanghai Luojing Terminal around October 15, and it was expected to reach the Southern Pole in 45 days.

The reconstruction of Brazil’s Antarctica base is of vital significance, because it is the first time for a China-based company to build an Antarctica base for a foreign country. It will cover an area of 5,000 sq meters including 4,500 sq meters for main buildings

and 500 sq meters for other buildings, making it a larger settlement in Antarctica. The new research stronghold is expected to be operational at its original site on King George Island in March 2018. It will lodge 64 people, 18 research laboratories and 7 environmental and atmospheric monitoring centers plus a heliport and wind turbines. The modular buildings, composed of 226 standard containers, will be divided into eastern zone, western zone and technical zone and will include facilities such as laboratories, equipment operation and maintenance centers, libraries, and living and recreational facilities, making it a miniature city.

Brazilians have imposed strict requirements on the design, manufacture and on-site assembly of modules. Due to the integration of heating system, new wind system, spraying and fire-control system, gas fire extinguishing system, compressed air system and laboratory pipelines in modules, the compatibility between such modules and complicated equipment should be carefully considered. In particular, the extreme environment in Antarctica means that even minor errors of millimeters in the prefabrication stage will bring big trouble to the assembly. In order to fulfill 100 percent of assembly at the site, CIMC-TLC manufactured and constructed the modules like the Swiss make watches.

CIMC Vehicle to successively deliver mixer trucks to Southeast Asian customer



Wuhu CIMC Ruijiang Automobile Co., Ltd (CIMC Ruijiang) and China National Heavy Duty Truck Group Co., Ltd (SINOTRUCK) delivered 20 mixer trucks, the first batch of the order for 200 mixer trucks, to Southeast Asian customer. More than 50 people, including Tang Zhenglin, General Sales Manager of CIMC Ruijiang, SINOTRUCK representatives, overseas business managers of CIMC Ruijiang, customer representatives and guests, attended the vehicle handover ceremony.

Tang Zhenglin pointed out that CIMC Ruijiang has been attaching great importance to the cooperation with important and influential customers, for example, the customer for the order is the largest business partner of CIMC Ruijiang and SINOTRUCK in Southeast Asia. CIMC Ruijiang has made tremendous achievements in its overseas business by taking advantage of national strategies, giving full play to CIMC Vehicle’s global operation platform, making best use of the international technical advantage of products, and receiving great support from customers. Wang was optimistic that the successive delivery of 200 mixer trucks will be the new start for CIMC Ruijiang’s overseas business and hoped to explore more cooperation possibilities with customers by centering round the core connotation of building a community of shared interests, a community of shared responsibilities and a community of shared future for countries along the “Belt and Road” and carrying forward the company’s principle of mutual benefits and coexistence.

With further advancement of China’s “One Belt, One Road” Initiative and rapid economic development in the Southeast Asia, the regional building and construction market has seen a huge surge, driving the increase of demands for construction vehicles. Closely following the national strategy, CIMC Ruijiang has made considerable progress on overseas markets, continuously enhanced its brand awareness and captured certain share on Southeast Asian markets since it began to accelerate the overseas market layout in 2015.

CIMC Enric formally ships the first batch of refrigerated vehicles to Nigeria

A fleet of yellow LNG carrier vehicles slowly drive out of Shijiazhuang Enric Gas Equipment Co., Ltd on July 6, 2017, marking the beginning of formal shipment of CIMC Enric's first LNG terminal equipment for Nigeria.

The customer imposed strict requirements on the design and manufacturing of the products and conducted 48 inspections. The technical supervision and inspection throughout the production process was implemented by HSB inspectors and customer-designated TUV inspectors in accordance with ASME standards. The customer also sent two representatives to carry out production tracking. CIMC Enric's technical, production and inspection staff kept discussing with customer's inspectors and representatives about the designing intentions, customer's special requirements and construction precautions. Their meticulous working attitude and excellent strength ensured the smooth production and successful delivery of products.

The remaining products will be delivered in the second half of 2017. The delivery of products intelligently manufactured by CIMC Enric means that the company has further built up its brand awareness and enhanced its presence on international markets.

CIMC Enric supplied the gas equipment to Nigeria's first CNG terminal in 2007. Over the past 10 years, CIMC Enric has witnessed the development of Nigeria's natural gas industry.



Jingmen Hontu signs 100 million yuan orders within 20 days

Within over 20 days from the beginning to the end of July, Jingmen Hontu entered into the agreement on the sales of two 2,000-m³, four 3,000-m³, eight 500 to 2,00-m³ stainless steel tanks with domestic customers, and the agreement on the sales of fifteen 1,000 to 3,000-m³ tanks with Brunei, valued about 100 million yuan in total.

Due to huge investments in tank manufacturing projects, even tens of millions of yuan, property owners are very careful in the selection of manufacturers. Among the orders worth 100 million yuan, most of products will be made of stainless steel, cryogenic steel and high-strength steel. The special features of materials impose higher requirements

on manufacturing and installation and mean that the projects must be done by manufacturers with strong strength. In consider of Hontu's strength and proven track records, the property owners decided to cooperate with Hontu after broad comparison and careful selection.

CIMC Enric Sanctum secures the order for the EPC of China's first 30,000-m³ bimetallic full containment LNG storage tank

Zhangjiagang CIMC Sanctum Cryogenic Equipment Co., Ltd (CIMC Enric Sanctum) finalized the agreement for the EPC (Engineering Procurement Construction) of China's first 30,000-m³ bimetallic full containment LNG (liquefied natural gas) storage tank with a Shangxi-based group on July 16, 2017, further consolidating its leading position on bimetallic full containment LNG market.

The project is about the EPC of China's first 30,000-m³ bimetallic full containment LNG storage tank, the client has laid down strict requirements on the proven track record, construction technology, quality standard,

delivery period, pre-sales and after-sales services of bidders.

Different from the one which uses concrete for its outer container, the bimetallic full containment LNG storage tank uses low temperature cold resistant cryogenic steel for both inner and outer containers. When there is leakage in the inner container of a bimetallic full containment storage tank, the outer container will protect the low-temperature liquid from further leaking. In this case, the outer container of a common single containment LNG storage tank cannot hold the leaked low-temperature liquid, and a concrete cofferdam has to be made. So far,

a very small number of domestic companies including CIMC Enric Sanctum have mastered the bimetallic full containment LNG storage construction technologies.

According to Ding Neng, Engineering Business Supervisor of CIMC Enric Sanctum, currently most domestic companies have a little experience in the construction of bimetallic full containment LNG storage tanks. Therefore, CIMC Enric Sanctum's winning the order means that the company has considerable advantage in numbers and volume of a single tank on this market

Enric-contracted Shell's first LNG refueling station in Europe is successfully shipped

Shell's First LNG Refueling Station Product Shipping Ceremony, which was hosted by CIMC Enric and organized by CIMC Sanctum, was held in Sanctum on August 29, 2017. Li Huaian, Shell's Project Manager and Vice President of CIMC Enric's Research Institute, Liu Sinan, Shell's customer representative and responsible person of the Project's Chinese technical team, representatives from the third party testing agencies and important suppliers, Xu Yongsheng, General Manager of Sanctum, top leaders of Sanctum and members of Shell Project Team, attended the delivery ceremony. Tao Zhixiang, Executive Manager of Shell Project Team and General Manager Assistant of Sanctum presided over the ceremony.

Tao Zhixiang expressed heartfelt thanks for the strenuous efforts made by SSC, ROCKWELL,

TUV and other partners in the MID certification of filling machines, development of PLC control system and supervision and manufacturing of products, saying that Sanctum staff's deep understanding of Shell's DEP standard, working attitude and execution philosophy has won recognition of Shell's European team.

Li Huaian noted that the completion and successful shipping of the LNG refueling station products marked CIMC Enric's another new achievement in natural gas equipment field and took the company to the forefront of world's LNG refueling station product technology.

Liu Sinan showed respect for Sanctum people's open mind, courage to be going global, and attitude to accept Shell's concepts of "designed and made by

Europeans" which were exhibited during his cooperation with Sanctum and third party testing agencies to successfully bring Chinese-made cryogenic equipment to European market for the first time, and offered best wishes for successful shipment, for excellent performance of the product on European market, and for more contributions to people's energy-saving and emissions reduction efforts brought by future cooperation.

Xu Yongsheng noted that the successful completion of the project has enhanced Sanctum's reputation in the industry and laid a solid foundation for the company to develop into a global cryogenic equipment manufacturer and system solution supplier.

CIMC Enric's tailor-made LNG storage tanks to play a big role in LNG intermodal transport in North America

With the last LNG (liquefied natural gas) tank container transported from CIMC Nantong to Nantong Port and loaded onto ships on September 4, 2017, CIMC Nantong, a subsidiary of CIMC Enric, has completed the on-time delivery of LNG tank containers customized in accordance with new U.S. standards for a North American gas company. The LNG tank containers will be mainly used for mid- and long-distance ocean shipping, meet the needs to provide residents on outlying islands by LNG plants on the western coast of North America, realize the commercial operation of natural gas in the region, and have considerable influence on the commercial operation of LNG intermodal transport.

Hawaii, a well-known resort in the world, is under huge environmental pressure, and its residents have increasing demands for the use of clean energy. However, since there were no send-out stations at the western coast and no LNG receiving stations on Hawaii Island, the locally produced low-cost natural gas was beyond the reach of Hawaii residents. In 2014, the Hawaii State Government approved the plan for the gasification of Hawaii Island. CIMC Nantong was included in the approval documents and became one of a few approved LNG tank container suppliers in the industry.

In the context of the increase in LNG spot trade, the export and import of small-medium volume of LNG in batches, and diversified LNG provision channels, the intermodal transport of LNG tank containers is capable of realizing safe and flexible with a single tank, making it a new LNG logistics mode and new channel for the delivery and receipt of products in LNG trades. As a world-leading product, CIMC's LNG tank container will continue to play crucial roles in the new logistics mode and contribute to the upgrading of clean energy logistics mode in the world.



CIMC Enric shines at drinktec Munich 2017

CIMC Enric's Food Equipment Business Center showed at the Munich Beverage and Liquid Food Technology Fair (Drinktec) on September 11, 2017. Drinktec, an event of 66 years of history, is seen as the indicator of global market and reputed as the Olympic in the beverage and liquid food technologies. Thanks to the advantages in its global R&D platforms, global production layout, and innovation of technologies, CIMC Enric's food equipment business makes a spectacular performance at the Drinktec.

The Business center has two major business brands, namely Ziemann Holvrieka and Briggs. The two companies have respective unique focuses and features and

complement each other. Ziemann Holvrieka presented the processing technologies and solutions for milk products, juice and beer industries, and Briggs introduced the spirits-making solutions to the processes from brewery to distillation.

OMNIUM, a completely new brewhouse of Ziemann Holvrieka, was the star of Drinktec 2017. After the company promoted the concept of the technology (also known as NESSIE) last year, the brewhouse system has won unprecedented attention from the beer industry. Customers rated it as a real innovation and revolution of engineering and design. "This is unbelievably amazing", exclaimed the customers who had drunk the beer brewed by the OMNIUM system with excitement.

Briggs showed viewers the methods from conceptual design, feasibility study, three-dimensional modelling and perspective, to the implementation of the whole project. A large number of customers approached and discussed with Briggs about the possibility of cooperation on new projects and upgrading of plants because the liquor-making companies highly respected Briggs' brewhouse engineering capability and its rich project management experience. In the meantime, Briggs promoted the application of its saccharification and filtration and energy recovery technologies in liquor-making industry. It also showed the track records of engineering design and manufacturing on Asian markets, especially on China's liquor and beverage market, together with Nantong CIMC Food Equipment Co., Ltd (a subsidiary of CIMC Enric).



CIMC Raffles' ultra-deep-water semi-submersible drilling platform "Blue Whale Two" returns after successful sea trials



maximum operating depth of

3,658m

maximum drilling depth of

15,250m

suitable for

95% deepsea

operation across the world



August 22, 2017, Blue Whale Two, an ultra-deep-water semi-submersible drilling platform with dual-derrick rigs, which is designed and manufactured by Yantai CIMC Raffles Offshore Limited (CIMC Raffles), was pulled into the wharf of CIMC Raffles' deep-water base in Yantai by a tugboat against tides and waves after successfully completing its sea trials.

The platform is the twin sister of Blue Whale One. Like its older sister, Blue Whale Two is the newest generation of ultra-deep-water semi-submersible drilling platform with dual-derrick rigs in the world and adopted Frigstad D90 as its basic design. Equipped with highly efficient dual-derrick rigs, the platform features the greatest operating depth and drilling depth in the world, suitable for 95% of deep-sea operation across the world. In particular,

CIMC Raffles completed the whole specific designs, construction designs, building and commissioning of the project. With a length of 117m, a width of 92.7m, and a height of 118m, the platform will be equipped with the DP3 dynamic positioning system and meet the certification requirements of Det Norske Veritas. It features a maximum operating depth of 3,658m, a maximum drilling depth of 15,250m, and it is a semi-submersible drilling platform with the greatest operating depth and drilling depth in the world, suitable for 95% deepsea operation across the world.

Compared with previous sea trials, Blue Whale Two's sea trials had great improvements in organization, coordination and sea trial techniques. Different departments of CIMC Raffles worked together and completed a series

of large-scale functional tests, such as tests on propellers, unmanned engine room and PMS. In the final stage of the sea trials, under the leadership of leaders of the company, the project team made continuous technological breakthroughs and solved the technical difficulty of closed loop test. This is not only the milestone of the whole Blue Whale series project, but also the first time for China to complete the DP3 closed loop test on deep-water semi-submersible platforms.

The successful sea trial of Blue Whale Two proved that CIMC Raffles has a high-caliber, highly diligent and highly dedicated team, who has made full preparation for the delivery of the project driven by the idea of consistent innovations and lean management.

CIMC ORIC's first 1000TEU green and intelligent feeder container ship hit the water

CIMC Ocean Engineering Design and Research Institute Co. Ltd, a subsidiary of CIMC, launched the first of its independently developed new-type 1000TEU feeder container ships at Zhoushan Changhong International Shipyard Co., Ltd on July 19, 2017. It is expected that the ship will tremendously meet the shipping market demand.

The ship, with 153-meter length overall, modeled breadth of 24.5 meters, modeled depth of 11.80 meters, and designed draft of 7.6 meters, can carry 253 cold containers simultaneously. It is the world's first 1000TEU green and intelligent feeder container ship using fixed guide rail bracket for loading nonstandard containers independently developed CIMC ORIC. The research institute has independent intellectual property rights.

According to the relevant responsible officer of CIMC ORIC, the ship features flexible arrangement of containers due to

the installation of fixed guide rail bracket. Compared with manually operated mobile guide rail bracket, the fixed type is completely intelligently controlled, so it is capable of loading nonstandard containers and improving loading efficiency. In addition, its propulsion system is low-speed diesel engine equipped with shaft power generator and adjustable blades, so its energy efficiency design index (EEDI. The index compares theoretical CO₂ emissions and transport work of a vessel. The lower the index, the higher the energy efficiency) meets IMO's 2025 limit (17.89 VS).

"Currently, a large number of large-sized vessels have caused overcapacity crisis on shipping market. With the increase in interregional trade, more feeder ships are needed to meet the rising demands for transshipment. Compared with liner container ships, feeder container ships feature shallow draft, small loading and transport volume, free entry into and exit from coasts and inland waterways, and they

are more suitable for short-distance shipping lines. Due to wider range of application and flexible source of goods, more feeder container ships will be needed on market in the future", said the responsible person, "product segmentation and containerization have become important trends for ocean shipping industry, and there is no exception for feeder container ships. Therefore, we have paid special attention to the added value and energy efficiency in the R&D of the feeder container ships."

"In addition, the completely three-dimensional digital integrated platform designs were used during the R&D process. We insisted on three-dimensional modelling and the production of three-dimensional drawings. Therefore, all data are traceable, controllable and manageable, which has not only shortened the designing period, but also laid data foundation for the product lifecycle management", added the responsible person.



CIMC Raffles and CPOE strategically cooperate to exploit the market for deep-water drilling and test mining of gas hydrate

Yantai CIMC Raffles Offshore Limited (CIMC Raffles) and CNPC Offshore Engineering Company Limited (CPOE) entered into a strategic cooperation agreement at Yantai. Peng Fei, CPOE's Deputy General Manager, Wang Jianzhong, CIMC Raffles' President, Liu Yanjia, CIMC Raffles' Vice President, and other top leaders were present at the meeting. The agreement stated that with CPOE giving full play to its general contract advantage and CIMC making best use of its advantages in the design, manufacturing, operation and management of equipment, the two sides will jointly promote the exploitation and development of businesses on global deep-water drilling markets and test mining of natural gas hydrate (flammable ice) in South China Sea, and explore multiple cooperation abilities and expand domestic and overseas offshore engineering businesses.

The two sides reviewed their cooperation in multiple fields over the years. Since 2013, CIMC Raffles has provided the maintenance and reconstruction service for "CPOE #61 platform" and "CPOE #10 platform", and built and delivered the "CPOE #15 Jack-up Drilling Platform". In August 2016, the two sides entered into the Deep-water Drilling Platform Technical Service Contract. With CPOE's general contracting ability and CIMC Raffles' amazing performance during the construction of Blue Whale One, the two sides have ensured the success of the test mining of gas hydrate in South China Sea. At the agreement-signing ceremony, CPOE awarded a silk banner to CIMC Raffles in recognition of its significant contribution to the national project of test mining of gas hydrate.

CPOE said that the signing of the agreement marks a new start for mutual cooperation. Both companies should seize the historic opportunity of test mining of gas hydrate, give full play to respective advantages, achieve the sharing of resources, complementation of each other and win-win cooperation, deeply exploit domestic and overseas offshore engineering business, and jointly promote the development of offshore engineering undertaking.

CIMC Raffles noted that a long-term communication mechanism should be established. The two sides should work closely to achieve mutual development. CIMC Raffles will be giving full play to its advantage in high-end offshore engineering equipment and contribute more to the mining of gas hydrate in South China Sea and to the exploitation of global deep-water markets.



CIMC Raffles holds “New Shengli #5” jack-up drilling platform delivery ceremony

CIMC Raffles held the ceremony for the delivery of New Shengli #5 jack-up drilling platform to SINOPEC on September 20, 2017. Leaders from SINOPEC and China Classification Society (CCS) attended the delivery ceremony.

New Shengli #5 drilling platform has a modeled length of 64.2 meters, modeled width of 62 meters, modeled depth of 8 meters, and a spud leg height of 127 meters. It features a maximum operating depth of 9 meters, a maximum drilling depth of 9,144 meters, and accommodate up to 120 people. The platform can perform drilling tasks in the waters with depth ranging from 7 to 90 meters and fill the gaps of Sinopec Petroleum Engineering & Construction Shengli Corporation in the operation at the sea areas with depths from 50 to 90 meters. Shengli Petroleum Drilling Technology Research Institute independently completed the basic design of the platform, and CIMC Raffles completed the detailed design, production design and general assembly and construction. It meets the certification requirements of CCS and American Bureau of Shipping (ABS).

The platform uses the truss structure for the first time, so it can work in deeper water than a column-structure lighter platform does. In addition, it is much lighter while

meeting spud erection conditions. The use of automatic pipe racking devices has tremendously lowered the labor intensity of workers. The platform can work in grave ocean environment and meet the market demands for high-standard drilling platforms, and it has laid a solid foundation for Sinopec Petroleum Engineering & Construction Shengli Corporation to grow into a competent offshore oil service supplier that has reasonably structured platforms and can work in waters of permissible depth.

CIMC Raffles achieved accident-free production over one year from the construction to delivery. The first time NDT yield was 99.74%, and the acceptance rate of first article inspection was 99.77%. Besides, CIMC Raffles successfully completed the movement of cantilever beams onto the main hull from land and the closure of front spud legs to be erected under water, in which it had shown perfect control of the hoisting precision. The successful delivery will improve SINOPEC's offshore engineering equipment development and innovation abilities, and further consolidate CIMC Raffles' competitive advantages in drilling, production, engineering and supportive equipment that is used throughout the entire offshore engineering industrial chain.



CIMC Raffles receives a batch of orders for fishing equipment

CIMC recently released its September business report, stating that the company received 12 new orders in September. So far, it has received 26 orders for fishing equipment in total (including the delivered aquafarms and finalized orders for net cages), with contract value of 260 million yuan.

The batch of orders was attributable to the strong support from competent marine fishery authorities of Shandong Province and Yantai Municipality. In August, CIMC Raffles' Longkou Base received 7 orders for aquafarms. In September, CIMC Raffles

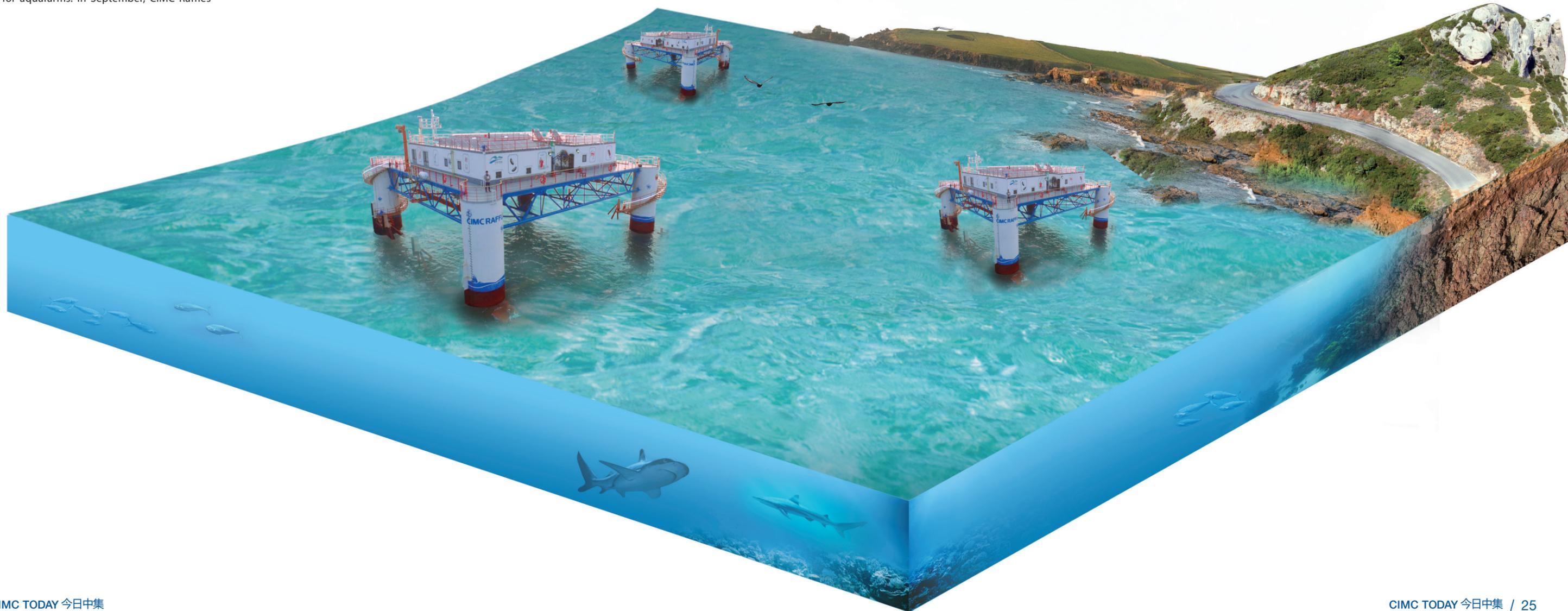
took a step further. On September 20, CIMC Raffles, Ocean Aquafarm AS, CNFC and China Minsheng Bank discussed the possibility of creating a fishery industrial chain ranging from the aquaculture of Norwegian salmon to the availability and accessibility of salmon products to Chinese consumers, and signed the *Memorandum of Understanding on Business Cooperation under the Framework of Deepwater Aquaculture of Norwegian Salmon*. The cooperation between China's and Norwegian ocean fishery industries was expected to meet the huge demands of the two countries.

The batch of orders did not come accidentally. Since CIMC Raffles introduced the aquafarm platform, the product has achieved leapfrog development by upgrading from the first generation of H360 jack-up type to the third generation of H383 semi-submersible type. Thanks to the support from different departments involved, CIMC Raffles has gradually improved the product's function, appearance and comfort, operating, and steadily lowered the construction cost. After making breakthroughs on aquafarm market, CIMC Raffles is not satisfied with

maintaining the status quo; on the contrary, it further introduced the standardization of design and construction and promoted its scheme of combining standard deck box and personalized upper structure through door-to-door visit to potential customers. Thanks to these efforts contributed a great deal of the flooding of orders in August and September.

Currently, China's fishery industry is within the window period of replacing old growth drivers with new ones. Taking advantage of the opportunity, CIMC Raffles has

established CIMC Blue Fisheries Co., Ltd. Blue Fisheries will focus on deepwater fishery industry, and depending on deepsea, intelligent and wind/wave resistant net cage, achieve the connection among different links in the entire fishery industrial chain, give a boost to further development of China's fishery industry at far and deep sea, and contribute to the construction of Shandong's Marine Breadbasket and the development of China's blue economy.



CIMC Logistics and Qingdao Port jointly establish new container yard



The opening ceremony of Ganglianhua International Logistics Co., Ltd, a joint venture by CIMC Logistics and Qingdao Port, was held at Qingdao on June 22, 2017. Top leaders, including Zhang Jiangnan, Wang Jun and Li Wucheng (Qingdao Port Group), and Hu Pengfei (CIMC Logistics), representatives of ship owners, and guests were present at the ceremony.

The establishment of Ganglianhua International Logistics Co., Ltd is a significant strategic cooperation achievement between CIMC Logistics and Qingdao Port Group in the container yard service field. The two sides will give full play to their respective advantages in brand, technology and management, achieve complementarities, seek win-win cooperation, build the joint

venture into a benchmark in Qingdao's container yard service areas, provide customers with high-quality, efficient and professional services throughout the lifecycle of containers, and work together with customers on the basis of mutual benefits.

CIMC Logistics will give full play to its customer resources and rich experiences in the logistics service area, explore the global operation and management of containers, build a public container operation and management platform for ship owners, container leasors, container yards and logistics companies by digitalized means, and make devoted efforts to grow into a world-class container lifecycle operation and management service supplier.

CIMC Logistics successfully completes the shipment of equipment for Turkey DERE wind power project

Zhenhua Logistics Group (Zhenhua), a subsidiary of CIMC Logistics, successfully completed all shipment of equipment for Turkey DERE wind power project on July 12, 2017. It won good comments from the customer for its excellent performance in the design of transportation schemes, packing and inspection, concentration of containers and warehousing, customs clearance and land transport, cargo stowage and securing.

After winning the bid for the shipment of equipment for Turkey DERE wind power project, Zhenhua's Engineering

Logistics staff closely cooperated with clients, observed rigor and excellence, and seriously fulfilled contracted responsibilities. Due to time constraints, reported to port authorities in advance, made preparations for immediate unloading of cargos, discussed the availability of ships to load cargos onto with ship owners, made berthing arrangements in advance, which ensured the immediate loading of cargos and saved time for the customer.

The shipment of ultra-heavy and ultra-long cargos including tower, blades and power generators imposed strict requirements on

the ship types and land transport. Despite the disabling factors such as high cargo value and the oversize and overweight of cargos, Zhenhua has made scientific transport plans, appointed experienced staff to monitor the loading of cargos, coordinated with relevant parties to arrange timely release when cargos with high value arrived at the destination ports, which has avoided risks that may be incurred in multiple loading and unloading of cargos, and ensured the success of shipment.



CIMC Logistics makes a successful maiden voyage on its Shanghai-Wuhan Foreign Trade Feeder Line and expands its service network to the middle

and upper reaches of the Yangtze River

CIMC Kaitong, a subsidiary of CIMC Logistics, began operating its Wuhan Feeder Line on July 14, 2017. The barge on the maiden voyage left Wuhan on July 14, berthed at Jiujiang Dock on July 16 and Taicang Dock on July 18, and arrived at Shanghai Waigaoqiao Dock on July 20. At the beginning, there will be one sail starting from Wuhan every Friday. Approved by the competent authority to transport cargos for domestic and foreign trade on the same vessel, CIMC Kaitong provides Shanghai-Wuhan domestic and foreign trade feeder container ships.

In order to open the Wuhan feeder line, CIMC Kaitong specially rented a ship (Huahang Shanghai) with available cargo capacity of 476TEU and CIMC Kaitong's

chartered cargo capacity of 300TEU. In the meantime, the exchange and chartering of cargo capacities with other shipping operators enable CIMC Kaitong to provide regular sails for its customers with only one ship. Now Wuhan feeder line serves a large number of shipping operators including ZIM, UASC, PIL, NS, HSD, NYK, KL, OOCL, ESL, CMA, MSC, MSK and CUL.

In addition to the Wuhan-Shanghai domestic trade feeder line, which is operated by CIMC Donghan, a subsidiary of CIMC Kaitong, the successful operation of Wuhan-Shanghai foreign trade feeder line means that CIMC Kaitong has gradually improved its railway-river transport system and rapidly expanded its business from Anhui, Jiangsu,

Shanghai and other provinces at the middle and lower reaches of the Yangtze River to Jiangxi, Hubei and other Provinces, and effectively improved CIMC Logistics' ability to serve customers at the middle and upper reaches of the Yangtze River and promoted the construction of the service platform featuring "one body, two wings".

Next CIMC Kaitong will further improve the water-railway combined transport system, promote the construction of outlets in Jiangxi, Shaanxi, Sichuan and other provinces, so as to achieve the coordinated development among different regional companies and tremendously improve CIMC Logistics' serve ability in the Yangtze River Economic Belt.



CIMC-TianDa enters into a 300-million-yuan contract with Shanghai Airport Group

CIMC-TianDa and Shanghai Airport (Group) Co., Ltd held the ceremony for signing the agreement on the provision of boarding bridges for Shanghai Pudong International Airport Extension Project Phase III. The two parties formally signed the agreement on the purchase of 162 boarding bridges with contract value of nearly 300 million yuan in total, making it the single biggest order in the market of boarding bridge in China. As the sole provider of all boarding bridges for Shanghai Pudong International Airport Phase I-Phase III Projects, CIMC-TianDa will, after successfully delivering the products specified in the newly signed agreement, have provided a total number of 355 boarding bridges to Shanghai Airport (Group) Co., Ltd since 1991. In addition, it has provided many large-size and ultra-large air cargo terminals, apron vehicles and aircraft air-conditioning systems.

The new order contains conventional boarding bridges, 5 A380 bridges (capable of docking to the highest level of an A380 aircraft, the world's largest passenger aircraft), and 2 T-shaped boarding bridges for domestic airport for the first time. This has changed the history that there was no home-developed T-shaped boarding bridge in China, marking a new breakthrough in the product line of China-built boarding bridge. When a plane and terminal (or fixed ends) are quite close to each other, an ordinary rotary and retractable boarding bridge does not work as well as a T-shaped boarding bridge does, and the latter is more efficient.

So far, CIMC-TianDa has won the bids for over 520 boarding bridges at home and abroad this year, including Beijing Daxing International Airport, Guilin Liangjiang International Airport, Santiago de Chile

Airport, Abha Regional Airport, Amsterdam Airport Schiphol, Melbourne Airport, etc. This successful bidding will further increase CIMC-TianDa's share and influence on global boarding bridge market. Today, CIMC-TianDa has provided boarding bridges for 264 airports in 69 countries and regions, of which there are 123 international airports; in other words, the overseas business makes up 50% of CIMC-TianDa's entire boarding bridge business. The 6000 boarding bridges built by CIMC-TianDa constitute approximately 40% of global market share, offering global passengers safe and comfortable experience.



XINFA holds 20th anniversary and new product release conference

Xinfa Airport Equipment Ltd (XINFA), a subsidiary of CIMC Airport Facilities, held the 20th Anniversary and New Product Release Conference on September 20, 2017 at CIMC Airport Facilities' Northern Base in the Hi-tech Zone of Dachang County. 300 domestic and foreign guests from different airports across the world, air companies, Beijing Bowei Airport Support Ltd, Dachang County Government, CFLD and CIMC Airport Facilities' strategic business partners were present at the conference.

XINFA is committed to offering high-quality products and services to various airports and airlines and meeting customization demands of different customers. Currently, it has 6 major airport apron bus series in over 20 specifications and a broad array of GSE

products. Its two-way driving apron buses, pure aluminum body apron buses, fully electric apron buses, aircraft food cars and A380 aircraft food cars have outperformed its rivals in the industry.

XINFA released two new products at the conference:

First vehicle: the 2018-type fully electric apron bus. With the adoption of independently developed third-generation intelligently controlled and fully electricity-powered technologies, it features: firstly, longer battery life and higher performance. The two-hour recharging of batteries enables the bus to run for 450km, making its operating cost less than one third of the fuel-powered vehicles; secondly, higher

carrying ability and larger space. Its space is 2.5m² larger than fuel-powered vehicles, enabling it to carry 12 more passengers each time; thirdly, higher safety. It provides IP67-rated protection, and the fault self-diagnosis system enables the users to easily eliminate the faults.

Second vehicle: the 2018-type new appearance apron bus. With the adoption of wholly new design style of Aero Bus, it features: firstly, gorgeous and magnificent appearance and exquisite and environmentally friendly inner trimmings; secondly, intelligent and exceptional driving feel and wind blown from three-dimensional wind curtain; thirdly, high dynamic performance meeting European V emissions standards, lightweight and wholly aluminum vehicle body.



CIMC introduces Country Garden as a strategic investor of Industry & City business by 930 million yuan



On July 17, 2017, with the witness of CIMC'S CEO & President Mai Boliang and Country Garden Group's Chairman Yang Guoqiang,

CIMC's Industry & City Development Business Segment (CIMC I&C) signed the capital increment agreement to introduce Country Garden Real Estate Sdn Bhd (the wholly-controlled subsidiary of Country Garden Group) as a strategic investor by about 930 million yuan. After finalization of the deal, Country Garden will hold 25% stake in CIMC I&C.

CIMC said that the introduction of strategic investors with industrial synergy and strong market influence is to enhance the company's comprehensive development ability and achieve the sustainable development of the Industry & City businesses.

The signing of this agreement means that the cooperation between the two companies has taken the most significant step. Country Garden has developed quickly in recent years with the sales of nearly 300 billion yuan in the first half year of 2017, which takes it to the top of real estate sales. CIMC I&C, one of the eight business segments of the Group was established in 1998, has evolved into a group specialized in the comprehensive development of industrial parks, commercial and residential properties. Its business covers industrial park development and operation, traditional real estate development, commercial operation, property management services and so on, with projects located in nearly 10 cities in Pearl River Delta, Yangtze River Delta and Circum-Bohai Sea Region. During the months of friendly negotiation, both sides highly recognized the simple, pragmatic and efficient culture that is similarly upheld by the two companies, and expressed the optimism about the synergistic effects in real estate resource and development capacity in the future.

Mai BoLiang is confident in this long-term

cooperation with Country Garden, saying that Country Garden is an admirable enterprise and he highly appreciates the mechanism, strength and ability of Country Garden. Mr. Mai said that Country Garden attracts and retains a large number of talents by its excellent mechanism, and enables talents to share the achievements, which coincides with the "common cause" culture of CIMC. Cooperation with Country Garden will inject new vitality to the development and transformation of CIMC in the future. Yang Guoqiang also felt excited to work together with CIMC, saying that CIMC has ranked the top in the world in many fields and is a respected enterprise. There is a wide space for both sides to learn from each other and cooperate in the future. The two entrepreneurs expressed their commitment to jointly striving for a better future for the whole society.

More than 20 responsible officers, including Mo Bin, Country Garden's President, Gao Xiang, CIMC's Vice President, and business chiefs in the two companies, were also present at the signing ceremony.

CIMC MBI strategically partners with CSCEC Steel Structure to enhance the development of assembled steel structure buildings

On August 2, 2017, China Construction Steel Structure CORP. LTD. (CSCEC Steel), the subsidiary of China State Construction Engineering Corporation, and CIMC Modular Building & Investment Co., Ltd. (CIMC MBI), the wholly-owned subsidiary of CIMC Group, entered into a strategic cooperation agreement. The two parties agreed to give full play to their respective technology and resource advantages and jointly promote the development of integrated monolithic steel structure building both at home and abroad. CSCEC Steel is China's largest and world's leading steel structure manufacturer, mainly focusing on steel structure projects; CIMC MBI is a world's leading integrated monolithic steel structure building specialist, so the strategic partnership is of significant importance to promote the development of assembled steel structure building.

Responsible officers from the two parties, including CSCEC Steel's General Manager Ma Yijun, Deputy General Manager Xu Chongliang, CIMC's Vice President Zhang

Baoqing and CIMC MBI's Deputy General Manager Liu Xiaokui, attended the agreement signing ceremony. Ma Yijun said: "CSCEC Steel is longing to improve the productionization and integration level of its building products for domestic and overseas markets. It is a pity that we didn't work with CIMC as early as possible. Now, we're quite sure that the industrialized and assembled building is a must-have for future markets, so we hope there will be specific cooperation programs as soon as possible." Zhang Baoqing expresses: "such resources as the construction, brand and project contracting advantages of CSCEC Steel's steel structure will be a great help for us to find more customers, and we are eager for the start of the cooperation."

As analyzed by experts, assembled steel structure building offers a range of advantages over traditional building method and other assembled buildings. It uses homogeneous materials, features excellent hardness and compression resistance performance, and

provides nice viscosity, plasticity and high density. Compared with other building materials with same weight and strength, steel material is much lighter and easier to be processed in factories, making it the one that features highest industrialized production level and more convenience for transportation and assembly.

Now CIMC MBI mainly runs its businesses abroad due to their clearly-defined standards and mature markets. With CIMC MBI's high prefabrication ratio, CSCEC Steel believes this will maximally reduce its reliance on labor force at overseas construction sites, and hopes to extend their business reach to countries within the framework of "Belt and Road" Initiative. In consideration of the difference between the domestic market and global markets, both parties believe that with the declining demographic dividend, improvement of building standards, stimulation of policies and increase in consumers' acceptance in China, modular steel structure building market boasts huge potential.



C&C Trucks recommended as the vehicle for logistics and transport of hazardous materials in China



The 7th China Energy Logistics Industry Conference, hosted by China Communications and Transportation Association, was held at Urumqi, Xinjiang on August 18, 2017. At the conference, 300 experts and scholars from energy industry, logistics industry, and logistics technology and equipment circles discussed issues relating to speeding up the supply-side reform in the circulation of energy and hazardous materials, promoting structural adjustment, transformation and upgrading of energy and hazardous materials, and building an integrated, highly efficient, safe, green and modern logistics system. C&C Trucks was recommended as the vehicle

for logistics and transport of hazardous materials in China at the conference.

C&C Trucks has been deeply trusted by domestic consumers for its excellent safety since it was launched 6 years ago. It boasts overwhelming advantages in vision safety, braking safety, maneuvering safety, impact safety and protection of third parties. It is also China's first vehicle type that passed the front impact tests, lateral impact tests, roof strength tests and crumple deformation tests of driving cab by 240mm (cushion and absorption of impact energy) regulated in technical regulation ECE-R29. Therefore, its safety performance was highly recognized

by users. Today, C&C Trucks is working on further upgrading products and providing high-quality services so as to offer users much more reliable products.

At the beginning of 2017, C&C Trucks' U380 6X4 tractor was awarded the Grand Prize of Mostly Trusted Hazardous Chemicals Transport Vehicle by China's Truck Users, U460 was awarded the 2017 Safe Vehicle Type Recommendation Prize, and its diesel-gas engine was awarded the Grand Prize of Mostly Trusted Heavy-duty Engine by Truck Users in 2017.

C&C Trucks wins the 2017 China Truck Championships (12L Group) at Guangdong International Circuit

On September 2017, the last match of China Truck Racing Championship ended on Guangdong International Circuit. After two rounds of fierce competition, C&C Trucks won 6 awards, 12L Group Championship of Guangdong Competition, and the 2017 Championship in 12L Group with absolute strength.

According to Chen Gangqun, Deputy General Manager of C&C Trucks' sales company, compared with other engines

with same horsepower, the engine used by C&C Trucks has a larger torque. This distinct advantage makes C&C Trucks outperform its rivals in the racing competition.

However, excellent power performance is not the only decisive factor for the win. There are many factors beyond control in the competition, i.e., without consideration of drivers' performance, the power take-off stability also matters a great deal.



人民日报

CIMC contributes to the successful test mining of "flammable ice" in South China Sea



At 3:00 a.m. on June 12, severe tropical storm Merbok moved across the Blue Whale One, which was positioned at the flammable ice extraction area. Unexpectedly, it suddenly intensified into a hurricane. The Blue Whale One drilling platform, with a 117-m length, a 92.7-m width, a 118-m height, and a displacement of 70,000 tons, was like a leaf in the surging waves. At 6:00 a.m., Merbok moved away, and the drilling platform was there continuing with the extraction as it did in the storm. Wang Youhua said that he had never seen something like this in his nearly 30 years of drilling operations.

China's attempt to conduct its first test mining of natural gas hydrate (flammable ice) in South China Sea made significant breakthroughs. On July 9, the first test mining well was closed after fully achieving the set target. It had been working for 60 days in a row since the gas test and ignition of flare on May 9. Cumulatively, it extracted 300,000m³ gas hydrate. A large number of significant breakthroughs was made in the test mining, such as the longest unstopped extraction of gas, the largest output of extracted gas, the stable gas flow, and environmental safety. In the meantime, it also set the world records of gas extraction duration and output.

However, it is little known that the test mining was almost terminated due to the unexpected typhoon. "If we were not working on the Blue Whale One, the most advanced platform in the world, we would have called off the test mining before daybreak", recalled Wang Youhua, the Flammable Ice Test Mining Project Manager, with jitters.

The DP3 dynamic positioning system played an important role in the typhoon. In addition, the Blue Whale One boasts a great deal of noteworthy points: a maximum operating depth of 3,658 meters, a maximum drilling depth of 15,240 meters, a cable pull-back length of 1.2 million meters, over 20,000 detectors installed in different systems to intelligently monitor different kinds of hazard sources. The Blue Whale One is a semi-submersible drilling platform with the greatest operating depth and drilling depth in the world. Compared with traditional single drill tower platform, it is equipped with highly efficient double hydraulic drill towers and closed-loop power system, capable of improving the working efficiency by 30 percent and saving fuel consumption by 10 percent.

The outstanding performance of CIMC's Blue Whale One in China's first test mining of flammable ice has made it a pillar of the rising power. Such high-end offshore engineering equipment has significantly supported China's strategic energy provision and sustainable economic growth.

Over the past 10 years, China's offshore engineering industry has made rapid progress in enhancing its manufacturing competence. Its share on global offshore engineering equipment market has gradually outdone Singapore and Korean, two pacesetters in the old times. In addition, a large number of major offshore engineering enterprises, such as DSIC Offshore, COSCO Shipyard, CMIH, Shanghai Waigaoqiao and ZPMC, have strong international competitiveness.

However, new challenges are facing the rising offshore engineering equipment industry of China. On one side, replacing old economic growth drivers with new ones needs the support from industries of strategic importance such as the offshore engineering equipment industry; on the other hand, domestic offshore engineering equipment industry needs to surmount grave difficulty and seeks to reduce inventory. At this crucial stage, the industry should make clear its strategic position in the national economy and adopt different policies to reduce inventory and overcome difficulties. It is believed that the offshore engineering equipment industry will be an important carrier for the "going out" of products "made in China" and for the implementation of China's "One Belt, One Road" Initiative.

Full text extracted from "People's Daily" (July 27, 2017 Page 10)
Text/Li Gang reporter of "People's Daily"

深圳商报

CIMC's manufacturing business gives a big boost to "Made in China 2025"

CIMC celebrated its 35th anniversary of production on September 22, 2017. Established in 1980, the Shenzhen-based multinational company has expanded from a mere container business unit to 8 business segments, namely containers, vehicles, energy and chemical equipment, offshore engineering, finance, airport facilities, modern logistics services and industry & cities, and ranked first in three road transport and logistics equipment sectors in the world, namely containers, boarding bridges and special vehicle transport semitrailers. It is noteworthy that the Vehicle Segment continued its steady growth last year and contributed most to the profits of the Group, enabling CIMC to continue its profit-making performance for the 23rd-straight year. In the first half of 2017, the Vehicle Segment's revenue was 9.72 billion yuan, up 38.6% YOY, with its profit increasing by 57%, making it the second business unit that earned revenue of nearly 10 billion yuan in six months and growing into one of main pillars of CIMC's revenue and business performance.

CIMC semitrailers ranks first in the world for successive years, and "Made by CIMC" is well-known abroad

Different from passenger vehicle manufacturers such as Benz and BMW, CIMC mainly manufactures special road transport vehicles such as container platform trailers, skeleton semitrailers, platform trailers, plate semitrailers, curtain side trucks, box trucks, dump trucks, sanitation truck, van trucks and refrigerator trucks, and 10 major series of products including liquid tank trucks, mixer trucks and granule tank trucks, totaling over 1,000 product segments. Today, the Vehicle Segment sells over 120,000 vehicles each year. It has established 3 subsidiaries and 6 plants in North America, and its output and sales volume ranked among top five on North American semitrailer markets. With its business achievements from European, Australian, the Middle East and Asian markets, the total sales volume account for more than 10% of global markets and ranks first for consecutive four years.

When CIMC started its vehicle manufacturing business in 2002, it got the first order from domestic market. Today, China remains to be the largest market for the Vehicle Segment. In 2008, CIMC's vehicle business rocketed due to the central government's large amount of investments in infrastructure

investments. In 2015, CIMC sold 150,000 vehicles; in 2011, its sales revenue climbed to 17.6 billion yuan, a record high in the Group's history. However, the big success on domestic market could not build CIMC into a multinational company with international competitiveness, enable it to defend against the risks of regional economic volatility, or make it a major player on the U.S. market, the largest semitrailer market in the world. With the expertise in international market operation, the Group, through its subsidiary CIMC USA, successfully acquired and consolidated the America's eighth largest trailer manufacturer into Vanguard, its first semitrailer company in the U.S. "Over the past 14 years, CIMC has made great success on North American markets. It has established 3 subsidiaries and 6 plants in North America, and its output and sales volume ranked among top five on North American semitrailer markets", said Li Guiping, Managing Director of CIMC Vehicle Group, "today, when you are driving on an American highway, it is common to see transport vehicles that bear the CIMC or Vanguard logo driving by. And this is the best endorsement of CIMC semitrailer products on North American semitrailer markets." In Europe, CIMC Vehicle also makes spectacular performance, with its output and sales volume ranking among top three. It began planning the European business layout in 2007, and successively acquired Belgium-based LAG, and UK-based Retlan Group, a time-honored semitrailer producer ranking first in

the UK. In the meantime, it established sales outlets in Netherlands and the European headquarters in Germany and production plant in Poland, which has made CIMC a well-known brand for Europeans.

With the advancement in the implementation of China's "One Belt, One Road" Initiative, CIMC is widely recognized and accepted on emerging markets such as Australia, Africa and Asia, its brand awareness is tremendously enhanced, and its vehicle business has achieved exceptional performance. In the first half of 2017, CIMC Vehicles sold 81,500 vehicles in total, up 39.9% YOY, which has further consolidated its leading position in the world's semitrailer industry. It is noteworthy that the profit growth rate exceeded sales volume and revenue growth rate, and CIMC Vehicles achieved net profit of 570 million yuan, up 57% YOY.

"Global Operation, Local Wisdom" philosophy works for CIMC Vehicle Segment

The sales of 81,500 vehicles in the first means that CIMC may sell 150,000 or more vehicles in 2017, equal to and exceeding its best sales performance in 2010. "The good business performance comes from CIMC's 'Global Operation, Local Wisdom' philosophy", said Li

Guiping, "if CIMC Vehicles' future operating mode is a necklace, 'Global Operation' is the chain, and 'Local Wisdom' is the string of beads. Without 'Global Operation', the 'Local Wisdom' will lose its value; without 'Local Wisdom', the 'Global Operation' will lose its luster."

The value of "Global Operation" lies in the fact that as an integrated enterprise, CIMC will be able to give full play to its advantages in uniform actions and cooperation, streamline inner management systems, and integrate all resources to enhance market competitiveness in business negotiations such as market exploitation and procurement. Taking the purchase of core vehicle accessories and parts as an example, CIMC Vehicles had a business talk with the CEO of a US-based company about the provision of core accessories and parts, asking for a 4% cut in the price of US\$2,500/pair. The proposal was immediately rejected. However, after CIMC Vehicles said that the company would make its global procurement accessible to suppliers, the CEO agreed with the proposal and offered to cut the price by 14%. Finally, the two sides finalized the purchase agreement at a price of US\$2,150.

The value of "Local Wisdom" lies in the fact that CIMC manages its acquired overseas companies through the board governance structure without interfering with any specific operation decisions. CIMC recruits locals in the management team of the acquired companies so

as to give full play to local operation advantage. Today, CIMC Vehicles has 295 production facilities and R&D bases worldwide and 3,000 foreign employees, which is attributable to making best use of the wisdom of local employees.

"This philosophy will be the guideline for Chinese enterprises' overseas expansion and independent development", said Li Guiping. Currently, the products sold on the U.S. market are not wholly locally made. Some parts may be made in China, and then transported to the U.S. for the assembly into a whole vehicle. "This vehicle is made in the U.S., but the truth is that it may be made in different countries and regions." Depending on the global supply chain with "Made in China" as its basis, CIMC continuously optimizes its production efficiency, and mixes all designing elements together from different parts of the world by using cross-over and cross-border designs that incorporate the wisdom of its technicians worldwide. "In the next two to three years, we will launch vehicles that contain European elements and are designed in accordance with European standards on domestic markets and provide more vehicles for Chinese consumers."



好收成 好收入

重大项目统筹... 规模化、集... 收益增加10... 带有客家... 统一规划建设... 为村民"土地... 向银行提供... "作质押,逐年... 到,像他这样... 付款"了。

边 出 流 彩



From “lighthouse plant” to “Magellan” Scheme, CIMC gives a big boost to “Made in China 2025”

With the popularity of German Industry 4.0, the Re-industrialization of the U.S., and “Made in China 2025” in recent years, the upgrading of manufacturing industries has become a global consensus. “Enterprises are crucial to the success of ‘Made in China 2025’. As an industrial leader, if CIMC does not put the upgrading of its manufacturing business at the top of its agenda, it will be a shame”, said Li Guiping. Under the leadership of forward-looking management team, CIMC has been continuously exploring the possibility of achieving the transformation from conventional plants to modern manufacturing units by means of technical upgrading. In June 2016, CIMC Vehicles’ “lighthouse plant” formally started its operation in Dongguan, meaning a major breakthrough in the modernized manufacturing in the world’s semitrailer industry.

Afterwards, CIMC Vehicles has contributed something significantly different to the whole world. The products from the “lighthouse plant”, the advanced parts and accessories manufacturing center of CIMC, have been transported to the U.S. for the assembly of whole vehicles since 2016. In addition, the “lighthouse plant” is highly recognized by American and Japanese visitors that worship the technical

excellence. The “lighthouse plant” uses a large number of automatic equipment, digitalized operation and management systems, which makes its products outperform those manufactured by its rivals in terms of cutting precision, wearing quality and surface smoothness of paints and puts CIMC Vehicles in a leading position in the industry. Li Guiping said that in the future, CIMC Vehicles will make more attempts to further explore the automation, informatization and digitalization based production so as to support its global operation.

Guided by Li Guiping’s thoughts, CIMC began the “lighthouse plant” exploration in 2014. Originally, the “lighthouse plant” was supposed to be a plant that would manufacture accessories and parts in a module-based pattern and distribute its products worldwide. However, with the advancement of the project which cost hundreds of millions of yuan, it brought CIMC Vehicles’ technical team to a higher level of thinking about modularized industrial design, automatic IOT equipment and IT system, and enabled the team to work out the framework of the “lighthouse plant”: all information about production processes are clearly presented on managers’ computers, and problems occurring in production will be traceable and be solved accordingly. Therefore, the “lighthouse plant” has turned into a wholly transparent, automatic and digital coaching workshop.

CIMC Vehicles called the “digital coaching workshop” Magellan, a name characterized by attempts for

exploration. This means that after the “light house” identifies the digital development direction, “Magellan” will sail through waves to make more yet unknown achievements.

From the “lighthouse plant” to “Magellan” Scheme, CIMC gives a big boost to “Made in China 2025” with its enterprise wisdom. For Li Guiping, the “digital coaching workshop” is an instructive attempt in CIMC’s exploration to base its manufacturing business on Intelligentization and digitalization. “We invested hundreds of millions of yuan in the ‘lighthouse plant’, so the exploration cost is much higher. On the contrary, we spent less on the ‘coaching workshop’. It is more like a lab where we can conduct different kinds of tests and take the risks of failing. If it succeeds in the end, the achievements will be immediately used on CIMC’s production lines across the world.” Li Guiping noted that through technical explorations, CIMC will be able to double its production efficiency; and with same resources, CIMC will be able to double its output value. In the next few years, CIMC Vehicles will invest at least 50 million yuan in its R&D activities. In the next five years, CIMC Vehicles will invest 1 to 1.5 billion yuan to digitally upgrade its current production lines, promote the transformation and upgrading of CIMC’s manufacturing businesses, and give a big boost to “Made in China 2025”.

Full text extracted from “Shenzhen Economic Daily” (September 25, 2017 Page A07) Text/Chen faqing reporter of “Shenzhen Economic Daily”

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