

**CIMC 中集**



Driving new value Moving the world  
创·造·新价值



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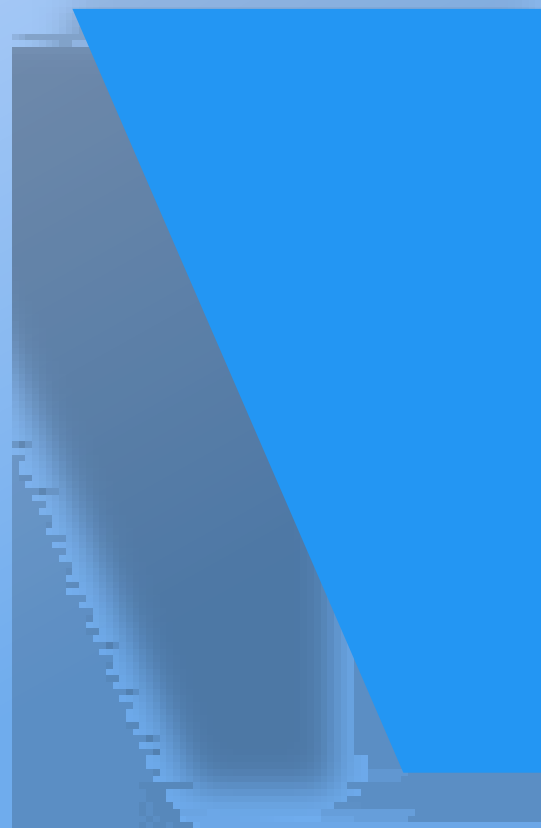
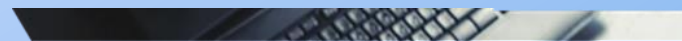
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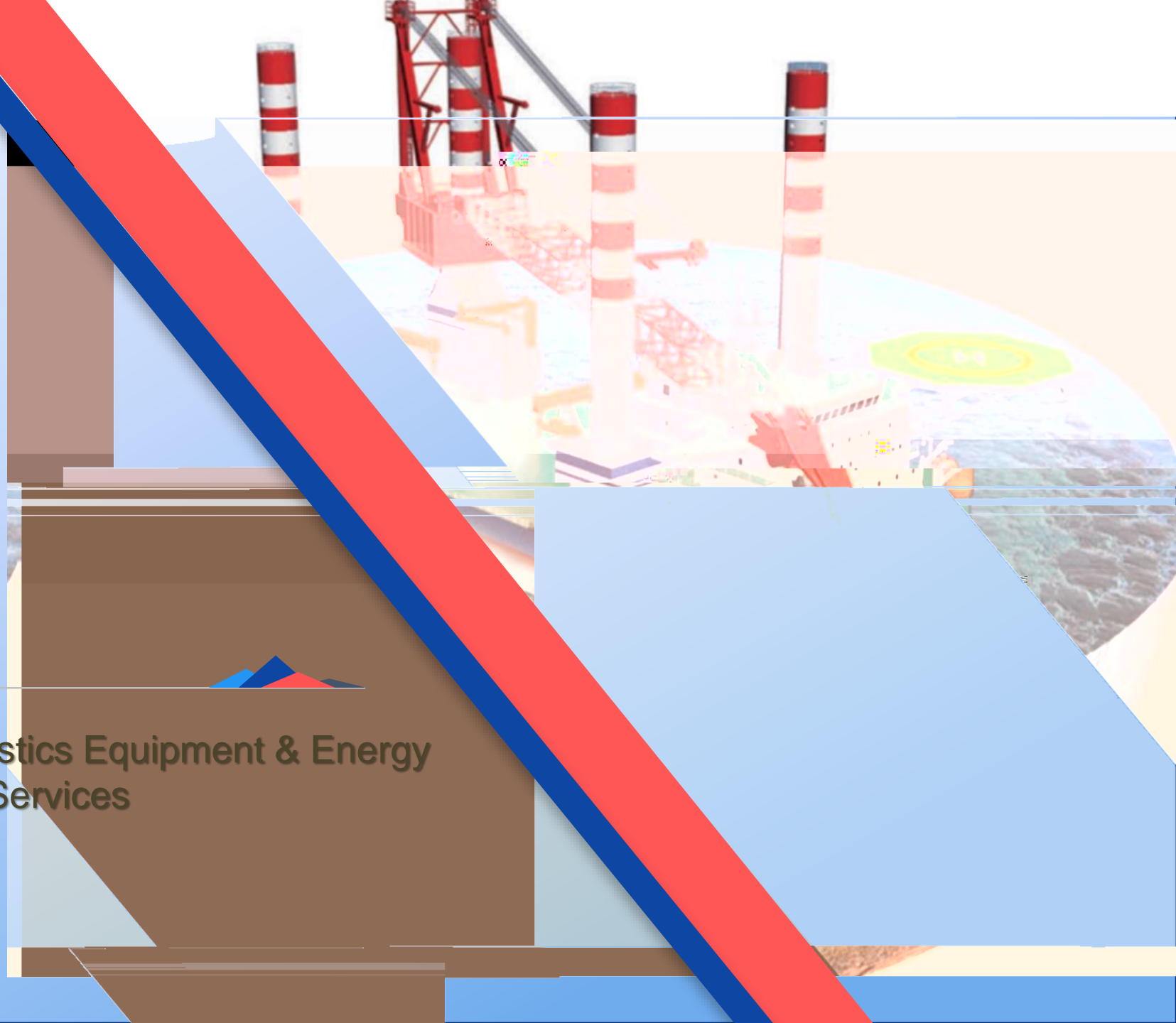




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01

The world-leading supplier of Logistics Equipment & Energy  
Equipment and Services









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02





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## Optimize 5S management system

Further strengthen the connection between each S, and promote the effective operation of the system.

## Create champion products

Build an ecosystem for scientific and technological innovation and promote the creation of world champion products.

## Intelligent upgrade

Deepen excellent operation, promote intelligent manufacturing and create champion products.

## Promote lean management ONE model

It has covered seven major businesses and defined the strategic direction of upgrading ONE from 1.0 to 2.0.

## scientific and technological innovation

In 2018, we own 577 patent applications, among which there are 251 invention applications,

## Innovation and entrepreneurship

Launch the 100-person business plan, with the core idea of selecting the right project and mechanism.



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# 03

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Business Operation in Major businesses

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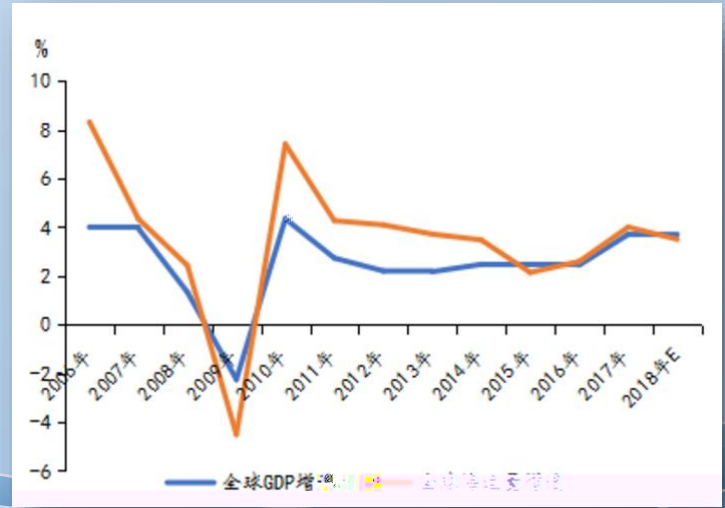
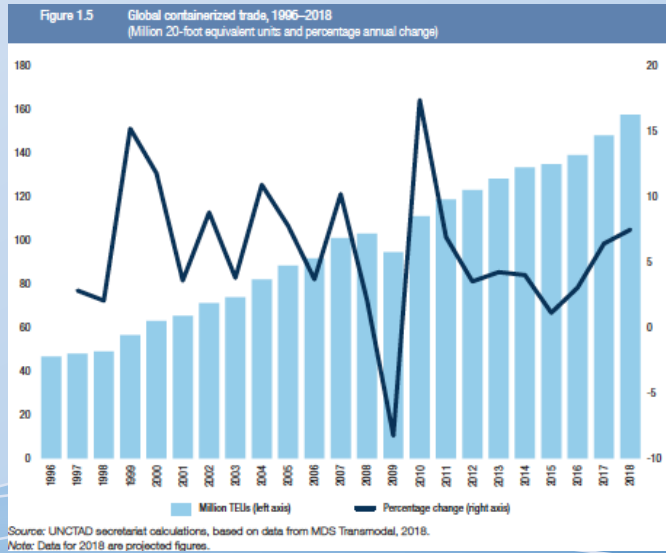
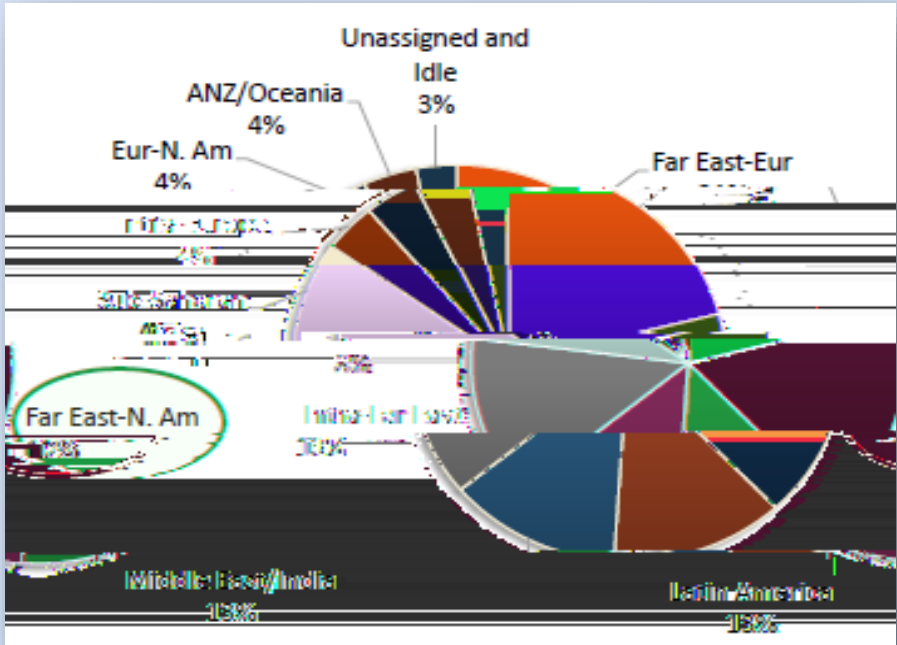


- Increased trade tensions and consequent policy uncertainties
- Container transport market: a large number of shipping capacity, the overall decline in freight rates.
- The international shipping dry bulk market is generally good, the container transport market is stable, and the crude oil market has bottomed out.
- Container transport cargo volume rose steadily. The purchasing of new container has been vigorous.

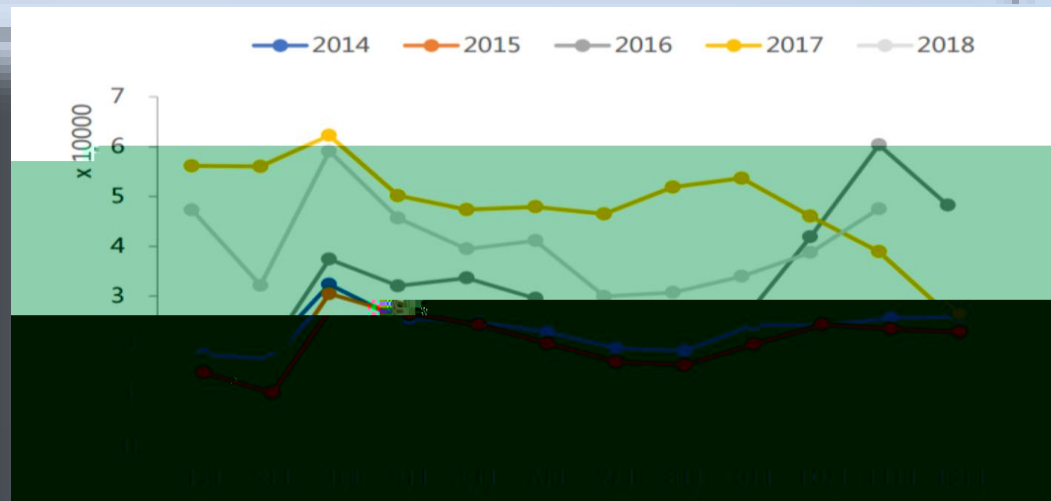
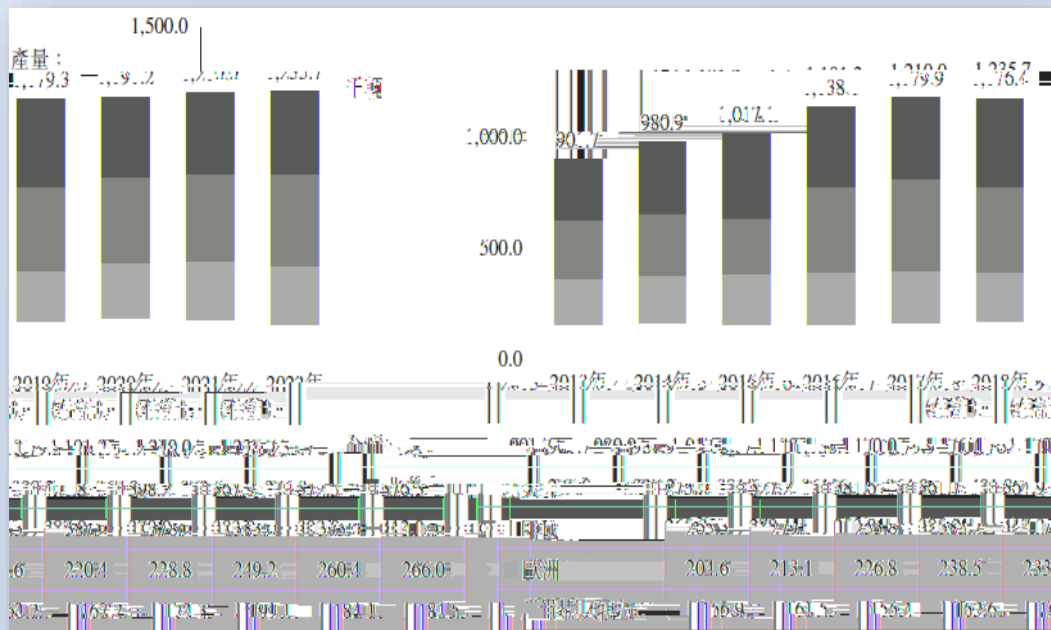
**Table 3: World dry freight container\* output by manufacturing group (TEU)**

Company	2014	2015	2016	2017	2018**
CIMC Group	1,460,000	1,205,000	790,000	1,475,000	1,370,000
Singapore	1,300,000	1,300,000	1,300,000	1,300,000	1,300,000
China	1,300,000	1,300,000	1,300,000	1,300,000	1,300,000
India	1,300,000	1,300,000	1,300,000	1,300,000	1,300,000
USA	1,300,000	1,300,000	1,300,000	1,300,000	1,300,000
Rest of World	750,000	750,000	750,000	800,000	800,000
<b>Total</b>	<b>3,250,000</b>	<b>2,650,000</b>	<b>2,650,000</b>	<b>2,030,000</b>	<b>3,420,000</b>

\*ISO standard/special-palletwide and domestic. \*\*Jan-Sept. Source: Container manufacturing industry









2018.7

Super Magellan digital production line was officially put into production in yangzhou

2018.8

Cimc Vehicles to be listed on the main board of the Hong Kong stock exchange

2018.9

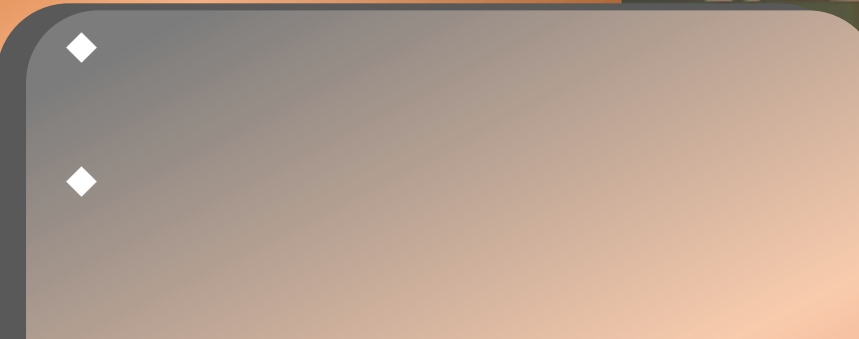
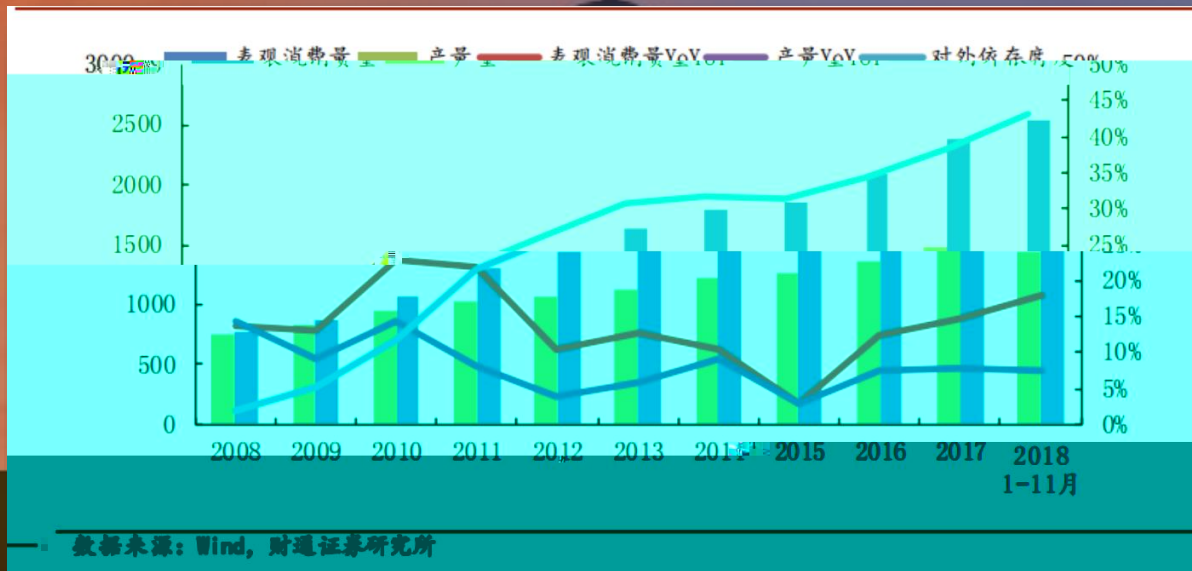
Cimc Vehicles to be converted into a joint stock company.

2018.9

Shenzhen cimc takes the lead in launching a new type of fully enclosed intelligent muck truck based on LNG environmental protection chassis

2018.12

The application for h-share listing to the stock exchange of Hong Kong was accepted





\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- the key equipment manufacturer and engineering service provider of natural gas with \_\_\_\_\_ in China;
- the production and sales volumes of LNG, LPG CNG storage and transportation products were leading nationwide;
- It realized China's first south gas to north and river-ocean transport with LNG tank containers through \_\_\_\_\_
- As of March 2019, the order for handships includes \_\_\_\_\_

- ✓ continued to \_\_\_\_\_ system and \_\_\_\_\_ equipment;
- ✓ The \_\_\_\_\_ of both domestic and international businesses as well as non-beer business \_\_\_\_\_
- ✓ explored \_\_\_\_\_ ;
- ✓ for the first time and based on the novel \_\_\_\_\_ \$ , introduced equipment for commercial breweries.

- ◆ ranking the \_\_\_\_\_ in the market
- ◆ successfully developed 45 feet super-volume SWAPBODY tank containers, anti-corrosion lining tank containers and large-volume railway tank containers \_\_\_\_\_
- ◆ explored the use of \_\_\_\_\_ ;
- ◆ independently developed and produced \_\_\_\_\_



2018.5

The strategic cooperation agreement with China natural gas will also see the sale of 275 LNG tanks worth 126 million yuan

2018.7

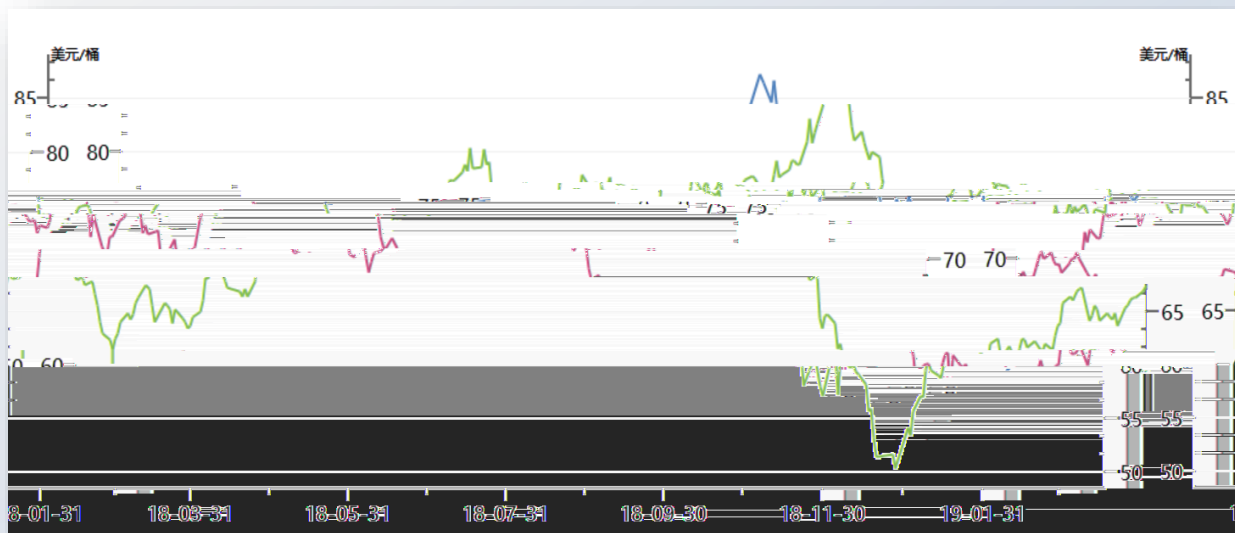
"CIMC shell" Europe's first LNG filling station officially put into use

2018.10

To build the largest automatic LNG filling platform in China

2018.10

Nantong CIMC delivered the world's first 65MW large-scale Marine exhaust scrubber



Oil and gas exploration and development investment has steadily increased, the traditional oil and gas industry is slowly recovering,

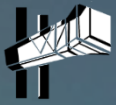
- ◆ In 2018, the trend of international oil prices fluctuated, rising steadily in the first half of the year, and then falling in the second half of the year. The average price rose significantly overall, surpassing market expectations.
- ◆ In 2018, the traditional oil and gas industry recovered slowly, and new business areas such as module building, production platform, marine fisheries, marine tourism and other non-oil and gas businesses grew rapidly.







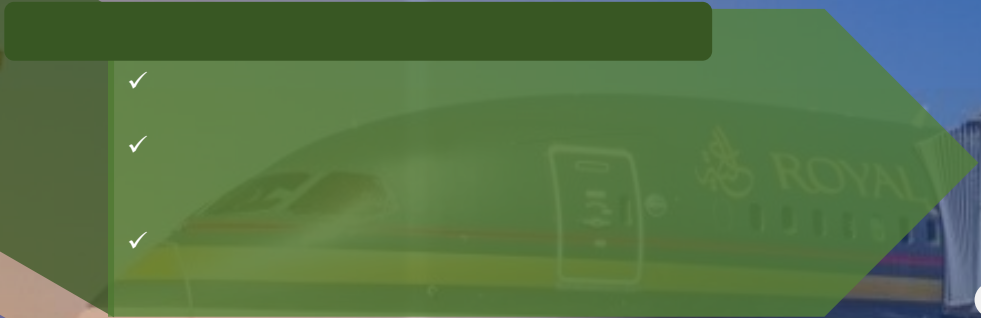




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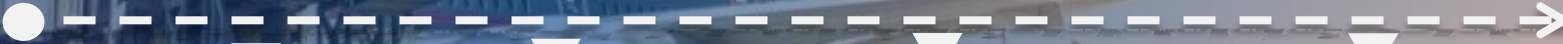
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2018.4

Completed the injection of the 78.15% equity interest in Pteris into CFE.

2018.10

acquired 100% equity interests in Shanghai Jindun Special Vehicle Equipment Co., Ltd.

2018.11

Get Beijing daxing international airport Beijing daxing international airport southern airlines base and ningbo lishe international airport three airport warehouse project orders.

2018.11

acquired 60% equity interests in Shenyang Jietong Fire Truck Co., Ltd.





- ◆ ( 1 ) Overseas: strengthening Africa and promoted East Africa.
- ◆ ( 2 ) Domestically, we promoted the distribution of freight forwarding outlets in South China, strengthened the national coverage of freight forwarding services, and actively explored strategic opportunities in new areas such as LNG tank intermodal transport.

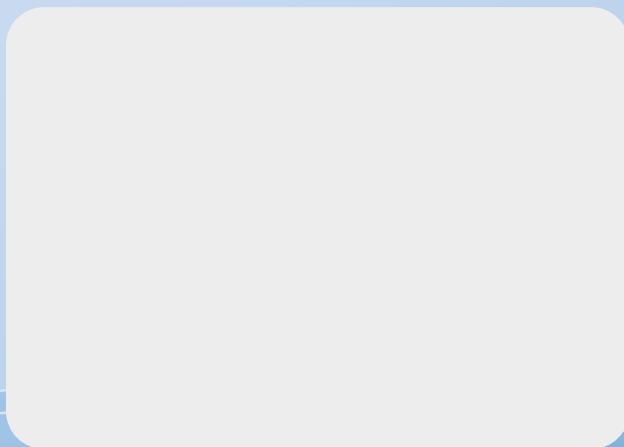
- ◆ "Manufacturing + Service" as the Core of

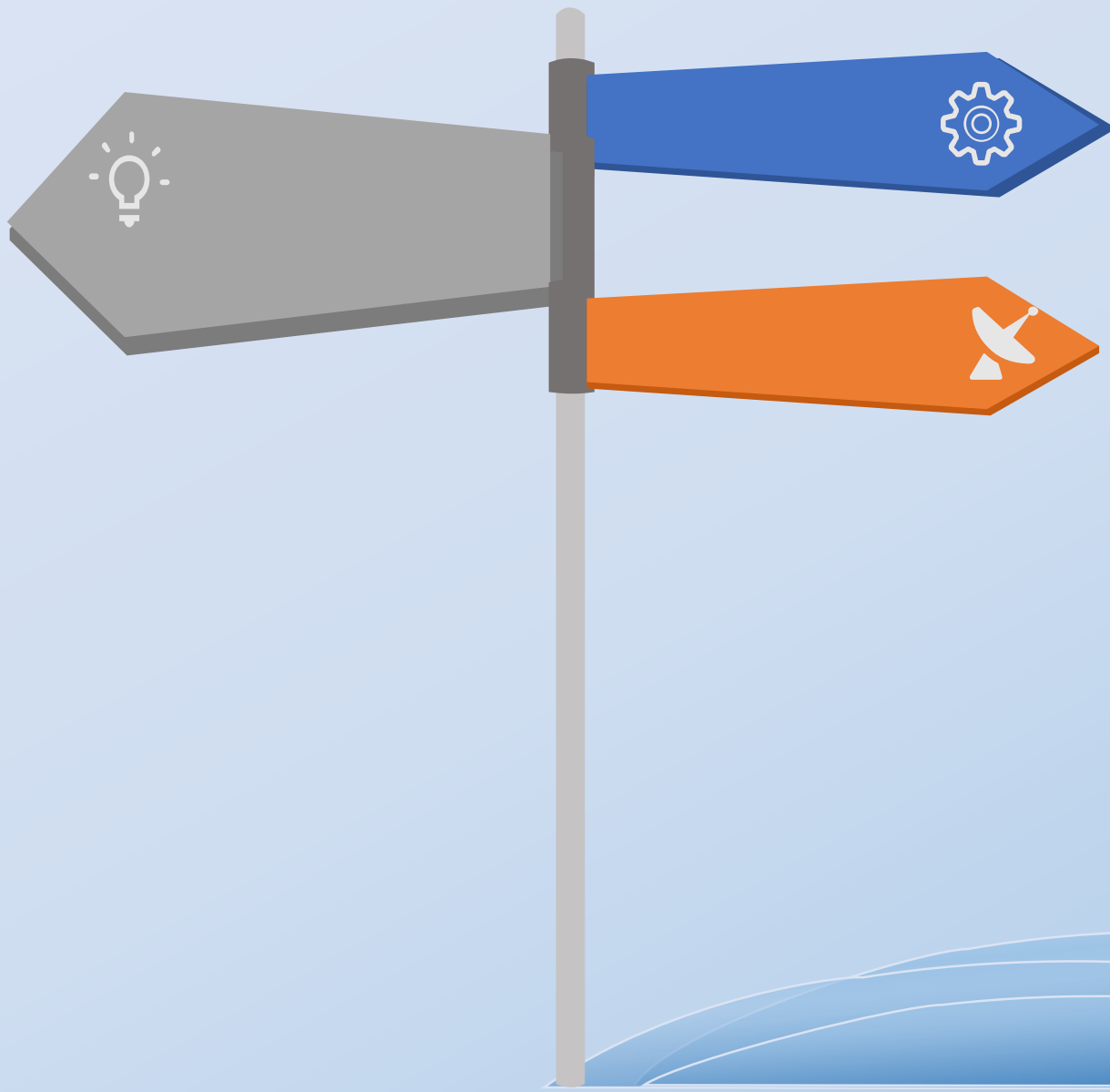


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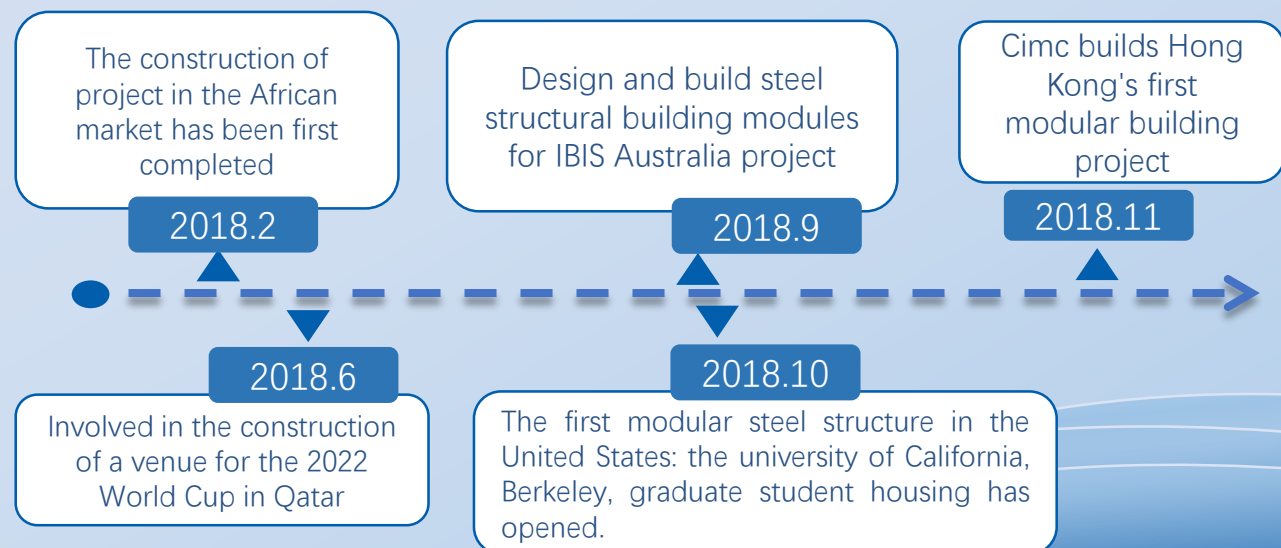
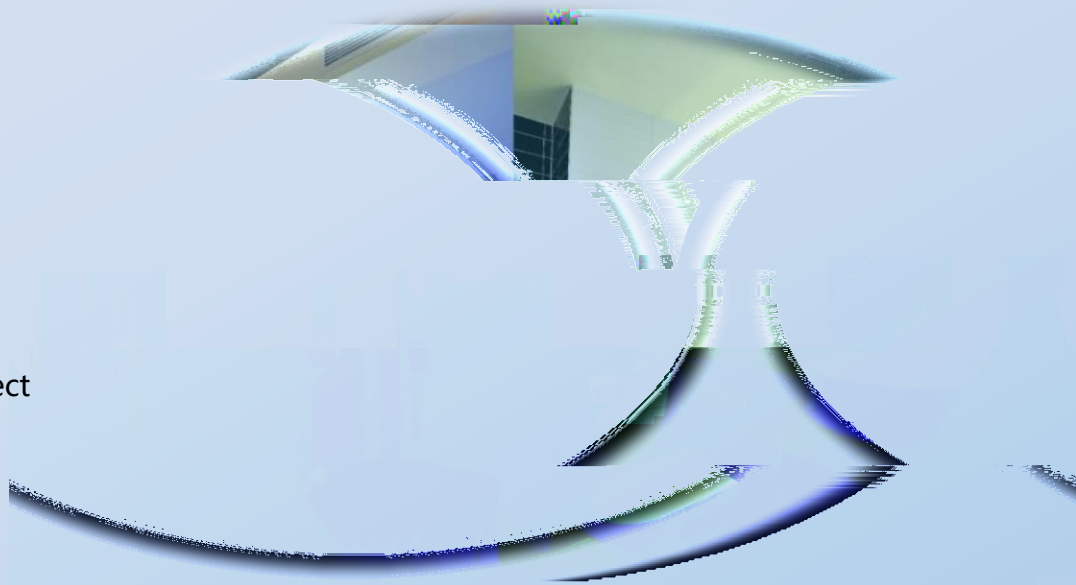






- ✓ Xiongan completed 30,000 square meters Hotel and office building projects in less than 100 days.
- ✓ It was the first to obtain technical admittance approval from the [redacted] and successfully delivered the CIC demonstration project

- ✓ [redacted] has been put into use.
- ✓ [redacted] enter the field of high-rise hotels and government public safety service facilities.
- ✓ [redacted] completed of the Djibouti project has been completed.
- ✓ [redacted] successfully achieved qualification access, and the first Marriott Hotel project achieved order signing.



20+, 18 railway bureaus  
 railway business bureaus have liner arrival

50 ships



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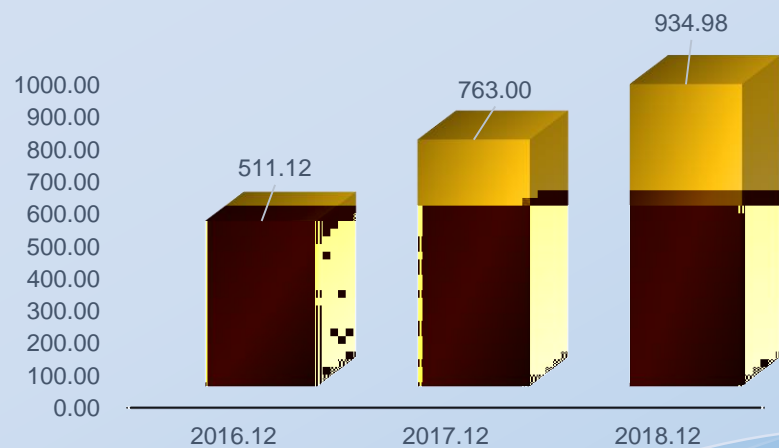
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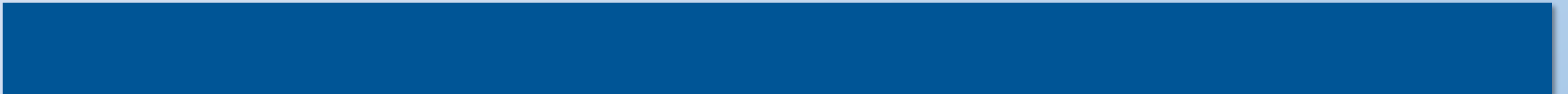
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“Strong Strength & Steady Performance”



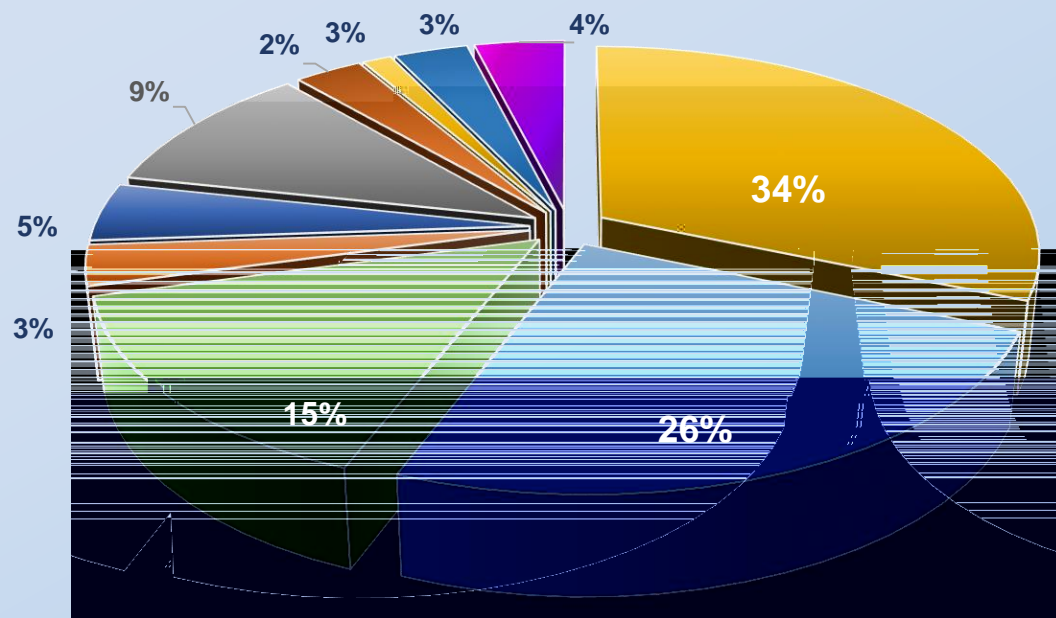
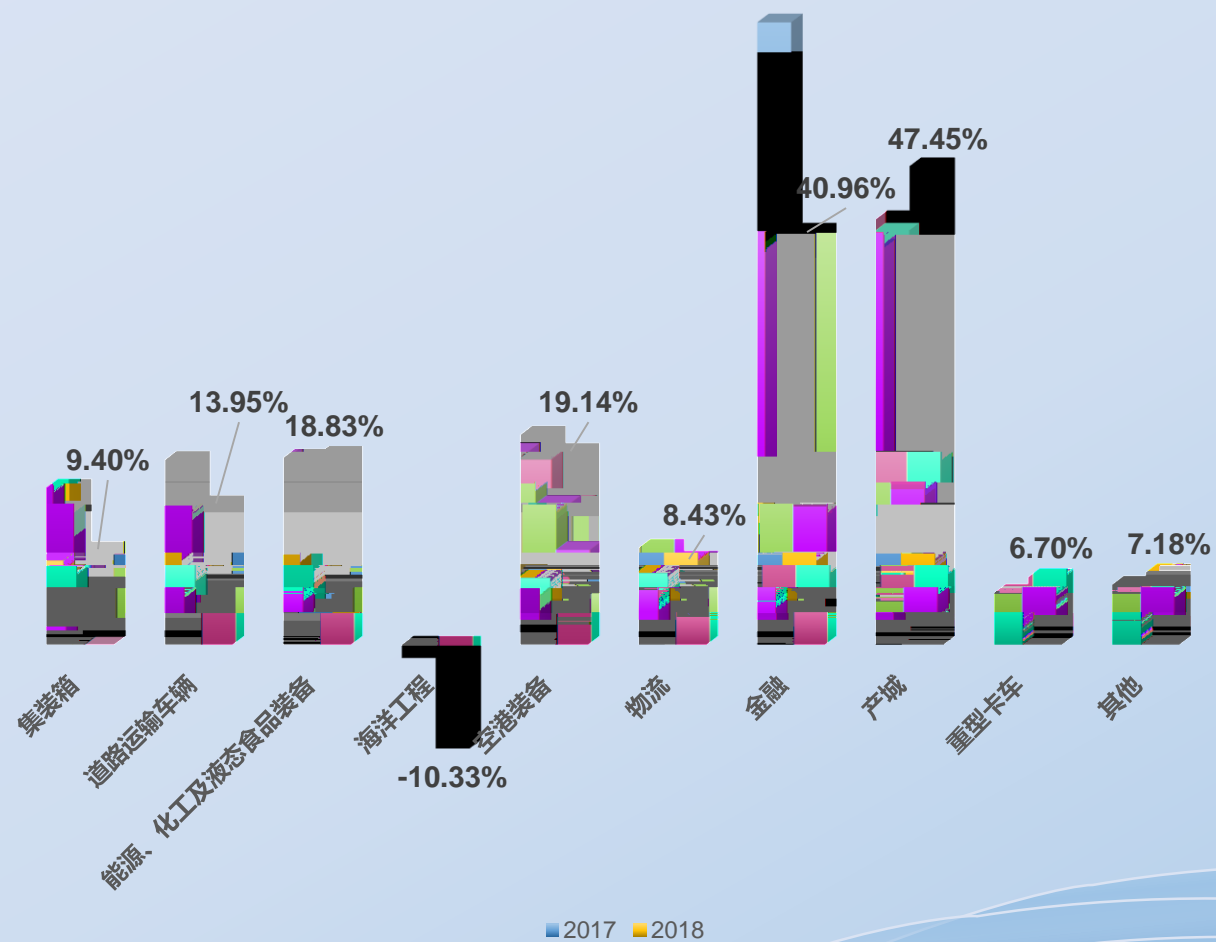




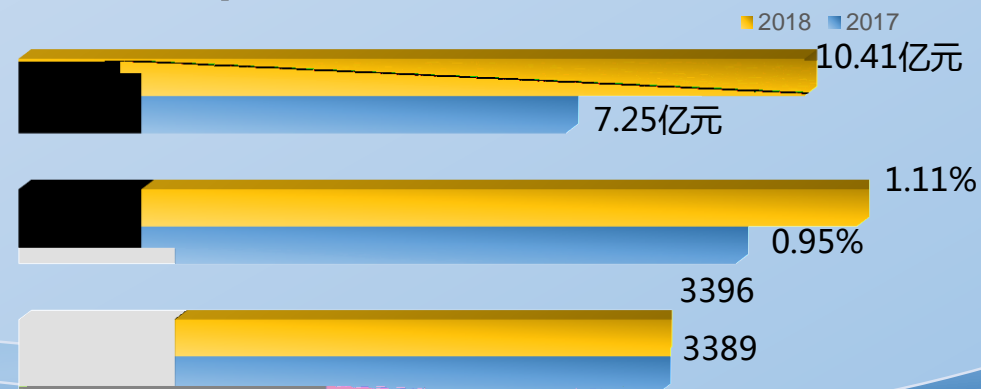




### Gross profit margin of principle business



### research input in 2018



3396

3389

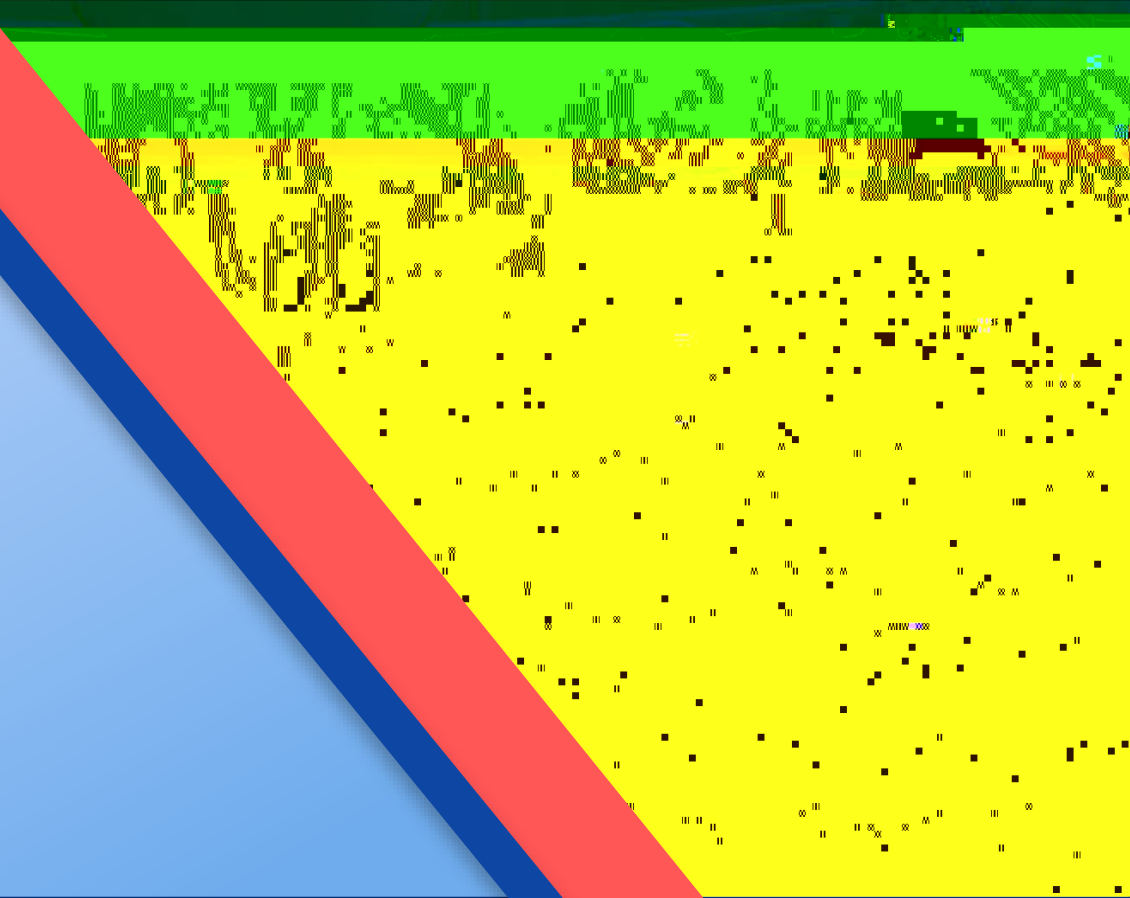


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# 05

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“Intelligent Manufacturing + Intelligent Logistics”





✓ the growth of global container trade reached 4.5% in 2018 is expected to decrease slightly to 4.4% in 2019.

✓ The growth of shipping capacity will decrease to 3.1% in 2019, and

✓ The demand for containers in 2019 will fall back from the record high in 2018.

✓

✓

✓

✓

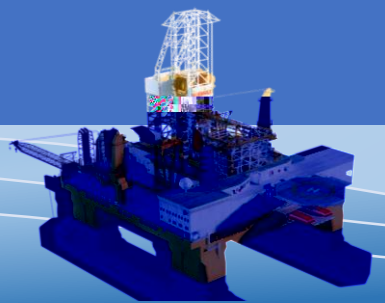


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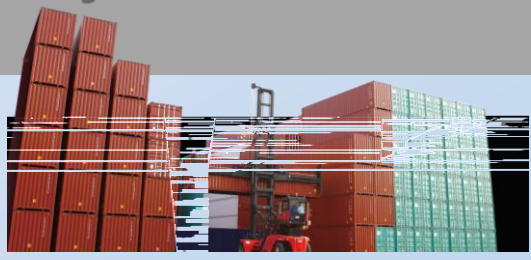
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the chemical industry in emerging markets has grown rapidly,





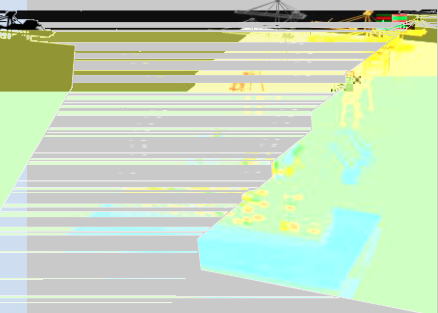
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Container  
Manufacturing  
Business



Road  
Transportation  
Vehicle Business

Energy, Chemical and  
Liquid food equipment  
Business







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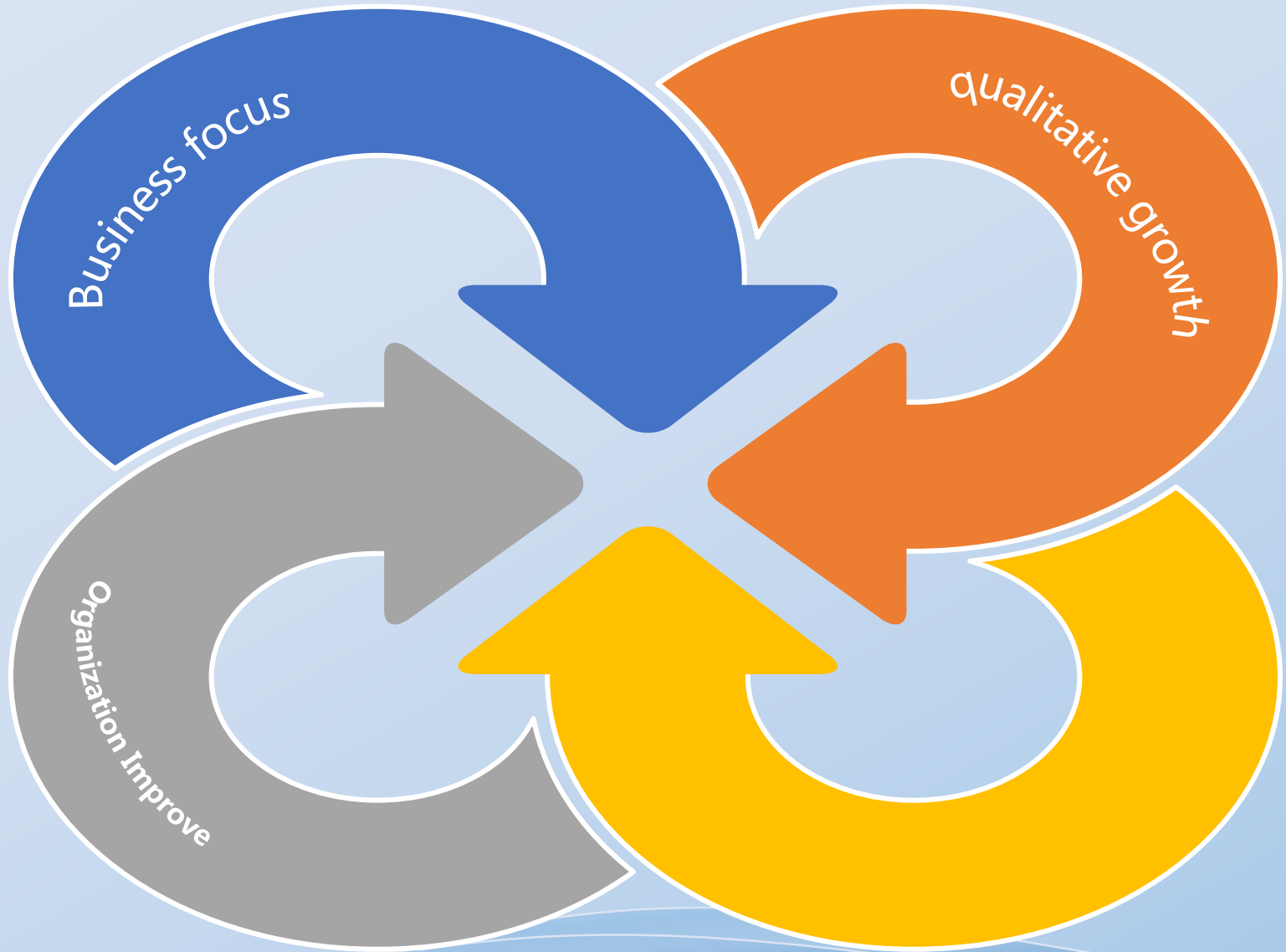
- In 2018, the Group will actively expand the fire and rescue business and the business of the automated logistics business.
- the Group will continue to improve the **comprehensive human resource system**, improve team cooperation and further strengthen its risk control capability.



- In 2019, the industrial city development business will actively expand the business of the Group in Shenzhen, Shanghai and other first-tier cities and actively implement the strategic organizational structure and development strategies.

Indus  
Dev





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