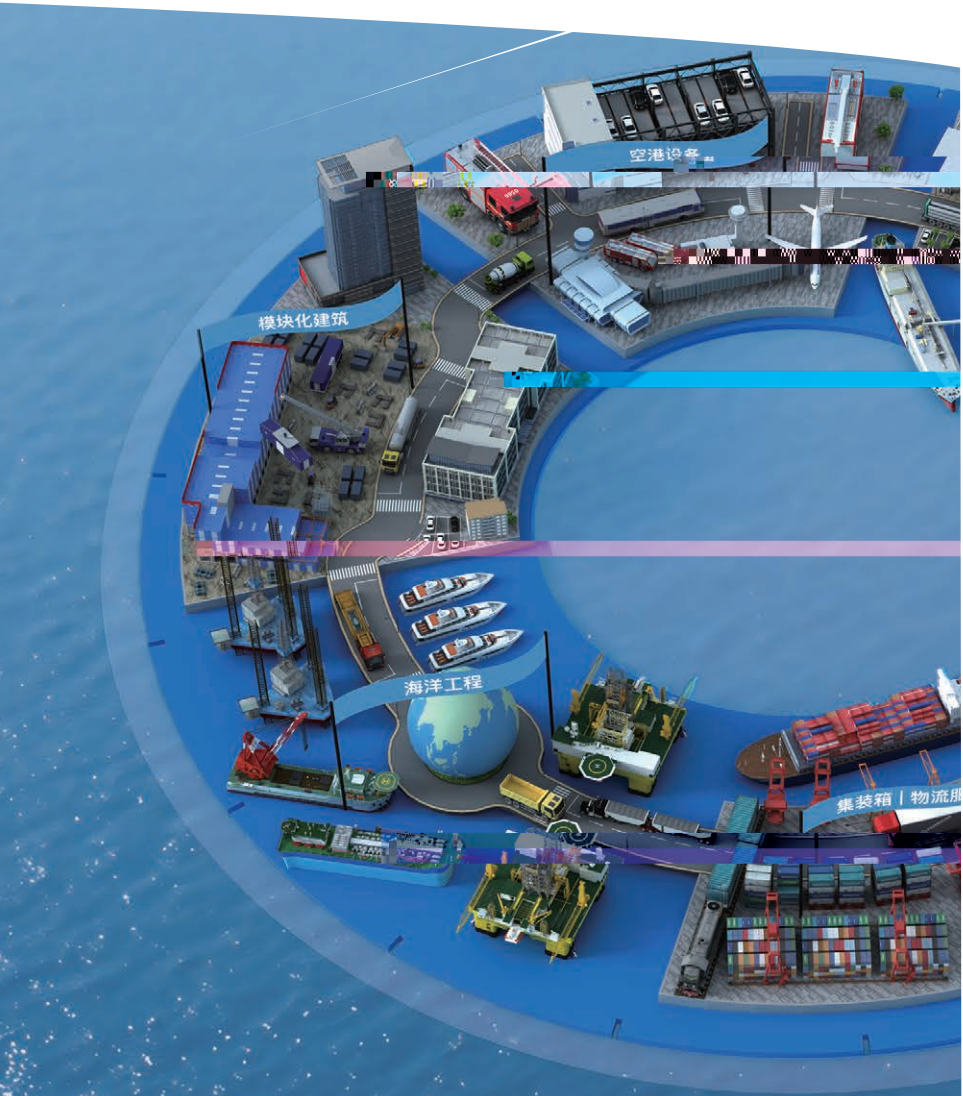




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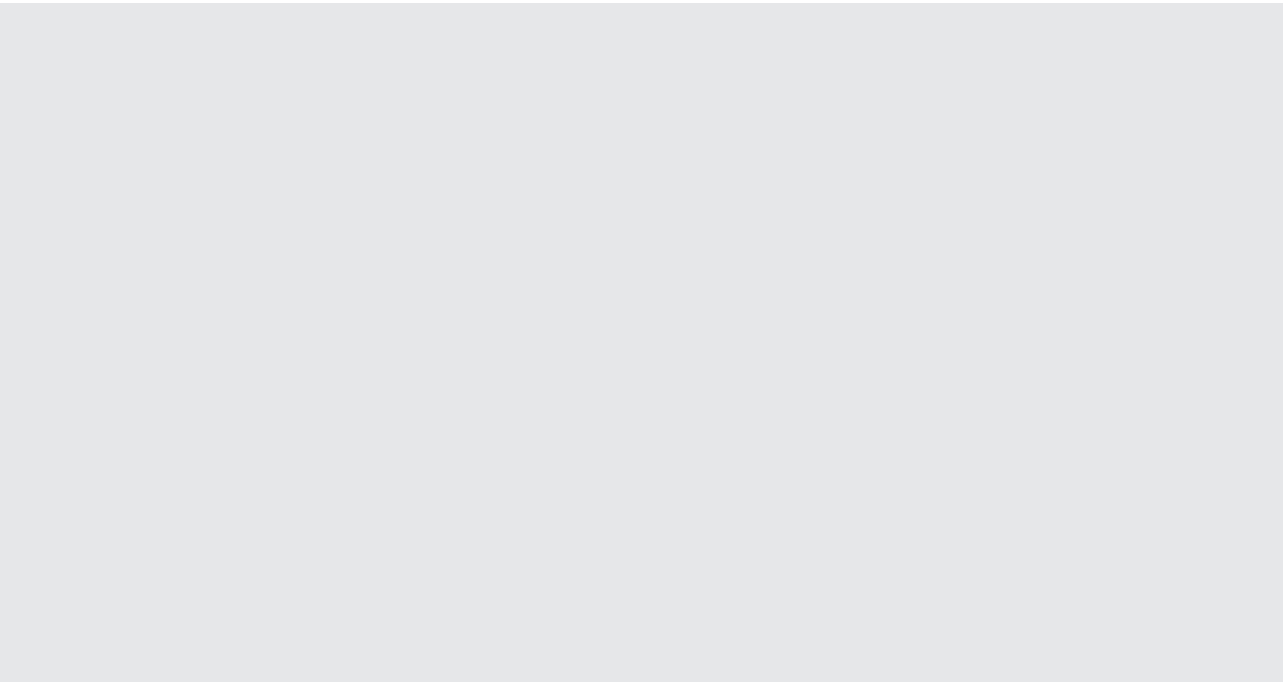


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中国国际海运集装箱(集团)股份有限公司
CHINA INTERNATIONAL MARINE CONTAINERS (GROUP) LTD.

CIMC announces an over 30% increase in its 2018 interim revenue



CIMC launched the 2018 interim revenue report on August 28. Due to the continued mild global economic recovery, continuous increase in international trade, and rebound and growth on some local markets within the emerging economies in the first 6 months, revenue of the whole Group was about 43.56 billion yuan, rising over 30% year-on-year; net profit attributable to shareholders of the parent company and to other stakeholders was about 965 million yuan, increasing 21.14% year-on-year.

The report reveals that a large number of major business segments under the Group continued the growth momentum in the first quarter. Among them, revenues of the Container Segment and the Airport Facilities Segment grew tremendously; revenues from road transportation vehicles, energy, chemical and liquid food equipment, heavy-duty trucks and logistics service maintained steady growth. Regionally, overseas business operations contributed over 55% of the Group's revenue, and the revenues from business operations in China and America made huge leaps.

Revenues of two largest business segments both exceeded 10 billion yuan

In the first half of 2018, thanks to the steady rise in global trade and steady and sturdy growth in container shipping volume, clients have maintained strong ability in the purchase of new containers. In addition, as water paint reconstruction of production lines successively finished, the building level of different plants improved, the production capacity of containers further increased, and the supply-demand balance contributed to the stability of prices.

Thanks to these feel-good factors, CIMC's Container Segment achieved total revenue about 16.1 billion yuan, a year-on-year increase over 60%. The accumulative sales volume of common dry containers amounted to 806,900 TEC, a year-on-year increase over 50.63%; the cumulative sales of refrigerated containers amounted to 76,600 TEU, a year-on-year increase of 118.23%. Industrial insiders predict that in 2018, the world's container trade and container shipping

capacity will remain to grow at relatively high speeds, and industrial institutions noted that container demands will continue to stay at a better level throughout the year. With further investment in resources, the Container Segment will get on the fast track to automation, informatization, digitalization and green development.

CIMC's Vehicles Segment continued its good business growth performance in the first 6 months. Its revenue increased 18.62% year-on-year to 11.53 billion yuan, net profit rose 10.24% year-on-year to 626 million yuan, and sales volume ascended 12.93% year-on-year to 92,001 units. Noteworthily, this was the first time that Vehicles Segment has achieved revenue exceeding 10 billion yuan in 6 months.

On domestic market, the Vehicles Segment has seen big rise in the order for car carriers due to further and stricter implementation of the newly released national standard – Limits of dimensions, axle load and masses for motor vehicles, trailers, and combination vehicles (GB1589). In addition, the increase



engineering equipment and operation market continued to grow and recover with further improvement of equipment utilization rate. In this context, CIMC Raffles has seen the rise in activated orders and newly secured orders, such as the CR600, and semi-submersible accommodation platform with CIMC's complete intellectual property rights passed tests of the Petrobras and began to serve the leasee; the production of newly ordered FPSO (floating production storage and offloading) equipment formally started at the end of March; the Nordlaks deepwater aquaculture order worth of 106 million dollars came into effect in February; and orders for 800-passenger ships, aquafarm platforms and net cages totaling 25 million dollars also became effective.

CIMC Raffles has been committed to independent innovations for years and made exceptional achievements. It came out with world-acclaimed Blue Whale One last year, and has successively launched multiple innovative products, such as the offshore kitchen platform to supply the banquet

service for SCO Qingdao Summit, and Illusion west and central Europe with China Railway Plus, the largest superyacht that set off on a maiden voyage in August. Its innovative efforts were highly appreciated by leaders of the central government. On June 13, 2018, Chinese President Xi Jinping visited Yantai Manufacturing Base of CIMC Raffles, heard report on the company's efforts in independent design, R&D and manufacture of high-end offshore equipment and its independent innovation achievements and encouraged the company to achieve further breakthroughs.

Thanks to the big increase in rail-water transportation business, CIMC Logistics achieved the revenue of 4.06 billion yuan, a year-on-year increase of 8.3%. CIMC Kaitong, a logistics service company under the Group,

has established an international block train joint venture platform to contribute to the successful implementation of central government's "One Belt, One Road" Initiative. From January to June, it ran 53 block trains, transported 5,315 TEU of products and completed the full coverage of the east,

Express; Sino-Worlink International Logistics Co., Ltd. attached great attention to the development of intermodal transportation business such as automobile logistics, cold chain logistics and project logistics, and improved its domestic and overseas network deployment. It is noteworthy that the deeper cooperation with China Railway Special Cargo Automobile Logistics Co., Ltd. in the first half has enabled CIMC logistics to make significant breakthrough in international passenger vehicle transportation and become the logistics service supplier of international carmakers such as BMW and Volvo.

C&C Trucks turned the tables and notched up a handsome win in heavy-duty truck business in the first six months. With its sales volume rising 24.45% year-on-year to 5,523 units and sales income increasing 26.26% to 1.62 billion yuan, the company successfully turned losses into profits. According to the analysis in the interim report, the increases are mainly attributable to the steady growth in the investments in fixed assets such as

the construction of infrastructure, and the upgrading of vehicles such as car carriers and National III Standard diesel vehicles. At the same time, C&C Trucks implemented robust marketing policies and launched the "One dealership, One policy" support program to boost the sales of major products on different markets. It also developed a series of adaptive vehicles such as dumpers special for Shenzhen Municipal Government, LNG harbor vehicles, low-roof coal vehicles and electric vehicles powered by new energies; on international markets, it initially extended business reach to emerging markets such as Poland and Mongolia based on the achievements made on Southeast Asia markets and Central Asia markets through cross-border trades.

The airport facilities business achieved big increase in the first half with sales income rising 48.12% year-on-year to 1.75 billion yuan. Early this year, the Airport Facilities Segment made a big move on capital market. CIMC became the majority shareholder after disposing its equity interests respectively held in Pteris Global to China Fire Safety Enterprise Group Limited (CFE) and changed the name of CFE to CIMC-TianDa. With the finalization of the equity restructuring, CIMC-TianDa became another independent financing platform of the Group and embraced the product portfolio of airport facilities (including GSE), firefighting trucks and rescue equipment, automatic logistics equipment, and intelligent parking system. In order to further improve the firefighting equipment business, CIMC-TianDa acquired a 60% stake in Shenyang Jietong in July– the biggest player on domestic aerial firefighting trucks market.

In addition, CIMC Industry & City and multiple local governments entered into strategic cooperation agreements on the integration of cities and industries, which laid solid foundations for the sustainable development of businesses. CIMC Finance that is established to serve the development of industries continued to improve its operating efficiency and maintained safe and healthy development.

Modular Buildings and Intermodal Transportation Businesses continued to expand

In addition to the progresses made in the 8 major business segments, CIMC also made steps forward in its innovative businesses. The Modular Building Business Segment continued to enhance its global presence: with the completion of early-stage designs for multiple British hotel projects, it was expected that the Segment would secure batch orders within the year, while the successful delivery of student apartments to New Castle University would further improve CIMC's market influence; successful delivery of its first project in the US; the formal access to high-floor hotels and public security service fields in Australia and New Zealand; the breakthroughs in obtaining market access qualification and intention orders on Iceland market; the successful completion of Djibouti Project on African markets.

In China, the office buildings and hotels constructed with Xiong'an Quality and Xiong'an Speed was delivered to the Civic Service Center of Xiong'an New Area and put into operation. At the same time, CIMC Modular Building Business Segment gradually pushed forward the technical access to Hong Kong, and achieved a significant breakthrough in the market segment after winning the bid for the construction of Hong Kong Zero Carbon Building. More importantly, the Technical Specification for Box Steel Prefabricated Prefinished Volumetric Building, which was jointly developed by CIMC Modular Building Business Segment and China Association for Engineering Construction Standardization, might be issued for implementation within the year.

In the first 6 months, CIMC Intermodal Development Co., Ltd grew at a faster speed, its coordinated development of railway, road and water transportation businesses tended to be at an advantage on markets, and its operating efficiency gradually improved. In terms of channel and network deployment, the company

further improved its block container trains business by seizing the opportunity of railway cargo transportation reform, and extended its businesses to East China, South China, Central China, North China and the southwest and northwest of China. Besides, the rapid build-up of controllable ship transportation strength improved the establishment of a ship transportation platform and further accelerated the integration and raised the benefit of bulk cargo transportation businesses in coastal areas. It also speeded up the optimization of business operation management platform, and continuously promoted the application of mobile Internet, Internet of Things and other new technologies in practical businesses.

In the second half of 2018, CIMC will continue to take the combination of manufacture, service and finance as its core, promote the transformation and upgrading of its businesses by centering around intelligent manufacturing and intelligent logistics, extend its businesses from manufacture to services with customers' demands as the orientation, and provide comprehensive solutions throughout the whole service life of products. It will further improve global operation performance, optimize businesses and assets, accelerate the industrial agglomeration, cultivate advantages in industrial chains; make continuous innovations in technical upgrading, business models and management mechanism and exercise proper control; follow the changes in market trends, and access to emerging industries and start innovative businesses, so as to achieve sustainable quality growth.

CIMC plans to spin o its vehicles segment

CIMC announced on August 9 that the proposal for CIMC Vehicles (Group) Co., Ltd to go public outside the Chinese mainland had been approved by the board of directors, and CIMC Vehicles will commence trading on the Main Board of the Stock Exchange of Hong Kong Limited. If the spinoff works, CIMC will have one more independent going public platform besides its airport facilities and firefighting equipment and energy, chemical and food equipment businesses. Currently, CIMC Vehicles is one of manufacturing business segments with most growth potential and best global operation performance under the Group. It is expected that the spinoff will help with further expansion of the vehicles business and create more benefits for shareholders of CIMC.

The Vehicles Segment ranks second place in CIMC

CIMC Vehicles is a business segment with core competitiveness and global presence. In 2002, CIMC made a brave attempt to manufacture road transportation vehicles after it became the largest container producer in the world. Over the years, CIMC Vehicles has established mature R&D system, manufacturing system and marketing and sales system and extended its business reach to global markets. So far, the company has its products and services offered and well received in China, North America, Europe and emerging market (including Australia, Southeast Asia and Africa), and new plant achieves the mass production

has formed balanced development pattern on global market. By way of acquisition and self-construction, it has also set up 25 manufacturing and R&D facilities worldwide and provides jobs to local residents in different countries and regions. Today, CIMC Vehicles has become the second largest business segment of CIMC in terms of operating revenue. In recent years, CIMC Vehicles has invested more resources in digitalizing and intelligentizing its production lines and products. In 2016, it built the plant for the manufacture and provision of semitrailer in Dongguan, Guangdong Province. The

of semitrailers in a modular, automatic and flexible manner, which has improved the quality of products, solved the difficulty in mass production due to the variety of traditional semitrailer products and has been highly recognized by the industry.

Currently, the manufacture updating program, also known as Lighthouse Plant, has been further improved and used in CIMC Vehicles' production facilities in Yangzhou, Jiangsu Province and Zhumadian, Henan Province. Among them, the Yangzhou plant was formally put into operation in August.

Spinoff of the Vehicles Segment will bring multiple positive impacts

The appraisal by the Board Secretary's Office of CIMC points out that though the equity held by the Group in the Vehicles Segment will be diluted after CIMC Vehicles spins off and successfully raises funds on market, yet its market value will be tremendously increases. In addition, the spinoff will enable capital markets to carry out independent valuations of high-quality business segments under CIMC, and this will help further improve the valuation level of the whole Group.

Obviously, the spinoff will bring more benefits to CIMC Vehicles: on one side, it will provide the company with an independent, persistent, stable and highly efficient capital operation platform; on the other side, it will provide more diversified fund-raising channels for the business development.

The spinoff will also help CIMC Vehicles create nicer and more clean-cut brand image in the industry, attract more international capital inflow, improve its international presence, expand its overseas businesses, and bring its businesses to a new level.

CIMC unveils the world's first futuristic container product for long-distance transportation in extremely low temperature

A China Railway Express fully loaded with



CIMC Huajun's new car carriers roll o the digital and modular production line

CIMC Huajun held the “Celebration of Car design, simulation and analysis. To ensure the “professional, targeted, precision-oriented Carriers' Rolling off the Digital and Modular exceptional quality of products, the program and innovation-centered” upgrading and Production Line & Seminar for VIP Car Carrier'uses advanced laser equipment for raw adjustment over the past two years, and is at Zhumadian, Henan Province on August materials preparation, KTL electrophoresis now carrying out a series of transformation 30. Over 100 representatives from different and powder spraying techniques, and and innovation: on one side, CIMC Huajun car carrier logistics companies attended the high-end manufacturing and designing continues to lead the industrial progress by celebration. processes. In particular, as the embodiment upgrading production lines and achieving of CIMC Vehicles' superior technological intelligent manufacture; on the other side, According to Xu Guohong, General Manager strength, the program has revolutionized CIMC Huajun contributes to the success of of CIMC Huajun Car Carrier Plant, the programthe labor-intensive manufacturing model in its clients by reshaping its organization and to manufacture car carriers with digital special-purpose vehicle sector. restricting its systems. Such transformations and modular production line has specially established a platform for modularized President of CIMC Huajun Guo Xizhou noted establishing more convenient and efficient configuration of products, and adopted that to bridge the gap between Huajun communication channels, manufacturing advanced digital and modular designing and European and American enterprises, high-quality products, and offering faster and model integrating full three-dimensional the company has been committed to the human-centered services.

Word mark “ZKó {O¼ o cially rated as a famous trademark of China

The word mark “Z K ó { O¼CIMC Huajun) passed the examination and was formally rated as a famous trademark of China by the Trademark Office of The State Administration for Industry & Commerce of China.

The trademark is owned by Zhumadian CIMC Huajun Vehicles Co., Ltd, a core production facility of CIMC Vehicles. In December 2015, CIMC Huajun got its figurative mark rated as a famous trademark. On this basis, the company has intensified trademark application, protection and promotion effort, and made new breakthrough in the trademark and brand strategy and substantially improved its influence.

Over the years, CIMC Vehicles has been sticking to the trademark and brand strategy, putting brands at the top of its development agenda, and encouraging its member companies to file applications for famous trademarks, accelerate the process of upgrading production lines and reshaping organizations, build up the awareness to reinvigorate enterprises with brands, and promote the construction of trademarks and brands.



CIMC Vehicles launches intelligent dumpers to respond to Shenzhen's elimination of traditional dumpers

Shenzhen CIMC Special-purpose Vehicle2019, saying “our products have totally met trucks will be popular on markets. Complex (SCSVC) launched the new typethe local standard and proved to generate fully enclosed intelligent dumpers based no drops of construction wastes due to The intelligent dumpers manufactured by on LNG environmentally friendly chassis at advanced designs. Besides, our factory isSCSVC have a number of advantages: the Shenzhen's First fully enclosed intelligent recognized as one of best players in terms of high-quality oil cylinder system brings more dump truck exhibition and vehicle list release mass production conditions and modification safety and ensures fast and smooth hoisting conference on September 7. performance in South China.” operation; the high-strength and anti-friction steel uses in the U-shape compartment

Shenzhen People's Municipal Government Wu Renkai, Chairman of Shenzhen City Dumpmakes the light dead weight and long service announced that the city will eliminate all Truck Association, noted that among the first life possible; the intelligent monitoring in-use traditional dumpers once and for all group of 14 types of vehicles manufactured system is capable of identifying drivers before May 31, 2019 to solve the increasingly by 12 companies which were listed in the via fingerprints, monitoring the running urgent traffic safety problems and gazette of China's Ministry of Industry and performance of a vehicle for consecutive environmental pollution caused by dumpers. Information Technology and the gazette of 24 hours, and alarming drivers in case of Yao Zhigang, Deputy General Manager of fuel standard compliance, 2 vehicles were overload, over-speed driving, drowsy driving SCSVC, noted that Shenzhen will need a totalmade by CIMC. It is convinced that these and blind zone. number of 13,000 new dumpers as of May 31, intelligent and highly reputable heavy dump



CIMC SOE wins the world’s rst VOC module order

On June 21, CIMC SOE and its strategic solutions, it reduces the emissions of carbon equipment on offshore market, the VOC business partner Wärtsilä jointly held the dioxide equivalent by 40% and thus features system is well received by ship owners after launching conference for the manufacture tremendous environmental benefit. it was launched on markets. So far, the two of 6 VOC modules – the first-ever on global giants have secured the order for 6 shuttle offshore engineering market, making the Founded in 1834, Wärtsilä is a world-famous tankers. company the first manufacturer of high-end supplier of power system and crucial equipment for ships in the offshore As a professional gas and offshore equipment intelligent offshore equipment in the world. engineering and energy industries and manufacturer, CIMC SOE has been committed to building first-class offshore modules, liquid recovery system) is a pioneering technology products, lifecycle services and designs for tanks and liquefied gas carriers. The winning for manufacturing liquefied natural gas (LNG) global marine power and energy markets, of world's first order for VOC modules and recovering volatile organic compounds and it is highly trusted by shipbuilders, ship indicates that CIMC SOE and Wärtsilä will as mixed fuel. It recovers the gas evaporated owners, ocean shipping companies and continue to provide high-end intelligent from the oil bunker and mixes it with LNG offshore engineering project operators. offshore equipment with economic and environmental protection benefits for global to power vessels, so as to reduce the fuel Its cooperation with CIMC has yielded users. refilling quantity. The VOC system will save fruitful results, and the innovative and over 3,000t fuel for a ship each year. In industry-leading VOC system and technology the meantime, compared with traditional is one of them. As new high-end intelligent

CIMC Enric contributes to the formal operation of China’s
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CIMC Enric delivers Shell's rst LNG refueling station in Europe

In May, Shell's first LNG (liquefied natural gas) refueling station in Europe was put into formal operation in Herstal, Belgium. The station was independently designed and built by CIMC Sanctum, and it embraced the application of a number of cutting-edge technologies such as zero emissions of natural gas and unmanned operation for the first time in the world's LNG refueling station construction history. Its formal operation will

tremendously improve the global reputation and presence of CIMC Sanctum. As the awareness of environmental protection philosophy is built up and the safe operation of LNG refueling stations is highlight required, different countries, especially those in Europe and America, have continuously come up with new requirements for the construction of LNG

refueling stations, such as independent design and manufacturing, zero emissions of natural gas, and unmanned operation. At present, only a few enterprises can meet these new requirements simultaneously. Since 2012, CIMC Sanctum has entered into strategic cooperation with Shell on the provision of LNG refueling stations worldwide through enormous communication and benchmarking and become Shell's only

Chinese supplier of LNG refueling stations. the R&D of reliable and efficient welding methods and manufacturing techniques to solve the difficulty in the manufacture of high-standard equipment. In addition, CIMC Sanctum integrates internal and external resources and designs and manufactures products in accordance with ASME, EU standard and the design technology and equipment to ensure safe and engineering specifications of Shell's and reliable operation of the station without global LNG refueling stations. At the same time, the company also engages in work, CIMC Sanctum has satisfied the three

requirements, namely independent design and manufacture, zero emissions of natural gases, and unmanned supervision, and successfully obtained the European Union's CE certification.



CIMC Hongtu successfully develops oil eld well- ushing trucks

CIMC Hongtu successfully launched the oilfield water treatment well-flushing trucks on July 18, lifting its products and businesses up to a new level.

When to extract oil from a domestic oilfield, it is necessary to dig a well at an appropriate place, and then squeeze the oil out by pressurizing the well. After a period of time, the water in the oilfield well will contain some mechanical impurities and oil, which will accumulate in the layer around the well bore and lead to decline in the water absorption ability of the layer, so the injection well will be polluted, the water injection pressure will go up over the years, the layer will be blocked, and the oil extraction volume will



CIMC SOE successfully delivers the second 17,000-³mLEG carrier

CIMC SOE successfully delivered S1027 – designed draft of 10.2 m, and meets the opinions of the ship owner, carried forward 17,000-³m LEG carrier to Pacific Gas (Hong certification requirements of DNV GL With the craftsman's spirit, strictly followed Kong) Holdings Limited on September 12. three independent type-C double-body the requirements of lean management, liquid tanks, a total capacity of 170,000³m continuously optimized its designs and S1027 is the second 17,000³mLEG carrier and designed temperature of -104 °C, the improved its shipbuilding performance, built by CIMC SOE after its successfulship can meet the demands for carrying LPG and its efforts paid back and was highly restructuring. Featuring excellent (liquefied petroleum gas), LEG (liquefied recognized by the client. "Over the years, we performance and outstanding energy ethylene gas) and acetylene. have fully demonstrated strong designing efficiency in the industry, the ship has an and shipbuilding competence, and this overall length of 156 m, modeled width During the shipbuilding process, CIMC SOEenabled us to win the order for two most of 23.2 m, modeled depth of 15.8 m, and attached great importance to the quality and advanced LEG carriers (S1026 and S1027) in

the world. We successfully delivered S1026 to including the full-pressure LPG double-body US to Europe, and the 38,000³mLEG carrier the client in March and S1027 in September. tank, semi-refrigerated semi-pressurized that was rated as one of "Top 10 Great Ships By doing so, we have further shown our three independent type-C LNG tanks, of 2017" by Maritime Reporter & Engineering strength and confidence to seek business and single shell vertical LNG fuel tank. In News, a world-famous audited circulation growth to our clients worldwide", said a addition, CIMC SOE is one of most influential magazine serving the global maritime responsible officer of CIMC SOE. enterprises on global market for small- industry. and medium-size LNG carriers. So far, the CIMC SOE is capable of designing andcompany has successfully delivered 30 small- producing the most complete types of and medium-size LNG carriers, including the IMO type-C tank products, and its liquid world's first multifunctional LNG carrier of tanks have made many firsts in the world, 27,500 ³m that transported ethane from the



CIMC Enric strategically partners with MGI Group and achieves successful access to Bangladesh chemical storage and transportation market

On August 2, CIMC Enric entered into a strategic cooperation agreement with the MGI Group, a leading ethylene producer in Bangladesh, and secured two orders from the Bangladesh government: the EPCIC order for building 8 storage tanks and liquefaction systems on 4 LEGs, and the order for building a 20,000 cubic meter cryogenic ethylene station for TCEC.

the development of country and Road

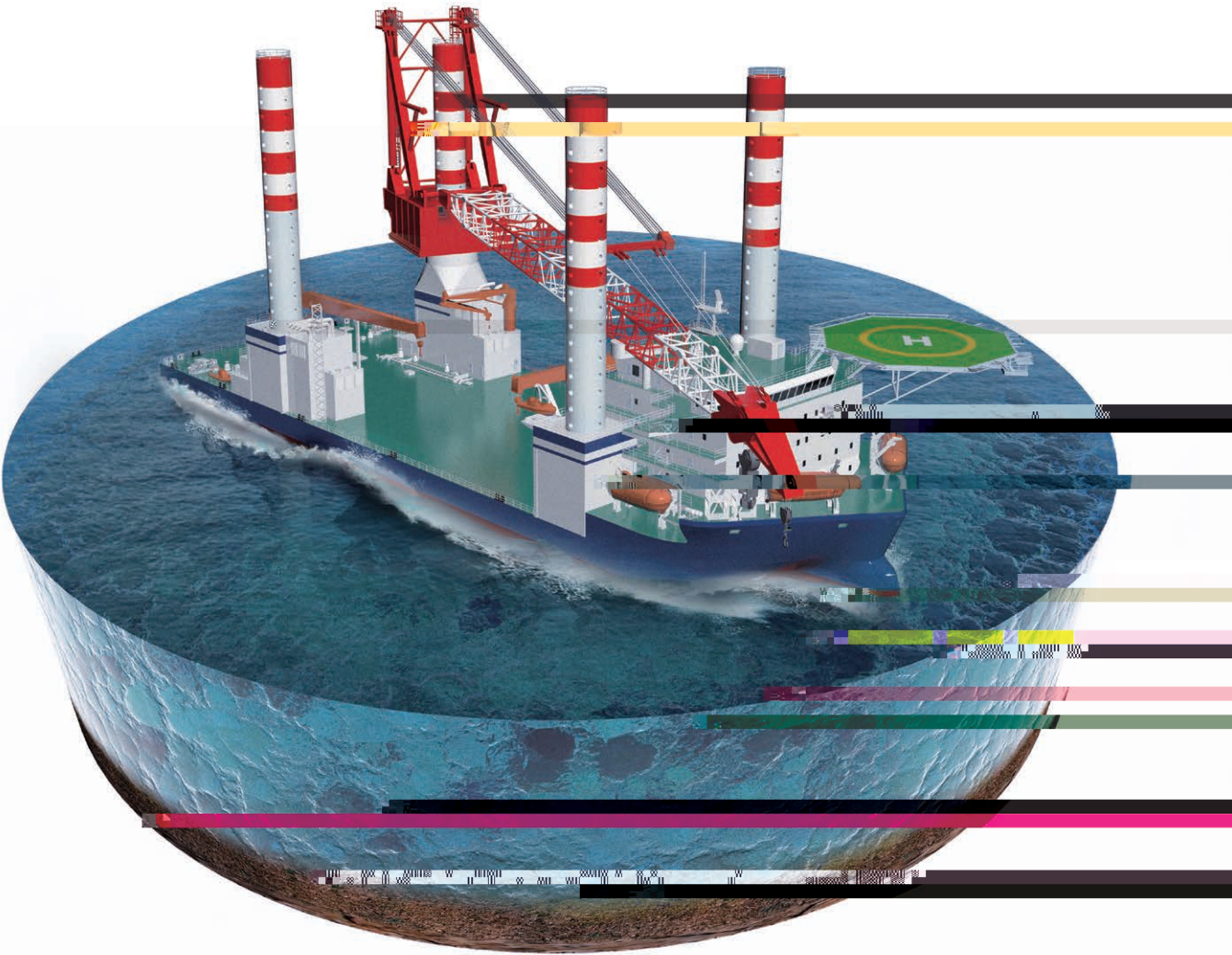
CIMC Ra es wins an order for 2 deepwater net cages

On August 15, CIMC Blue Marine Science &aquaculture area is 27,000 ³m³ central Technology Co., Ltd (CIMC Blue), a subsidiaryplatform of 600 m² at the interjunction of of CIMC Raffles, entered into an agreement 3 subnet cages resembles the shape of a stamen and integrates the power system on the construction of “Sea Exploration and monitoring equipment of the net cage; One” deepwater aquaculture net cages. At a leisure zone is provided for tourists and the same time, the two sides also signed a anglers, and it offers 60 leisure and angling adopts container-lifting vertical aquafarming tri-party strategic cooperation framework seats and accommodates 300 tourists; the agreement with Yantai Nanhuangcheng central platform also offers the parking space Sea Delicacies Development Co., Ltd for helicopters. (Nanhuangcheng) on the construction of a sea food aquaculture net cage.

Sea Exploration One is mainly powered by solar energy and diesel generators Jointly developed by CIMC Blue and SDMG, and equipped with automatic feeding Sea Exploration One is a steel-structure system, underwater monitoring system and submersible net cage. Composed of 3 underwater net washing machine, capable rotatory round subnet cages of same size of automatic, intelligent and pollution-free with a diameter of 40 m each, the product aquafarming. It will be installed at waters 3 kilometers away from the shore near the Yuren resembles a flower on the sea with a diameter of 80 m. The aquaculture area of Wharf, Sishili Bay, Yantai, and will become a each petal is about 9,000 ³m³ and the total new attractive scenic spot of the city.

CIMC Blue will provide technical scheme and carry out construction, commissioning and installation of the sea delicacies aquaculture net cage according to the characteristics of the sea area. The company changes the bottom-seed seafood aquaculture model and adopts container-lifting vertical aquafarming method. The product will be the first sea delicacies aquafarming net cage in China, and it also features leisure and recreational functions. So far, the conceptual design has finished: it will be a steel-structure submersible net cage composed of upright posts, low rings, sink pads, diagonal support, upper aquafarming platform, and leisure and recreational zone; it is divided into 3 aquafarming sections with total aquafarming area of 5,200 ³m³ and can accommodate no more than 30 people.

CIMC Ra es wins the bid for building a rescue and salvage ship



CIMC Raffles won the bid for building a The self-elevating-and-sailing rescue and flag of China, and meets the certification rescue and salvage ship of pile-inserting type salvage ship is equipped with 4 cylinder pile requirements of CCS. for China Yantai Salvage on August 20. As onelegs and hydraulic pin-type lifting system. It of 3 professional marine salvage units in the has a modeled length of 132.6 m, modeled country, China Yantai Salvage is responsiblewidth of 41.3 m, modeled depth of 9 m, ship has a number of advantages, such as for non-human life salvage, recovering a maximum operating depth of 50 m, variable slide resistance, resistance to the impact of ship and its cargo after a maritime casualty, load no less than 5,000t, and DP2 dynamic waves and flows on the hull, removal from towing aerial crafts, removing oil spill at the positioning system; it is in the shape of a the working site to avoid sea wind under sea areas, ports and sailing courses in thebarge with highly faired bow, square stern, harsh conditions, long salvage window north of China. With the new ship, China wholly welded steel-material hull, central period, and high working efficiency. Yantai Salvage will further improve its rescue double bottom and a continuous main deck; Compared with traditional salvage ships, the new ship is important salvage equipment, for and salvage ability, offer better protection to there is a residential building 220 people and it can save the time for sending and receiving life, environment and property on the sea, a helicopter takeoff and landing platform at instructions, positioning and withdrawing make more achievements in the exploitation the bow, an unobstructed working deck in from working site to avoid sea wind, and and utilization of marine resources, and contribute more to the rise of China as a main crane at the stern. The ship can sail work in harsh sea areas not suitable for marine power. at the unrestricted navigation area, fly the floating type ships.

CIMC is the first Chinese company to design and build a world-class superyacht

Illusion Plus, a world-class superyacht built by CIMC Raffles, set off on its maiden voyage on August 21. This is the first superyacht more than 60 m long ever built by a Chinese company through the integration of global resources, representing that in the field of design and building superyachts, Chinese company has broken the monopoly of Europe



CIMC Logistics provide CRCC with cross-border
and all-the-way logistics solutions



CIMC-TianDa Holdings announces a 172% revenue increase in its first interim report

On August 29, CIMC-TianDa Holdings parent company increased significantly to Company Limited (stock code: 445.HK) held 58.45 million yuan. the 2018 interim result release conference at Shenzhen. After carrying out the significant restructure of equity held in China Fire Safety Enterprise Group Limited (CFE) and changing its to CIMC-TianDa Holdings Company Limited, the industrial giant released its first performance report for the first half of 2018.

In April, CIMC became the majority shareholder of CFE by disposing its equity interests respectively held in Pteris Global and CIMC-TianDa to CFE. With the equity restructuring, CFE expanded its business from firefighting equipment to airport facilities (including boarding bridges and ground support equipment), firefighting trucks and rescue equipment, automatic logistics equipment, and intelligent parking system, etc. Impacted by the equity restructuring and business expansion, revenue of CIMC-TianDa in the first 6 months reached 991 million yuan, increasing 172% year-on-year; net profit attributable to shareholders of the

Revenue from boarding bridge business increases to 400 million yuan

Airport facilities business remains to be one of core businesses and growth drivers of the company. Financial data show that the revenue from airport facilities and intelligent parking system amounted to 561 million yuan. Noteworthily, the passenger boarding bridge contributes the largest proportion of revenue and reports a year-on-year growth of 180% to 396 million yuan, since the company accelerated the verification and acceptance processes and delivery speed, and the revenues of a large number of projects were confirmed in the first 6 months.

In terms of the boarding bridge business, CIMC-TianDa has been strategically strengthening the technological R&D and making preparation for intelligent airport facilities. In the second half of 2017,

the company launched the world's first unmanned intelligent boarding bridge and VDGS (visual docking guidance systems), which would lower down labor costs and reduce the average time spent on parking a plane from 3 minutes to 1 minute. In the future, CIMC-TianDa will satisfy the demands of airport terminals around the world for upgrading to enable airport terminals to offer more intelligent and convenient services.

As a cultivation-oriented business, the intelligent parking system also made brilliant performance in the first half. The independently developed intelligent mechanical stereo garage, the first one of its kind in the industry, has outperformed competitors in terms of technical parameters. In 2018, CIMC became the biggest winner of bids for intelligent parking projects which were sponsored by Shenzhen Municipal Government and different district governments. Such projects have effectively solved the parking difficulty and received good comments from the local governments.

Firefighting trucks and rescue equipment business achieves greater strategic status

CIMC's access to firefighting equipment business started with its acquisition of German Ziegler GmbH – a time-honored and well-established brand in 2013. After that, Ziegler has grown at a fast speed and expanded from German market to global markets. So far, the company has its products sold and distributed in more than 70 countries and regions and become the No. 1 imported firefighting truck brand on China's market.

Currently, the firefighting truck business has become the second largest business of CIMC-TianDa. Though the business revenue of Ziegler was not included in the interim report, yet the revenue from firefighting trucks and rescue equipment grew to 143 million yuan in the first 6 months.

With a series of strategic preparations and operations, CIMC-TianDa has become the

most professional supplier of "one stop" solutions in domestic firefighting equipment sector, and it is also the largest firefighting truck producer in the country. According to business development plans, with a series of resource integrations and business arrangements, CIMC-TianDa aims to achieve the full coverage of its product types and production facilities in major regions across the world; and with systematic and integrated operations, it hopes to make into the list of first-class firefighting truck producers by 2020 and sell mid- and high-end firefighting trucks manufactured in different regions on global markets by means of global operation.

Revenue from automatic logistics systems business increases 98% year-on-year

Thanks to the expansion of market coverage areas, steady project implementation progress and the increase in the number of delivered projects, revenue from the automatic logistics systems business

(baggage, materials and warehouse handling systems) rose 98% year-on-year to 287 million yuan.

Over the years, CIMC-TianDa has been speeding up its development on domestic and foreign automatic logistics market. Today, it ranks first in China and third in the world, holds a remarkable share of global air cargo handling system market and over 50% share of domestic market.

Industrial experts predict that there will be a steady growth on China's automatic logistics system market from 2017 to 2021, and the market size will reach 214 billion yuan by 2021, which means that CIMC-TianDa's automatic logistics business has huge development space.

CIMC Leasing issues its first off-balance-sheet asset-backed securities

On June 22, CIMC Financing Leasing Co., Ltd. successfully issued its first ABS (asset-backed securities) product “Huajing-CIMC No. 1 Asset class A, class B, class C and Class D ABS”. The ABS product is 342 million yuan. The off-balance-sheet design of underlying assets will effectively reduce CIMC Leasing’s debt to asset ratio, improve its operating cash flow, optimize its overall financial statements. The issue of the ABS product is the first financing attempt made by the company on domestic financing market and has fully demonstrated that domestic market has recognized the qualification and asset quality of CIMC Leasing, bearing significant milestone meaning and brand effect.

The ABS product was successfully issued in the context that the regulatory authority tightened its cover the issue of lease ABS design is that CIMC Leasing’s professional products. In terms of the structure design, the product provides internal enhancement

Guarantee with excess spread, priority/subordination classes. Special plan priority operations have bolstered investors’ confidence.

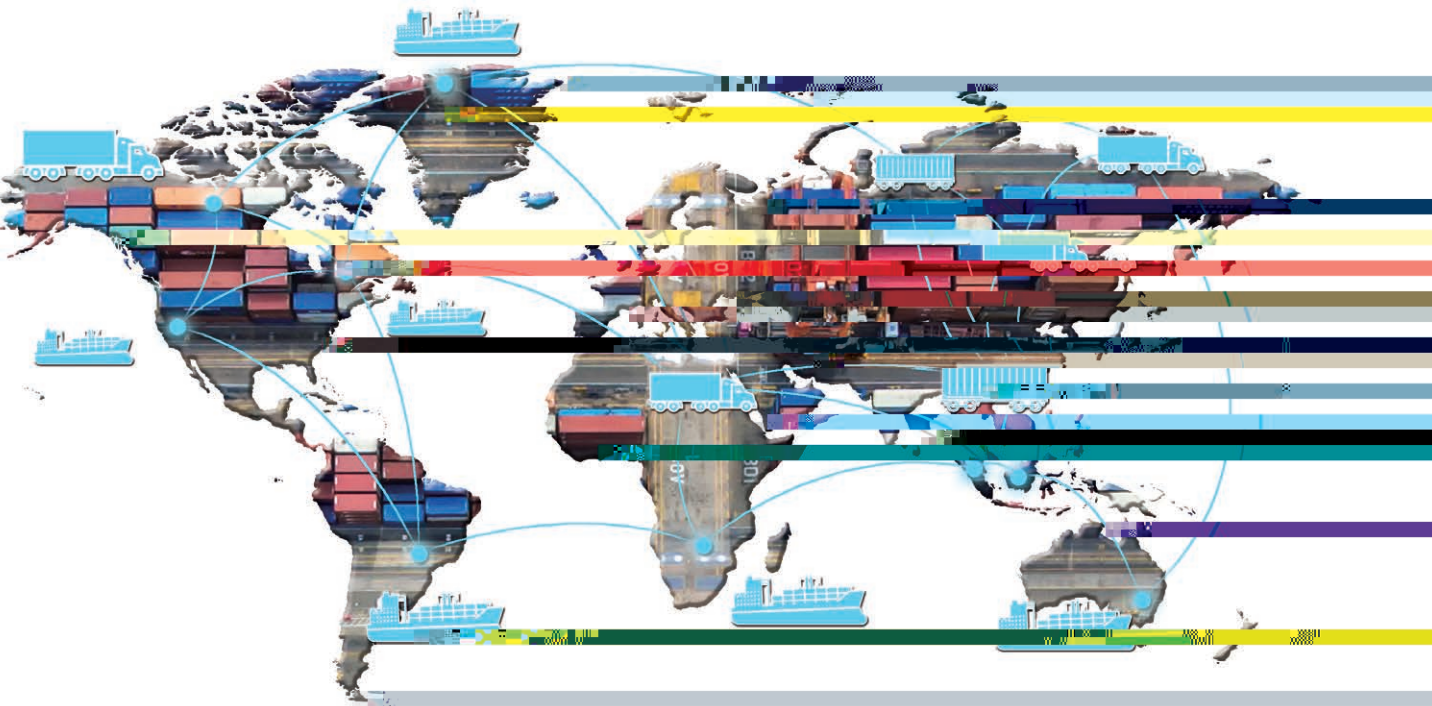
Support Special Scheme”, and commenced products are respected by Dagong Global trading at Shenzhen Stock Exchange. The Credit Rating Group as AAA, AA, AA and A. This CIMC Leasing is a leader in manufacturer-backed financing size of the ABS product is 342 million yuan. The off-balance-sheet design of underlying assets will effectively reduce CIMC Leasing’s debt to asset ratio, improve its operating cash flow, optimize its overall financial statements. The issue of the ABS product is the first financing attempt made by the company on domestic financing market and has fully demonstrated that domestic market has recognized the qualification and asset quality of CIMC Leasing, bearing significant milestone meaning and brand effect.

It is noteworthy that the ABS issue is an authentic off-the-balance product, since it has passed the leased asset risk/reward transfer test conducted by the external auditor PricewaterhouseCoopers. Normally, an authentic off-the-balance design often indicates that the market highly recognizes lease assets or securitized trade arrangement, and it will help an issuer and a securities company to improve their market influence. The reason for the authentic off-the-balance ABS design is that CIMC Leasing’s professional, diverse and internationalized development model and brand effect and reputation

built up through authentic leasing business operations have bolstered investors’ confidence.

The 11-year-old company has been rated as “China Financing Leasing Company of the Year” for 4 times and won “China Financing Leasing Innovation Award” for 3 times. Dependent on the parent company CIMC’s global operation network and diverse industrial layout, CIMC Leasing is committed to growing into an excellent manufacturer-backed financing service supplier in the global logistics and energy industries. With the successful issue of the ABS product as a new start, CIMC Leasing will continuously improve its professional operating and financing ability, exercise strict control over risks, raise its marketized competition ability, and take China’s financing leasing business to a new level.

CIMC Industry & City to build a world-class low-orbit satellite IoT industrial park



On July 5, Secretary of Party Working Municipality and Guangdong-Shenzhen Committee of Guangming New District Wang Hongbin, Deputy Directors of Guang New District Administration Committee Hu Rulin and Zhou Hui, Director of Economic Service Authority of Guangming New District Lin Shuping, Director of Guangming Branch of Urban Planning, Land & Resources Commission of Shenzhen Municipality Shenjinzhong and their party visited CIMC of Shenzhen Municipal Government. The and carried out deeper discussions about the Group’s investment and construction of China’s first world-class low-orbit satellite Internet of Things (IoT) industrial park in Guangming New District.

Shenzhen CIMC Low-orbit Satellite Internet of Things Industrial Park Development Co., Ltd spent 274 million yuan on the acquisition of land for the project. With a ground area of 27,800 m² and a floor area of 138,700 m², the project is located at the northeastern part of the intersection between Guangming Avenue and Longhua-Dalingshan Highway – a geographically important place at Phoenix City in Guangming New District, one of 17 prioritized development areas of Shenzhen

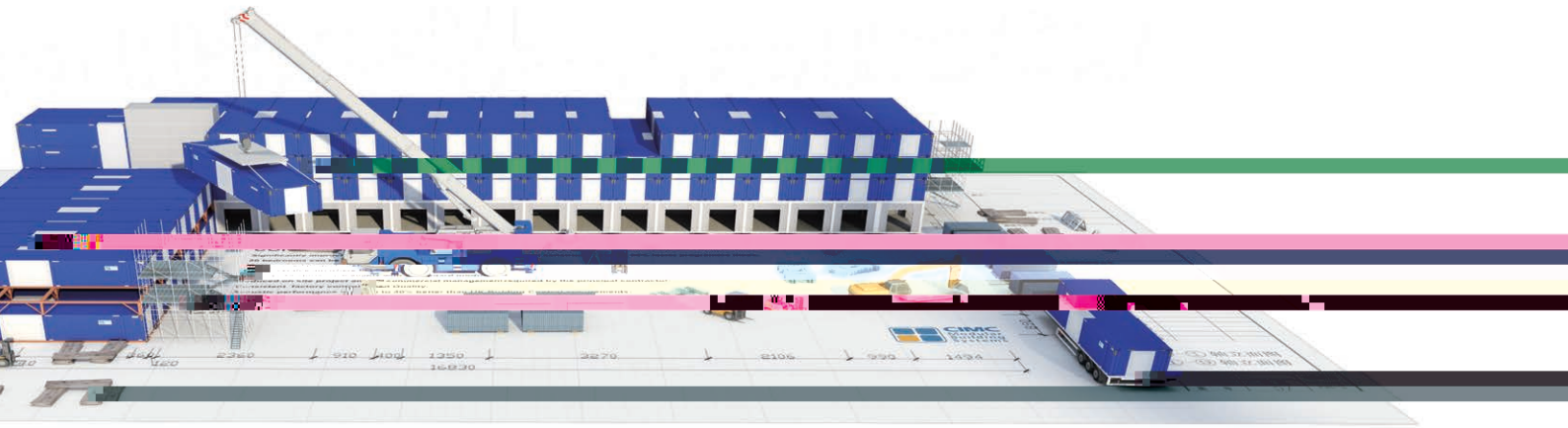
Scientific & Technological Innovation Corridor, and it enjoys transport convenience, satisfactorily tailored supportive facilities and services and agreeable and pleasant environment. The project will be the first world-class low-orbit satellite IoT industrial park and one of 3 future-oriented industries that are entitled to preferential policies of Shenzhen Municipal Government. The project will fill the gap in China’s application of low-orbit satellite IoT.

CIMC has the world’s largest container production and manufacture scale and No. 1 client channels and resources and over 50% of global market share, which will be able to ensure the market volume and powerful international influence of communication modules, intelligent terminals, data and traffic service of low-orbit satellite IoT.

CIMC’s CEO and President noted that “the Internet of Things is a must-go path for future development of the whole world. Currently, there are 36.5 million containers on earth. In the future, they will be connected. To make

this happen, mobile communication service is not enough, because it cannot provide signals when containers are transported offshore and among mountains. In this case, satellites will be a better choice. Low-orbit satellites have the most remarkable energy consumption performance, and the US is the most successful country in commercialization of low-orbit satellites. Currently, China is working hard to develop its low-orbit satellites. We have authorized by the ORBCOMM Company for the production and sales of low-orbit data satellite communication modules, and we have also made certain progresses in the low-orbit satellite Internet of Things. CIMC will give full play to its global resource integration ability and industrial influence and pool together more companies engaged in low-orbit satellite Internet of Things in the industrial park to seek business development and growth. At the same time, the project will enable us to strengthen our cooperation with Guangming New District and contribute to its high-speed development.”

CIMC gets a head start in accessing to Hong Kong's modular building market



Recently, CIMC Modular Building & CIMC MBI's new-type MiC system is the mostKong Buildings Department", said a Investment Co., Ltd. (CIMC MBI) wassophisticated representation of industrialized responsible officer of CIMC MBI. formally approved by Hong Kong Buildings buildings and can remedy the defects such Department to successfully access to Hong as the rise of building costs and shortage of Kong's modular building market. Among the labor forces and ease the rising house prices building operations at a construction site to our factory and complete them in a first group of 3 enterprises that was granted in Hong Kong to some extent. controllable environment to make sure that the costs and plans are more controllable, formal approval and certificates, CIMC MBI is an outstanding representative of the modular integrated construction (MiC) technology. To facilitate better introduction of MiC technology, Hong Kong Buildings Department established the pre-authentication mechanism at the end of 2017, regulating that a modular building supplier should pass the pre-authentication prior to its access to Hong Kong's market. At the same time, the Buildings Department has formulated strict specification requirements on the structure of modules, building and electromechanical designs, production designs and quality supervision. In addition, with CIMC's core competitive advantage in global operations, we are capable of integrating global resources and completing construction operations at any place on earth. At present, our modular buildings have been used for hotels and college and university student apartments in the UK, the US, Australia, New Zealand, Japan and many other countries and regions. At the same time, we have entered into long-term strategic cooperation with famous brands under Hilton Group such as Hampton, Doubletree and Garden and brands under InterContinental such as Holiday Inn Express", added the responsible officer.

Currently, Hong Kong's building industry is taking transformation and upgrading, but the problems such as high consumption, backward productivity and shortage of laborers have hindered the development of the industry. To solve these problems, in 2017dMs. Carrie Lam Cheng Yuet-ngor, Chief Executive of Hong Kong, pointed out in her first governor's address that Hong Kong should introduce more advanced MiC technology. And this meant huge business opportunity for CIMC MBI. Characterized by steel structure and incorporating heat preservation, water and electricity, firefighting, sound insulation, energy conservation and interior decoration features, the permission and access by the Hong

C&C Trucks becomes the 2018 CILTEC Gold winner

Guided by National Development and enterprises, government leaders and experts. The winning of the CILTEC Golden Award Reform Commission, hosted by China Communications and Transportation The "intelligence" was highlighted at Association (CCTA) and organized by the conference. With the continuous CCTA Professional Committee for Logisticsexpansion of logistics market, the extensive Technology and Equipment (CCTA-CLTE),development and application of intelligent the 2018 China Intelligent Logistics logistics equipment and technologies such Smart-M G7 is an intelligent truck management system. It collects the ECU data of engines and shows the real data about mileage, fuel consumption and driving behavior generated during driving to users and provides three intelligent truck management services, namely intelligent route management, vehicle cost control and driver safety management and control. With the Smart-M G7, a C&C truck can perform such functions as full picture monitoring, analysis of abnormal tracks, fuel consumption, vehicle failure and maintenance, and analysis of driving behavior, and offers all-round vehicle management service to users.

Intelligence, Talking about upgrading", the conference were attended by over 600 people With its advanced intelligence, C&C Trucks failure and maintenance, and analysis of including representatives from domestic was highly recognized and praised by the driving behavior, and offers all-round vehicle and foreign leading logistics technology and participants. At the awarding ceremony, it not equipment enterprises, senior management only made into the most valuable product staff and persons in charge of R&D of logistics list, but also won the CILTEC Golden Award.



中國證券報

Mai Boliang: CIMC is ready to fly high

CIMC has become a "legendary hero" as the Group's president for 28 years, and use them to help the acquired when it grows from a small plant that merely produced containers and had 59 employees once into a multinational industrial group with 9 business segments and over 50,000 employees across the world. Its success cannot be Frankly speaking, I am not a short-sighted and reckless person. Third, CIMC has years ago. Originally, it only relied on local markets and resources and could not compete with its rivals on global markets due to the shortage of competitiveness. After the acquisition, on one side, the company tremendously lowered down its costs, enormously improved its service performance, sold and distributed its products to many countries and regions, and made greater achievements in competitiveness and job creations; on the other hand, the acquisition helps us develop the high-end technologies for the production of firefighting trucks and enables us to produce better and cheaper firefighting trucks domestically. By doing so, we can put an end to importing high-end firefighting trucks from other countries.

and I am willing and pleased to work here and build CIMC into a world-class enterprise. In particular, I like to maintain the stability of teams at different levels and take future-oriented approaches. Recently, CIMC's CEO and President you have clearly defined rules and well implemented systems, high-caliber people will choose to stay with you to go through ups and downs, and rises for and experiences of CIMC's success and falls, and then you will get jobs done and have a good company. In this sense, systems and talents are crucial factors for our success.

China Securities Journal: we all know, acquisitions and mergers are important for the growth of your group. Why does CIMC pay greater attention to acquisitions?

Mai Boliang: as is known to all, CIMC is a global enterprise, while acquisitions and mergers are something that a global enterprise should do and must do. The reason is quite simple: an enterprise should make best use of available and accessible global resources. As China's economic strength keeps building up, it enables us to buy some better things. This will save tremendous time and energy, and we can spend them in overtaking our competitors.

Mai Boliang: in 1980, CIMC began to take and we have carried out a large number of acquisitions abroad, and they are highly recognized by local governments. We have never considered relocating a company to China after finalizing an acquisition deal. On the contrary, we will fully integrate our global resources

company seek business growth, improve its competitive edge, make its brand survive and extend its business to the rest of the world. For example, we acquired a German firefighting truck manufacturing company a couple of years ago. Originally, it only relied on local markets and resources and could not compete with its rivals on global markets due to the shortage of competitiveness. After the acquisition, on one side, the company tremendously lowered down its costs, enormously improved its service performance, sold and distributed its products to many countries and regions, and made greater achievements in competitiveness and job creations; on the other hand, the acquisition helps us develop the high-end technologies for the production of firefighting trucks and enables us to produce better and cheaper firefighting trucks domestically. By doing so, we can put an end to importing high-end firefighting trucks from other countries.

China Securities Journal: what are the experiences of CIMC's acquisition of foreign companies and integration of global resources?

Mai Boliang: most of our acquisitions of foreign countries ended in success. We summarized the success experience as "global operation, local wisdom". For global operation, it is the efforts to integrate global resources and give full play to the advantages of CIMC and the acquired company in costs, technologies, services, supply chains and markets worldwide. The acquisition does not necessarily mean that we have CIMC, and now we buy a company, and then



we have two companies. What we have done is more than that. For local wisdom, it is the efforts to integrate the corporate culture of CIMC and that of the acquired company and trust the core teams of the acquired company, gain recognition of local employees and governments, so that we can make joint efforts on the way ahead. Some Chinese companies have also carried out acquisitions of foreign companies, and they failed. An important reason is that they sent senior management staff to the acquired companies, these senior staff did not understand the corporate cultures or respect local customs and conventions, and even so, they liked to offer opinions and give instructions.

It matters a great deal whether a Chinese company is capable of integrating its global resources and making them work. And thorough analysis and accurate judgment also matter. When it comes to acquisitions, it does not mean when a company has the money, and it can carry out acquisitions. It is necessary to know how to consolidate two companies after an acquisition. Besides, sometimes it will be a good idea to do acquisitions with business partners. Never acquire a company to follow the trend, and do not push the consolidation forward blindly. To be honest, there is a professional threshold for acquiring a foreign company.

Shenzhen remains true to its innovation and transformation roots

China Securities Journal: build you share with us your feelings about Shenzhen

and its reform and opening-up practices?
Mai Boliang: Shenzhen is a young city, but it is the China's leader by far as a destination for immigrants. With a group of enthusiastic, ambitious and talented people and thanks to the favorable reform and opening-up policies, Shenzhen has grown into an international metropolis.

I was lucky to attend the first college entrance examination after it was resumed and go to the university. At the time of graduation, many people including me wanted to work in Shenzhen, because it was at the center stage of China's reform and opening-up practices. I met a lot of people here, and we had something in common: passion, vision, ambition, courage and sense of responsibilities. Today, Shenzhen has changed tremendously, but it remains true to the innovation and transformation roots.

China Securities Journal: what do the reform and opening-up policies and practices mean for CIMC?

Mai Boliang: CIMC would never become what it is today if there were no reform and opening-up policies and practices. Over the years, CIMC has been carrying out innovations. As for me, I have been implementing the "Common Cause" and "People Oriented" human resources idea, hoping to establish favorable corporate systems and cultivate a group of talented people. With such systems and these people, CIMC will stride along the track of sound and rapid development under the guidance of clearly defined strategies.

CIMC has launched the "double-creation"

program, which aims to abandon traditional ideas, take employees as business partners, allow them to hold shares of the company, and call on them to work hard for the common cause. So far, we have incubated 20 enterprises on the "double creation" platform, and they are all developing as expected. CIMC has established good systems and pooled together young and talent people, and it is very natural that we are walking on the right path.

Shenzhen has solid foundations, but now its development is greatly hindered by the rise in the costs of land acquisitions and enterprises' operations. If these problems can be gradually solved, it is believed that Shenzhen will have a bright future.

The housing problems demand an immediate solution. The municipal government should provide rental subsidies and intensify its efforts to promote the comfortable housing projects for talents. In addition, it should strengthen and speed up the reconstruction of old houses to unearth potential land resources. When the housing prices are eased, the talents and enterprises will stay, and this will benefit Shenzhen's development a great deal.

CIMC is ready to fly high

China Securities Journal: CIMC has made clear its transformation and upgrading routes. In the next 10 years, how will your group fly high?



Mai Boliang: we have been carrying out the painstaking transformation and upgrading over the past decade. Today, when we look at what we have achieved, we are pleased to note that CIMC has got everything necessary for its transformation and upgrading in place. The future development strategy is clear: CIMC will unswervingly carry out the global and diverse operations. Of course, we will grow and expand businesses relating to our existing ones during the process of diverse operations.

CIMC's future development priorities have been confirmed and clarified, and its whole business structures and portfolios have been appropriately designed and arranged; the corporate system has become mature after numerous improvements, and the healthy governance structure and incentive mechanism have been established; the achievements have been made in the cultivation and promotion of excellent talents. Currently, a large number of young cadres have been promoted to leading posts. In consideration of these factors, I firmly believe that CIMC will fly high in next 10 years.

China Securities Journal: The Offshore Segment has not yield any profit yet. Will it bring any pressure to the Group's development?

Mai Boliang: it is understandable and acceptable that the Offshore Segment did not make money. Objectively speaking, the Offshore Segment is making the "pillars of a rising China

and Chinese nation", and it is evitable that the company suffers losses in the short run. I have been working here for decades, and making profits has never been high on the agenda for once. So far, we have invested in tens of billions of yuan in the offshore engineer business. If we quit now, 0.5(1215.s63 w)10.2(oe26()TJ 0.034 Tc T* [(ac5.6(monqur)he oseaand moc5.6(mean? H)6.575.s63)241()TJ 0.09 Tc 0.0158Tw T* [(w)00(e e0.5(m)ke museof).5(m)k)-4.inee 0.5(r)10.estorec6.1(ens? H)675.s]TJ 0.0342Tc 0* [(yindutru)4.6(tns in)klsohigh on the a0.5(a enda).42

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In the next couple of months, the Shenzhen-based multinational company that boasts output value of 80 billion yuan will celebrate its 36th birthday. Over the past 23 years, its production and sales volume of containers has been ranking first place in the world. As a company that has witnessed the introduction and evolution of the reform and opening-up practices and the growth of Shenzhen Special Economic Zone, CIMC has basically completed the industrial upgrading from the manufacture of single type of products to system integrated based high-end manufacturing, and extended its businesses from container products to 8 major businesses, namely containers, vehicles, energy and chemical equipment, offshore engineering equipment, finance, airport facilities, modern logistics and industries and cities. In particular, it has ranked first places in 20 product segments such as road transportation vehicles and boarding bridges.

CIMC's success is the embodiment of its creative operating principle of "Global Operation, Local Wisdom" and the demonstration of courage to shift from a single business to diverse businesses.

"Shekou genes"

Chinese elements and global features have become inseparable parts of CIMC

10 years ago, Zhang Ling, currently working as General Manager of Belgium-based tank trucker manufacturing company LAG, was on a business trip to Europe for the first time. From office facilities to operating principles of companies, Europe deeply impressed him with its advancement. However, the development of Shenzhen and CIMC over the past 10 years is beyond his imagination.

"Whenever I come back to Shekou, it always surprises me with new looks. Sometimes I will even get lost", said Zhang Ling, "CIMC has changed greatly, and my colleagues are thinking in the same pace with times. Comparatively speaking, Europe is developing in a static manner, while Shenzhen is developing in a refreshing manner."

CIMC, a multinational company established in the same year as Shenzhen was designated by the central government as a special economic zone, is the second Sino-foreign joint venture after China's opening up and reform policy came into effect. Mr. Yuan Geng, then executive vice chairman of the board of directors of China Merchants Group, was CIMC's first chairman.

Mr. Mai Boliang, CIMC's CEO and President, was deeply impressed by Yuan Geng's classic viewpoint that people should do not shut the doors behind them and bury their heads in researches, because they may waste their precious time on something that has been already invented. "It can be said that CIMC was born with internationalization genes, and this has cultivated a large number of talents with international visions and laid solid foundations for the future development of the Group", recalled Mr. Mai Boliang.

CIMC was born with Shekou genes. "In the 1980s, CIMC was established at Shekou. Similarly, China Merchants Bank, Vanke and Huawei were established during the same period. These enterprises have something in common: they all grew up at Shekou", said Yu Ya, Deputy Party Secretary of CIMC, "they all have the genes to strive continuously to make new progress, seek business growth through reform and opening-up practices, and aim to become leaders in their fields in the world. These genes have become the force that drives us to make solid steps forward on the way of internationalization and enables us to improve our competitive edge and highlight our Chinese elements during this process."

Normally, CIMC's access to a specific market segment starts with its acquisition of the most advanced enterprise in the sector. Taking the container sector as an example, CIMC completed 3 acquisitions of domestic companies in the 1990s, and became the world's largest container producer and seller in the world.

The globalization features have become an inseparable part of CIMC. Since last century, the Group has strategically reduced its dependence on container business and accessed to airport facilities, vehicles, energy and chemical equipment,

offshore engineering equipment, modern logistics, finance and industries and cities. During this period, CIMC has successfully incubated a number of innovative enterprises, such as CIMC E-commerce, Modular Buildings, and Intermodal Development.

According to Yu Ya, CIMC's acquisition and merger are driven and directed by its development strategies. As a multinational industrial group with diverse operations offering unrivalled products and services to global users, CIMC has over 300 member companies in Asia, North America, Europe, Australia and 3 listed companies, with its client and sales networks extended to over 100 countries and regions. In 2017, the Group achieved sales revenue about 76.3 billion yuan and net profit about 2.5 billion yuan.

"Our access to global market starts with competitions." From the perspective of Yu Ya, CIMC has gradually become "invisible champions" in some business segments through continuous international acquisitions. "This is truly a painstaking process. During the bitter days, we had only 59 employees, but we did not give up looking for buyers."

Transformation and upgrading

CIMC transforms its business focus from containers to diverse and high-end manufacturing

On July 31, the Hong Kong listed CIMC-TianDa Holdings announced that one of its subsidiaries had entered a deal to acquire a 60% stake in Shenyang Jietong for 600 million yuan. This is a milestone after CIMC's acquisition of Ziegler and restructuring of equity held in China Fire Safety Enterprise Group Limited.

This deal means that Shenzhen may witness the rise of a world champion in firefighting truck manufacturing industry. "It is CIMC's mission to bring its firefighting truck business to the national championship level and even the world championship level. In the future, we will continue to make the firefighting truck business bigger and stronger", said Zheng Zuhua, Executive Director and CEO of CIMC-TianDa.



In the road transportation vehicles field, CIMC ranked first place in terms of production capacity and scale many years ago. The ACT Research 2015 shows that CIMC Vehicles ranked first place in the world in terms of sales volume in 2014. And then it continued the leading position for consecutive 4 years.

On August 9, CIMC announced that the proposal for CIMC Vehicles (Group) Co., Ltd to go public outside the Chinese mainland had been approved by the board of directors, and CIMC Vehicles will commence trading on the Main Board of the Stock Exchange of Hong Kong Limited. If the spinoff works, CIMC will have one more independent going public platform besides its airport facilities and firefighting equipment and energy, chemical and food equipment businesses.

These achievements are actually the accumulations that CIMC has made in its overseas explorations over the past three decades. The Group has made solid and fast steps forward when shifting from a single type of product to diversification of businesses.

"Precision and quality are always the crucial elements of all products made by CIMC", said Frank Sonzala, CEO of the US-based skeletal semitrailer company CIE, has established two types of overseas R&D centers and bases in 30 countries and regions: the first type is for basic R&D and product development; the second type is to ensure the building and manufacturing performances, and then offer support to the entire development system. Now CIMC has about 6,000 overseas employees.

Global operation is the secret to CIMC's eye-catching performance in fierce competitions.

After starting to build road transportation vehicles in 2002, CIMC accessed to natural gas equipment and offshore engineering equipment businesses in 2008. Later, it successfully acquired some well-known international conglomerates such as Enric Food Equipment, Netherlands Burg Industries B.V., German time-honored firefighting truck manufacturer Ziegler Group, German long-established Ziemann Group and the UK-based 27-year-old Briggs Group.

Making appointments on abilities

Logic behind the Shenzhen-based company's "Global Operation, Local Wisdom"

CIMC has been considering how to stand out on markets through its global business layout, and it sticks to and continuously adds new connotations to the operating principle of "Global Operation, Local Wisdom".

“When CIMC shares its management competence, risk control ability and supply chain system with its member companies across the world, it should fully respect and highly trust the local management teams in overseas branches so as to gain better perception and understanding of the characteristics of target markets and meet the demands of target groups”, said Yu Ya. These attempts are to turn overseas branches into real members of the CIMC family. “We should give full play to our global resources, establish a real common cause platform, and mobile all members to come out with their best performances on local markets.”

“Global Operation, Local Wisdom” is not a slogan pleasant to ear. During its overseas business growth, CIMC has developed a set of unique business logics – making best use of local human resources. Among 887 employees of the UK-based trailer

manufacture Retlan Group, none of them comes from China; in Germany-based Ziegler, the number of employees rises from 900 in 2015 to 1,400, and most of them are recruited locally; in the US-based CIE, only a few employees come from China or are of Chinese origin. Even so, the employees from these foreign companies have effective and close communication with their colleagues in China.”

The US-based CIE even launched the “more powerful manufacturing partalognb .5(p.53(se).5(p.0especer a

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887 employees are all recruited locally

Britain is an important part in CIMC's global business layout. Through in-depth discussions with the senior management staff of Retlan about incentive measures, technological consolidations and CIMC's experiences in global operations, we finalized the acquisition deal with Retlan. If CIMC wants to access to the British market, it is necessary to carry forward the spirit of the local company and makes innovations. This is not an easy job.

Now we have 887 employees, and all of them are recruited locally. This is a reflection of the connotation of "Global Operation, Local Wisdom". That is to say, we should encourage local teams to lead the company to lay foundations for future development through valid authorization, efficient control and management and practical and workable incentive mechanism. CIMC Vehicles' management philosophy for Britain is quick similar to those for other countries, and its operating principle has been tested and improved for numerous times.

YE JIANFENG,

Director and Chairman of Global Operation Committee of Retlan

Cultivate innovative talents by implementing the eagle plan and making best use of the international space station

CIMC has been totally globalized. We can exploit markets in many countries, such as the US, Canada, Mexico, Europe, Oceania and Caribbean Islands. China's advanced techniques are also our core competitiveness. The products manufactured in CIMC Dongguan Lighthouse Plant has unrivalled cutting precision, smooth finish and warranty period.

Talents are the most important value assets of CIMC. We have made a series of attempts, such as the "eagle plan" and the "international space station" program, to cultivate innovative talents.

FRANK SONZALA,
CEO of CIE

Quality and service are the global consensus. They should take root in China

It is not rare for Chinese companies to exploit global markets. But CIMC takes different approaches. As a multinational company, it focuses on quality and service competence, and this is what makes us rank first places for years in the world.

I am working with my Chinese colleagues. And I find it is necessary to introduce the ideas about quality and service, the universally recognized and accepted ideas, into China and make them take root here. To have the job done, Chinese colleagues should communicate and even argue with their European colleagues, and vice versa. We will deliver a series of trainings so that both of them can understand each other, and finally, they will be thinking and working with aligned excellence no matter where they are. We hope to maintain and consolidate our leading position in the food equipment industry, and expand our businesses by using CIMC's resources.

CHRISTIAN BLATT,
General Manager of Nantong
CIMC Food Equipment Co., Ltd

By Su Ziwei, reporter of Nanfang Daily

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