

CIMC TODAY

今日中集

2013年3月 试刊号 总第1期

CIMC 中集

聚焦中集商业成功 Focusing on CIMC Business Success



中集集团登陆香港联交所主板
CIMC Listed on the Main Board of SEHK

中集集团控股振华物流签约仪式在津举行
CIMC – Zhenhua Logistics Group Signing Ceremony Held in Tianjin

中集集团：正在崛起的“冷链”帝国
CIMC Group: A Rising Cold-Chain Empire

《今日中集》是中集集团编印的季度通讯。欢迎积极投稿，并提出您的意见和建议。
CIMC Today is published quarterly by CIMC.

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登记证号：
粤内登字B第10163号（内部发行）

主办：
中国国际海运集装箱（集团）股份有限公司

Registration No.:
Yue Nei Deng Zi B No. 10163
(Internally distributed)

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CIMC Listed on the Main Board of SEHK

中集集团登陆香港联交所主板



Hello!

We feel very honored to introduce to you this newly launched brand magazine – CIMC Today!

You are a partner we cherish very much and would like to provide with latest CIMC business information. Though we may provide you with text information in more detail, we decide to customize a simple and well-designed magazine to save your valuable time. You may get CIMC information from vivid picture-text reports in the magazine.

We will on a quarterly basis provide you with the latest information on business progress, media comments, social responsibility, CIMC figures, etc., enabling you to learn about CIMC more comprehensively and in more detail. We hope you like this magazine. Your comments and suggestions will be highly appreciated, and we will try to meet your expectation.

We are looking forward to creating a bright and win-win future together with you, our distinguished partner.

中集集团总裁

President of CIMC

我们非常荣幸地向您推介这本刚刚诞生的品牌形象杂志 – 《今日中集》!

您是我们一直以来特别珍视的客户和伙伴，我们非常乐意为您提供中集最新的商业资讯。尽管我们非常希望向您传递更丰富更详尽的文字讯息，但考虑到您的时间非常宝贵，我们决定为您量身定制一本风格简约、设计精美的杂志，供您在点滴空闲时间悠然翻阅，在生动的图文报道中轻松获取中集资讯。

我们将在每个季度定期为您带来中集最新的商业进展、媒体评价、社会责任、中集人物等多方面的讯息，让您更加全面、深入地了解中集。希望您喜欢这本杂志，我们也诚挚邀请您反馈您的宝贵意见与建议，让这本杂志更加符合您的期待。

作为我们尊敬的客户和伙伴，我们期待与您在未来的征程上携手并肩，合作共赢!

2012年12月19日中集于香港联合交易所有限公司(“联交所”)主板开始买卖(股份代号:2039.HK),成为首家以境内上市外资股(“B股”)转境外上市外资股(“H股”)方式于香港联合交易所主板上市之公司。

中集集团是全球领先的物流及能源行业装备及解决方案供货商。自1980年成立至今,集团通过业务拓展及技术开发,已形成一个专注于物流及能源行业的关键装备及解决方案的行业集群,其主要业务包括集装箱制造及服务业务、道路运输车辆业务、能源、化工及食品装备业务、海洋工程业务及空港装备业务等。与此同时,集团亦持续经营物流装备及服务业务、房地产开发业务、轨道装备业

务及金融业务等。集团一直以来在其不同领域的业务上均维持了较快的增长,发展潜力无限。

“中集集团非常荣幸获得联交所批准集团H股以介绍方式于联交所主板上市及挂牌交易”,中集集团非执行董事兼董事长李建红先生表示,“我们认为在香港上市不但可以增加股份的流通性,为股东提供更多实现投资价值的机会,更将可进一步提升中集集团的国际知名度,也有助于集团发展国际业务,从而加速国际化进程,扩大投资者基础,为股东带来更高回报。集团相信本次中集集团成功在港上市,可为投资者带来一个面向中国的独特投资机遇,让海内外投资者共同分享集团在不同领域的业务上的高速增长。”

2039.HK

首家以境内上市外资股(「B股»)转境外上市外资股(「H股»)

The first enterprise to be listed in SEHK by way of conversion from domestically listed foreign shares (B shares) to overseas listed foreign shares (H shares)





CIMC Listed on the Main Board of SEHK

CIMC (stock code: 2039.HK) began trading on the Main Board of the Stock Exchange of Hong Kong Limited (SEHK) on December 19, 2012, becoming the first enterprise to be listed in SEHK by way of conversion from domestically listed foreign shares (B shares) to overseas listed foreign shares (H shares).

CIMC is a world-wide leading equipment and solutions provider in the logistics and energy industries. Since its establishment in 1980, the Group has formed an industry cluster focusing on key equipment and solutions for the logistics and energy industries through business expansion and technology development. Its principle business operations include: container

manufacturing and services, road transport vehicles, energy, chemical and food equipment, offshore engineering, and airport facilities equipment, etc. In addition, the Group is also engaged in the logistics equipment and services sector as well as real estate development, railway equipment, and financial services. The CIMC has maintained a relatively high growth trend for various business streams, which promises a huge upside potential for future expansion.

Mr. Li Jianhong, Non-executive Director and Chairman of CIMC, said "The Group was indeed honored to gain SEHK's approval for the Group's H Shares to be listed and traded

on the Main Board of the SEHK by way of introduction. We believe that this listing can provide more liquidity for shareholders and increased opportunities for realizing the true value of their investment. It will also enable us to promote CIMC's international presence and help develop our global operations in order to accelerate the Group's internationalization process. At the same time, this will also expand our investor base to generate more returns for our shareholders. The Group believes that the successful listing of CIMC will offer both domestic and foreign investors a unique opportunity for sharing the benefits of the rapid growth we have achieved with our diversified businesses."

2012 CIMC Annual Results Conference Held in Hong Kong 中集集团 2012 年 全年业绩发布会在港举行

2013年3月22日，中集集团2012年业绩发布会在香港举行。中集集团执行董事兼总裁麦伯良、董事会秘书于玉群、集团财务管理部总经理金建隆出席会议，并向外界发布了中集集团2012年的财务数据、业务运营状况及未来发展战略。

2012年中集集团实现营业收入543.34亿元，比上年同期下降15.27%；归属于母公司股东的净利润19.39亿元，比上年同期下降47.46%。基本每股收益为0.73元人民币。

此次是中集集团B转H股后在香港首次举行业绩发布会，受到香港各大主流媒体和投资机构的高度关注。集团管理层就记者及投资者关心的一系列问题做了认真细致的解答。麦伯良在现场表示，中集集团将抓住全球经济大调整的契机，加快产业结构调整 and 战略升级，持续培育竞争优势、优化业务架构和推进战略升级，为中集集团持续良性发展奠定新的基石。

The 2012 CIMC Annual Results Conference was held in Hong Kong on March 22, 2013. The Executive Director and President Mai Boliang, the Secretary of the Board Yu Yuqun and the General Manager of Financial Management Department Jin Jianlong attended the conference, and released the financial data and business operations of 2012 and the future development strategy of CIMC.

In 2012, CIMC realized an operating revenue of RMB54.334 billion, down 15.27% year on year; and a net profit attributable to shareholders of the parent company of RMB1.939 billion, down 47.46% year on year. The basic EPS (earnings per share) was RMB0.73.

This was the first performance conference of CIMC held in Hong Kong after the conversion from B shares to H shares and received great concern from major mainstream media and investment

institutions in Hong Kong. The Group management had answered in detail a series of questions concerned by reporters and investors. Mai Boliang said at the conference that the Group would seize the opportunity of global economic adjustment, speed up the industrial restructuring and strategic upgrading, constantly develop competitiveness, optimize business structures and promote strategic upgrading, thus laying a new foundation for the sound and healthy development of CIMC.



CIMC becomes the Controlling Shareholder of Zhenhua Logistics Group

中集集团控股振华物流



2013年3月6日，深圳中集投资控股有限公司(下称“投资控股公司”)与中交集团下属三家企业中交股份、一航局四公司、中交国际在天津签署股权转让合同，投资控股公司获得振华物流36.78%股权，使中集持有振华物流股权达到75%，集团将对振华物流实施控股管理。这标志着中集物流服务板块雏形基本形成。

中集集团副总裁吴发沛代表中集与中交集团副总裁杨力强在股权转让协议上签字。吴发沛说道：“中集对中交19年来给予振华物流的支持和帮助表示感谢，也希望中交集团继续保持对振华一

如既往的支持，让振华物流为中交集团的发展继续贡献力量。”

振华物流成立于1993年，历经二十年的快速发展，已经成长为国内极具竞争力、综合排名前十的5A级大型现代化、信息化、专业化综合物流企业。2006年，中集入股振华物流。7年来，振华物流与中集集装箱服务各企业进行了有效的业务配合，并在多项业务领域与中集各企业形成了互补优势。为了进一步提升中集集装箱服务资产效率，发展港口物流服务业务，2011年下半年以来，中集与中交相关部门就控股振华物流进行多次磋商并最终达成了此次交易。

CIMC becomes the Controlling Shareholder of Zhenhua Logistics Group

Shenzhen CIMC Investment Holding Co., Ltd. (hereinafter referred to as "Investment Holding") and three CCG subsidiaries, namely, CCCC, the Fourth Engineering Company of CCCC First Harbor Engineering Company, and CCCC International, signed an equity transfer contract in Tianjin on March 6, 2013, after which the Investment Holding held 36.78% of Zhenhua Logistics' equity, adding CIMC's equity in Zhenhua Logistics to 75%. CIMC would implement holding management towards Zhenhua Logistics, symbolizing the basic formation of CIMC logistics service prototype.

CIMC Vice-president Wu Fapei, representing CIMC, signed an agreement of equity transfer with CCG Vice-president Yang Liqiang. "CIMC sincerely thanks CCG for the support and assistance to Zhenhua Logistics for the past 19 years, and hopes CCG will continue the constant support to enable the contribution of Zhenhua Logistics to CCG" said Wu Fapei.

Founded in 1993, Zhenhua Logistics after two decades of fast development has grown into a five-star modern, information-based, professional and comprehensive

enterprise with nationwide leading competitiveness and top-10 ranking. In 2006, CIMC became a shareholder of Zhenhua Logistics. For seven years, Zhenhua Logistics has actively cooperated and formed complementary strength with CIMC enterprises. In order to further increase the efficiency of CIMC container services asset and develop port logistics service business, CIMC and relevant CCG departments has, since the second half of 2012, negotiated on holding of Zhenhua Logistics for several times and finally reached this transaction.



C&C Trucks Favored by Shenzhen-based Enterprises

联合卡车受深企热捧

2013年1月11日，联合卡车在深圳举行了隆重的LNG新能源自卸车交车仪式，拉开了2013年天然气重卡市场争锋的帷幕。现场联合卡车与深圳多家企业签订了年度战略合作协议，计划2013年采购联合卡车LNG自卸车160台。

深圳是国家环保标准实施的试点城市，对车辆排放达标要求很严格，联合卡车为了响应深圳市排放达标要求及全面治理自卸车的号召，专门为深圳市设计开发了完全符合深圳标准要求、安全可靠、节能环保的LNG产品（含上装）。期间，联合卡车会同中集旗下中集瑞江专用车厂先后考察了巴黎、香港等地区，吸收这些先进地区的成熟经验、产品特点和运营模式，引进先进的制造工艺，从底盘设计到上装匹配均确保了产品规格和数据指标符合深圳地方标准要

求，并在此基础上大幅度提高了节能、安全、可靠等方面的性能指标。

自卸车协会邓欲清会长说道：“虽然LNG自卸车要比传统的泥头车价格要贵10万元，但从长远角度来说，更省成本。以每升柴油7.52元计算，传统的泥头车百公里耗油36.5升，需要274.5元，但如果使用LNG天然气，以每公斤6.8元计算，百公里燃料费用需要222.4元，百公里节约燃料费50多元，一年下来燃料费可以节省近10万元。”

集瑞联合卡车营销服务有限公司刘波董事长对用户做出承诺：“我们的公路用车质量保修期和里程数为30个月或30万公里；非公路用车为18个月12万公里。这也是行业内最长的质保期和里程数，并对客户进行限时服务承诺。”

集百科：联合卡车

联合卡车是由集瑞联合重工有限公司推出的中国新兴重卡品牌。集瑞联合重工有限公司系由中国国际海运集装箱(集团)股份有限公司、芜湖泰瑞投资有限公司、深圳市九思投资有限公司合资兴建，目前拥有员工1700余人。公司主要生产和销售重型卡车及零部件，产品定位于自主研发，国内市场高端的重卡产品，主要重卡产品包括牵引车、搅拌车、自卸车、粉罐车和LNG车等。



C&C Trucks Favored by Shenzhen-Based Enterprises

C&C Trucks held a grand LNG dump truck delivery ceremony in Shenzhen on January 11, 2013, kicking off the competition on natural gas fueled heavy truck market in 2013. C&C Trucks signed, during the ceremony, annual strategic cooperation agreements with many Shenzhen-based enterprises on the purchase of 160 LNG dump trucks from C&C Trucks in 2013.

Shenzhen is a pilot city for the implementation of national environmental protection standards, which has a strict requirement on vehicle emission. In order to response the requirement and the call for comprehensive governance on dump trucks by Shenzhen City, C&C Trucks particularly designs the LNG products (including special devices) which are safe, reliable, energy-saving and environmental and meet Shenzhen standards. C&C Trucks and CIMC Ruijiang Special Vehicle visited Paris, Hong Kong, etc. successively to learn the mature experience, product features and operation modes in the developed areas, introduce advanced manufacturing process, ensure the product specification and data from chassis design to special

device matching meet Shenzhen standards, and on this basis greatly increase the performance indexes such as energy conservation, safety and reliability.

Deng Yuqing, Chairman of Shenzhen City Dump Truck Association, said, "Though LNG dump truck is more expensive than traditional dump trucks (price difference being about RMB100,000), it save more in the long run. A traditional dump truck consumes 36.5 liters of oil for every hundred kilometers, which cost RMB274.5 with a unit price of diesel oil of RMB7.52; an LNG dump truck costs only RMB222.4 for every hundred kilometers with a unit price of natural gas of RMB6.8. In other words, LNG dump truck may save over RMB50 for every hundred kilometers, which is near RMB100,000 per year."

Liu Bo, Chairman of C&C Trucks Marketing Service Co., Ltd., promised, "Our road vehicles have a quality warranty period of 30 months or a warranty mileage of 300,000 kilometers; while non-road vehicles have 18 months or 120,000 kilometers. This is the longest warranty period and mileage within

the industry. We also provide limited period service promise to clients."

CIMC encyclopedia: C&C Trucks

It is a new heavy truck brand launched in China by C&C Trucks Co., Ltd. which is a joint venture of China International Marine Containers (Group) Ltd., Wuhu Tairui Investment Co., Ltd. and Shenzhen Jiushi Investment Co., Ltd. and has a staff of over 1700 employees. The Company is specialized in the production and sales of heavy trucks and spare parts and focuses on national high-end heavy truck products with independent R&D, including tractor, mixer, dump truck, powder tanker and LNG vehicle.



Jack-up Drilling Rig Built in Russia by CIMC Raffles Delivered

中集来福士在俄建造并交付自升式钻井平台

2012年12月10日，中集来福士建造的大型海洋工程项目300尺Super M2自升式钻井平台Caspian Driller在俄罗斯阿斯特拉罕州OJSC 'Krasnye Barrikady' Shipyard(以下简称“KB船厂”)完工交付，这是中集来福士在海外建造大型海洋工程项目的一次成功尝试。俄罗斯阿斯特拉罕州州长Zhilkin Alexander Alexandrovich先生，阿斯特拉罕州国家杜马主席Vinokurov Yakov Yakovlevich先生，中国驻俄罗斯大使馆公使衔参赞凌激先生，烟台市副市长杨丽女士、中集来福士总裁于亚先生出席了交付仪式。

Caspian Driller于2010年8月开工，造价超过2亿美元，由国家开发银行提供融资。该项目是俄罗斯里海地区20多年来第一个自升式钻井平台EPC总包项目，项目建成后将在土库曼斯坦的里海油田从事钻井作业。该项目是我国海工产业海外总装建造的第一个项目，是中国海工优势资源与境外建造基地资源相结合，创新商业模式的有益尝试。该项目的完成也使中集来福士成为中国唯一、全球少数几家拥有里海海工项目建造经验的海工企业。该项目经验的取得为中集来福士未来进一步适应全球海洋油气产区越来越明显的“本地化”趋势，迈出了重要一步。

集百科：自升式钻井平台

自升式钻井平台是目前国内外应用最为广泛的钻井平台。自升式钻井平台可分为三大部分：船体，桩脚和升降机构。需要打井时，将桩脚插入或坐入海底，船体还可顺着桩腿上爬，离开海面，工作时可不受海水运动的影响。打完井后，船体可顺着桩腿爬下来，浮在海面上，再将桩脚拔出海底，并上升一定高度，即可拖航到新的井位上。

Jack-up Drilling Rig Built in Russia by CIMC Raffles Delivered

On December 10, 2012, CIMC Raffles Offshore Ltd. (hereinafter referred to as "CIMC Raffles") delivered the 300 feet Super M2 Jack-up drilling rig the Caspian Driller at OJSC 'Krasnye Barrikady' Shipyard (hereinafter referred to as "KB") in Astrakhan, Russia. This was a successful try of CIMC Raffles in building large offshore projects. Mr. Zhilkin Aleksander Aleksandrovich, the Governor of Astrakhan State; Mr. Vinokurov Yakov Yakovlevich, Chairman of Duma of Astrakhan State; Mr. Ling Ji, Minister-Counselor from China's embassy in Moscow; Ms. Yang Li, the Deputy Mayor of Yantai City; and Mr. Yu Ya, the President of CIMC Raffles, attended this delivery ceremony.

The Caspian Driller project was started in August 2010 with a total construction cost exceeding USD200 million, which was financially supported by China

Development Bank. This project is the first jack-up drilling rig EPC general contracted project finished in the Caspian Sea region in Russia for the past over two decades. After completion, the project will be put into drilling operation in the Caspian Sea oil field in Turkmenistan. As the first overseas offshore project of China's offshore industry, it is the perfect combination between China's advantageous offshore resources and overseas construction resources, creating a beneficial try of business mode. The completion of the project symbolizes that CIMC Raffles has become China's first offshore enterprise and one the few global offshore enterprises with construction experience in offshore projects in the Caspian Sea. The project also indicates an important leap as we are further adapting to the increasingly obvious "localization" trend of global offshore oil and gas fields.

CIMC encyclopedia:

Jack-up drilling rig

It is the most widely used drilling rig both at home and abroad. Jack-up drilling rig is composed of three parts: the vessel body, the pile leg and the elevating mechanism. During drilling, the pile leg is inserted or placed on the sea bottom, and the vessel body may climb up along the pile leg and leave the sea surface. It should not be affected by the seawater movement during working. After drilling is completed, the vessel body may climb down along the pile leg and float on the sea surface; then the pile leg may be extracted from the sea bottom and climb to a certain height, so that it may be dragged to a new drilling position.





CIMC-ViewSCM: Exploring New Business in Boosting Vehicle Supply Chain

中集新合程：助力汽车供应链业务再辟蹊径

2012年12月26日，南方物流成功与深圳企业合资组建了深圳中集新合程汽车供应链管理有限公司。新公司的主要领导也相继拜访了吉利汽车各主机厂，维稳了与主要客户之间的关系，并取得了吉利（济南）工厂未来三年的入厂物流业务，同时，在其他厂区和其他的主机厂商的业务也取得了突破。

2011年下半年，中集集团与麦肯锡合作完成了中集物流业务板块战略规划，在规划中明确将汽车物流作为物流板块未来核心业务之一。围绕汽车供应链为核心，由此衍生出的诸如汽车器具制造、运输、仓储等全段业务模式的前景可观性不言而喻。由此，选择一家具备一定潜质的优质公司成为进一步塑造核心竞争力的新突破口。经过一番调研与分析，新合程汽车供应链公司进入中集的视野，尤其是该公司运作的吉利汽车（济南）基地的入厂物流业务在汽车物流供应链的全段业务模式构建中有着重要的价值。

中集新合程的成立，将为物流板块将汽车供应链的全段业务模式串联起来提供了很大空间，也为物流板块原本便极具优势的物流器具提供了更广阔的

沃土。同时，中集新合程的成立，也标志着中集物流业务板块完成第一次对外投资并购，这将为物流板块未来以投资并购推动企业发展，提供更多可借鉴的经验。

South Logistics and Shenzhen CIMC Investment Holding Co., Ltd. established a joint venture, Shenzhen CIMC-ViewSCM Auto Supply Chain Management Co., Ltd. on December 26, 2012. The main leaders of the new company have visited main engine plants of Geely Automobile, strengthening the relationship with main clients and obtaining the logistics service for Geely Automobile (Jinan) plant for the next three years. In addition, the new company has made a breakthrough in the business with other main engine manufacturers in other plants.

In the second half of 2011, CIMC and McKinsey jointly finished a strategic plan for CIMC logistics segment, specifying that automotive logistics would be a core business in future. The business in the whole section such as auto equipment manufacturing, transportation and

warehousing, which are derived from auto supply chain, has a self-evident promising future. Therefore, selecting a quality company with certain potential is a new breakthrough for further building core competitiveness. After extensive investigation and analysis, ViewSCM Auto Supply Chain Management Co., Ltd. becomes a target of CIMC as the factory logistics business of Geely Automobile (Jinan) base undertaken by ViewSCM is of great value to the construction of the whole-section business mode in auto logistics supply chain.

The establishment of CIMC-ViewSCM will provide a large room not only for the logistics segment to link the whole-section business mode in the auto supply chain, but also for the logistics tools with strong competitiveness in the logistics segment. Meanwhile, the establishment of CIMC-ViewSCM also symbolizes the completion of the first M&A investment by CIMC logistics segment, providing more valuable experience in promoting enterprise development through M&A in the logistics segment in future.



CIMC Awarded Shenzhen Industrial Award

中集集团荣获深圳工业大奖

2013年3月14日，首届深圳工业大奖揭晓。中集、创维等10家企业获得工业大奖；麦伯良、侯为贵等10人获得工业家称号。

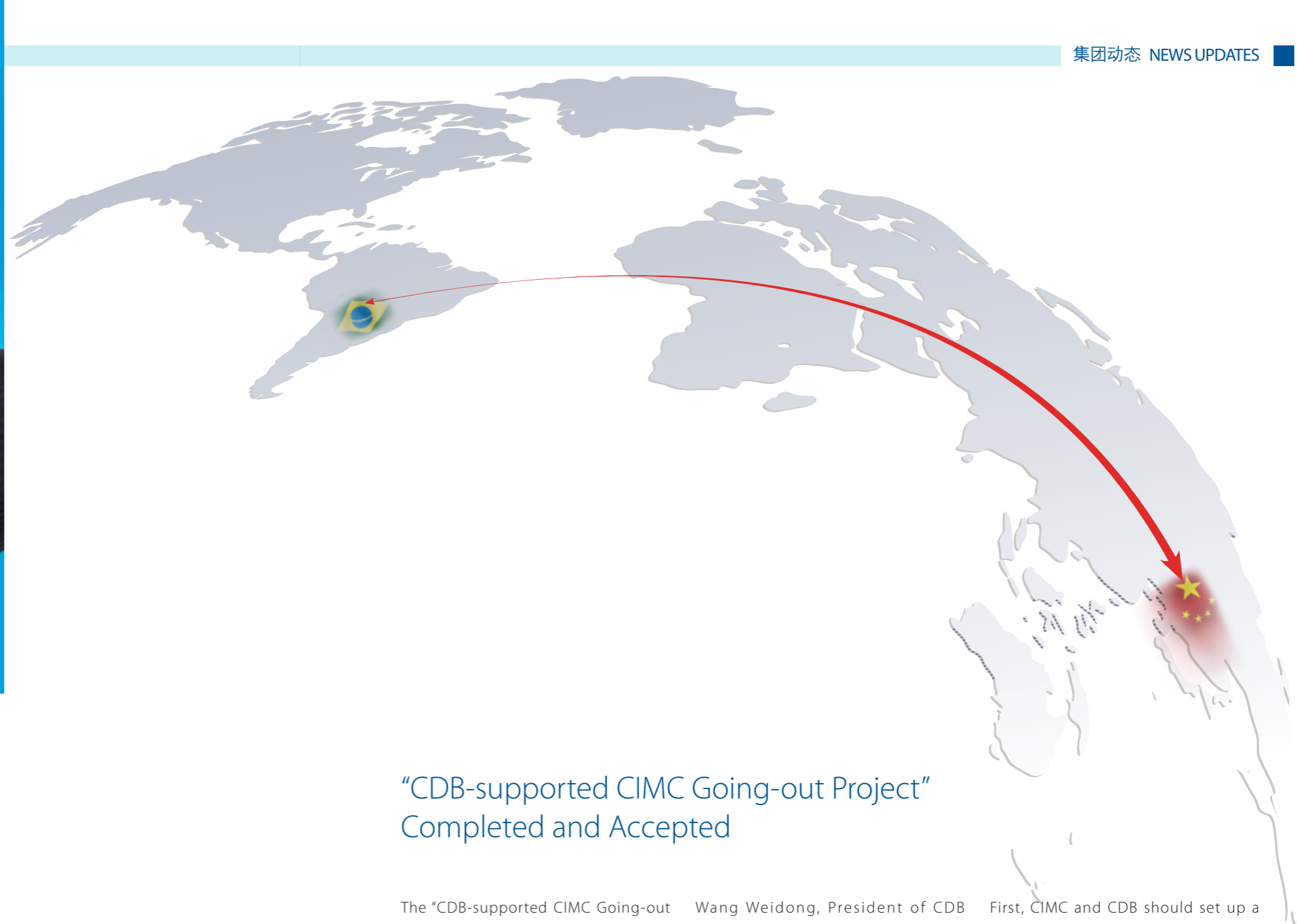
深圳工业大奖评选活动是在国际金融危机持续蔓延、回归实体经济成为全球经济持续发展的共识这一背景下，借鉴香港工业奖的机制，从深圳实际情况出发，旨在激励工业界创优争先而设立的专门奖项。这项大奖率先建立深圳工业界的“深圳质量”样板企业和企业家，并形成与国家“中国工业大奖”的对应体系，两年评选一次。首届“深圳工业大奖”评选活动2012年6月10日正式启动，企业申报踊跃，经过参评资格初审、入围企业和工业家资料公示、

社会公众投票、独立评审团评审等环节产生最终结果。

“The First Shenzhen Industrial Award Ceremony” was held on March 14, 2013. Ten enterprises such as CIMC and Skyworth received the Industrial Award and ten entrepreneurs such as Mai Boliang and Hou Weigui received the Industrialist Award.

Shenzhen Industrial Award is specially designed under the background that the global financial crisis spread continues and that returning to the real economy becomes a common sense of sustainable global economic development, referring

to mechanism of Hong Kong Awards for Industry, and based on the actual situations of Shenzhen. It aims at stimulating the industrial enterprises to strive to be advanced and create excellence. The activity, held biennially, is the first to set up “Shenzhen Quality” model enterprises and entrepreneurs in Shenzhen industrial circle and forms a system corresponding to the national “China Industrial Award”. “The First Shenzhen Industrial Award” activity was started on June 10, 2012 with a number of applications. After primary qualification review, public announcement of short-listed companies and entrepreneurs, public vote and review by the independent review team, the results were finally revealed.



“CDB-supported CIMC Going-out Project” Completed and Accepted

“国开行支持中集集团走出去战略规划项目”完成验收

2013年1月8日，“国开行支持中集集团走出去战略规划项目”在中集总部完成验收。该项目是中集与国开行战略合作的又一举措，是双方以“规划先行，优势互补”进行商业模式创新的重要尝试。中集集团总裁麦伯良、国家开发银行深圳分行行长王卫东出席会议并发表重要讲话，中集金融、能化、空港设备等板块主要负责人及其它板块南美业务负责人出席了会议。

国开行深圳分行行长王卫东说：“巴西对于全球业务开拓的重要意义，并特别指出这是一个机遇与挑战都异常明显的市场。国开行将全力支持中集在巴西的业务拓展活动，将双方的战略合作推向新的高度。”

麦伯良对国开行、项目组的付出和努力表示感谢，并指出以巴西为代表的南美是中集集团实现战略目标的重要组成部分，中集将立足巴西，辐射南美。

针对下一步市场开拓，麦伯良明确提出了三点要求，首先建议中集集团跟国开行成立巴西业务联合工作组，工作组对在巴西设立代表机构进行论证并提出方案；第二、在业务开展过程中要有效利用两国政府间的合作关系，与国开行、其他在巴大型中资机构保持密切联系，加强合作。同时要高度重视对巴西本土大型产业集团和机构的研究，争取建立战略伙伴关系，实现优势互补；第三、要建立集团层面的业务交流与协作平台。

“CDB-supported CIMC Going-out Project” Completed and Accepted

The “CDB-supported CIMC Going-out Project” was completed and accepted at the CIMC headquarters on January 8, 2013. This project, which is another move for the strategic cooperation between CIMC and China Development Bank, is an important try of business mode innovation by both parties following the principle of “planning in advance and strengths for complementation”. CIMC President Mai Boliang and CDB Shenzhen Branch President Wang Weidong attended the conference and delivered important speeches. Main managers in charge in the segments such as CIMC finance, energy and chemical and airport facilities as well as the people in charge of South America business in other segments also attended the conference.

Wang Weidong, President of CDB Shenzhen Branch, said, “Brazil is of great significance in exploring global business. It is an important market full of obvious opportunities and challenges. CDB will spare no efforts in supporting the business exploration activities in Brazil, pushing the strategic cooperation to a new height.”

Mai Boliang thanked CDB and the project team for their efforts and pointed out that the South American market represented by Brazil is an important part for CIMC to realize its strategic goal. CIMC will, based on Brazil, serve the whole South America. As to further market exploration, Mai Boliang proposed three requirements.

First, CIMC and CDB should set up a joint working team for Brazilian business which will demonstrate and propose plans for the establishment of office in Brazil. Second, CIMC should make full use of the cooperation between the two governments during the business exploration, and maintain close contact and enhanced cooperation with other large Chinese-funded organizations in Brazil; CIMC should also attach great importance to the investigation on large Brazilian industrial groups and organizations, establish strategic partnership with them, and realize advantage complementation. Third, CIMC should build a business exchange and cooperation platform at the group level.



CIMC Listed in the Front of Top-100 Shenzhen-based Enterprises

中集集团稳居深企百强前列

2012年12月18日，由深圳市企业联合会、深圳市企业家协会和《时代商家》杂志社举办的“2013企业家与市领导新春联谊晚会”在会展中心隆重举行，深圳市委副书记王穗明、市人大常委会副主任蒋宇扬、副市长陈彪与会，与近2000名深圳企业家欢聚一堂，喜迎新春，共话发展。晚会举行了“首届深圳新生代创业风云人物”、“2012深圳企业100强”颁奖典礼。受中集集团麦伯良总裁委托，中集集团党委副书记李锐庭先生代表中集集团出席晚会并上台领取“2012年度深圳百强企业奖”。

2012深圳企业100强排序名单(前十名)		
序号	单位名称	营业收入(人民币万元)
1	中国平安保险(集团)股份有限公司	24891500
2	华为技术有限公司	20392900
3	招商银行股份有限公司	9615700
4	中兴通讯股份有限公司	8625446
5	中国长城计算机深圳股份有限公司	7646797
6	万科企业股份有限公司	7178275
7	中国国际海运集装箱(集团)股份有限公司	6412505
8	比亚迪股份有限公司	4882692
9	中国航空技术深圳有限公司	4468038
10	华侨城集团公司	3355300

CIMC Listed in the Front of Top-100 Shenzhen-based Enterprises

The “2013 Entrepreneurs and Municipal Leaders New Year Party”, jointly organized by Shenzhen Enterprise Confederation, Shenzhen Entrepreneur Association and Times Entrepreneurs, was held in Shenzhen Convention & Exhibition Center on December 18, 2012. Wang Suiming, Deputy Secretary of Shenzhen Municipal Party Committee; Jiang Yuyang, Deputy Director of Standing Committee of Shenzhen Municipal People’s Congress; and Chen Biao, Deputy Mayor of Shenzhen, as well as near 2000 entrepreneurs in Shenzhen attended this party, celebrating the Chinese New Year and exchanging the co-development. The award ceremonies of the “First Shenzhen New-generation Entrepreneurs” and the “2012 Shenzhen Top-100 Enterprises” were

held in the party. Entrusted by CIMC President Mai Boling, Li Ruiting the Deputy Secretary of CIMC Party Committee, on behalf of CIMC attended the party and received the award for “2012 Shenzhen Top-100 Enterprises”.

2012 Shenzhen Top-100 Enterprises (Top 10)		
No.	Name of enterprise	Operating revenue (RMB10,000)
1	Ping An Insurance (Group) Company of China, Ltd.	24891500
2	Huawei Technologies Co., Ltd.	20392900
3	China Merchants Bank Co., Ltd.	9615700
4	ZTE Corporation	8625446
5	China Greatwall Computer Shenzhen Co., Ltd.	7646797
6	China Vanke Co., Ltd.	7178275
7	China International Marine Containers (Group) Ltd.	6412505
8	BYD Company Limited	4882692
9	AVIC International Shenzhen Company Limited	4468038
10	Overseas Chinese Town Enterprises Co., Ltd.	3355300

CIMC awarded 2012 Working Capital Best Liquidity Management Award by Standard Chartered Bank

中集集团荣获渣打银行2012年营运资金最佳流动性管理奖



2012年12月6日，渣打银行在上海举办了2012渣打银行跨境财资管理论坛。本次论坛邀请了众多大中华区的大型跨国企业，大型中资集团代表出席。该次论坛的主要议题是：2013年的经济展望，企业现金管理及贸易研讨，人民币跨境贸易结算发展展望，2011至2012年度大型企业集团运营资金流动性管理评价及授奖。值得庆贺的是，鉴于中集集团在营运资金流动性管理上的出色表现，荣获2012年度最佳流动性管理奖项。

作为横跨多个业务板块的综合性大型装备制造集团，在产融结合的业务扩张进程中，对于整体债务结构管理，境内外多币种现金流动性管理，整合金融资源的专业能力有极高的要求。渣打银行认为，中集集团资金管理团队通过灵活稳健的金融手段来调控集团整体财务杠杆比例，充分利用了全球金融市场中多样化的债务工具（包括境内中期票据、境外银团贷款、综合银行授信等）在直接和间接融资市场中寻求低成本中长期资金，构建了合理的债务结构。同时，基于集团资金管理实践，利用成熟的全球现金管理工具，提高了集团整体的资金使用效率和效益。



CIMC awarded 2012 Working Capital Best Liquidity Management Award by Standard Chartered Bank

Standard Chartered Bank held the "2012 Standard Chartered Bank Cross-border Assets Management Forum" on December 6, 2012, inviting large transnational corporations in Greater China. CIMC representatives attended this forum. The main topics include 2013 economic outlook, enterprise cash management and transaction seminar, development outlook of RMB cross-border transaction settlement, and 2011-2012 enterprise working capital liquidity management assessment and award. CIMC was awarded the "2012 Working Capital Best Liquidity Management

Award" for its excellent performance. Congratulations!

As a comprehensive large equipment manufacturing group covering multiple business segments, CIMC has high requirements on overall debt structure management, domestic and foreign currency liquidity management and professional financial resource integration capacity during the business expansion process integrating production and financing. Standard Chartered Bank believes that CIMC cash management team

regulates CIMC's overall financial leverage ratio through flexible and prudent financial instruments, makes full use of multiple debt tools (including domestic medium-term notes, foreign syndicated loan and general banking facility) in global financial market to seek low-cost medium and long term capital in the direct and indirect financing markets, and constructs a sound debt structure. Meanwhile, the team, based on CIMC capital management practice, utilizes the mature global cash management tools to enhance the overall capital utility efficiency and effectiveness.

CIMC Listed in China CSR Enterprises 中集集团荣登 中国企业社会责任榜

由《第一财经日报》主办的第五届“第一财经·中国企业社会责任榜”于2012年12月16日在上海揭晓，中集集团与包括国际商业机器(中国)有限公司、艾欧史密斯(中国)热水器有限公司、东风日产、交通银行、百威英博在内的19家企业获得“杰出企业奖”。

任何企业都不能孤立存在，其生存和发展都要依赖于一定的环境，这种环境包括自然环境也包括社会人文环境。企业是在一定的社会人文环境下成长起来的一个社会的“人”，企业的发展在很大程度上受制于社会人文环境。而企业的任何行为都会影响社会人文环境，对于国民的文化和意识的形成承担着极其重要的社会责任。

今年以来，随着国内外经济大环境的不景气，各家企业都面临着不同程度的挑战，而在这样的情况下，企业所体现出的社会责任感就显得更加可贵。本届评选以“仁商·厚泽天下”为主题，试图汇聚社会各界倡导“共享价值”的和谐商道。

据了解，2012“第一财经·中国企业社会责任榜”评选活动自6月30日正式启动以来，历时五个多月。最终，中集集团与19家企业获得“2012第一财经·中国企业社会责任榜杰出企业奖”，另有19家企业获得优秀实践奖。

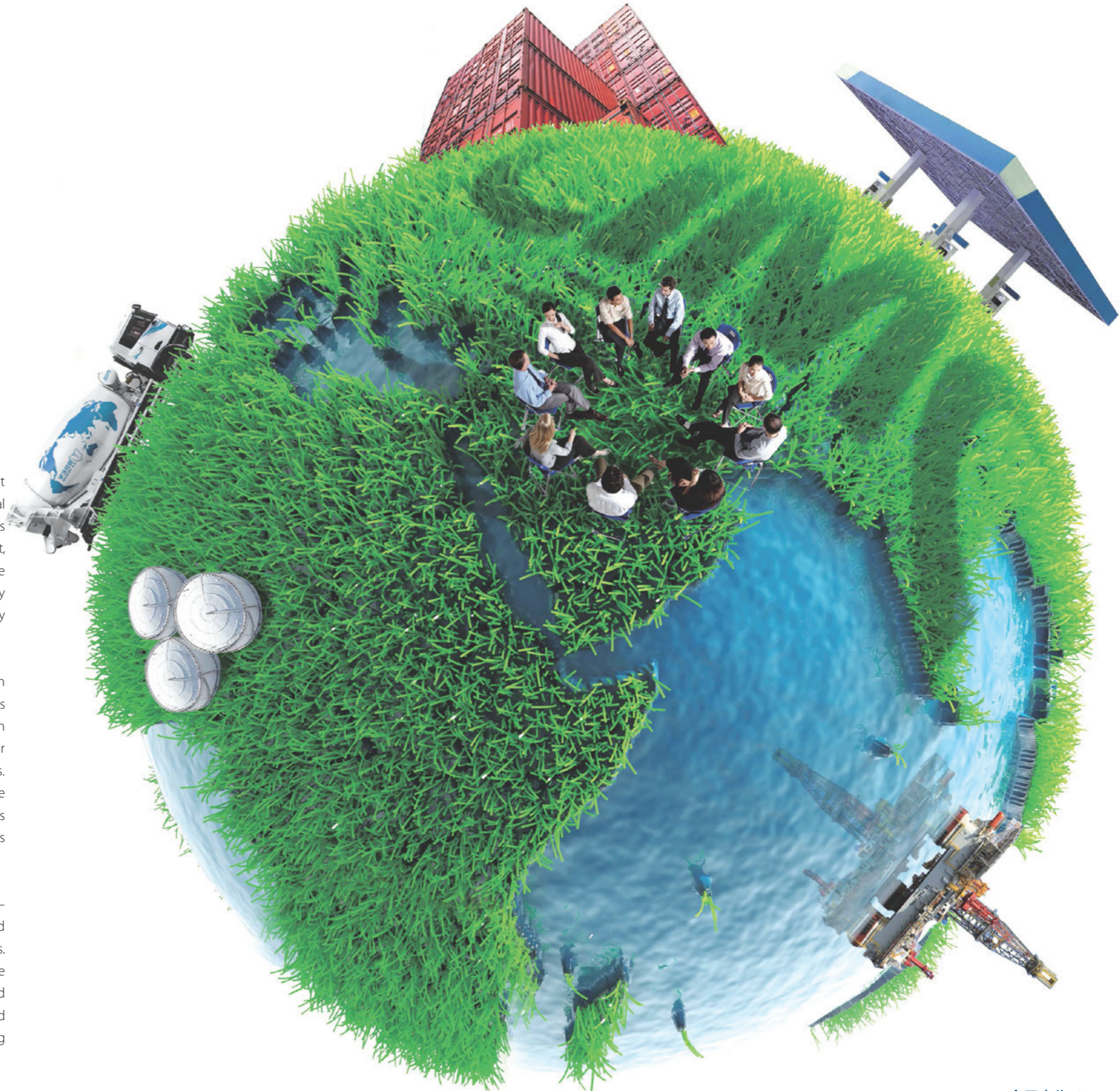
“The 5th China Business News – China CSR Enterprises” organized by *China Business News* was held in Shanghai on December 16, 2012. A total of 20 enterprises including CIMC, International Business Machines Corporation (China), A.O. Smith (China) Water Heater Co., Ltd., Dongfeng-Nissan, Bank of Communications and Anheuser-Busch

InBev, were awarded “Outstanding Enterprise Award”.

No enterprises could survive and develop without a certain environment, which includes both natural environment and social environment. An enterprise is a social “man” growing in a certain social environment, thus depending much on the society for the development. Since any act of an enterprise may affect the national culture and value formation, every enterprise should undertake social responsibilities.

Due to the general downturn of economy both at home and abroad since this year, enterprises are suffering different challenges. Under such circumstance, it is more commendable for enterprises to undertake social responsibilities. Themed at “Humane Enterprises – Beneficial to the World”, this activity aims to gather various circles of society to advocate the harmonious business principle of “Sharing value”.

It is known that the “2012 China Business News – China CSR Enterprises” activity was commenced on June 30, 2012 and would last for five months. A total of 20 enterprises, including CIMC, were awarded “2012 China Business News – Award for Outstanding China CSR Enterprises” and other 19 enterprises were awarded “Outstanding Practice Award”.





CIMC Wood Innovation Project Awarded National Science & Technology Progress Award (Second Prize)

中集木业创新项目荣获国家科技进步二等奖

2013年1月，2012年度国家科学技术奖励大会在北京人民大会堂举行。本年度国家科学技术奖共授奖7位科技专家和330个项目，其中国家技术发明奖77项：一等奖3项(含专用项目1项)，二等奖74项(含专用项目13项)，中共中央总书记习近平主持会议，国家主席胡锦涛，国务院总理温家宝，副总理李克强为获奖代表颁发奖项。

在本次大会中，中集木业与南京林业大学等联合申报的《竹木复合结构理论研究与应用》荣获国家科技进步二等奖。

"The 2012 National Science & Technology Progress Award" was held in the Great

Hall of the People in Beijing in January 2013, in which 7 experts and 330 projects were awarded, including 77 awards for national technological invention: 3 first prizes (including 1 special project) and 74 second prizes (including 13 special projects). CPC General Secretary Xi Jinping presided over the award ceremony and President Hu Jintao, Premier Wen Jiabao and Deputy Premier Li Keqiang awarded the representatives.

The *Theoretical Research and Application of Bamboo-Wood Composite Structure* jointed reported by CIMC Wood and Nanjing Forestry University was awarded Second Prize of National Science & Technology Progress Award.

CIMC-Baosteel Annual High-level Strategy Meeting Held in Shenzhen

中集—宝钢战略高层交流年会在深召开



2012年12月14日中集—宝钢2012战略合作高层交流年会在深圳召开。

年会上，双方分享了世界宏观经济、钢铁行业的发展形势，中集集团未来五年战略发展规划，并回顾了一年来的合作进展，对取得的收获、存在的问题、改进的方向进行了充分而坦诚的交流，并对优秀合作项目进行了表彰、奖励。

中集集团总裁麦伯良在会上表示，感谢双方特别是宝钢的同事，为合作做出的努力，并肯定了双方的合作成效，提出双方要在合作共赢的基础上，更广泛、更深入地挖掘潜在合作机会，中集要考虑为宝钢创造更多价值，也希望宝钢对中集提出要求，中集一定会重视、落实。

宝钢集团何文波总经理对中集作为客户给出的市场引领及多年的合作帮助表示感谢，表示与中集的年会交流十分有益，要加深双方的各项合作，并提出宝钢未来要在产品技术进步、升级换代上保证充分投入，为以中集为代表的客户提供更大价值。

会上双方签署了2013年中集—宝钢战略合作备忘，为来年更为深入、广泛的合作拉开序幕。

The 2012 CIMC-Baosteel Annual High-level Strategy Meeting was held in Shenzhen on December 14, 2012.

In the annual meeting, CIMC and Baosteel shared the development trends of world macro economy and steel industry and the five-year strategic development plan of CIMC, reviewed the cooperation in the past year, fully exchanged in a frank manner the fruits, problems and improvements, and recognized and awarded the outstanding cooperation projects.

CIMC President Mai Boliang thanked the colleagues, particularly Baosteel colleagues, for their hard work and contribution, affirmed the cooperation fruits, proposed to explore more cooperation opportunities based on win-win cooperation, expected CIMC to create

more value for Baosteel, and welcomed Baosteel to give expectation on CIMC which would attach great importance and implement.

He Wenbo, General Manager of Baosteel Group, also thanked CIMC as a client for showing the market trend and providing assistance for years. He said that the annual meeting was very beneficial, hoping both parties would deepen the cooperation. He further expressed that Baosteel should guarantee sufficient input for the technological progress and upgrading, thus creating more value for clients represented by CIMC.

Both parties signed in the meeting the "2013 CIMC-Baosteel Strategic Cooperation Memo" for more extensive and in-depth cooperation.



Implementation Rules for Strategic Cooperation Signed by CIMC and China Classification Society

中集集团与中国船级社签署战略合作实施细则

2012年12月6日，中集集团与中国船级社（CCS）战略合作实施细则签署仪式在中集总部举行。中集集团党委副书记李锐庭、科技管理部总经理谢良富及集团科技管理部、海洋工程部、能化、集装箱产业的相关代表出席了签署仪式；中国船级社副总裁莫鉴辉、副总工陈实、海工检验处处长朱琪、认证公司总经理黄世元及其他相关人员一同参会。

此次战略合作实施细则的签署，是继今年9月11日双方签署战略合作协议后相关工作的延续，其目的是为了更好地保障战略合作协议的切实执行，深度

发掘在各业务领域的合作机会。

《中集集团与中国船级社战略合作实施细则》（下称“细则”）主要包含战略合作工作的组织架构、人员构成、定期沟通机制及初步工作计划几方面内容。在双方未来将深入合作的业务领域，组织相关部门人员成立具体的业务小组，目前已成立海工组、船舶组、工业组和技术组四个工作小组，各小组将根据工作计划有序地开展各业务领域的合作。本《细则》的签署，将为双方后续战略合作的顺利推进打下良好的基础。

Implementation Rules for Strategic Cooperation Signed by CIMC and China Classification Society

CIMC and China Classification Society (CCS) signed implementation rules for strategic cooperation at CIMC Headquarters on December 6, 2012. Li Ruiqing, Deputy Secretary of CIMC Party Committee; Xie Liangfu, General Manager of Technology Management Department; relevant representative from Technology Management Department, Ocean Engineering Department, Energy and Chemical Department and Container Industry Department; and Mo Jianhui, CCS Vice-president; Chen Shi, Deputy Chief Engineer; Zhu Qi, Director of Offshore Inspection Office; Huang Shiyuan, General Manager of Certification Company; and

other relevant representatives attended this signing ceremony.

The implementation rules for strategic cooperation are the extension of the strategic cooperation agreement signed by both parties on November 11, 2012. The implementation rules are for the purpose of better guaranteeing the implementation of such strategic cooperation agreement and furthering exploring the cooperation opportunities in different fields.

The Implementation Rules for Strategic Cooperation between CIMC and China

Classification Society (hereinafter referred to as the "Implementation Rules") includes the contents of organizational structure, personnel component, regular communication mechanism and primary work plan for the strategic cooperation work. In the business fields that both parties will have in-depth cooperation, specific business teams will be organized from relevant departments. Currently, four teams, namely, offshore engineering team, shipping team, industry team and technology team, are set up to carry out business according to plan. The signing of the *Implementation Rules* lays a solid foundation for the smooth progress of the strategic cooperation between both parties.



CIMC Cooperates with World Chemical Giant BASF

中集集团牵手世界化工巨头巴斯夫



合作推动创新

中集-巴斯夫战略合作签约仪式



2012年11月30日，世界化工巨头巴斯夫与中集集团交流研讨会暨中集-巴斯夫战略合作签约仪式会议在上海成功召开。

中集全面介绍了集团发展情况，并重点就装备产业情况、物流设备及物流服务产业做了专题介绍，巴斯夫就创新产品及解决方案（喷涂弹性体、集装箱地板胶、聚氨酯复合材料、SPS、LNG等）、物流采购介绍等方面作了专题报告。双方还就巴斯夫创新产品及解决方案、经贸合作以及未来可合作领域进行了充分讨论。双方承诺建立紧密协作机制，达成了合作共赢共同应对产业发展的基本原则。

CIMC Cooperates with World Chemical Giant BASF

The Seminar of CIMC and World chemical giant BASF and CIM-BASF Strategic Cooperation Signing Ceremony was held in Shanghai on November 30, 2012.

CIMC gave a comprehensive introduction to the development of CIMC, focusing on the segments such as energy and chemical equipment, logistics equipment and logistics service; while BASF introduced the innovative products and

solutions (spray elastomer, container floor glue, polyurethane composites, SPS, LNG, etc.) and logistics procurement. Both parties also fully discussed BASF's innovative products and solutions, the business cooperation and future cooperation fields, making a commitment of establishing close cooperation mechanism and agreeing on the basic principle of win-win cooperation in response to industrial development.



CIMC Wins Bidding of Qianhai Temporary Office Zone Project

中集集团中标前海临时办公区项目

为响应“十二五”规划中关于深圳前海深港现代服务业合作区建设的国家发展战略要求，推广绿色、节能、环保的建筑理念，深圳中集投资控股有限公司通过竞争性谈判（公开征集供应商）的方式成功中标深圳前海临时办公区项目集装箱租赁采购项目，该项目总建筑面积为8144平方米，计划建筑工期为80天。本项目符合国家和深圳市推进循环经济、鼓励发展建筑节能的政策方针，此项目将成为深圳前海的又一张亮丽的名片。

本项目采用循环利用既有集装箱改造房屋技术进行建设，中集模

块化绿色建筑是以集装箱为基本模块，采用制造模式，在工厂内以流水线制造完成各模块的结构建造和内部装修后，再运输到工程现场，按不同的用途与功能快速组合成风格各异的房屋建筑。与传统建造方式相比，模块化建筑成本更低、更省时、更环保，具有传统建筑无法比拟的灵活性和移动性。

该项目建成后将具有良好的示范效应，增强中集模块化绿色建筑在国内乃至全球范围的影响，将大力推动该建筑模式在国内建筑领域的快速发展。



CIMC Wins Bidding of Qianhai Temporary Office Zone Project

In response to the national development strategy requirements on the construction of Qianhai Shenzhen-Hong Kong modern service industry cooperation zone as listed in the “Twelfth Five-year Plan” and in order to promote the green, energy-saving and environmental architectural concepts, Shenzhen CIMC Investment Holding Co., Ltd. won the container leasing procurement project for the Shenzhen Qianhai temporary office zone project through competitive negotiation (seeking suppliers in public). The project has a total construction area of 8144 square meters

and a planned construction period of 80 days. Meeting the national and Shenzhen policies on promoting cyclic economy and encouraging energy-saving buildings, this project will become a bright card for Qianhai, Shenzhen.

The technology of transforming containers into houses is adopted in the project. CIMC green buildings are based on containers which are reconstructed and decorated in assembly lines in the factory and then transported to the project site, and then combined into

houses with different styles according to the purposes and functions. Compared with traditional building construction modes, the modular construction has the advantages of low cost, short construction period, environmental protection and unparalleled flexibility and mobility.

The project will after completion become a good model, enhancing the influence of CIMC modular green buildings in China and the world. This construction mode will be actively promoted in China's building industry.

Deep-water Semi-submersible Crane & Accommodation Vessel “Explorer Lifter” Delivered

深水半潜式起重生活平台“开拓勇士”号交付

中国首座自主设计建造的深水半潜式起重生活平台“开拓勇士”号，2012年12月18日在中集来福士成功交付使用。这座兼具“海上吊车”与“海上酒店”功能的可移动平台，交付后将用于墨西哥湾作业。

远观“开拓勇士”号，与传统对称式深水半潜式平台相比，“开拓勇士”号的结构是非对称的，两台重型甲板起重位于四方形平台的同一侧，其下面支撑的船体部分明显长于与之平行的另一侧。与客房相匹配的餐厅可同时容纳320人就餐，客房旁边的甲板上，休闲和储存区域约有一个足球场大小。平台还设置有单独的直升机起降坪，航速可达到11.3节，相当于时速20公里。

“开拓勇士”号起重能力在全球同类平台中位居前列，双吊机使平台作业具有较强的灵活性，可满足大多数海上重型起吊需求；同时可抵御最大22米波高的海况。



The deep-water semi-submersible crane & accommodation vessel named “Explorer Lifter”, the first one in same series of China offshore history, was delivered by CIMC Raffles on December 18, 2012. This moveable platform integrating the functions of “offshore hotel” and “offshore crane” will operate in Gulf of Mexico after delivered.

Compared with traditional symmetric deep-water semi-submersible platforms, Explorer Lifter has an unsymmetrical structure, with two heavy offshore mast cranes on the side the square platform and supporting vessel body much longer than

the other side parallel. The room-matching restaurant may accommodate 320 persons, and the recreation and storage area next to the rooms is as large as a football field. The platform also has a separate area for helicopter taking off and landing. The speed may reach 11.3 knots, equal to 20km/h.

“Explorer Lifter” has powerful heavy lifting capacity and flexibility which comes top in the world of the same kind vessels, which can meet requirements of most offshore lifting operations. It can meet maximum 22m wave height requirement in operation.

2012 CIMC Lean Synergy Organization Results Presentation Finished

中集集团2012年精益协同组织成果总结发表会圆满落幕

2012年11月29日晚，中集集团2012年精益协同组织成果总结发表会在南通圆满落幕。本次会议的参与人员覆盖集团所有制造型企业，共计57家企业，340余人。

2012年是精益ONE模式走过的第五个年头，与前四届相比，今年的总结发表会课题更加丰富。发表课题涉及安全、品质、成本、TPM、标准作

业、TBP、ONE小组、创意工夫等多个模块，凸显了ONE的整体框架，将点的改善向ONE模式系统改善推进。经过几年的探索与全员参与，中集的精益管理模式—ONE模式已驶上了高速路：安全管理在全集团迅速展开，彻底扭转了紧张的安全生产局面；创意工夫和ONE小组孕育了大批心灵手巧爱动脑筋的一线优秀员工，并附带产生可观的经济效益。

中集集团副总裁吴发沛为会议作总结发言：“集团、板块与企业的互动，精益协同组织与非协同组织的互动，体现了集团分层管理的成功，这种有效的机制，将使ONE推进更加快速。精益ONE模式将朝系统化的改善，准时化生产、拉动式作业努力发展。在全面改善的同时，以ONE模式为载体，构建以人为本的“美丽中集”。





2012 CIMC Lean Synergy Organization Results Presentation Finished

The 2012 CIMC Lean Synergy Organization Results Presentation was finished in Nantong on the night of November 29, 2012. A total over 340 persons from 57 manufacturing enterprises covered by the Group attended this presentation.

The year 2012 is the fifth year for CIMC Lean ONE mode. Compared with previous four presentations, this one has richer contents including a number of modules such as safety, quality, cost, TPM, standard operation, TBP, ONE team and creative work, highlights the overall framework of ONE, and extends

point improvement to ONE mode system improvement. After years of exploration and full participation, CIMC's lean management mode, the ONE mode, has accelerated with quick implementation of safety management across the Group, completely reversing the intensive safe production; and the creative work and ONE team developing a number of excellent front-line employees with skilled hands and inquiring mind, generating considerable economic benefits.

Wu Fapei, Vice-president of CIMC, summarized the presentation, "The interaction among

the Group, segments and enterprises as well as the interaction between lean synergy organizations and non-synergy organizations demonstrates the success of the hierarchical management of the Group. This effective mechanism will speed up the ONE promotion. Lean ONE mode will be developed towards systematic improvement, punctual production and pull-style operation. While we are having a comprehensive improvement, we should also, with ONE mode as the carrier, build a people-oriented "beautiful CIMC."



CIMC Vehicle Park Organizes Second Western Commercial Vehicles (Trucks) Purchase Festival 中集车辆园承办第二届西部商品车（卡车）购车节

2013年3月15日，成都中集车辆园内，第二届西部商用车（卡车）购车节隆重开幕。中集车辆园举办的此次商用车（卡车）购车节迎合了市场的需要，车型、品牌丰富能满足消费者对各种类型各种档次商用车的不同需求。

中集车辆园作为全国首创“卡车4S店”集群模式的商用车专业园区，开园以来致力于为消费者提供一个优质诚信的采购平台，以及优质的售后服务平台，以推动商用车行业持续健康发展。有鉴于中集车辆园在维护消费者权益方面所作的不懈努力，活动当日，成都市新都区工商局特别

将“12315联络点”的荣誉授予中集车辆园。

同时，中集车辆园也借3·15之际，集合园区内数十家经销商郑重宣誓，针对在中集车辆园内享受服务的消费者，无论是在销售或者售后环节遇到问题，他们都将第一时间处理，以有效保障消费者的合法权益。

此外，为了更好地为消费者服务，中集车辆园还成立了“牛师傅车友会”服务平台，为消费者提供从购车、修车、保养到车辆检测、货运、24小时紧急救援，再到法律、住宿、餐饮、娱乐等涉及车主生活各个方面的咨询服务。



CIMC Vehicle Park Organizes Second Western Commercial Vehicles (Trucks) Purchase Festival

The Second Western Commercial Vehicles (Trucks) Purchase Festival was held in Chengdu CIMC Vehicle Park on March 15, 2013. It meets, with a number of types and brands, consumers' different demands on commercial vehicles of different types and grades.

As the first commercial vehicle park in "4S shop for trucks" cluster mode in China, CIMC Vehicle Park attracts a large number of brand manufacturers both at home and abroad, and is since the inception engaged in providing a trustable purchase platform

and a premium after-sales service platform for consumers to promote the healthy and sustainable development of the commercial vehicle industry. In view of the unremitting effort of CIMC Vehicle Park in protecting consumers' interest, the Administration for Industry & Commerce of Xindu District, Chengdu City granted the honor of "12315 Contact Point" to CIMC Vehicle Park on the same day.

Meanwhile, CIMC Vehicle Park, gathering dozens of distributors in the park, made a solemn commitment to the consumers on March 15 that any problem, whether in sales or after-sales, would be addressed as soon as possible, which may effectively protect consumers' legal rights.

In addition, in order to provide better service to consumers, CIMC Vehicle Park organized

a service platform called "Master Niu Auto Club", aiming at providing consulting service such as vehicle purchase, repairing, maintenance, inspection, trucking, 24h first aid, legal affair, accommodation, dining, recreation, etc. to consumers.



CIMC Delivers the First Overseas Logistics AS/RS Project

中集集团交付首个海外自动化立体仓库项目

经过数月的努力，深圳中集天达空港设备有限公司首个海外工程总包项目 - 印尼Syncrum自动化立体仓库项目圆满完成验收并交付使用。该项目采用U型轨转弯堆垛机技术，利用往复穿梭车RGV进行动态调度作业，同时应用了为海外第三方物流量身打造的iWMS智能仓库管理系统(英语和印尼语双语系统)。

Syncrum公司是印尼一家为各知名汽车品牌的提供零部件第三方物流的企业。该自动化立体仓库的顺利实施有效地解决客户的仓储配送难题。

它具有自动化、信息化和智能化等特点，实现了货物的自动入库、出库、盘库、倒库、拣选以及货物信息管理，极大地提升了作业效率，减小了劳动强度，提高了土地使用率，减少了呆料冗料，并有效地降低了物流成本，提升了客户的竞争力。

印尼Syncrum自动化立体仓库项目的顺利实施，标志着中集自动化仓储物流业务的海外扩张战略实现了突破，吹响了中集物流装备集成商开拓国际市场、向国外优势企业挑战的号角。

CIMC Delivers the First Overseas Logistics AS/RS Project

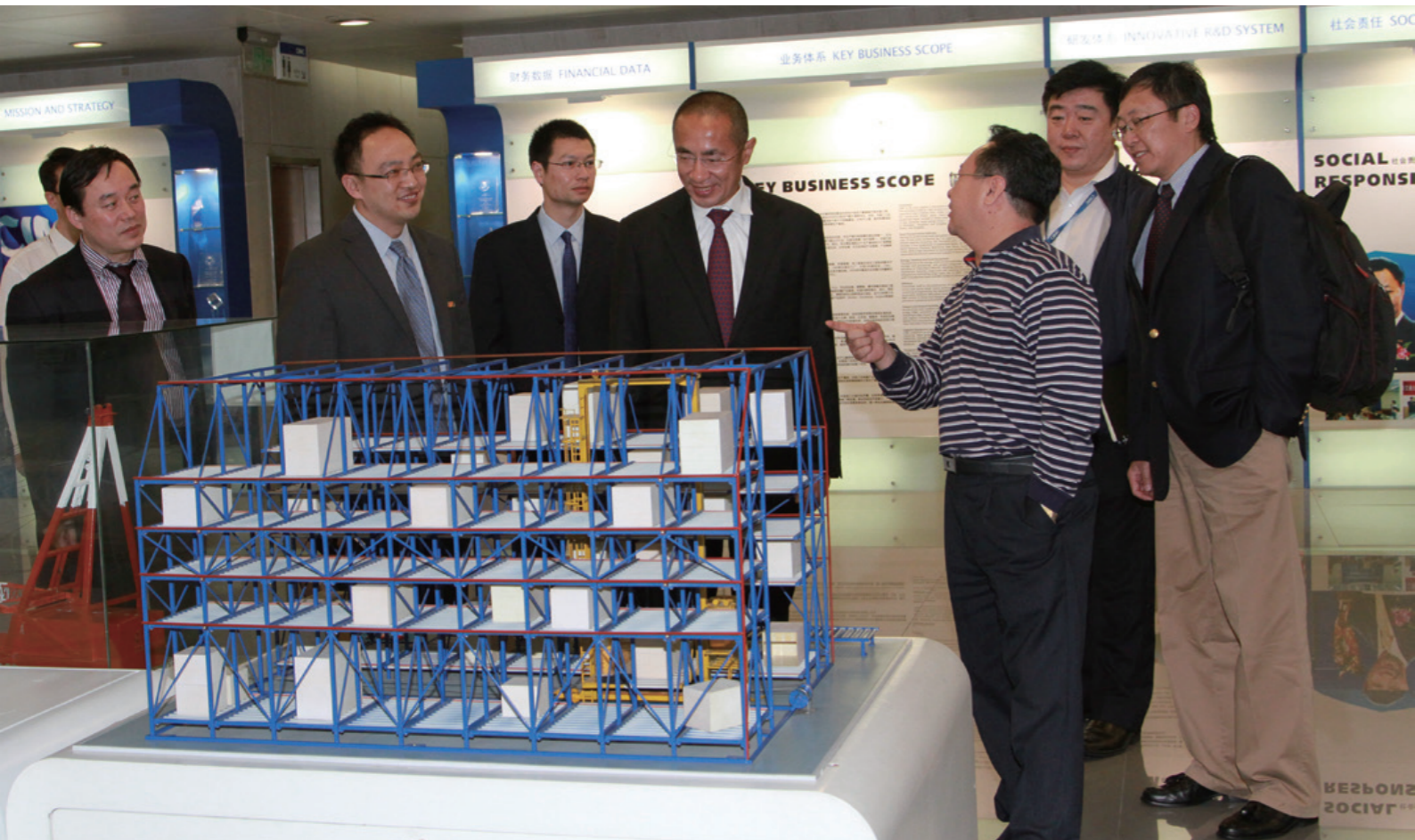
After months of effort, Indonesian PT Syncrum Logistics automated storage&retrieval system (AS/RS) project, the first overseas general contracted project of Shenzhen CIMC-TianDa Airport Support Co., Ltd. has been accepted and delivered for use. This project adopts U-shaped rail stacker crane technology, uses reciprocating railed guided vehicle (RGV) for dynamic dispatching, and applies iWMS intelligent warehouse management system tailored for overseas third party logistics (in both English and Indonesian).

PT Syncrum Logistics is an Indonesian enterprise focusing on providing third party logistics service for well-known automobile brands. The smooth implementation of the automatic warehouse effectively solves the warehousing and distribution problems for clients. Featured by automation, informationization and intelligentization, the AS/RS realizes the automatic stock-in, stock-out, stocktaking, optimizing stock, sorting and information management of goods, significantly improves the operation efficiency, reduces labor intensity,

increases land use efficiency, reduces idle and redundant storage, effectively lowers logistics cost, and improves client competitiveness.

The smooth implementation of Indonesian PT Syncrum Logistics AS/RS symbolizes that CIMC automatic warehousing and logistics business has made a breakthrough for the overseas expansion strategy, and that Chinese logistics equipment integrators begin to explore global markets and challenge foreign competitive enterprises.





GE Global Vice-president Wen Yuezhong Visited CIMC

GE全球副总裁温跃忠来访中集

2013年3月19日，通用电气公司（GE）全球副总裁、GE中国区总裁温跃忠带领能源大中华区销售总经理姜宁、工业方案大中华区总经理柳方、能源船舶与海工行业经理王彦祥，及高速往复机产品经理江淼一行五人来访中集，中集集团总裁麦伯良及安瑞科控股董事长赵庆生、安瑞科控股总经理高翔、来福士副总裁姜隽以及安瑞科控股市场运营事业部副总经理洪呈忠等人参加接待，并就双方业务合作开展了深入的交流。本次业务交流主要针对能源化工食品业务及海工业务领域。

通过麦伯良对于中集历史、发展

路径的介绍，GE更加了解了中集，充分感受到了中集变革的决心和未来的前景。温跃忠也表示，通过对中集的了解，他深刻感受到了中集和GE在企业文化方面的共性。

随后双方就合作的空间、合作的模式、未来的合作愿景等展开了具体的讨论，氛围十分热烈。通过交流，就能化板块、海工业务方面的合作，双方达成了初步的意向。“希望通过中集与GE广泛的合作，为客户提供最大的价值。”麦伯良总结道，“最终通过全球资源的整合优势，充分发挥中国制造业的规模优势。”

GE Global Vice-president Wen Yuezhong Visited CIMC

On March 19, 2013, Wen Yuezhong, Global Vice-president of General Electric (GE) and President of GE (China); Jiang Ning, General Sales Manager of Energy (Greater China); Liu Fang, General Manager of Industrial Solutions (Greater China); Wang Yanxiang, Manager of Energy Shipping and Offshore Industrial; and Jiang Miao, Product Manager of High-speed reciprocating machine, visited CIMC. Mai Boliang, President of CIMC; Zhao Qingsheng, Chairman of CIMC ENRIC; Gao Xiang, General Manager of CIMC ENRIC; Jiang Juan, Vice-president of CIMC Raffles; and Hong Chengzhong, Deputy General Manager of Market Operation Department of CIMC ENRIC, held a reception for them and had an in-depth exchange on business cooperation, which focused on energy and chemical food business and offshore business fields.

Through the introduction of CIMC history and development path by Mai Boliang, GE learned more about CIMC and saw CIMC's reform resolutions and prospect. GE Global Vice-president Wen Yuezhong also expressed that he had felt the common characteristics in corporate cultures of CIMC and GE.

CIMC and GE further discussed the space, mode and vision of cooperation and reached an initiate cooperation intention in the fields such as energy and chemical segment and offshore business. "We will, through extensive cooperation with GE, provide more value for clients," summarized by Mai Boliang, "And we will give full play to the scale advantage of China's manufacturing through integration of global resources."





CIMC: A Rising Cold-Chain Empire 中集集团：正在崛起的“冷链”帝国

你是否有过这样的经历：从超市买回家的速冻饺子，袋子打开，大部分表皮都结了霜，有的两两粘在了一起？买回的冰淇淋，盒子打开后，因为太硬勺子挖不动，得化一化再吃？

这些我们不知道、不在意的事情，在美国、欧洲等发达国家和地区是不被允许的。为什么？

因为冷链。

从冷藏、冷车到冷链

中集开始进入冷链产业可以追溯到1995年，那时，由于中集的干货箱业务发展迅速，作为相关产品的冷藏箱业务被提上了日程，中集集团总裁助理、冷链业务负责人黄田化也是在那时第一次进入了冷链相关的行业。当时的中集只是将冷藏箱作为干货箱业务的延伸，而并没有意识到自己其实打开了另一个产业的大门。

2005年，中集组织团队赴美考察，在经过慎重考虑之后，集团同意黄田化以美国市场为目标“试试”冷车。综合分析后，冷车团队打算将汽车行业盛行的CKD（全散装件）模式引入冷车制造。团队历经数次失败之后，最终突破了技术难关，创造出将

全部整车切割成六大块运输，并在销售地点加以组装的全新的CKD模式。之前由于冷车自身的特殊性，决定了其整车的交货半径不能超过1000公里，更别提漂洋过海了，因此世界各地的冷车生产企业均是根植于本土。中集的创新改变了行业的固有规律，成为世界上唯一一家可以跨洋经营冷车业务的企业。

冷链生态圈

如今，中集将旗下冷链相关业务命名为“冷链生态圈”，它已经和“天然气生态圈”一起成为了中集集团新的战略增长点。中集冷链已经不仅仅将自身局限在装备制造上，而是从冷链生态圈的产品线和价值链向外延伸，将目光放大到全产业链，力图打造全球一流的冷链装备和服务供应商。

中集的目标是发展到为客户提供全套的系统解决方案。关于这一点，黄田化举了一个现实中的例子。中粮集团在新疆有番茄运营基地，其番茄要在成熟后出口国外，中集便整合自身资源为其设计了专门的装备，再依托中集在各地的分公司和4S店等“据点”，为其设计运输路线，负责从采购收购到最后运输的全过程，提供装备的同时也承担了物流服务。

当然，这只是目前的一个个例，因为中集冷链还未真正进入服务业。黄田化表示，中集冷链的战略虽然是建立整个冷链生态圈，但不会将主要精力直接投入到冷链服务上，从产业上下游的角度来看，也不会与运输业上与客户去竞争。比如中集冷链发展到冷库的时候，势必要参与冷库的运营。“当然，这既要平台，又要看合作机会。”

帝国前夜

黄田化说，中集整个冷链发展的战略方向，有两个基本点：一是从单一的集装箱产品制造商，向系统解决方案供应商的转变；二是从低成本竞争策略，向技术牵引策略转变。当两方面的战略转型完成之后，中集冷链的装备环节必然做全，服务领域也会初步建立。这样的战略转型跟中集集团整体的转型升级是一脉相承的。

在未来，中集冷链要在进入的每一个领域都做到前三名，充分掌握技术和市场渠道。“等到中国冷链市场爆发的那一天，中集一定要成为引导者和主导者。”黄田化说。

（本文摘自“中国机电工业网”高原著）



CIMC: A Rising Cold-Chain Empire

Have you ever had this experience: you purchased quick-frozen dumplings from a super market and then went home; when you opened the package, you found that frost in the surface of most dumplings, and some were stuck to each other. Sometimes you bought ice cream, and when you unpacked it, you found it as hard as rock and your spoon was simply too fragile to dig it, so you had to wait for a while until it thawed a little bit.

We might not know or care about these contingencies which are not allowed in the United States or Europe. Why is that?

It is because of cold chain.

“We might not know or care about these contingencies which are not allowed in the United States or Europe. Why is that?”



“等到中国冷链市场爆发的那一天，
中集一定要成为引导者和主导者。”

“When the cold chain market of
China explodes, CIMC will be made
the leader and the commander.”



From cold container, cold vehicle to cold chain

It dates back to 1995 that CIMC first entered the cold chain business. At that time, the dry cargo container business of CIMC was developing rapidly, so the refrigeration container business as a related part was put on the agenda. It was in that moment that Huang Tianhua, Assistant President of CIMC Group and the chief of cold chain business entered the cold-chain-related sector. Back then, CIMC just regarded the refrigeration container business as an extension of the

dry cargo container business, but failed to realize that it had opened a door to another major business.

In 2005, CIMC organized a delegation to go to the United States to observe business practice there. After cautious consideration, the group granted consent to allow Huang Tianhua to try the cold vehicle business in the US market. After comprehensive analysis, the cold vehicle team decided to introduce the popular CKD mode in the automobile industry into the manufacturing of cold vehicles. After a couple of failures,

the team finally made technological breakthroughs and created a brand new CKD mode: the entire vehicle was cut into six main parts which were afterwards transmitted and assembled in the sales locations. Due to special features of the cold vehicle, its delivery radius was no more than 1,000 kilometers, not to mention cross-ocean transport. That's why all cold vehicle producers were locally based worldwide. The innovation achieved by CIMC changed the rigid rule of the business and made CIMC the sole enterprise that was able to operate cross-ocean cold vehicle business in the world.

CIMC: A Rising Cold-Chain Empire

The cold chain ecological circle

So far, CIMC has renamed its cold-chain-related business “the cold chain ecological circle”, which, together with “the natural gas ecological circle”, has become new strategic growth points of CIMC Group. The cold chain sector does not only specialize in the manufacturing of equipments, but also extend outward in terms of product line and value chain of the cold chain ecological circle, and casts its eyesight onto the full industrial chain, in a wish to build a world first-class provider of cold chain equipments and services.

The goal of CIMC is providing whole series of system solutions to clients. Huang Tianhua cited an example to illustrate this goal: CIMC Group has tomato operation bases in Xinjiang and the tomatoes are exported to foreign countries upon maturity. To streamline this business operation, CIMC consolidated relevant resources and designed dedicated equipments for this purpose, and relied on branch companies and 4S shops scattered around to design the transportation routes, take responsibility for whole-process procedures covering pickup through to final transport. CIMC undertook logistic services while providing equipments.

This is only an individual case. So far, CIMC's cold chain sector is not really in service. Huang Tianhua expressed that CIMC would not focus on direct cold chain services although its strategy is to build an entire

cold chain ecological circle; it would not compete with clients in transportation either, viewed from the perspective of the upper stream and the lower stream along the industrial chain, e.g. when the cold chain sector is developed into the cold storage, CIMC would for sure take part in the operation of cold storage. “Of course, this depends on the platform and the cooperation opportunities also.”

Eve of empire

Huang Tianhua reckoned that there are two pivots for the strategic development of CIMC's cold chain sector: the first is conversion from a single container manufacturer into a provider of system solutions; the second is conversion from low-cost competition strategy into the technological traction strategy. When strategic conversions in both sides are completed, the equipment part of CIMC's cold chain sector will be optimized and the service areas will be set up initially. This strategic conversion is in line with the overall conversion and upgrade of CIMC Group as a whole.

In the future, CIMC's cold chain sector will get into top three in every area, and will have full command of technologies and market channels. Huang Tianhua wished, “When the cold chain market of China explodes, CIMC will be made the leader and the commander.”

(Abstracted from “meif.com.cn”, by Gao Yuan)

CIMC Diving Deep in the Atlantic Blue Ocean Economic Circle

中集集团深潜大西洋“蓝海”经济圈

深圳特区报 记者 张宝兴 蓝岸

“大西洋是全球海洋工程人的逐梦之地，北有技术含量最高的欧洲市场，南有含金量最大的南美新兴市场。”过去3年，中集集团新战略重心产业—海洋工程深潜大西洋“蓝海”经济圈，在巴西沿海和挪威北海屡有斩获。就巴西海洋工程市场、挪威北海市场和未来拉美市场等几个话题，中集集团海洋工程部总经理高上接受了深圳特区报远征报道组的采访。

作为传统集装箱生产厂商的中集集团，2010年1月控股烟台来福士海洋工程有限公司，从此跻身全球海洋工程市场。

据高上介绍，2010年11月12日，中集来福士为巴西Schahin石油天然气公司建造的首座半潜式钻井平台“SS Pantanal”，在山东烟台实现交付，为巴西国家石油公司Petrobras进行钻井服务。这个平台是巴西在中国定制的首座半潜式平台，也是迄今为止中巴最大的海上能源装备合作项目。

时隔不到半年，中集来福士为巴西Schahin建造的第二座深水半潜式钻井平台“SS Amazonia”也于2011年4月10日实现交付，经过在大西洋的钻井测试，巴西Schahin公司及ABS美国船级社对该平台品质给予了高标准的评价。

高上认为，前20年，中集把集装箱做到了一个极致的高度，为后来的产业延伸打下了基础。经过最近10年的奋斗，中集进一步积累了经验和资本，有能力向更高端的海洋工程产业链迈进。正是巴西钻井平台业务，让中集发展海洋工程的触角伸入到大西

洋腹地，为后来的深潜大西洋“蓝海”经济圈创造了条件。

在南大西洋开展业务的同时，自2010年10月以来，中集来福士在18个月内连续交付了6座深水半潜式钻井平台，其中有3台是为中海油田服务股份有限公司承建，服务重心坐标开始转向北大西洋。

2012年2月，中集与挪威NSR公司在北京签订维京龙北海深水半潜式钻井平台建造总包合同。拿下维京龙总包合同这个订单，意味着中国海工企业深水半潜式钻井平台总包建造能力赢得国际主流市场认可，标志着“中国制造”已跻身海洋工程技术的高端领域。

北海的磨砺，让中集来福士有了底气。经过3年的快速发展，中集来福士已形成了“一个国家级研发设计中心，三个海工建造基地”的战略布局，拥有大型船坞、大型起重设施及深水码头、先进的驳船等建造深水钻井平台的工艺装备设施，具备了海洋工程项目总装建造的优势。

高上说，把巴西纳入未来战略布局，一是契合我们国家战略，海洋工程现在已经列入国家重点扶持的战略性新兴产业。其次是符合中集集团的整体发展战略。随着巴西经济的发展，贫困人口的不断减少和中产阶级的崛起，再加上2014年世界杯和2016年奥运会在巴西举行，巴西将释放出巨大的消费需求，中集产业链条长，产品及服务门类齐全，对巴西市场适用性强。





“The Atlantic Ocean is the dream land for oceanic engineers worldwide. In the north, it is the European market with the highest technological content, in the south, it is the South America emerging market with the greatest potential.”

CIMC Diving Deep in the Atlantic Blue Ocean Economic Circle

Zhang Baoxing, Lan An from *Shenzhen Special Zone Daily*

“The Atlantic Ocean is the dream land for oceanic engineers worldwide. In the north, it is the European market with the highest technological content, in the south, it is the South America emerging market with the greatest potential.”

In the past 3 years, the new strategic focus business of CIMC-ocean engineering dived deep in the Atlantic “Blue Ocean” economic circle, and made some accomplishments in offshore Brazil and North Sea off the coast of Norway. Gao Shang, General Manager of Ocean Engineering Department of CIMC, had an interview with the expedition

reporting team of *Shenzhen Special Zone Daily* covering topics like the Brazilian ocean engineering market, the Norwegian North Sea market and the futuristic Latin America market.

As a traditional container manufacturer, CIMC Group controlled Yantai Raffles Ocean Engineering Co., Ltd. in Jan. 2010, and thus had the access to the global ocean engineering market.

According to Gao Shang, CIMC Raffles delivered the first semi-submersible drilling platform “SS Pantanal” ordered by Brazil’s Schahin Petroleum & Natural Gas Corporation in Yantai, Shandong. The platform would be used by Brazilian state-

owned petroleum giant Petrobras in drilling applications. It is the first semi-submersible platform ordered by Brazil in China, and is the biggest offshore energy equipment cooperation project between the two countries so far.

Less than half a year later, the second deep water semi-submersible drilling platform “SS Amazonia” built by CIMC Raffles for Brazil was delivered in April 10th, 2011. After it underwent the drilling test in the Atlantic, Schahin and ABS-American Bureau of Shipping gave high ratings regarding the platform’s quality.

Gao Shang thinks that in the previous two decades, CIMC has made the container

business to an extreme height, laying the foundation for business extension in the future. Especially in the latest 10 years, CIMC further accumulated more experiences and capitals, and obtained the capacity to reach upward along the more high-end ocean engineering industrial chain. The Brazilian drilling platform business sent CIMC’s ocean engineering sector to the hinterland of the Atlantic and created conditions for diving deep in the Atlantic “Blue Ocean” economic circle in the future.

While doing business in the southern Atlantic, CIMC Raffles successively delivered 6 deep water semi-submersible drilling platforms within 18 months since October, 2010, among which 3 were ordered by China National Offshore Oil Corp, indicating the service focus moving toward the northern Atlantic.

In February, 2012, CIMC and Norwegian NSR Corporation signed a general contractor contract about Wiking Dragon North Sea deep water semi-submersible drilling platform. This indicated that the international mainstream market recognized Chinese ocean engineering enterprises’ capacity to manufacture deep water semi-submersible drilling platforms and signaled “Made in China” had set foot in the high-end ocean engineering market.

The practice in North Sea made CIMC Raffles quite confident. After three years of rapid development, it has made the strategic layout of “one state-level R&D and design center, three ocean engineering manufacturing bases”, and has in command advanced equipment and facilities, like large-scale dockyards, large-scale hoisting facilities, and deep water docks, and

advanced barges for building deep water drilling platforms. CIMC Raffles has had the qualification of general contract and manufacturing ocean engineering projects.

Gao Shang said that the incorporation of Brazil into the futuristic strategic layout has two implications: first, it is line with our state strategy as ocean engineering has become a key strategic emerging industry under state support; second, it is line with the overall developmental strategy of CIMC Group. As the Brazilian economy goes forward, the poverty population diminishes and the middle class arises, and World Cup will be held in 2014 and the Olympic Games will be held in 2016 in Brazil, the country will unleash tremendous demand for consumption. CIMC has a long industrial chain, diversified products and services appropriate for the Brazilian market.