

CIMC Interim Results of FY2018

2018.08 Shenzhen CIMC

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Business Review





CONTENT





Key Business Highlights

The World-Leading Supplier of Logistics Equipment & **Energy Equipment and Services**

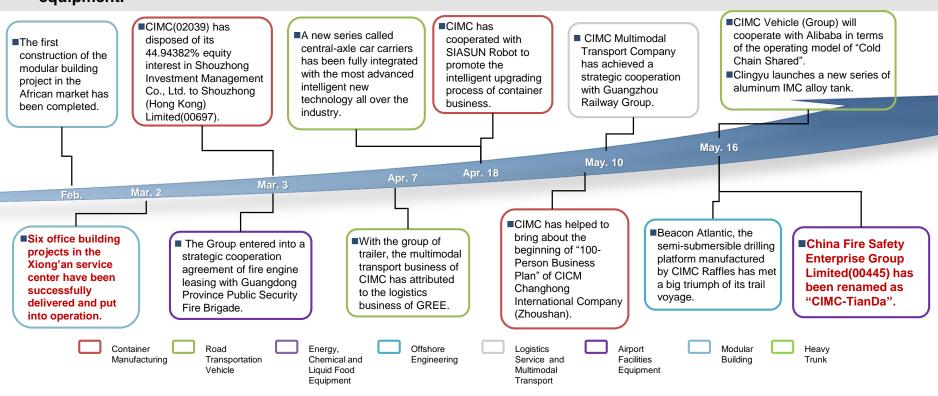


PART ONE

Strategic Dynamics Memorabilia



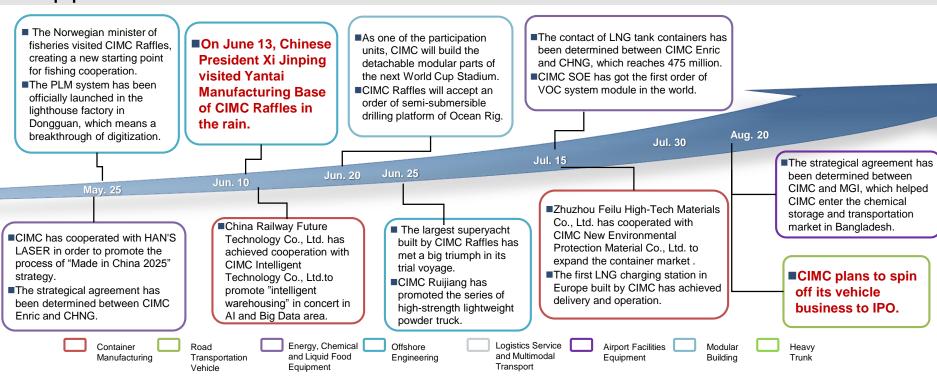
■ After many years of deep cultivation in existing fields and acquisitions in external fields, CIMC has had the vision and ability of forward-looking layout, and has formed an industrial structure dominated by high-end logistics equipment.



Strategic Dynamics Memorabilia



After many years of deep cultivation in existing fields and acquisitions in external fields, CIMC has had the vision and ability of forward-looking layout, and has formed an industrial structure dominated by high-end logistics equipment.







Containers



Energy

Vehicles





Energy, Chemical & Food Equipment

Airport Facilities



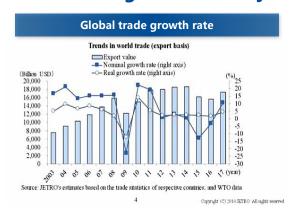


Offshore

Logistics industry



Focusing on 2018, CIMC has maintained a well growth in the related logistics industry.



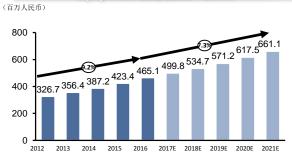


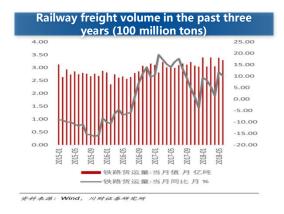


Heavy truck sales hit a record high in 2017

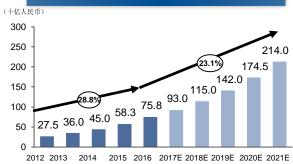








Scale of China's MHS market, 2012 - 2021E



Key Business Highlights





Keep insisting on implementing the strategy of "Manufacturing + Service + Finance"



Container Manufacturing —— Completed waterbased paint renovation tasks



Road Transportation Vehicle —— Upgraded ••• technology and enhance global capabilities



Energy, Chemical and Liquid Food Equipment —— CIMC Enric has established a business landscape featuring "the world' s local CIMC" in China and Europe.



Offshore Engineering —— "Non-oil Marine Business" + "Independent design and development of high-end Marine



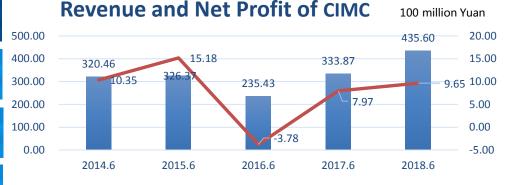
Logistics Service ——Focusing "Belt and Road" initiative, multimodal transport achieved breakthroughs



Heavy Truck ——**Formulated the "one store, one** policy ", realised growth in sales volume



Airport Facilities Equipment ——Gained steady growth, established a new model of "equipment" + finance + service" for the fire engine business.



Not Drofit

0.3061

— ке	venue	Net Profit	
	Increase / decrease (%)	2018 (Jan. to Jun.) (unaudited)	2017 (Jan. to Jun.) (unaudited)
Operating income (thousand Yuan)	30.47	43,560,398	33,387,152
Net profit attributable to shareholders and other equity holders of the Company (thousand yuan)	21.14	965,397	796,898
Gross profit margin (%)	-4.62%	13.79%	18.41%
Return on equity (ROE)	0.19	2.95%	2.76%
Earnings per share			

19.85

(EPS) (yuan) 0.2554



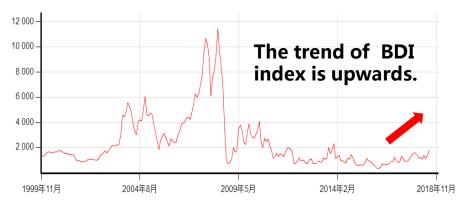
Business Review

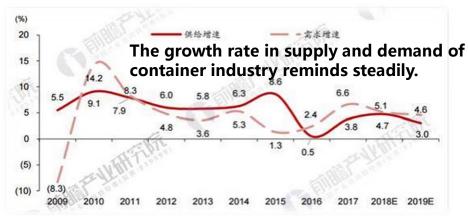
Container . Energy and Other Business



Container Manufacturing Industry



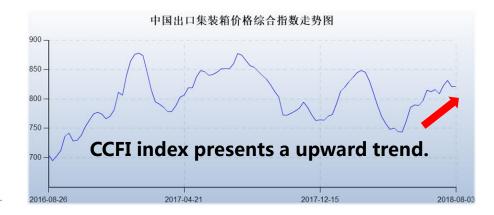




世界集运市场运量运力增长率

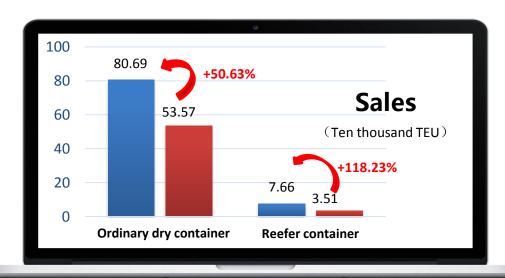
单位:%

年份	运量增速	运力增速
2014年	5.4	6.9
2015年	2.2	8.0
2016年	4.2	1.2
2017年	5.7	3.8
2018年年底(预测)	5.2	5.0





	Increase / decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	60.16	160.94	100.49
Net profit (100 million Yuan)	-68.64	2.14	6.81



CIMC

Leader of the global container manufacturing industry;

Remained at No. 1 since 1996;

Market share exceeded 45% around the world;

Own the capacity to produce full series of container products with **independent** intellectual property rights.

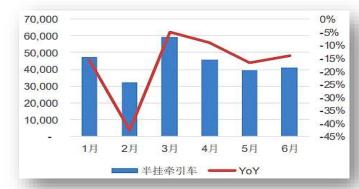
Own 14 container manufacturing industrial parks in three regions of north China, east China and south China

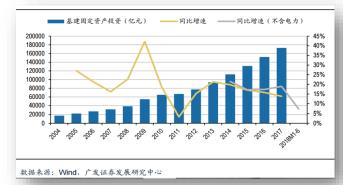
- 9 factories for Dry Cargo Containers
- 6 factories for Special Containers
- · 3 factories for Reefers Containers



Trailer purchase tax halved, accelerating the development of the drop and pull transport mode Better Market with Promising Industry Prospect

Semi-trailers' Sale and Growth Rate from Jan. to Jun. in 2018 Infrastructural Investment and growth rate in China (100 million yuan)































No. 5 in the Semitrailers industry in North America

No. 3 in the Semitrailers industry in Europe

CIMC Vehicle (Group) will apply for IPO.

CIMC Vehicle

Set up 25 R&D base and covered markets in China, North

America, Europe and Emerging Market;

Developed different product lines for special vehicles consisting of 10 series and more than 1,000 models.

CIMC

No. 1 in Semi-trailers industry in terms of **global market share**;

Remained at No.1 in the Semi-trailers industry of **China** for consecutive years;

13000 staff;

Annual output exceeds **200000**;

"the World' s Local CIMC"

No.3 in the Semi-trailers industry in Australia

No.1 in the

industry in

China

Semi-trailers

<i>></i>	Increase / decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	18.62	115.29	97.20
Net profit (100 million Yuan)	10.24	6.26	5.68
Sales volume (ten thousand units)	12.93	9.20	8.15

Global Energy, Chemical and Liquid Food Equipment industry



Enormous Potential in Global LNG Market; Upgrading Energy Structure

+ Environmental Protection Demand

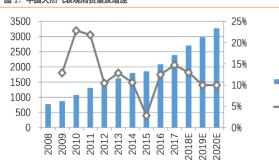
Demand of Natural Gas Increased in Domestic Market

According to the forecasts, the annual growth rate of natural gas consumption demand is expected to remain at 2% until 2030, while the annual growth rate of coal and oil is only 0.7%. By 2035, natural gas is expected to account for 25% of the world's primary energy consumption, far more than coal and oil.









■ 表观消费量(亿 方) ● 表观消费量增速

- Demand: From January to May this year, Chinese natural gas consumption increased by 17.8% year-on-year to 22.53 billion cubic meters, driven by the policy of "replacing coal with gas".
- Supply: The D line in central Asia and the east line between China and Russia will be put into operation successively from 2019 to 2020. After the concentrated production of the LNG receiving station in 2018, the new increment in 2019 will slow down as well. Domestic gas production has been greatly increased since this year.

资料来源: wind, 天风证券研究所

Energy, Chemical and Liquid Food Equipment Business



No.1 in Global ISO Liquid tank industry;

No.1 in China in terms of high pressure gas storage and transportation equipment;

No.1 in cryogenic equipment industry of China;

No.1 in Chinese energy storage and transportation equipment industry in terms of LNG、CNG、LPG;

A global leader in the turnkey project of the brewery.

Energy equipment: CNG High pressure vessel, CNG trailer, LNG trailer and vessel, LNG gas station, LPG trailer and vessel,

LNG Compressor, project engineering service

Chemical equipment: Chemical equipment, Tank containers for liquefied gases and cryogenic liquids

Liquid Food Equipment: Stainless steel processing tanks and storage tanks, project engineering services





	Increase / decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	22.23	61.86	50.61
Energy equipment	16.26	25.16	21.64
Chemical equipment	24.64	17.00	13.64
Liquid food	28.41	14.10	10.98

2.99

475.00

Net profit

(100 million Yuan)

0.52

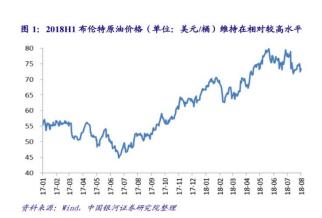
Oil prices recovered, leading offshore engineering industry reappear to vitality.

Excessive supply drives fierce competition in global industry.

With transformation and upgrading, industrial model optimized and meet the opportunities.

- Owing to the ultra-anticipated production cut of OPEC in the first half year of 2018, the crude oil market maintained a good upward trend with the international oil price returned to \$70 per barrel. In the long term, the oil market is still in a slow recovery trend, with shock upstream continued.
- More investment in research and development; Accelerate the accumulation and development and application of new forward-looking equipment; Optimize production management and enhance competitive advantage.









Offshore Engineering Business

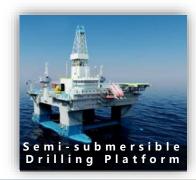


	Increase / decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	-35.10	7.88	12.15
Net profit (100 million Yuan)	-	-7.06	-5.50

CIMC Raffles: The domestic offshore enterprise with the most complete overseas layout, The only offshore enterprise with overseas experience in general assembly delivery, also the presentative of China marine leading enterprise.

"4 R&D centers& 3 manufacturing bases": Achieved industrialization through informatization, realized intelligent connection from design to production, and built a platform - based innovation system ultra-deep water semi-submersible double-rig drilling named "Blue Whale 1", shouldering heavy responsibilities in the first test of the sea area gas hydrate of our country. In 2017, CIMC Raffles accomplished the delivery of the world's most advanced.

Advanced manufacturing industry investment fund: CIMC is the first Marine engineering equipment enterprise invested by this national industrial fund, which has been operated independently by SDIC innovation investment management co. LTD, with an accord ratified in 2016 and 1000 million RMB absorbed.









Marine Engineering Platform delivery















An excellent leader on the Chinese ocean engineering market;

3 manufacturing bases in Yantai, Haiyang and Longkou; 4 R&D centers in Sweden, Norway, Shanghai and Yantai.



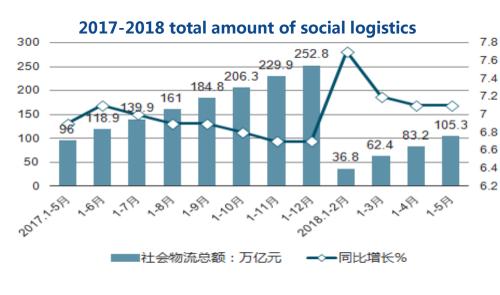
General secretary Xi Jinping visited and inspired CIMC Raffles

On June 13, President Xi Jinping, general secretary of the Communist Party of China Central Committee, visited Yantai Manufacturing Base of CIMC Raffles in the rain, encouraging the company to achieve further breakthroughs by emphasizing independent innovation and self-dependence.

The development of marine economy and marine scientific research is one of the important strategy to be a strong country.

Logistics Service

CIMC中集



Anti-Globalization, **Energy Conversion of Trade**, Challenge in Traditional Logistics

	Increase / decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun
Operating income (100 million Yuan)	8.30	40.63	37.51
Net profit (100 million Yuan)	45.65	0.84	0.57

Source: open data collation









Heavy Truck

CIMC中集



	Increase/ Decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	26.26	16.20	12.83
Net Profit (100 million Yuan)	-	0.05	-0.43
Sales (units)	24.45	5,523	4,438

数据来源:中汽协,第一商用车网,东北证券

First Profit in the First Half Year
Focus on Differentiation in Domestic Market
Stabilize the present market and expand the new
market in global market.





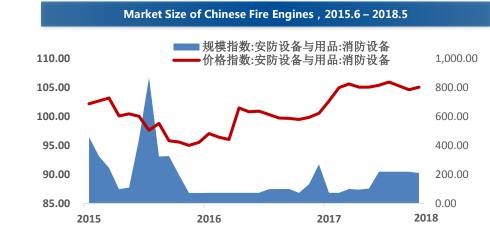


- In the first half of 2018, the demand in the heavy truck market maintained rapid growth, which was mainly attributable to the following driving factors:
 - (1) Investments in fixed assets, particularly those for infrastructure, maintained stable growth;
 - (2) From 1 July, carriers that fail to comply with regulations are banned from use on roads;
 - (3) Several local governments either banned National III diesel-powered vehicles from entering cities or encouraged.

Airport Facilities, Fire and Rescue and Logistics Equipment







2014 Profit of Automatic Parking System, 2012-2021E

2015

2016

2017E

2018E

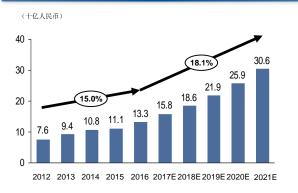
2019E

2020E

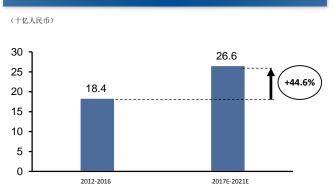
2021E

2012

2013



Revenue in GSE Market, 2012 – 2021E



Market Size of MHS in China, 2012 - 2021E

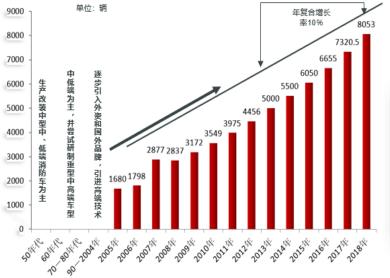


Airport Facilities





Annual Demand for Fire Engines



	Increase/ Decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	48.12	17.49	11.81
Net profit (100 million Yuan)	-	0.85	-0.04











Establish Industrial Ecosystem of "Big Leader +Innovation" with CIMC Characteristics

From being renamed CIMC Skyspace Real Estate, to building the strategic cooperation with Country Garden, and to establishing an industry business department, CIMC Skyspace Real Estate focused on Industrial Park Business, CIMC Skyspace Real Estate provided operation service for all the industrial parks existing, and controlled 65% of them as its own industrial development carriers, forming whole cycle service capacity throughout the whole industry Increase/ dev

Focus on Industrial Park Business and Strive to be a "Industrial Park Operation Expert"

Until now, CIMC Skyspace Real Estate has constructed an accurate investment attraction system; built two-way cooperation and sharing mechanism of "CIMC and CIMC Skyspace Real Estate, Headquarters and Projects, Parks and Enterprises, Units and individuals"; strengthen the operation capacity, sticking to the principle of "Offline support, online feedback" to drive the continuous growth of intelligent operation platform; optimized asset management, supported the strategic transformation of de-real estate, improved "hematopoietic" function by using financial instruments such as REITS, ABS, CMBS, etc.

evelopment period.	Decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	-46.26	1.60	2.98
Net profit (100 million Yuan)	-41.56	0.38	0.65

	Increase/ Decrease (%)	2018 (Jan. to Jun.)	2017 (Jan. to Jun.)
Operating income (100 million Yuan)	-8.63	10.49	11.48
Net profit (100 million Yuan)	-40.67	3.06	5.16



Financial Deleveraging Progress Pushed Forward & Financial Business Optimized

- CIMC Financial Leasing Company: adhered to the strategic positioning of "the integration of industry and finance"
 - (1) risk management and control: adhered to the strategy of "quality first, prudent risk management";
 - (2) financial innovation: in June 2018, established financing channels of leased assets and secured funding resources for the company's development.
- CIMC Finance Company: provide capital support for group development
 - (1) made additional financial investment of nearly RMB6,600 million in the first half of the year;
 - (2) continued to improve the precision level of its financial services, formulated specialized financial service plans with respect to the characteristics of industrial development to enhance the efficiency and effectiveness of the Group's utilization of capital;
 - (3) fully implemented the regulatory policy requirements to risk prevention, strengthened the awareness in risk management and control so as to ensure the stable development of the Group's financial business.

Modular Building & Multimodal Transport



With "Manufacturing + Finance + Service" Triple Business Model, Modular Building Business of Group Sustained Stable Development.

- International Market: further expanded into new markets in various countries and regions including the UK, the US, Australia, New Zealand, Iceland and Hong Kong; UK market became more and more mature; American market saw the first delivery of project; the construction of the Djibouti project in the African market has been completed; In the Australian and New Zealand market, we have got access to high-rise hotel buildings and public safety service facilities sector; in the Scandinavian and Iceland market, we met all qualification requirements and successfully attracted interests of prospective buyers to place orders.
- Domestic Market: Xiong' an service centre has been successfully delivered and put into operation; pushed forward technological access to the Hong Kong market simultaneously in an orderly manner, and obtained the signature CIC Zero Carbon Building project; cooperated with the China Association for Engineering Construction Standardisation to complete the amendments to the "Box Steel Structure Integration Building Technology Procedures" which has entered the phase of opinion collection online and is expected to be issued and implemented on schedule during the year.

- ◆ Channel Network Distribution: businesses encompass regions in East, South, Central, South-west, North-west and North China;
- ◆ Vessel Transportation Platforms: rapidly increasing controllable vessel shipping capacities have helped facilitate the establishment of vessel transportation platforms and promote the integration and efficiency of transportation business for bulk cargo along the coast;
- Cargo Collection and Distribution System: based on the layout of railway routes, continuous investment has enabled CIMC Multimodal Transport Company to effectively integrate public resources and further enhance warehouse distribution capabilities;
- ◆ Railway Stations: a quickened pace of enhancement of the platform for business operations and management, continuing to promote the practical application of the Internet, IoT and other new technologies.

Adapt to national reform of transport systems, opportunities appeared in the multimodal transport business.



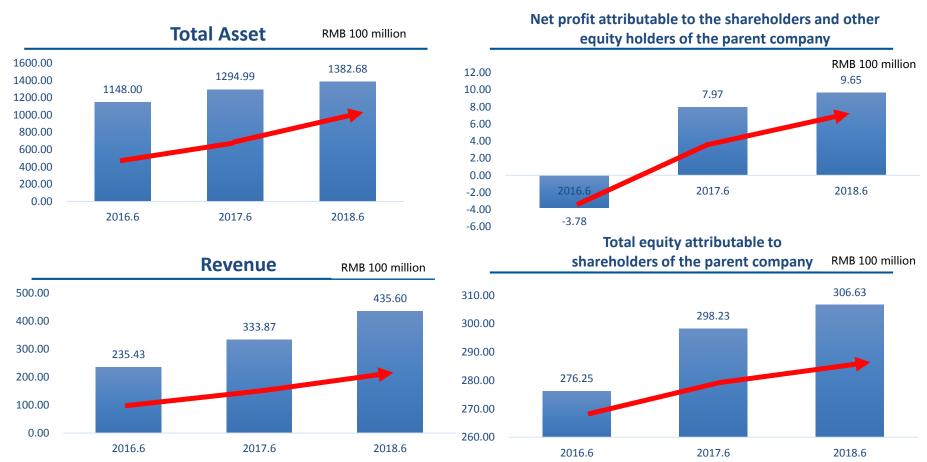
Financial Reflects

"Strong Strength & Steady Performance"



Financial Reflects (unaudited)





Financial Reflects

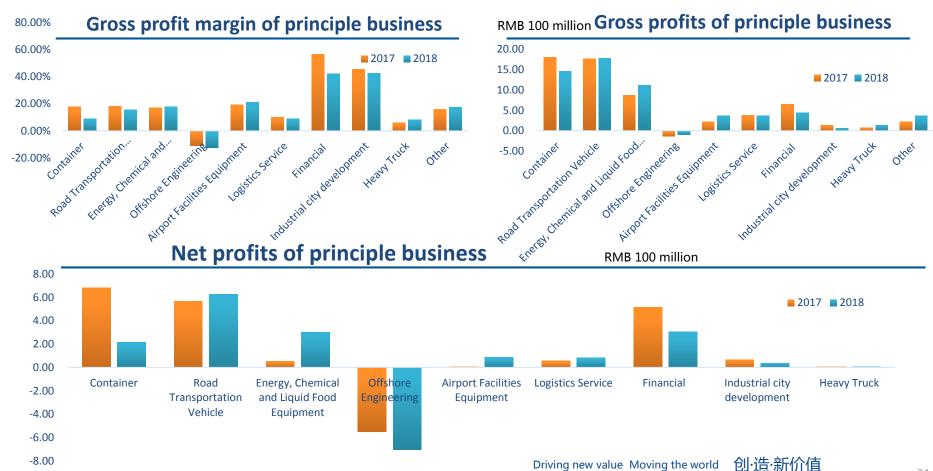


By the end of June 30th (RMB 100 million)	As at the end of the Reporting Period (30 June 2018) (unaudited)	As at the end of the previous year (31 December 2017) (audited)	Change(%)
Total assets	1,382.68	1,306.04	5.87
Total liabilities	966.22	873.67	10.59
Short-term borrowings	218.03	153.17	42.34
Long-term borrowings	246.97	241.40	2.31
Total equity attributable to shareholders of the parent company	306.63	324.61	-5.54
Total shareholders' equity	416.46	432.37	-3.68
Gearing ratio	69.88%	66.89%	2.99

By the end of June 30th (RMB 100 million)	FY2018 (Jan. to Jun.) (unaudited) (Jan.	FY2017 to Jun.) (unaudited)	Change(%)
Net cash flows from operating activities	(8.56)	(6.68)	-28.14
Net cash flows from investing activities	(22.78)	(15.08)	-51.06
Net cash flows from financing activities	27.45	18.76	46.36

Financial Reflects







Future Outlook

"Intelligent Manufacturing + Intelligent Logistics"



Container Manufacturing



Based on the latest prediction of CLARKSON, the growth of global container trade and shipping capacity will both be 5.3% in 2018. Market supply and demand are kept in balance. In addition, as a result of significant rise in oil prices, this will, to some extent, affect customers' willingness to purchase containers. However, it is expected that demand for containers will remain relatively high throughout the year.

The Group will further accelerate the upgrading and transformation of production lines for containers through intelligent manufacture upgrading projects. The Group will continue to seize the opportunity of industry cycle recovery, and balance the relationship between market size, market share and profits.

Road Transportation Vehicle



In the second half of 2018, as the US economy will be in an overall uptrend, the market demand for maritime skeletal trailer replacement remains strong. The European economy will maintain the momentum of recovery, while lots of external uncertainties still linger on, such as rate hikes and reduction of balance sheet by the Fed, trade tensions between China and the United States, as well as turbulence in the financial markets of emerging economies. Domestically, as central-axle car carriers are exposed to the policy of restricting emission levels, replacement demand still records significant growth. In addition, national measures such as restrictions on subsidized demolition of shanty towns will restrain property development. It is expected that the growth of demand for construction vehicles will slow down compared with the first half of the year.

CIMC Vehicle (Group) will continue to carry out the advanced business philosophy of "Global Operation 2.0",the Group will launch a "compdrehensive transformation of the organization" as well as building global supply chain. In respect of the North American market, draw on the low manufacturing cost in China, enhance the overall quality of supply chain and realize manufacturing vehicles in the U.S. In emerging markets, the Group will put emphasis on exploring and cultivating key markets.

Energy, Chemical and Liquid food equipment Business



Along with China's increasingly stricter requirements on transportation safety of hazardous chemicals and greater legal awareness on environmental protection in recent years, relevant state authorities continued promulgating policies to encourage the development of tank container multimodal transport. These policies will be beneficial to the increase in penetration rate of tank containers in China's logistics industry.

In the second half of 2018, CIMC Enric will continue to adhere to the course of its core business of "equipment manufacturing + construction service + comprehensive solutions" and actively work with state policies to expand market share. CIMC Enric's energy equipment and construction business will actively deploy its operation in the upstream, mid-stream and downstream of the industry chain and focus on constructing unconventional natural gas processing, LNG receiving terminal stations, city peak reserve, LNG tank container multimodal transport and other solutions. In terms of the chemical equipment business, under the premise of consolidating its leading position in the standard tank container market, CIMC Enric will vigorously expand the application scope of special tank containers, and attempt to enter the circular economy of solid waste. In terms of the liquid food equipment and construction business, CIMC Enric will utilise advantages in core technologies and EPC general contracting to expand the global market and the non-beer food equipment and engineering business development through all dimensions of the beer industry chain and liquid food business.

Offshore Engineering



In the second half of 2018, offshore oil and gas development activities will further increase; market supply and demand continues to improve, and utilisation rate of drilling platforms continues to recover. However, oversupply still exists in the current market, and substantial rebound in rentals is hard to achieve in the short term. Given the limited demand for building new drilling platforms and offshore engineering ships for oil and gas development purpose, floating production platforms and offshore engineering ships for non-oil and gas development purposes will account for the majority of orders for a certain period to come.

The Group will continue to actively carry out business transformation and distribution of the offshore engineering business by focusing on the oil and gas industries and expanding into a diversity of relevant businesses: (1) destocking: pursuing leasing and disposal of idle assets; (2) structure adjustment: focusing on the offshore business, pursuing product diversification and developing new strengths by expanding into new business; (3) management upgrade: carrying out lean management of offshore engineering business by adopting high benchmarks in vessels and offshore engineering.

Logistics Services



In the second half of 2018, the trade war between the US and China will continue to escalate, while uncertainties for foreign trade and the import and export business still loom large. However, with national policies in favour of the import and export business, including tariff cuts and customs clearance integration being launched in succession, and proactive promotion of multimodal transport and railway reform, the logistics business embraces good development opportunities. Meanwhile, the rise of the middle class also boost the demand for cross-border e-commerce year by year, and modern service industry such as cross-border logistics is expected to become a new economic driver.

The logistics segment will further focus on its strategies and optimize its structure under the principle of "Strategic focus, succession and upgrade, coordination and development and progressing with small steps". The Group will actively promote the optimization of segment structure and strengthening of the core team. Based on China's "Belt and Road" initiative, and through acquiring core resources. The Group will also facilitate innovative businesses such as cross-border logistics. By promoting business digitalization and the development of an information platform, improving comprehensive logistics solutions.

Heavy Truck



In the second half of 2018, the heavy truck market is expected to enter low-season from a relative standpoint. The demand for construction vehicles, which was strongly boosted by construction commencements remaining at high levels in the first half of the year, is expected to decrease in the second half of the year due to slower growth in existing infrastructure and real estate investment. In addition, the demand for logistics vehicles arising from road freight transportation is also expected to fall.

C&C Trucks will continue to carry out its work by centering on the operational principles of "market-oriented, efficiency first, risk management, management standardization and integrity-centric".

(1) In terms of sales, the Group will fully draw on its market network and efficiently develop the market, extend the mode of sale for mixer trucks where coordinated efforts from other members of the Group will be involved. (2) In terms of products, the Group will adopt a comprehensive strategic layout of its LNG (fueled by natural gas) products. (3) In respect of services, the Group will raise the response efficiency of its terminal service to boost sales. (4) In respect of internal management, the Group will build a fast-response implementation mechanism to promote the core SBU management and control models.

Airport Facilities Equipment



In the second half of 2018, the global airport business is expected to grow steadily, and it is expected that the boarding bridge and peripheral business and the GSE business will benefit as the Ministry of Defense opens up more airspace. In the global fire and safety industry, with lifting and special use vehicles as the main profitable points of interests. The automated logistics business will continue to grow with further improvements in smart technology applications. In addition, the level of smart applications in various industries has also been gradually improving.

It is expected that the newly expanded three-dimensional bus garage business will usher in a brand new market.

Building on its effort to consolidate the airport facilities equipment business, the Group will capitalize on two major drivers, automation and urbanization, and focus on developing the fire and rescue business, further extending the application range of its automated logistics business. GSE product lines will be further improved through business acquisition when opportunity arises.

The Group will continue to seek strategic mergers and acquisitions opportunities for the fire and rescue business, while taking forward its business plans and pursue synergistic integration,

Industrial City



In the second half of 2018, the Group's industrial city development business will focus further on enhancing and building its capabilities in business procurement, operation and asset management of industrial parks. Meanwhile, the Group will realize an optimal mix of asset-light and assetheavy businesses for its industrial city integrated development projects. The Group will actively drive the expansion and implementation of its asset-light projects, improve operation and service capabilities as well as expand the management scale of industrial parks.

In the second half of 2018, the Group will follow its plan to enhance development and implementation of new projects for integrated development of industrial cities, push forward effective implementation of major projects in Qianhai and Shanghai and establish foundation for the tuture development of industrial cities; while further enhancing the implementation of new projects of integrated development of industrial cities, actively push forward implementation of the "three districts and one alley" project in Jiangdu District, Yangzhou and the cold chain technology industrial park project in Jiaozhou and the development of various projects.

Financial Business



In the second half of 2018, numerous external uncertainties will still persist, and the domestic economy will face increased downward pressure, With the dual emphasis on financial eleveraging and regulation, opportunities come with challenges for domestic financial leasing enterprises. On the one hand, they will be confronted with operating pressure and challenges in terms of funds and assets; on the other hand, they will focus back on the leasing business, be more down-to-earth in industrial operations, change their development model and improve the quality of development.

CIMC Financial Leasing Company will continue to deepen the coordination of industry and finance, strive to promote the development of business professionalization, and continue to deepen its comprehensive risk and management system, gradually develop a diversified financing system and financing capability, strengthen the efficiency and service of middle and back office operations. Based on the operating theme of "Service, Sharing, Innovation, and Leaping", and adhering to its principle of serving the people, CIMC Finance Company will improve the quality and efficiency of global capital management services, promote the industry chain financial services, adhere to the risk bottom line and promote the business development of the Group.

Driving new value Moving the world



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