

CIMC 中集车辆

中集车辆(集团)股份有限公司
股份代码: 301039.SZ/1839.HK

CIMC VEHICLES

CIMC Vehicles (Group) Co., Ltd.
Stock Code: 301039.SZ/1839.HK



中集车辆(集团)股份有限公司
CIMC Vehicles (Group) Co., Ltd.

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全球领先的半挂车与专用车 高端制造企业

THE WORLD'S LEADER IN THE
SOPHISTICATED MANUFACTURING OF
SEMI-TRAILERS AND SPECIALTY VEHICLES

中国道路运输装备高质量发 展的先行者

A PIONEER IN THE HIGH-QUALITY
DEVELOPMENT OF ROAD TRANSPORT
EQUIPMENT IN CHINA

中国新能源专用车领域的探 索创新者

AN EXPLORER AND INNOVATOR IN NEW
ENERGY SPECIALTY VEHICLES IN CHINA

中集车辆（集团）股份有限公司于 2002 年开始生产及销售半挂车，自 2013 年起连续 10 年保持半挂车产销量全球第一

中集车辆的六大业务或集团包括：深耕全球半挂车市场的“灯塔先锋业务”、“北美业务”以及“欧洲业务”，聚焦专用车上装以及厢体高端制造的“强冠业务集团”、“太字节业务集团 - 渣土车业务”以及“太字节业务集团 - 城配厢体业务”。目前业务范围覆盖全球四大主要市场、40 多个国家和地区，在国内外拥有 25 家“灯塔”工厂

在全球半挂车市场，灯塔先锋业务深耕半挂车市场的七大系列半挂车产品，运营着“中集灯塔”、“先锋系列”、“通华”、“华骏”、“梁山东岳”以及“挂车帮”等行业知名品牌。在北美，运营着“Vanguard”、“CIE”知名品牌；在欧洲，运营着“SDC”与“LAG”品牌

在专用车上装以及厢体市场，公司引领行业道路运输装备的发展潮流。强冠业务集团运营着“瑞江罐车”、“通华罐车”、“凌宇汽车”以及“山东万事达”等品牌；太字节业务集团 - 渣土车业务生产与制造渣土车和载货车产品，是中国专用车上装委改业务的先行者；太字节业务集团 - 城配厢体业务，运营着“太字节”品牌，为客户提供引领城市配送与冷链物流行业发展的高品质产品与服务



Since 2002, the Company has manufactured and sold semi-trailers. It ranked first in the world in terms of production volume of semi-trailer for the tenth year in a row since 2013

The Company had six major businesses or groups, namely “Light Tower Pioneer Business”, “North American Business” and “European Business” engaged in the global semi-trailer market, “Champion Tanker Business Group” with a focus on sophisticated manufacturing of truck bodies for specialty vehicles and van truck bodies, “TB Business Group – Dump Truck Business” and “TB Business Group – Urban Distribution Van Truck Bodies Business”, covering four major markets in the world, more than 40 countries and regions, and had 25 “Light Tower” Plants at home and abroad

In the global semi-trailer market, Light Tower Pioneer Business was deeply engaged in seven series of semi-trailer products in the semi-trailer market, and operated well-known brands including “CIMC Light Tower”, “Pioneer Series”, “Tonghua”, “Huajun”, “Liangshan Dongyue” and “Vanguard Trailer Rental.” In North American, the Company operated well. In European, the Company operated “SDC” and “LAG” brands

The Company led the development trend of road transport equipment in the market of truck bodies for specialty vehicles and van bodies. Champion Tanker Business Group operated brands including “Ruijiang Tanker”, “Tonghua Tanker”, “Lingyu Automobile” and “Shandong Wanshida.” TB Business Group – Dump Truck Business produced and manufactured dump truck and cargo truck products and was a pioneer in the business of retrofitting of truck bodies for specialty vehicles in China. TB Business Group – Urban Distribution Van Truck Body Business produced and manufactured refrigerated van body, dry van body, and operated the “TB” brand, it provided customers with high-quality products and services that led the development of urban distribution and cold chain logistics industries

业务与产品

BUSINESSES AND PRODUCTS

在全球主要市场开展七大类半挂车的生产、销售和售后市场服务，连续 10 年蝉联全球第一
Engage in the manufacture, sale and after-sales services of seven major categories of semi-trailers in global major markets, the Company ranked first in the world, for the tenth year in a row.

灯塔先锋业务
Light Tower Pioneer Business
“通华”“华骏”“先锋系列”“中集灯塔”等
“Tonghua”, “Huajun”, “Pioneer Series”, “CIMC Light Tower” etc.

北美业务
North American Business
“Vanguard” “CIE”

欧洲业务
European Business
“SDC” “LAG”



① 集装箱骨架车
Container chassis trailers



② 平板车及其衍生车型
Flatbed trailers and relevant derivative types



③ 侧帘半挂车
Curtain-side trailers



④ 厢式半挂车
Van trailers



⑤ 冷藏半挂车
Refrigerated trailers



⑥ 罐式半挂车
Tank trailers



⑦ 其他特种类别半挂车
Other special types of trailers

专用车上装与厢体市场，引领行业道路运输装备的发展潮流

Led the development trend of road transport equipment in the market of truck bodies for specialty vehicles and van bodies.

强冠业务集团
Champion Tanker Business Group
“瑞江罐车”“通华罐车”“山东万事达”“凌宇汽车”等
“Ruijiang Tanker”, “Tonghua Tanker”, “Shandong Wanshida”, “Lingyu Vehicles” etc.

太字节业务集团 - 渣土车业务
TB Business Group - Dump Truck Business

太字节业务集团 - 城配厢体业务
TB Business Group - Urban Distribution Van Truck Bodies Business
“太字节”
“Terabyte”



混凝土搅拌车
Concrete mixer truck



液罐车
Liquid tank trailers



粉罐车
Dry bulk tank trailers



城市渣土车
Urban dump truck



干货厢体
Dry van truck bodies



冷藏厢体
Refrigerated van truck bodies

涉及物流运输、工程机械、城市配送、冷链物流、新能源车辆等领域，全系列品牌覆盖从低端、中端到高端产品
Covering various fields such as logistics & transportation, construction machinery, urban distribution, cold chain logistics, and new energy vehicles, full range of brands covering from low, middle- to high-end products

开启第三次创业

KICK OFF THE THIRD VENTURE

第一次创业 (2002年-2009年)

- 2002年，麦伯良董事长率领中集车辆开启了半挂车业务的天使轮融资
- 李贵平总前往中集车辆第一家自建工厂深圳中集，担任第一任总经理，开启了北美业务版图
- 国内业务快速成长：建设深圳专用车、青岛冷运、中集江门等；收购扬州通华、驻马店华骏车辆、山东中集等半挂车企业
- 建立专用车上装和冷藏厢式车厢体业务类别
- 业务范畴是集装箱运输半挂车以及罐式半挂车，经营模式以中国+出口
- 营收规模在人民币130-160亿元，盈利水平在人民币5-6亿元

The First Venture (2002-2009)

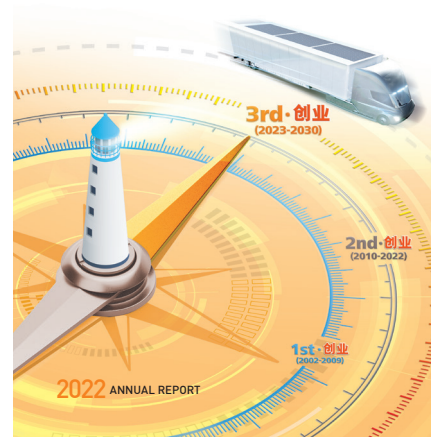
- In 2002, Chairman Mai Boliang led CIMC Vehicles to open the angel round venture of semi-trailer business
- Li Guiping went to CIMC Shenzhen, the first self-built factory of CIMC Vehicles. As the first general manager of CIMC Shenzhen, he kicked off the North American business map
- Rapid growth of domestic business: construction of CIMC Shenzhen, Qingdao Reefer, CIMC Jiangmen etc.; acquisition of semi-trailer enterprises such as Yangzhou Tonghua, Zhumadian Huajun Vehicle and Shandong CIMC. Establish the business categories of truck bodies for specialty vehicles and refrigerated van bodies
- Business category is container transport semi-trailers as well as tank semi-trailers, with business model of China + export
- Revenue scale in RMB 13-16 billion, profit level in RMB 500-600 million

第三次创业 (2023年-2030年)

- 2023年，开启“第三次创业”。中集车辆将在稳定“跨洋经营”基本盘的前提下，集中资源做强“全国统一商用车/专用车大市场”的各项业务，并伺机以创新的科技和商业模式探索新能源业务

The Third Venture (2023-2030)

- In 2023, CIMC Vehicles will start its third venture. Under the premise of stabilizing the “Intercontinental Operation”, the Group will focus its resources on strengthening the businesses in the “national unified commercial vehicle/specialty vehicle market” and explore the new energy business with innovative technology and business models at an opportune time



第二次创业 (2010年-2022年)

- 2010年，中集车辆启动第二次创业，李贵平总被任命为中集车辆集团总经理
- 2012年提出并全面落实“全球运营，地方智慧”的经营理念，同时提出集中力量做强北美业务的经营思路，从而诞生了“中途岛计划”、“Vanguard 灯塔工厂”、“东莞灯塔工厂”、“北极熊冷藏车灯塔工厂”等一系列战略举措
- 2014年，中集车辆提出“半挂车灯塔工厂”构思，2016-2022年在全球范围内总共建设或改建成功25个“灯塔”工厂，并开始升级构建“灯塔制造网络”
- 2020年，提出“跨洋经营，当地制造”，进一步夯实了高端制造体系与管理新基建
- 2019年7月11日，中集车辆在港交所主板挂牌；2021年7月8日正式登陆创业板上市交易，成为了首家A+H上市的半挂车和专用车高端制造企业以及创业板注册制改革下首家A+H股上市公司
- 通过第二次创业大胆而有创新的战略构思和规划，中集车辆的总资产从110.2亿元提升至222.5亿元，净资产从35.9亿元提高到133.6亿元，营业收入从148.0亿元提升至236.2亿元，净利润从6.5亿元提升至11.2亿元，各项指标均实现了翻倍的增长

The Second Venture (2010-2022)

- In 2010, CIMC Vehicles started its second venture and Li Guiping was appointed as the general manager of CIMC Vehicles
- In 2012, Li proposed and fully implemented the management philosophy of “Global Operation, Local Knowledge”, and at the same time proposed the management idea of focusing on strengthening the North American business, which gave birth to the “Midway Plan”, “Vanguard Light Tower Plant”, “Dongguan Light Tower Plant” and “Polar Bear Reefer Truck Light Tower Plant”, “Vanguard Light Tower Factory”, and a series of strategic initiatives
- In 2014, CIMC Vehicles put forward the idea of “Semi-trailer Light Tower Plant”, and from 2016 to 2022, a total of 25 “Light Tower” plants were built or rebuilt around the world, and began to upgrade and build The “Light Tower Manufacturing Network”
- In 2020, the Group proposed “Intercontinental Operation, Local Manufacturing”, further consolidating the Sophisticated Manufacturing System and The New Management Infrastructure
- In July 2019, CIMC Vehicles was listed on the mainboard of the Hong Kong Stock Exchange; In July 2021, CIMC Vehicles was officially listed on the ChiNext Market of the Shenzhen Stock Exchange, thus becoming the world’s first listed company engaged in sophisticated manufacturing of semi-trailers and specialty vehicles with the listing of A Shares and H Shares
- Through the bold and innovative strategic conception and planning of the second venture, the total assets of CIMC Vehicles increased from 11.02 billion RMB to 22.25 billion RMB, net assets increased from 3.59 billion RMB to 13.36 billion RMB, operating revenue increased from 14.80 billion RMB to 23.62 billion RMB, net profit increased from 650 million RMB to 1.12 billion RMB, and all indicators achieved a doubling of growth



高管团队

SENIOR MANAGEMENT TEAM



李贵平先生
首席执行官兼总裁
Mr. David Li
CEO & President



蒋启文先生
执行副总裁
Mr. Qiwen Jiang
Executive Vice President



王柱江先生
高级副总裁
Mr. Zhujiang Wang
Senior Vice President



李晓甫先生
副总裁兼 CTO
Dr. Derek Li
Vice President & CTO



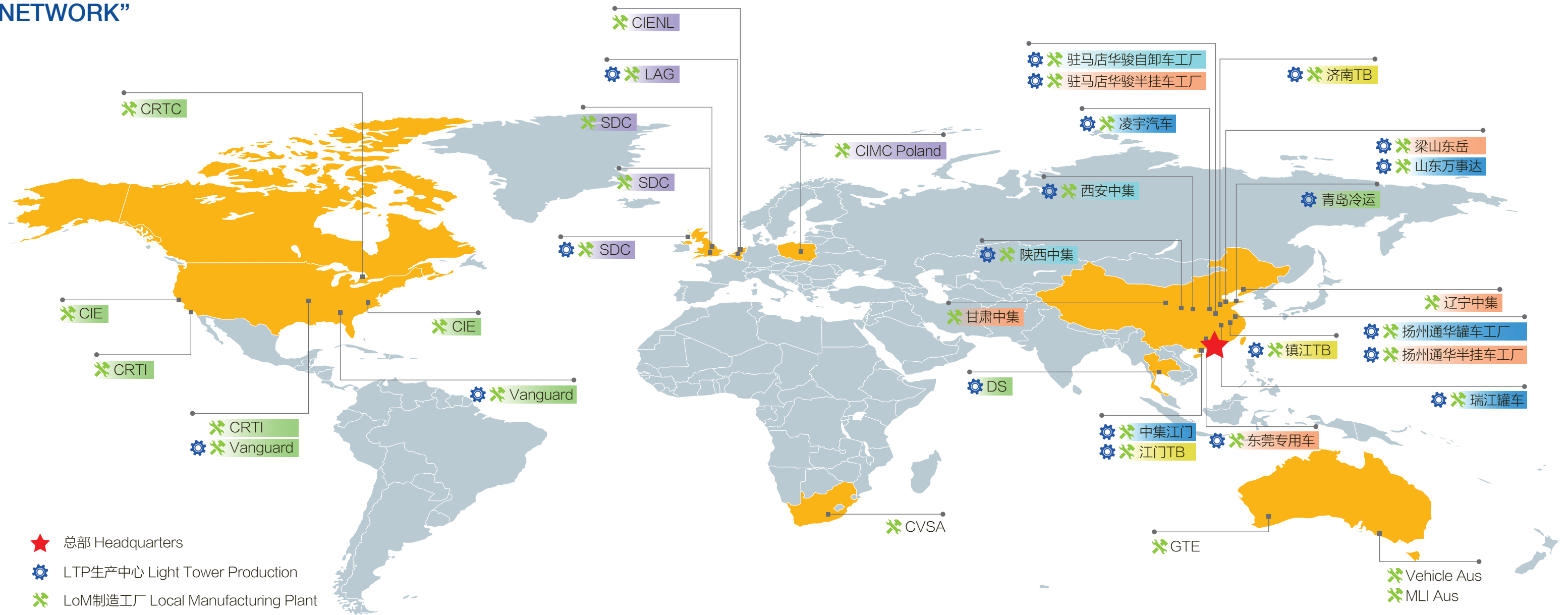
毛弋女士
副总裁兼董事会秘书
Ms. Flora Mao
Vice President &
Secretary of the Board



占锐先生
财务负责人
Mr. Raymond Zhan
Financial Director

“跨洋经营，当地制造”模式下 建设“灯塔制造网络”

UNDER THE BUSINESS MODEL OF “INTERCONTINENTAL OPERATION, LOCAL MANUFACTURING”, ACCELERATED THE CONSTRUCTION OF THE “LIGHT TOWER MANUFACTURING NETWORK”



- ★ 总部 Headquarters
- ⚙️ LTP生产中心 Light Tower Production
- ⚙️ LoM制造工厂 Local Manufacturing Plant

灯塔先锋业务
Light Tower
Pioneer Business

北美业务
North American
Business

欧洲业务
European
Business

强冠业务集团
Champion Tanker
Business Group

太字节业务集团-渣土车业务
TB Business Group - Dump Truck
Business

太字节业务集团-城配厢体业务
TB Business Group - Urban Distribution
Van Truck Bodies Business

自动化、智能化与数字化的“灯塔”工厂 AUTOMATED, INTELLIGENT AND DIGITAL “LIGHT TOWER” PLANTS

公司在境内外已建 14 家半挂车生产“灯塔”工厂、7 家专用车上装“灯塔”工厂、3 家轻型厢式车厢体“灯塔”工厂

At present, the Group has globally established 14 “Light Tower” Plants for the production of semi-trailer, 7 “Light Tower” Plants for the production of truck bodies of specialty vehicles, and 3 “Light Tower” Plants for the production of Lightweight van trucks bodies

灯塔先锋业务

LIGHT TOWER PIONEER BUSINESS



- 深耕七大系列半挂车产品，通过战略部署，重新整合半挂车业务，形成合力
- 构建“LTP+LoM”灯塔制造网络，利用第三代半挂车 LTP 生产中心和 LoM 制造工厂，获得在全国统一大市场中的战略突破，推动中国半挂车生产组织的结构性改革
- 2022 年，灯塔先锋业务在国内半挂车的市场份额持续攀升至 14.45%，连续四年位列全国第一
- Deeply engaged in seven major series of semi-trailer products. Through strategic deployment, re-integrated the semi-trailer business to form a joint force
- Built the “LTP + LoM” Light Tower Manufacturing Network, and by capitalizing on the third-generation semi-trailer LTP production center and LoM manufacturing plant, Light Tower Pioneer Business achieved a strategic breakthrough in the national unified market and promoted the structural reform of semi-trailer production organizations in China
- In 2022, the market share of semi-trailers of the Company in China increased to 14.45%, and the Company ranked first in China for the fourth year in a row

北美业务

NORTH AMERICAN BUSINESS

- 聚焦北美市场的冷藏半挂车、厢式半挂车以及集装箱骨架车产品
- 三大主力产品量价齐升，盈利创历史新高
- 北美冷藏半挂车市场占有率不断提升；北美厢式半挂车市场排名保持领先
- North American Business focused on refrigerated trailer, van trailer and container chassis trailer products in the North American market
- Great increase in sales volumes and prices of its three main products, and profit hitting a record high
- Share of the refrigerated trailer market in North America continued to increase; Maintaining a leading position in the van trailer market in North America



欧洲业务 EUROPEAN BUSINESS



- 专注欧洲市场的半挂车产品，运营着“SDC”与“LAG”品牌
- 完成位于英国 Southampton、Mansfield 以及荷兰 Pijnacker 的 LoM 制造工厂建设，充分释放了生产产能
- SDC 成功转型，盈利创五年新高；LAG 积极探索新能源产品，把控供应链短缺风险
- 完成欧洲业务“灯塔制造网络”布局，巩固市场份额
- Focused on semi-trailer products in the European market, and operated “SDC” and “LAG” brands
- Completing the construction of the LoM manufacturing plants in Southampton in the UK, Mansfield, and Pijnacker in the Netherlands, which helped fully release the production capacity and efficiency
- Promoted the improvement in corporate governance of SDC and successfully transformed SDC, with profits hitting a five-year high
- Completed the “Light Tower Manufacturing Network” arrangement of European Business, thus consolidating its market share

强冠业务集团

CHAMPION TANKER BUSINESS GROUP

- 生产与销售罐式半挂车以及混凝土搅拌车两类核心产品
- 加速产品与产能整合，助力全国统一大市场发展
- 积极探索新能源产品，推出 10 余款充电型与换电型混凝土搅拌车，研发适合市场的一体化创新产品
- 混凝土搅拌车连续六年在中国销量第一，罐式半挂车保持市场领先地位

- Manufactures and sells two core products, namely tank trailers, and concrete mixer trucks
- Accelerated the integration of products and production capacity and promoted the development of a unified national market of tankers
- Explored new energy products, launched over 10 types of concrete mixer trucks with battery charging and swapping and developed integrated innovative products suitable for the market
- Ranked first in China in terms of the sales volume of concrete mixer trucks for the sixth year in a row; Maintained a leading position in the tank trailer market



太字节业务集团—渣土车业务

TB BUSINESS GROUP – DUMP TRUCK BUSINESS

- 生产与制造渣土车和载货车产品，是中国专用车上装委改业务的先行者
- 深化与主机厂的合作，大力开发新能源产品，拓展宽体矿用车市场，扬帆海外业务
- 凭借产品研发创新与“灯塔制造网络”，在渣土车委改行业占据领先地位
- 2022年，新能源城市渣土车市场占有率攀升至37.2%
- Produced and manufactured dump truck and cargo truck products and was a pioneer in the business of retrofitting of truck bodies for specialty vehicles in China
- Deepened cooperation with tractor manufacturers, vigorously developed new energy products, expanded the wide-body mining truck market, and established overseas businesses
- Occupied a leading position in the dump truck retrofitting industry, with its product research and development innovation and “Light Tower Manufacturing Network”
- In 2022, the market share of new energy dump trucks increased to 37.2%



太字节业务集团—城配厢体业务

TB BUSINESS GROUP – URBAN DISTRIBUTION VAN TRUCK BODIES BUSINESS

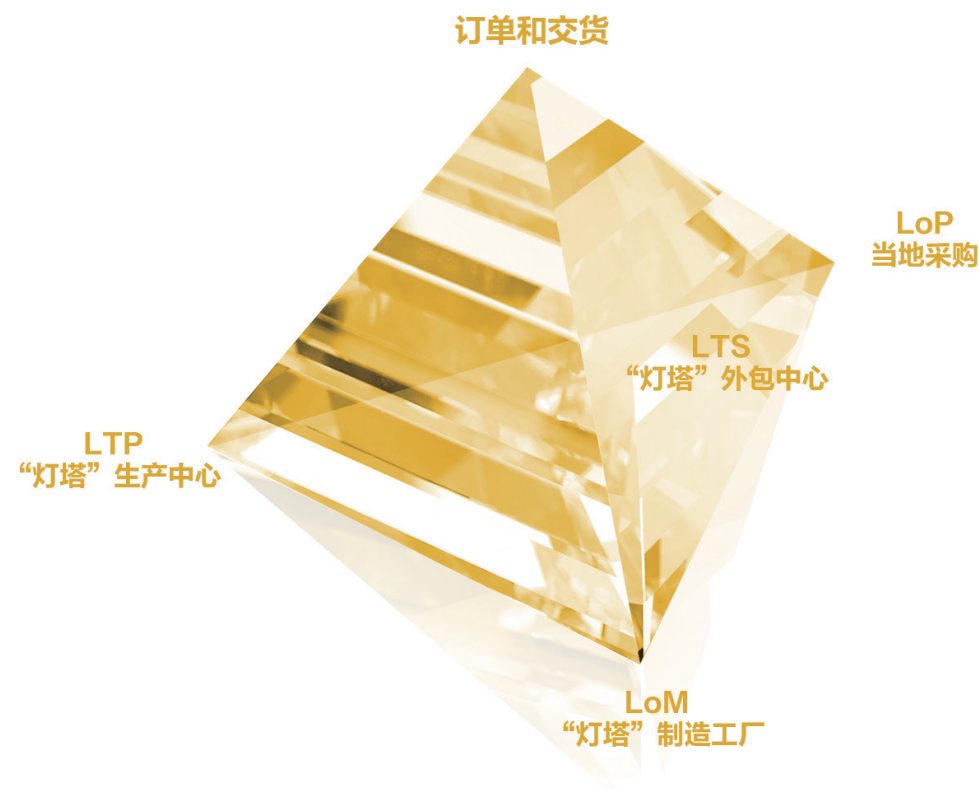
- 生产与制造冷藏厢体、干货厢体，运营着“太字节”品牌，具有创新精神与领先的技术研发水平
- 江门 LTP 生产中心投入运营，优化旗下 LTP 生产中心与 LoM 制造工厂资源
- Produced and manufactured refrigerated van body, dry van body, and operated the “TB” brand, with an innovative spirit and leading technology research and development level
- Put into operation Jiangmen LTP Production Center, optimized its LTP manufacturing center and the LoM manufacturing resources



“灯塔制造网络”

LIGHT TOWER MANUFACTURING NETWORK

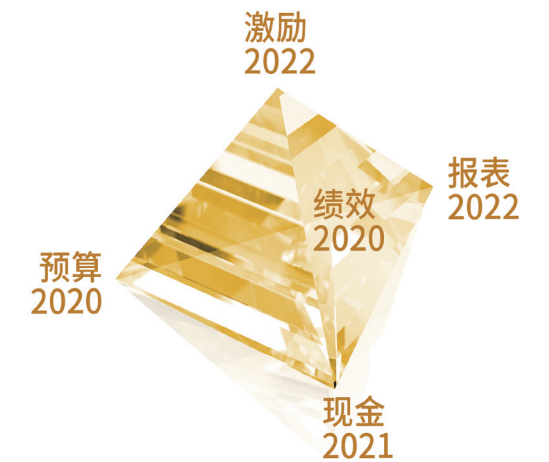
- LTP: “灯塔” 生产中心 Light Tower Production
- LoM: “灯塔” 制造工厂 Local Manufacturing Plant
- LTS: “灯塔” 外包中心 Light Tower Sourcing Center
- LoP: 当地采购 Local Procurement
- LTL: “灯塔” 配送网络 Light Tower Logistics



管理新基建

NEW MANAGEMENT INFRASTRUCTURE

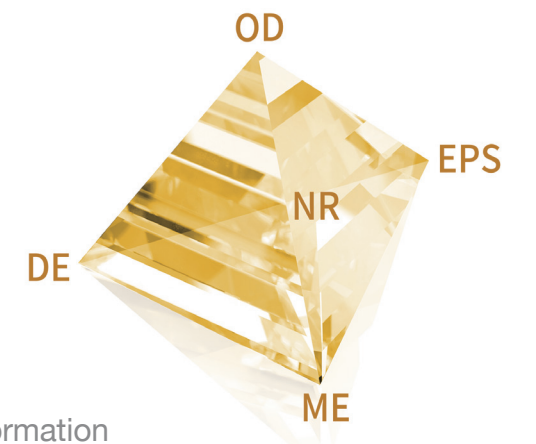
- 预算 2020 Budget 2020
- 现金 2021 Money 2021
- 报表 2022 Accounting 2022
- 绩效 2020 Performance 2020
- 激励 2022 Reward 2022



高端制造体系五大基石

“FIVE CORNERSTONES” OF THE SOPHISTICATED MANUFACTURING SYSTEM

- 基石一 (DE) : 升级产品模块
Cornerstone One (DE): Upgrade of Product Module
- 基石二 (ME) : 完善灯塔工厂
Cornerstone Two (ME): Improvement of “Light Tower” Plants
- 基石三 (NR) : 启动营销变革
Cornerstone Three (NR): Kick-off Sales and Marketing Transformation
- 基石四 (OD) : 推动组织发展
Cornerstone Four (OD): Promotion of Organizational Development
- 基石五 (EPS) : 建设数字化供应链中心
Cornerstone Five (EPS): Establishment of Global Digital Supply Chain



建设“三好发展中心” 推动新零售变革

DEEPEN THE “SANHAO DEVELOPMENT CENTER” PROMOTE THE NEW RETAIL REFORM

中集车辆通过与主机厂的深度联合营销，打造“三好发展中心”新零售网络，共同推出及交付“好头牵好挂、好马配好鞍、好车配好罐”的整车产品，为客户提供一体化解决方案，以创新营销模式推动商用车行业供给侧结构性改革

首家“三好发展中心”已于西安建成并发布，未来将联合主机厂建设更多的“三好发展中心”，实现新零售版图的扩大和市占率的提升

The Company built a new retail network of “Sanhao Development Center” through in-depth joint marketing with tractor manufacturers, and will jointly launch and deliver the vehicle products under “excellent tractors with excellent trailers, excellent horses with excellent saddles, and excellent trucks with excellent tanks”, so as to provide customers with integrated solutions and promote the supply-side structural reform of the commercial vehicle industry

The first “Sanhao Development Center” has been completed and launched in Xi’an. The Company will actively work with tractor manufacturers to build more “Sanhao Development Center”, so as to expand the new retail segment and increase the market share



加快新能源领域创新与探索

ACCELERATING INNOVATION AND EXPLORATION IN NEW ENERGY



- 公司顺应汽车行业电动化、智能化的大趋势，积极推进新能源与智能化产品的开发与创新，推动道路运输装备行业高质量发展向低排放转型
- 2022 年，强冠业务集团新能源混凝土搅拌车销量大幅提升 500.0%
- 太字节业务集团 - 渣土车业务的新能源渣土车市占率攀升至 37.2%
- 太字节业务集团 - 城配厢体业务新能源产品销量实现 18.83% 的增长
- 太字节 KG 氢能冷藏车斩获“2022 年度第一氢能冷藏车”殊荣
- The Company conforms to the general trend of electrification and intelligentization of the automobile industry, and actively promotes the development and innovation of new energy and intelligent products, and the transition of the road transportation equipment industry from high-quality development to low-emission development
- In 2022, the sales volume of new energy concrete mixer trucks of Champion Tanker Business Group increased significantly by 500.00%
- The market share of TB Business Group - Dump Truck Business's new energy dump trucks increased to 37.2%
- TB Business Group - Urban Distribution Van Truck Bodies Business achieved an 18.83% growth in sales of new energy products
- The TB KG hydrogen-energy refrigerated trucks won the honor of the "No.1 Hydrogen-energy Refrigerated Truck in 2022"

绿色发展 助力“双碳”战略

LOW-CARBON AND GREEN MANUFACTURING

IMPLEMENT THE “CARBON PEAKING AND CARBON NEUTRALITY” POLICY



西安中集 CIMC-SHAC



驻马店华骏车辆 Zhumadian Huajun Vehicle



东莞专用车 Dongguan Vehicles



瑞江罐车 Ruijiang Tanker

4 家国家级“绿色工厂”： 4 National Green Plants:

东莞专用车、驻马店华骏车辆、西安中集、瑞江罐车
Dongguan Vehicles, Zhumadian Huajun Vehicle,
CIMC-SHAC, Ruijiang Tanker

2 家省级“绿色工厂”： 2 Provincial Green Plants:

扬州通华、甘肃中集
Yangzhou Tonghua, CIMC Gansu

2 家国家级绿色供应链管理企业： 2 National Green Supply Chain Management Demonstration Enterprise:

瑞江罐车、驻马店华骏车辆
Ruijiang Tanker, Zhumadian Huajun Vehicle

3 家国家级“专精特新”小巨人企业： 3 National “Specialized and New” Small Giant Enterprises:

中集江门、甘肃中集、驻马店华骏铸造
CIMC Jiangmen, CIMC Gansu, Zhumadian Huajun
Zhuzao

1 家省级“专精特新”小巨人企业： 1 Provincial “Specialized and New” Little Giant Enterprise:

济南 TB
Jinan TB

瑞江罐车荣获第六届“安徽省人民政府 质量奖”

Ruijiang Tanker won the 6th “Quality
Award of The People’s Government
of Anhui Province”

展望未来 LOOKING FORWARD TO THE FUTURE

As China's economy enters a new development stage, CIMC Vehicles blow the trumpet of the third venture, adopt the new development philosophy, build a new development paradigm, under the background of "National Unified Market" policy and smooth domestic circulation, grasp the opportunity of industry change, deepen the supply-side structural reform, break through the supply constraint blockage, open up production, circulation, distribution and consumption links. Realize short-term sales and long-term sustainable growth strategy through innovation-driven to achieve organic growth, and promote high-quality development

随着中国经济进入新发展阶段，中集车辆吹响第三次创业的号角，采用新发展理念，构建新发展格局，在“全国统一大市场”政策以及畅通国内大循环背景下，紧抓行业变革机遇，深化供给侧结构性改革，突破供给约束堵点，打通生产、流通、分配、消费各环节，依靠创新驱动实现内涵型增长，实现短期销量突围和长期可持续增长战略，推动高质量发展！