

CIMC 中集车辆

中集车辆(集团)股份有限公司
股份代码: 301039.SZ

CIMC VEHICLES

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

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CIMC Vehicles (Group) Co., Ltd.

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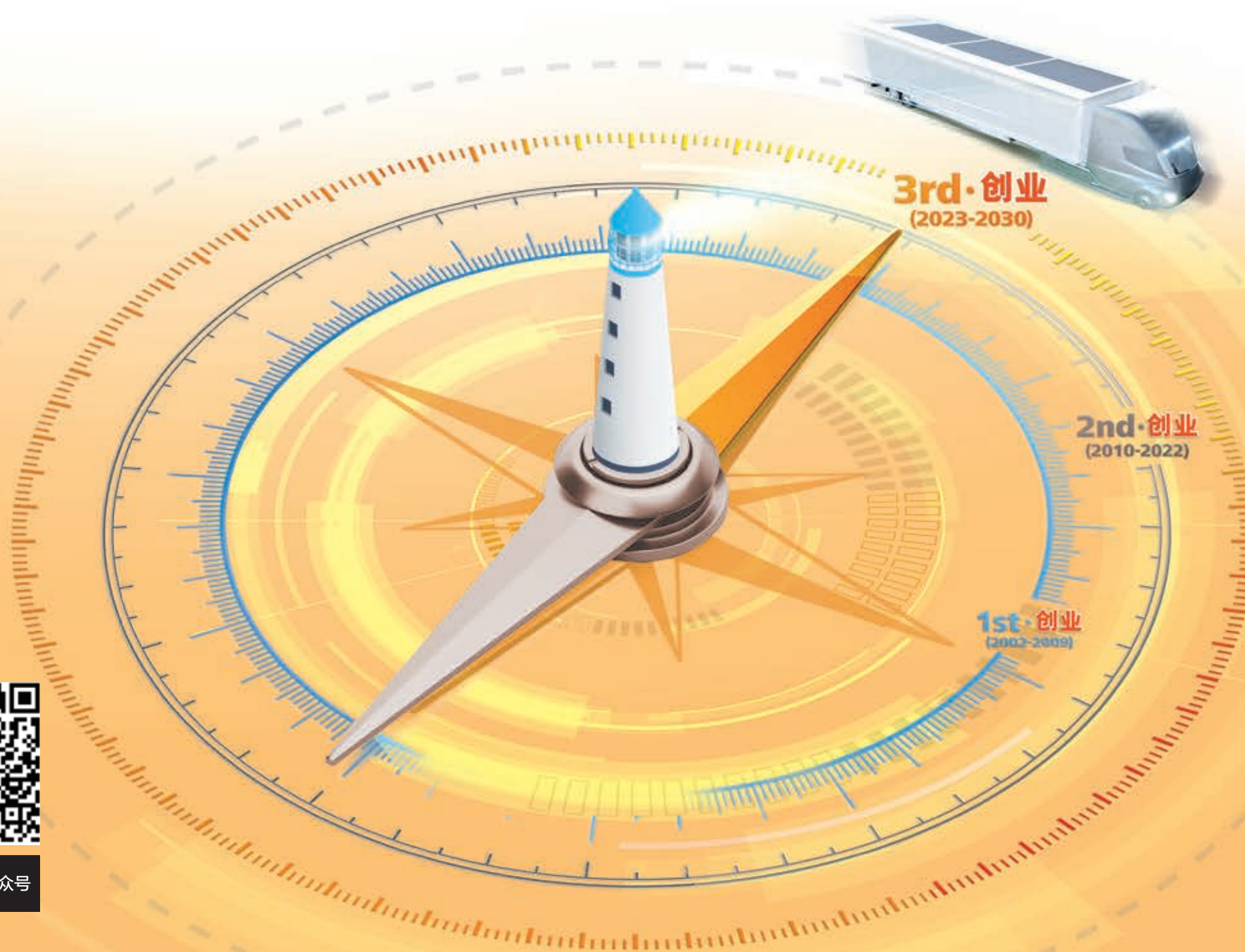
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抖音



微信公众号



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 11 年保持半挂车产销量全球第一

中集车辆各业务或集团持续升级迭代，构建了“星链灯塔先锋集团”、“北美业务”、“欧洲业务”、“强冠业务集团”及“渣土车及重型载货车业务”，在全球四大主要市场开展半挂车与专用车上装的生产与销售，业务覆盖 40 多个国家和地区，在国内外拥有 21 家“灯塔”工厂

在全球半挂车市场，星链灯塔先锋集团聚焦中国及“一带一路”半挂车市场，成立专业化生产的“星链 LTP 集团”，运营着“中集灯塔”及“通华先锋”等知名核心品牌；在北美，运营着“Vanguard”、“CIE”本地知名品牌；在欧洲，运营着“SDC”与“LAG”品牌

在专用车上装市场，公司引领行业道路运输装备的发展潮流。强冠业务集团生产与销售罐式半挂车与混凝土搅拌车，运营着“瑞江罐车”、“通华罐车”、“凌宇汽车”以及“万事达罐车”等品牌；渣土车与重型载货车业务生产与制造渣土车和重型载货车产品，是中国专用车上装委改业务的先行者，为客户提供高品质的产品与服务



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 eleventh year in a row since 2013

The Company continued to upgrade and iterate its major businesses or groups, and have established the “Star-Chained Light Tower Pioneer Group”, “North American Business”, “European Business”, “Champion Tanker Business Group” and “Dump Truck and Heavy Cargo Truck Business”. The Company conducted the production and sales of truck bodies for semi-trailers and specialty vehicles in four major markets in the world, covering more than 40 countries and regions, and had 21 “Light Tower” Plants at home and abroad

In the global semi-trailer market, Star-Chained Light Tower Pioneer Group focused on semi-trailer markets in China and Belt and Road countries, and established the “Star-chained LTP Group” for specialized production, and operated well-known core brands such as “CIMC Light Tower” and “Tonghua Pioneer”. In North American, the Company operated well-known local brands including “Vanguard” and “CIE”. 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. Champion Tanker Business Group produced and sold tank trailers and concrete mixer trucks, and operated brands including “Ruijiang Tanker”, “Tonghua Tanker”, “Lingyu Vehicles” and “Shandong Wanshida”. Dump Truck and Heavy Cargo Truck Business produced and manufactured dump truck and heavy cargo truck products and was a pioneer in the business of retrofitting of truck bodies for specialty vehicles in China, Dump Truck and Heavy Cargo Truck Business provided customers with high-quality products and services

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 11 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 eleventh year in a row.

星链灯塔先锋集团
Star-Chained Light Tower Pioneer Group
“中集灯塔”“通华先锋”等
“CIMC Light Tower” “Tonghua Pioneer” 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”“万事达罐车”“凌宇汽车”等
“Ruijiang Tanker” “Tonghua Tanker” “Wanshida Tanker” “Lingyu Vehicles” etc.

渣土车及重型载货车业务
Dump Truck and Heavy Cargo Truck Business



混凝土搅拌车
Concrete mixer truck



液罐半挂车
Liquid tank trailers



粉罐半挂车
Dry bulk tank trailers



渣土车
Dump truck



重型载货车
Heavy Cargo Truck

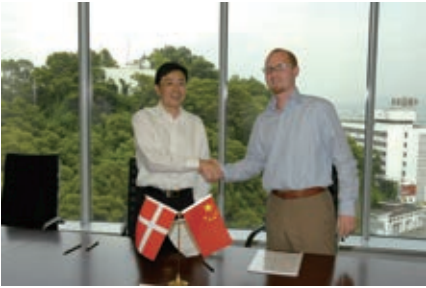
涉及物流运输、工程机械、新能源车辆等领域，全系列品牌覆盖从低端、中端到高端产品
Covering various fields such as logistics & transportation, construction machinery, and new energy vehicles, full range of brands covering from low, middle- to high-end products

第三次创业是星辰大海

THE THIRD VENTURE FEATURING IN HIGH SPIRIT TOWARD A PROMISING FUTURE

第一次创业“开天辟地”（2002年－2009年）

- 2002年，麦伯良率领中集车辆开启了半挂车业务的天使轮融资。
- 李贵平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 featuring “Earth Breaking” (2002 - 2009)

- In 2002, 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“星辰大海”（2023年－2030年）

- 2023年，吹响第三次创业的号角，举办了公司投产二十周年典藏展和庆典活动。
- 2024年，第一要务是推动“星链计划”，促进“三好发展”，持续推动跨洋运营 • 当地制造，加快锻造新质生产力，构建新发展格局。

The third venture featuring “In High Spirit Toward a Promising Future” (2023 - 2030)

- In 2023, we kicked off the Third Venture and held a commemorative exhibition and celebration event marking the 20th anniversary of our company's production.
- In 2024, our top priority will be to promote the “Star-chained Manufacturing Network” and promote “Sanhao development”, continuously drive Intercontinental Operation • Local Manufacturing, accelerate the forging of New Quality Productivity, and build a new development pattern.



第二次创业“跨洋经营”（2010年－2022年）

- 2010年，中集车辆启动第二次创业，李贵平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。
- 2021年7月8日正式在深交所创业板上市，成为 A 股半挂车和专用车高端制造企业。
- 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 featuring “Intercontinental Operation” (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 2021, CIMC Vehicles was officially listed on the ChiNext Market of the Shenzhen Stock Exchange, thus becoming the company engaged in sophisticated manufacturing of semi-trailers and specialty vehicles with the listing of A Shares.
- Through the bold and innovative strategic conception and planning of the second venture, the operating of CIMC Vehicles 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



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



丁正祥先生
高级副总裁
Mr. Zhengxiang Ding
Senior Vice President



李晓甫先生
副总裁
Dr. Derek Li
Vice President



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



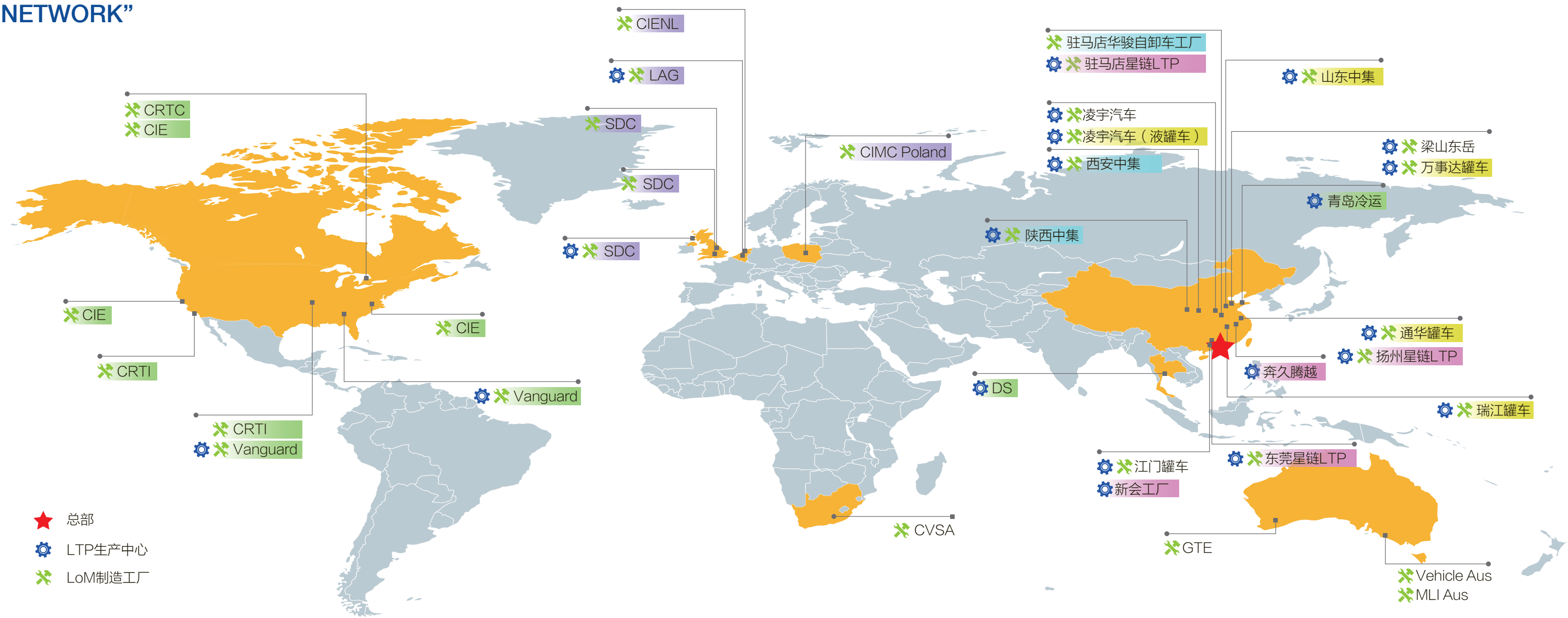
张灵先生
副总裁
Mr. Alan Zhang
Vice President



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”



星链灯塔先锋集团

STAR-CHAINED LIGHT TOWER PIONEER GROUP



- 落地“星链计划”，进行生产组织结构性改革，整合国内 7 家半挂车工厂的生产、流通、分配和消费资源，形成国内半挂车市场占有率、销售和利润跨越式提升，成为供给侧改革标杆、高质量发展典型以及双轮驱动范例
 - 持续推动好牵挂头挂一体项目落地，搭建整车解决方案，推进头挂一体的高质量发展
 - 构建国内半挂车新质生产力，抓住新一轮交通运输设备“以旧换新”政策窗口期，实现中国半挂车业务突破性增长
 - 2023 年，星链灯塔先锋集团在国内半挂车市场占有率连续五年位列全国第一
- Implementing “Star-chained Manufacturing Network” carried out structural reform of production organization, integrating the production, distribution, allocation, and consumption resources of seven domestic semitrailer factories. This has led to leapfrog improvements in market share, sales, and profits of domestic semi-trailers, making the Group a benchmark for supply-side reform, a typical example of high-quality development, and a dual-wheel-driven paradigm
 - Continue to promote the implementation of the integrated tractor and trailer project, develop fully-assembled vehicle solutions, and promote the high-quality development of the integrated tractor and trailer
 - The Company will build domestic semi-trailer new productive forces, seize a new round of transportation equipment “old for new” policy opportunities, aiming to achieve breakthroughs in the growth of semi-trailer business in China
 - In 2023, the Company ranked first in China for the fifth year in a row



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
 - 积极创新产品，推出全能王陀螺罐研发、“未来之罐”等全新产品，并启动新能源头挂列车一体化产品研发
 - 持续推进“强冠星链计划”，整合资源、优化供应链、提高产品和服务的质量和效率，共同推进罐车业务全球统一大市场建设
 - 混凝土搅拌车连续七年在华销量第一，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
 - Promoting the development innovative new products, and completing the research and development of several innovative new products, including multifunctional Vshaped tank, “Future Tank”, and starting the pre-research and product development of the integration of new energy tractors and trailers
 - Continue to promote the “Champion Tanker Star-chained Manufacturing Network”, integrate resources, optimize supply chains, improve the quality and efficiency of products and services, and jointly promote the building of a unified global tank truck market.
 - Ranked first in China in terms of the sales volume of concrete mixer trucks for the seventh year in a row; Maintained a leading position in the tank trailer market



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
 - 持续推动治理架构转型升级，通过“共享式窄带进化”项目的推进，扩宽业务范畴，打破供给约束堵点，探索新发展路径，实现高质量整合
 - 持续加快产品模块化升级、优化产品交付周期、内外联动降本增效，稳固盈利能力
- North American Business focused on refrigerated trailer, van trailer and container chassis trailer products in the North American market
 - Continuing to promote the transformation and upgrading of the governance structure, as well as the development of “shared narrowband evolution” project, so as to expand business scope, break supply bottlenecks and constraints, explore new development paths and achieve high-quality integration
 - Continuing to accelerate the modular upgrade of products, optimize the product delivery cycle, and reduce costs and increase efficiency for stabilizing profitability



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
- 持续完善 LoM 制造工厂布局，推进降本增效策略，基于全球供应链体系，提升关键零部件的供应，巩固业务的高质量发展，提升市场份额
- 积极进行新产品与业务的探索，拥抱具有新增长机遇的新发展格局
- 2023 年，SDC 在英国市场排名第一，LAG 所在的欧洲罐式车市场名列前茅
- Focused on semi-trailer products in the European market, and operated “SDC” and “LAG” brands
- Continued to improve the layout of LoM manufacturing plants, promoted cost reduction and efficiency increase, and improved the supply of key components based on the global supply chain system, so as to consolidate the high-quality business development and increase the market share
- Explored new products and businesses actively and introduced new development patterns with new growth opportunities
- In 2023, SDC ranked first in the UK market, and LAG ranked among the top in the European tanker market



渣土车及重型载货车业务

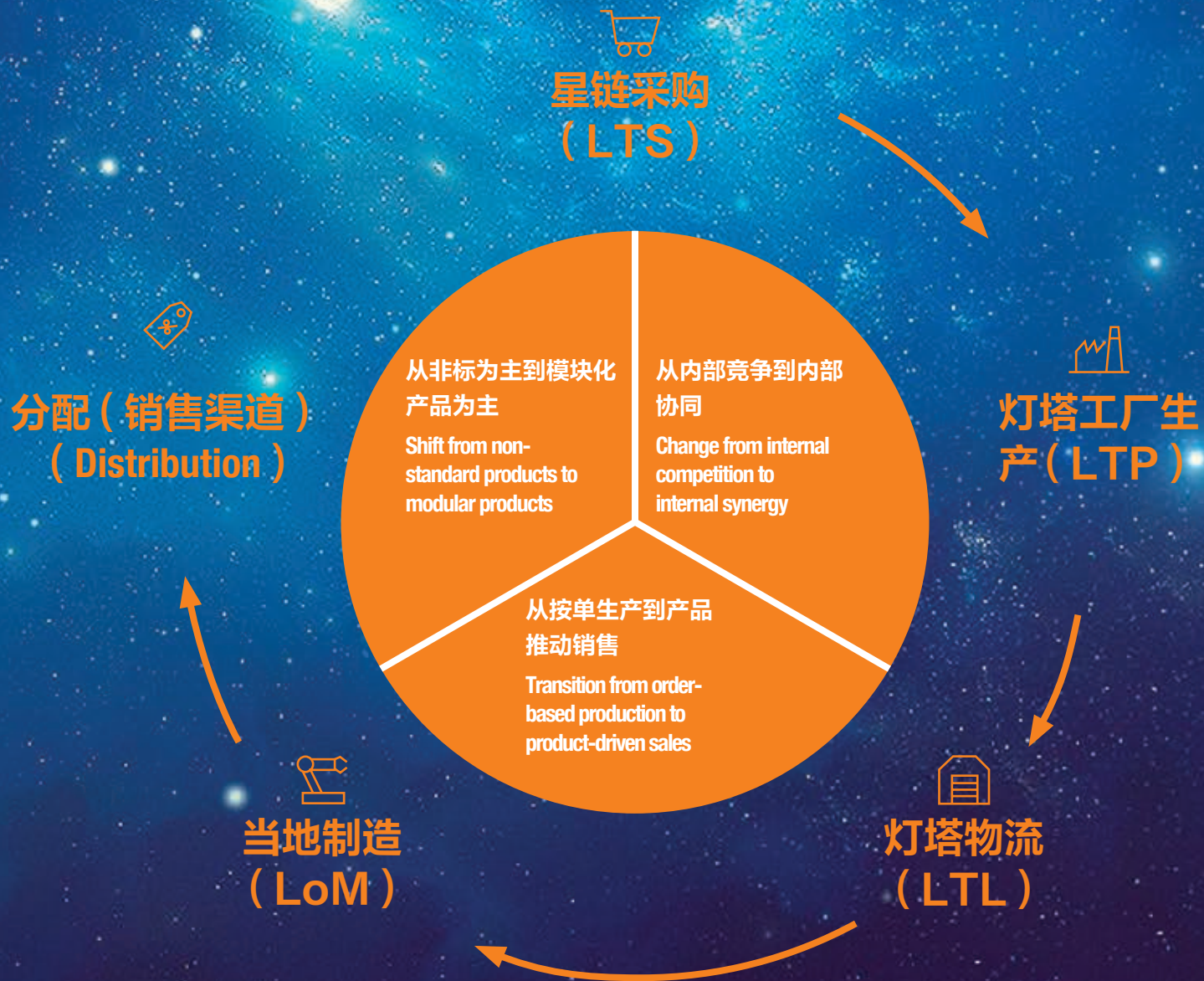
DUMP TRUCK AND HEAVY CARGO TRUCK BUSINESS

- 生产与制造渣土车和重型载货车产品，是中国专用车上装委改业务的先行者
- 进行组织重塑，完成建制，实施 “皇家保姆” 服务和与主机厂联合的 “好马配好鞍” 项目，抢占渣土车业务市场份额
- 提前布局新能源产品，拓展新能源产品合作渠道，成功推广电动渣土车上装、电动宽体矿用车、电动砂石料运输车多种核心产品
- 2023 年，城市渣土车在中国市场占有率提升至 15.5%
- Produced and manufactured dump truck and heavy cargo truck products and was a pioneer in the business of retrofitting of truck bodies for specialty vehicles in China
- The Dump Truck and Heavy Cargo Truck Business was established through reorganization, provided “Royal Nanny” services and cooperated with tractor manufacturers to promote the “excellent horses with excellent saddles” project, with a view to capturing the market share of dump truck business
- Making an early deployment in new energy products. Through expanding the cooperation channels of new energy products, the Dump Truck and Heavy Cargo Truck Business has successfully launched a number of core products with bulk sales and application, including the bodies for electric dump trucks, wide-body mining trucks and electric ballast transport vehicles
- In 2023, its market share of urban dump trucks in China increased to 15.55%

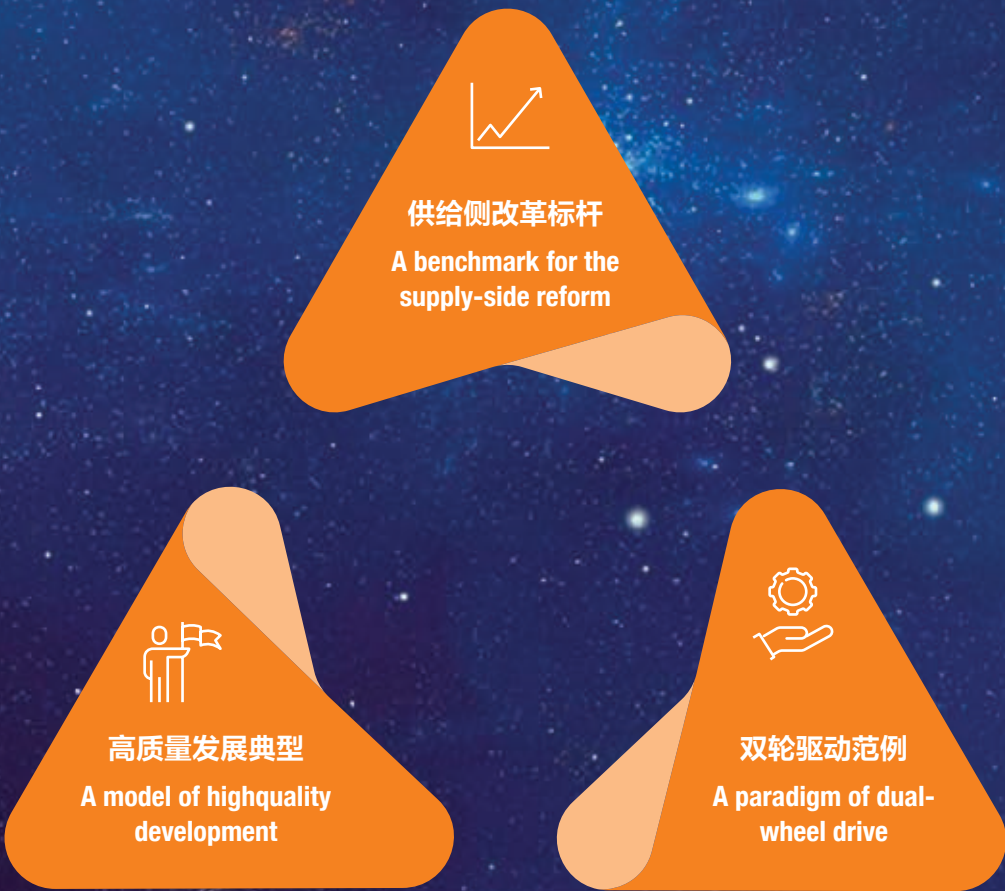


推动“星链计划”，促进“三好发展”

PROMOTE THE “STAR-CHAINED MANUFACTURING NETWORK” AND THE “SANHAO DEVELOPMENT”

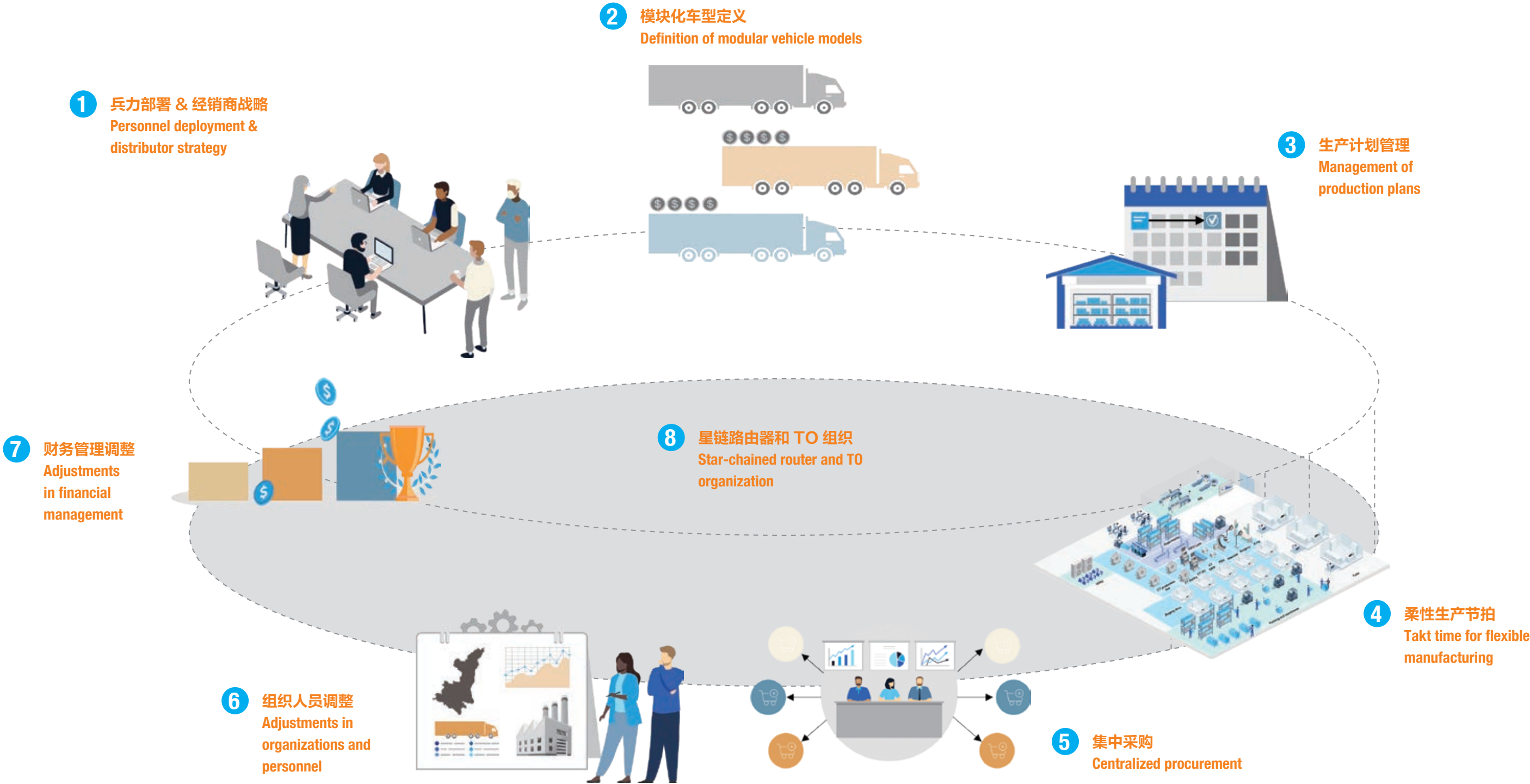


- 对内通过整合 7 家半挂车工厂资源，形成市场占有率、销售和利润跨越式提升
- 对外成为供给侧改革标杆、高质量发展典型和双轮驱动范例
- Internally, through integrating the resources of seven semi-trailer plants, the Company will achieve a leapfrog improvement in market share, sales, and profits
- Externally, the Company will become a benchmark for the supply-side reform, a model of highquality development and a paradigm of dual-wheel drive



星链计划给中集车辆的销售、产品、计划、生产、采购、组织和财务带来全方位转型升级

STAR-CHAINED MANUFACTURING NETWORK BRINGS COMPREHENSIVE TRANSFORMATION AND UPGRADES TO SALES, PRODUCTS, PLANNING, PRODUCTION, PROCUREMENT, ORGANIZATION, AND FINANCE OF CIMC VEHICLES



“三好发展中心” 探索融合发展新模式

“SANHAO DEVELOPMENT CENTER” TO EXPLORE A NEW INTEGRATED DEVELOPMENT MODEL

目前，全国已落成 12 家 “三好发展中心”
At present, 12 "Sanhao Development Center" have been established nationwide

- 通过与主机厂深化合作，在产品开发、营销组织、渠道组织、品牌建设、营销政策、推广交付和服务协同一体化七个方面深度融合，共建“三好发展中心”，发挥各自优势，打造整车一体化解决方案，持续为客户创造价值，实现销量和品牌的双重越级。“好头牵好挂”、“好马配好鞍”、“好车配好罐”的三好发展已经成为中国商用车高质量发展的一次可贵的战略探索。
- By deepening the cooperation with tractor manufacturers, the Company promoted the indepth integration in seven aspects, namely product development, marketing organization, channel organization, brand building, marketing policy, promotion and delivery, and service coordination. Through jointly building “Sanhao Development Centers”, the Company and tractor manufacturers can give full play to their own advantages to develop solutions integrating tractors, bodies and vehicles, thus creating sustained value for customers and enhancing both sales and brand recognition. The development of “excellent in three areas”, namely “excellent tractors with excellent trailers”, “excellent horses with excellent saddles” and “excellent trucks with excellent tanks”, has become a valuable strategic exploration for the high-quality development of China’s commercial vehicles.



“三好发展”已成为中国商用车高质量发展一次可贵的战略探索

“SANHAO DEVELOPMENT” HAD BECOME A VALUABLE STRATEGIC EXPLORATION IN THE HIGH-QUALITY DEVELOPMENT OF THE COMMERCIAL VEHICLE INDUSTRY IN CHINA.



好头牵好挂

Excellent Tractors with Excellent Trailers

本公司和主机厂联合打造的一体化公路重卡列车标杆项目。联合研发、生产及销售，提供一体化重卡和半挂车列车组合产品

This flagship project is a collaboration between the Company and automobile makers to create integrated heavy trucks and trailers. This collaboration includes joint R&D, production, and sales, offering integrated heavy truck and semi-trailer combination products.



好马配好鞍

Excellent Horses with Excellent Saddles

专注于自卸车和载货车上装配套业务联合主机厂进行底盘和上装一体化设计、联动排产、售后并网，提供差异化的商用车整车产品

Specialize in truck body business for dump trucks and cargo trucks. Collaborate with automobile makers on the integrated design, production and after-sales services for chassis and truck bodies to offer differentiated complete vehicle products for commercial vehicles.



好车配好罐

Excellent Trucks with Excellent Tanks

主要从事“一体化”罐式半挂车及一体化混凝土搅拌车两类核心产品的联合研发、生产及销售

Mainly engage in the joint R&D, production, and sales of two core products: “integrated” tank semi-trailers and integrated concrete mixer trucks.



加快新能源领域创新与探索

ACCELERATING INNOVATION AND EXPLORATION IN NEW ENERGY

- 开展新能源轻量化城市渣土车、纯电动矿卡、充电与换电型混凝土搅拌车等创新产品研发，积极开拓新能源和自动驾驶场景下的创新模式，占据新能源专用车市场的发展先机。
- 持续深化创新，打造新能源头挂一体列车 (EVRT) 创新 • 创业平台
- 2023 年，强冠业务集团新能源混凝土搅拌车市场占有率达 22.73%
- The Company carried out the development of innovative products including new energy lightweight urban dump trucks, pure electric mining trucks, concrete mixer trucks with battery charging and swapping, and new energy refrigerated vans. The Company actively developed innovative product models under new energy and self-driving scenarios. As a result, the Company got ahead in development in the new energy specialty vehicle market.
- The Company continues to deepen innovation to develop the innovation and entrepreneurship platform for the integrated new energy tractor and trailer
- In 2023, the market share of new energy concrete mixer trucks of the Champion Tanker Business reached 22.73%



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



东莞专用车 Dongguan Vehicles



驻马店华骏车辆 Zhumadian Huajun Vehicle



扬州通华 Yangzhou Tonghua



瑞江罐车 Ruijiang Tanker

5 家国家级“绿色工厂”： 5 National Green Plants:

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

4 家省级“绿色工厂”： 4 Provincial Green Plants:

甘肃中集、陕西中集、凌宇汽车、驻马店华骏铸造
CIMC Gansu, CIMC Shaanxi, Lingyu Vehicles, Zhumadian Huajun Zhuzao

1 家市级“绿色工厂”： 1 Municipal Green Plants:

梁山东岳
Liangshan Dongyue

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:

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

1 家省级科技小巨人企业： 1 Provincial Sci-Tech Little Giant Enterprise:

山东中集
Shandong CIMC

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

展望未来，中集车辆将坚定以推动“星链计划”，促进“三好发展”为第一要务，坚持“跨洋运营，当地制造”，打造“稳捷性”组织，继续推动新能源头挂一体列车的商业化进程，构建新发展格局，加快锻造新质生产力，实现高质量发展，横渡第三次创业的星辰大海。

Looking ahead, CIMC Vehicles will firmly prioritize driving the “Star-chained Manufacturing Network” and promoting the “Sanhao development” as its top priority. It will continue to adhere to the principles of “Intercontinental Operation, Local Manufacturing” build a “reliable” organization and further drive the commercialization process of integrated new energy trailers. It aims to establish a new development pattern, accelerate the creation of new productive forces, achieve high-quality development, and traverse the starry sea of the third venture.

