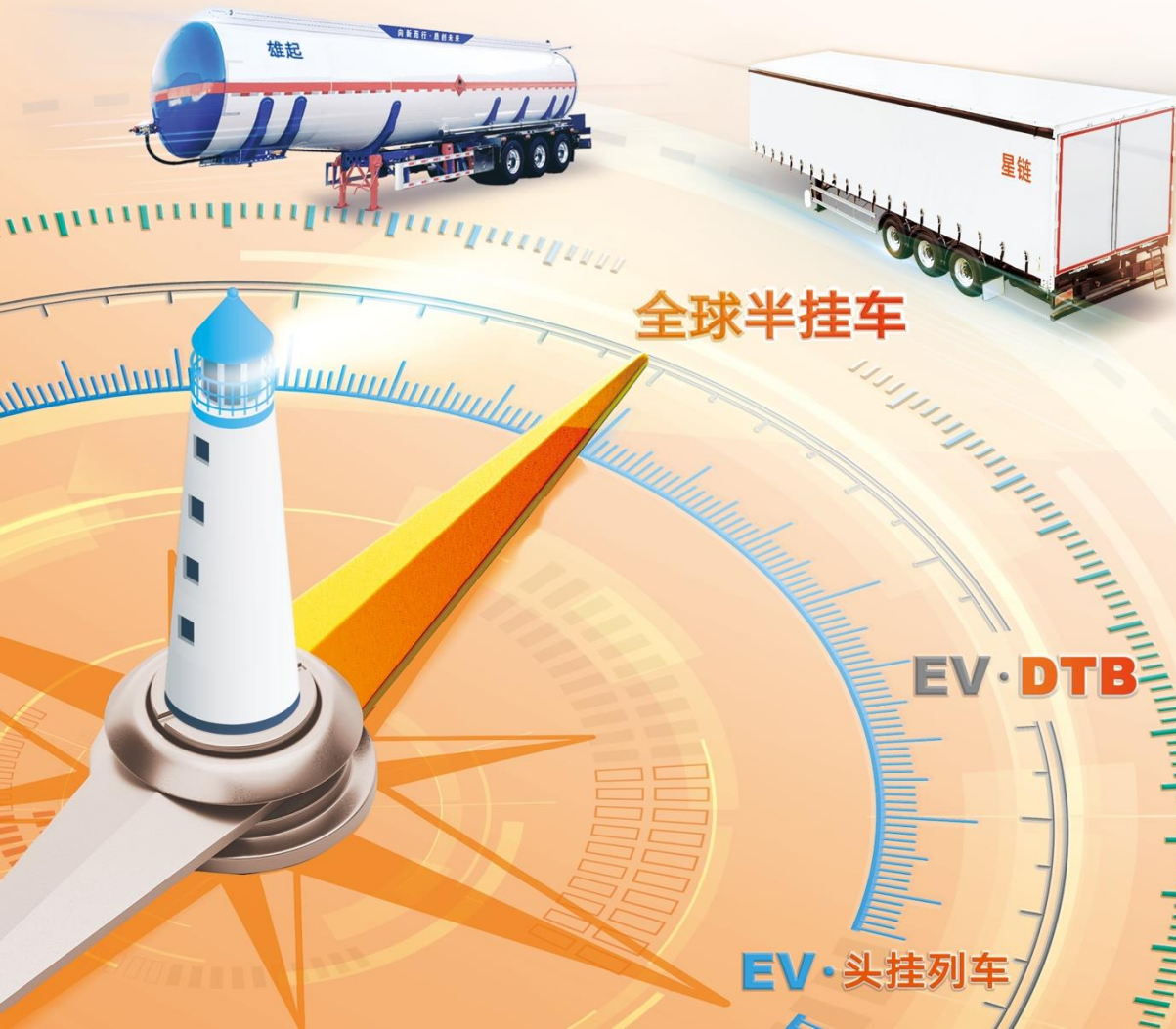


中集车辆

中集车辆（集团）股份有限公司

CIMC Vehicles (Group) Co., Ltd.

Stock Code: 301039.SZ



2024 Annual Results Presentation

I. Company's Main Businesses and Products

中集车辆

Maintains a **leading market position** in both global semi-trailer and tanker industries

In 2024, achieved sales of nearly **102,000** semi-trailers in the production centers and manufacturing plants in China, North America, and Europe.
In 2024, the total sales of EV·DTB truck body products reached nearly **25,000** units.
In 2024, electric tractors and trailers were launched to the market for the first time, with primary application scenarios in port transportation and concrete logistics.

Global Semi-trailers



EV·DTB Truck Body Products



EV Tractors and Trailers



Thoroughly explores the Entire-Value Chain in Design & Centralized Procurement (LTS), Production (LTP), Logistics&Circulation (LTL), Intercontinental Manufacturing (LoM), and the Star-chained Marketing

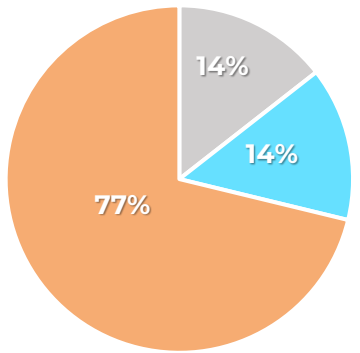
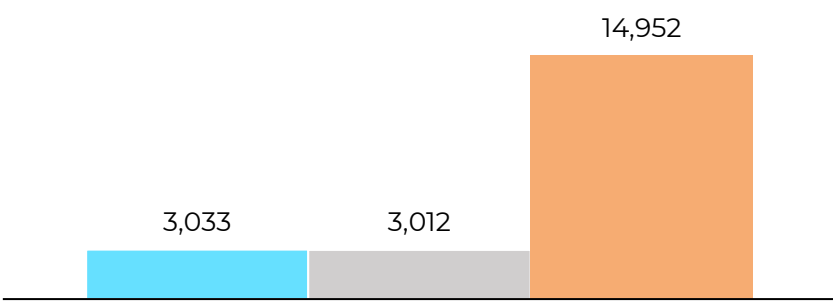
(1) Revenue Performance by Business

(2) Revenue Performance by Region

Revenue
21 billion

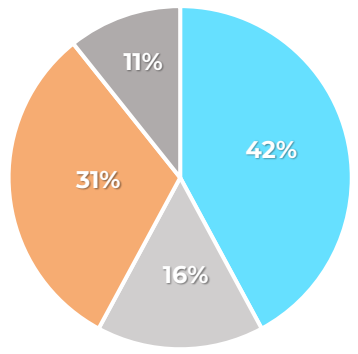
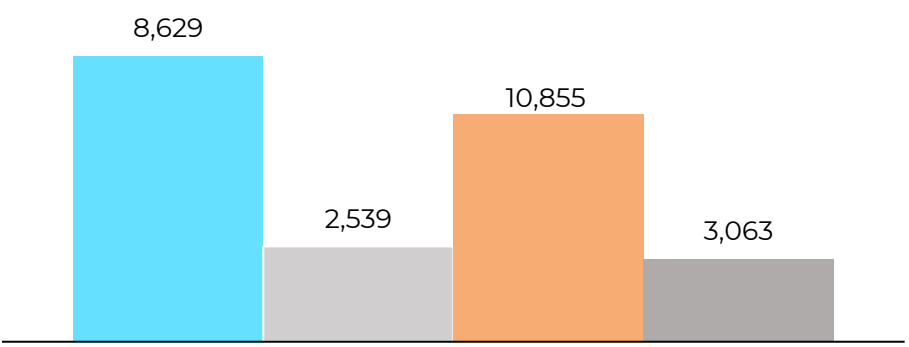
Per Capita
Output
2.22 million

Revenue by Business, 2024 Unit: RMB in million



EV·DTB Other Revenue Global Trailer

Revenue by Region, 2024 Unit: RMB in million



Chinese Market Vanguard GT Holding Global South Market European Market

(3) Total Assets and Net Assets

Total Assets and Net Assets, 2024 Unit: RMB in million

Gearing Ratio

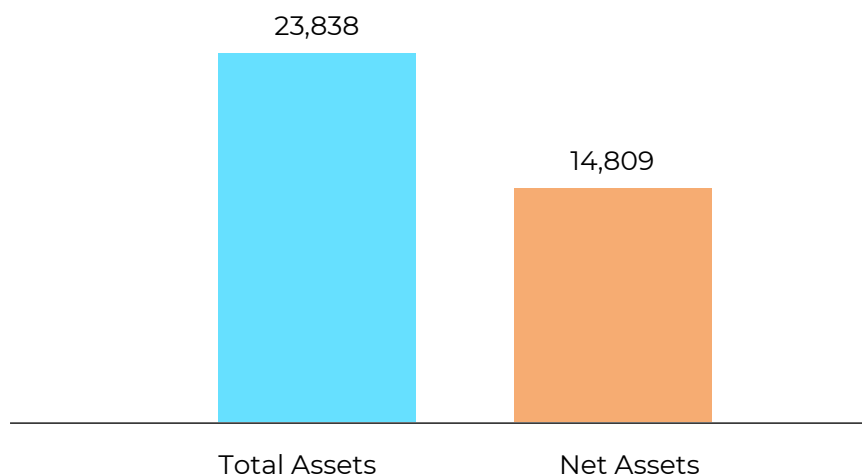
34.1%

Net Operating
Cash Flow

2.19 billion

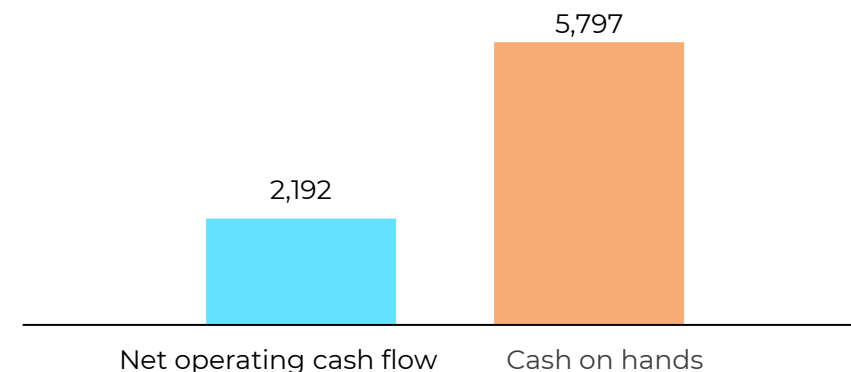
Cash on Hands

5.80 billion



(4) Analysis of cash and dividends

Cash Position and Net Operating Cash Flow, 2024 Unit: RMB in million



Total Annual Dividend for the year 2024



Interim dividend **0.28** RMB/per share

Final dividend **0.28** RMB/per share

Total annual dividend **0.56** RMB/per share



III. Business Performance Review for 2024: Global Semi-trailer

I. Major business models and analysis of operation of global semi-trailer business

Star-Chained Semi-trailer Product Catalogue



Big Leap Liquid Tankers Product Catalogue



Global Semi-trailer Sales Volume in 2024

58,162 units	Star-chained Semi-trailer / Big Leap Liquid Tankers (to the domestic market)
18,233 units	Global South Markets
6,808 units	SDC semi-trailer / LAG liquid tanker (to the European market)
18,532 units	Vanguard GT Holding (to the North American market)

Revenue

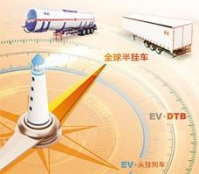
14.95 billion

Gross Profit

2.66 billion

Gross Margin

17.8%



III. Business Performance Review for 2024: Global Semi-trailer

中集车辆

(I) Chinese Market: Implementation of the Star-Chained Plan, achieving countercyclical growth

Domestic Semi-trailer Sales

Increased by **12**%

Star-Chained
Semi-trailer Revenue

Increase by **16.8**%

Star-Chained
Semi-Trailer Gross Margin

Increased to **14.4**%

30% Increase in
Production Efficiency

23% Rise in Per
Capita Output

Capacity Utilization Rate Reaches **Five-Year High**

Star-Chained Plan Achieves Remarkable Results



- Established new productive forces in semi-trailers
- Developed Star-chained marketing operations, promoted the pricing system of **Star-chained annual models**
- Progressed the business model of **CIMC-SHAC Sanhao development**



III. Business Performance Review for 2024: Global Semi-trailer

中集车辆

(1) Chinese Market: “Big Leap Plan” was launched to drive the reforms in liquid tanker production

- streamlined the organizational structure of LTP centers
- explored integration between the LTP centers of the “Star-chained Plan” and the “Big Leap Plan”
- establishing the “**hard stuff**” and “**soft stuff**” in production organizations



Target of BUP Phase I
Successfully Achieved

➤ Released the enterprise standards for “Edible Oil Tank Vehicles for Road Transportation”



(2) Global South market experienced remarkable growth

Revenue

YoY Growth **6%**

Gross Margin

Leaping **5.8** pct

Covered **50 nations and regions**
Featured a **three pillar markets**
+ multiple growth markets

Achieved performance breakthroughs in Southeast Asia, the Middle East, and Africa



- Focused on Thailand, Vietnam and African markets, establishing high-quality closed-loop operational models
- Exported product portfolios, manufacturing facilities, and distribution networks
- Achieved **sales growth and business breakthroughs**



(3) European and Australian Semi-trailer business

- Optimized European product offerings while implementing supply chain localization, further lowering costs
- Australian operations focused on product quality and detailing, achieving **record-breaking profitability**

European Business SDC Plant



Australian Business Plant



Gross Margin of Vehicle Sales in Europe

Increased by **2.4** pct



Gross Margin

20.2%



(4) Vanguard GT Holding

- Container chassis trailer business in North America resumed deliveries
- Leveraged cost advantages from global supply chain
- Actively enhancing the North American governance structure and further strengthening supply chain resilience



2. Major business models and analysis of operation of EV·DTB truck body products

EV·DTB Truck Body Product Catalogue



EV·DTB dump truck



EV·DTB mixer truck



EV·DTB refrigerated trucks

Revenue

3.03 billion

Sales Volume

nearly **25,000**

Gross Profit **150** million

YoY increase of **70** million

2024 EV·DTB Truck Body Products Sales

12,472 units

DTB · dump truck

Three plants in Xi'an, Baoji and Zhumadian

7,735 units

DTB · mixer truck

Two plants in Luoyang and Wuhu

5,181 units

DTB · refrigerated truck

Jinan plant



III. Business Performance Review for 2024: EV Tractors and Trailers

3. Major business models and analysis of operation of EV tractors and trailers business

EV Tractors and Trailers



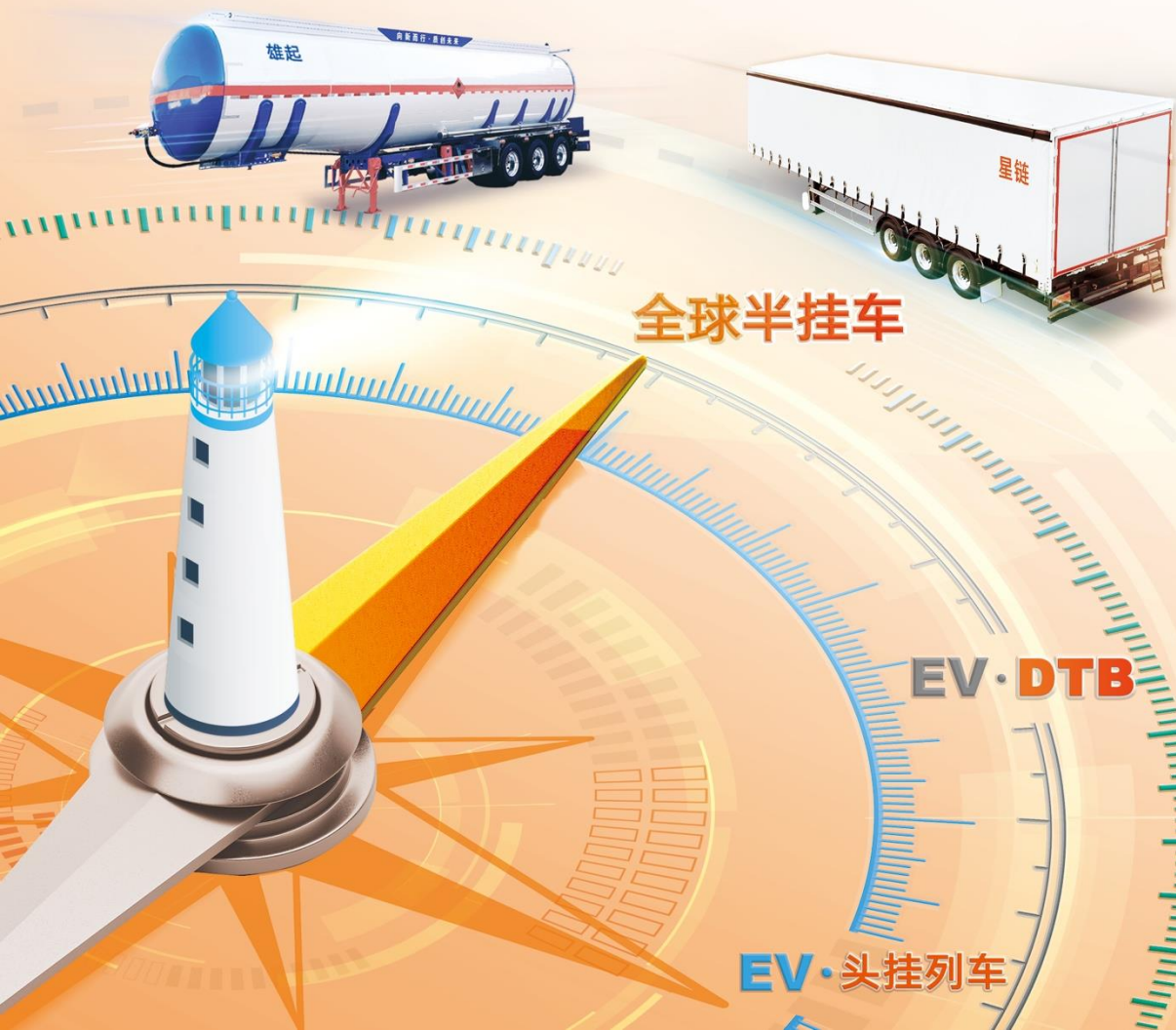
Electric tractor-trailer mixer truck
(Model: J-RT1.0 mixer truck)

- Collaborative development of electric tractors and trailers within the “Excellent Tractors and Trailers”
- Mass testing in Xi’an and Chongzuo, Guangxi



Energy consumption
reduction of
37.7%





For any inquiries,
please contact CIMC Vehicles'
Investor Relations Department
Email: ir_vehicles@cimc.com