



CIMC Annual Results of FY2018

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Driving new value Moving the world 创•造•新价值



Contents





CIMC Annual Results

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The world-leading supplier of Logistics Equipment & Energy Equipment and Services







02

Management Measures

GasChem

NO SMOKING

Management Measures

Optimize 5S management system

Further strengthen the connection between each S, and promote the effective operation of the system.

Create champion products

Build an ecosystem for scientific and technological innovation and promote the creation of world champion products.

Intelligent upgrade

Deepen excellent operation, promote intelligent manufacturing and create champion products.

Promote lean management ONE model

It has covered seven major businesses and defined the strategic direction is of upgrading ONE from 1.0 to 2.0.

scientific and technological innovation

In 2018, we own 577 patent applications, among which there are 251 invention applications,

Innovation and entrepreneurship

Launch the 100-person business plan, with the core idea of selecting the right project and mechanism.



03

Business Reviews

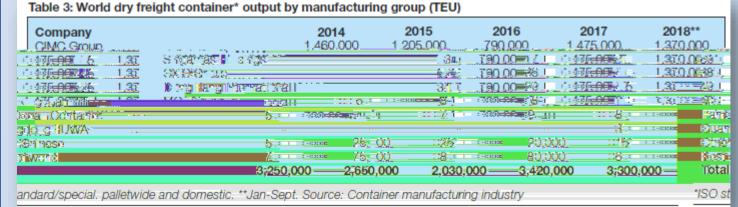
Business Operation in Major businesses

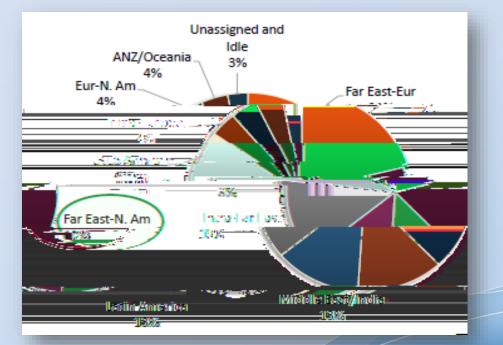
Container Market Performance



- Increased trade tensions and consequent policy uncertainties
- Container transport market: a large number of shipping capacity, the overall decline in freight rates.
- The international shipping dry bulk market is generally good, the container transport market is stable, and the crude oil market has bottomed out.
- Container transport cargo volume rose steadily. The purchasing of new container has been vigorous.

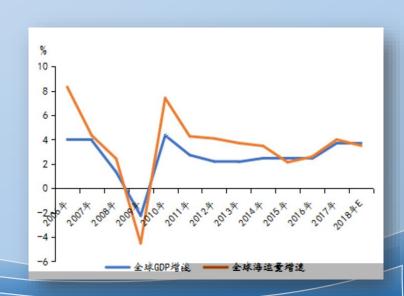
Percentage of global container shipping capacity





Global container trade from 1996 to 2018





Container Manufacturing Business of CIMC

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- Major project investment
 - 1. Fenggang, Dongguan

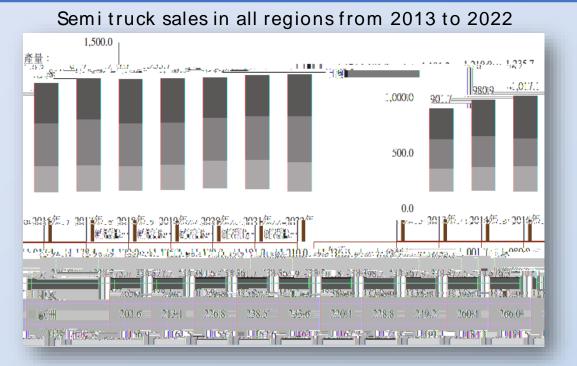
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3. heat storage and temperature controlled containers

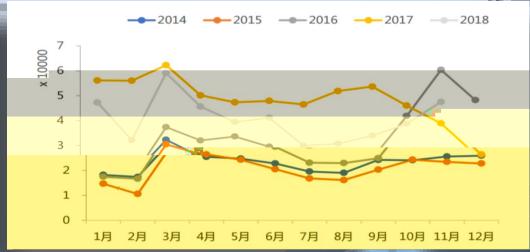
• significant assets disposals

the original reefer container factory in Qingdao

Global Road Transportation Vehicle Industry



Domestic heavy truck semi-trailer tractor sales



Semi - trailer industry and its downstream market shows

expansion trend

- Domestic semi truck sales declined in 2018 and are expected to continue to decline to 378,000 units in
 China 2019.
 - Domestic semi truck sales are expected to increase from 2020 to 412,000 in 2022.

Europe

- European semi truck sales are expected to reach 266,000 units in 2022.
- The 2017 to 2022 cagr was 2.6 percent.

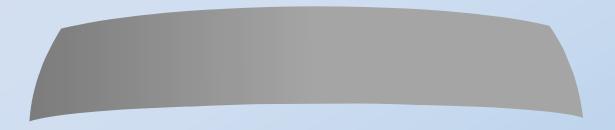
North American semi truck sales grew at a compound annual rate of 7.3 percent from 2013 to 2017. North

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North America is expected to sell America 376,300 semi trucks in 2022

The 2017 to 2022 cagr is expected to slip to 0.6 percent.

Road Transportation Vehicle Business



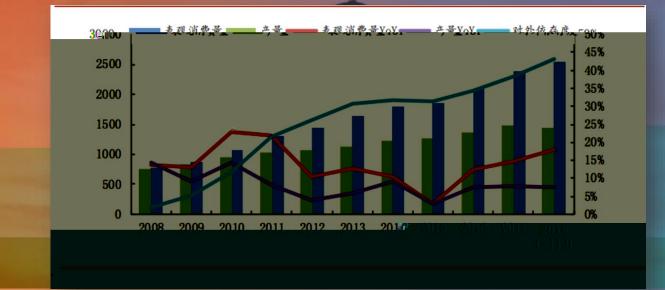
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The overseas listing of CIMC vehicles

has been approved by CSRC



Global Energy, Chemical and Liquid Food Equipment industry



The world economy continues to grow moderately, and speed slows down

China's natural gas industry has entered a golden period of development with the sustained and rapid growth of natural gas imports

- The growth of natural gas supply accelerated in 2018.
- Natural gas imports jumped to the top in the world in 2018.
- China's oil and gas consumption continued to grow rapidly in 2018.
- The annual growth rate of natural gas consumption in the Asia-Pacific region is 5.7%.

Energy, Chemical and Liquid Food Equipment Business

	Increase / decrease %	2018	2017
Operating income 100 million Yuan)	19.56	141.63	118.46
Energy equipment	21.55	60.27	49.59
Chemical equipment	24.51	37.68	30.26
Liquid food equipment	19.06	31.98	26.86
Net profit 100 million Yuan)	67.21	7.92	4.74

the key equipment manufacturer and engineering service provider of natural gas with in China;

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- the production and sales volumes of LNG, LPG CNG storage and transportation products were leading nationwide;
- It realized China's first south gas to north and river-ocean transport with LNG tank containers through
- > As of March 2019, the order for handships includes

The "Local Wisdom, Global Operations" Pattern Based on the Interaction between China, Europe and the United States

Clean

energy

segment

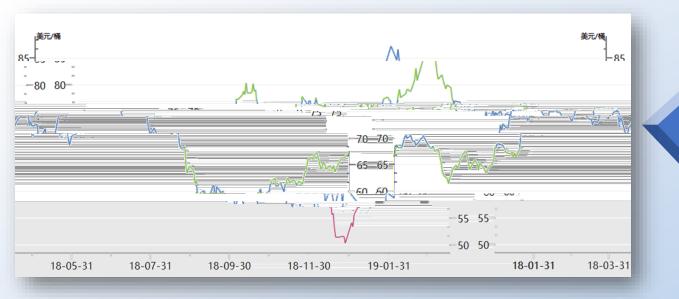




Global Offshore Engineering Industry

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Brent Crude Oil Price Trend in 2018



- In 2018, the trend of international oil prices fluctuated, rising steadily in the first half of the year, and then falling in the second half of the year. The average price rose significantly overall, surpassing market expectations.
- In 2018, the traditional oil and gas industry recovered slowly, and new business areas such as module building, production platform, marine fisheries, marine tourism and other non-oil and gas businesses grew rapidly.

The idle rate of various types of marine craft is still at a certain high level. In terms of market conditions, the vacancy rate in Southeast Asia is the highest. Oil and gas exploration and development investment has steadily increased, the traditional oil and gas industry is slowly recovering, production platforms and modules are the most practical core demand of the oil and gas market.

Traditional Oil and Gas Industry Slowly Recovered Rapid growth of non-oil and gas business









Airport Facilities, Fire and Rescue and Logistics Equipment business

	Increase/ Decrease %	2018	2017		 ✓ ✓ ✓ 	
Operating income 100 million Yuan	29.88	46.71	35.97		 ✓ 	
Net profit 100 million Yuan	31.67	1.93	1.46		✓	
✓			E A		✓	
		A ROYAL	TALE	THE W	*	
		www.rj.com		2010 10		
			2018.4 Completed the injection of the 78.15% equity interest in Pteris into CFE.	Shanghai Jindun Snecial Vehicle	2018.11 Get Beijing daxing international airport Beijing daxing international airport southern airlines base and ningbo lishe international airport three airport warehouse project	2018.11 acquired 60% equity interests in Shenyang Jietong Fire Truck Co., Ltd.



Cross-border Logistics Solution Service Provider with "Equipment + Service" as the Core

- marine transport and project logistics business line (1) Overseas: strengthening Africa and promoted East Africa.
- (2) Domestically, we promoted the distribution of freight forwarding outlets in South China, strengthened the national coverage of freight forwarding services, and actively explored strategic opportunities in new areas such as LNG tank intermodal transport.
- rail-water intermodal transport business line
 "Manufacturing + Service" as the Core of

Industrial City Development

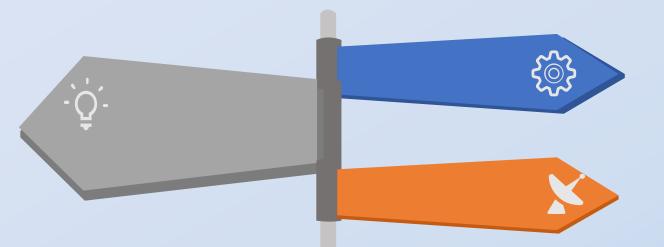
a second s



Increase/ Decrease 2 %	2018	2017	In November 2018, Shenzhen Shekou Prince Bay		
Operating income 100 million Yuan			high-quality land was successfully acquired by means of capital increase and stock expansion.		
Net profit 100 million Yuan					
Sales area Ten			 On September 30, 2018, the Qianhai Project started its construction ceremony, and the project 		
Great breakthroughs hav			entered a stage of rapid progress.		
land reserve and project promotion			Focus on Industrial Park Business and Commit to "Park Operating Experts"		
	enters" o caciaciticos Control				

Financial Business



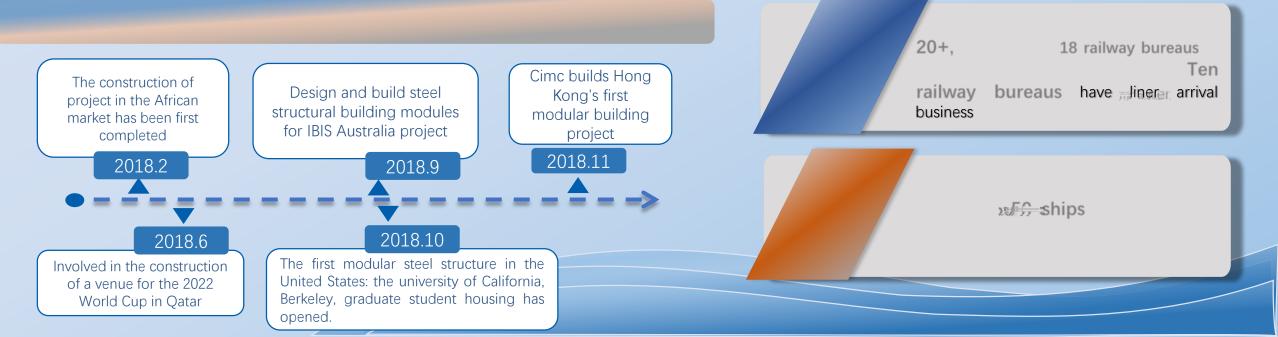


Continuous optimization of business portfolio and significant improvement of overall risk management capability.

Modular Building & Multimodal Transport

- Xiongan Citizen Service Center project, Xiongan completed 30,000 square meters Hotel and office building projects in less than 100 days.
- It was the first to obtain technical admittance approval from the Hong Kong Housing Department and successfully delivered the CIC demonstration project

- The student apartment project of Newcastle University has been put into use.
- Australia and New Zealand Market enter the field of high-rise hotels and government public safety service facilities.
- African market completed of the Djibouti project has been completed.
- Nordic Icelandic Market successfully achieved qualification access, and the first Marriott Hotel project achieved order signing.

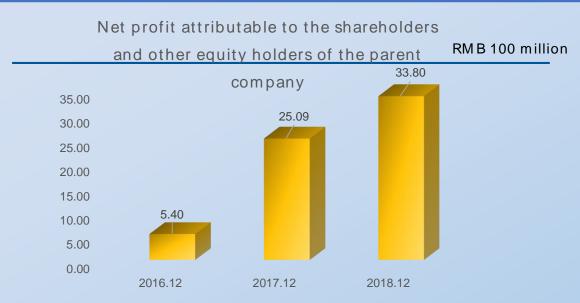


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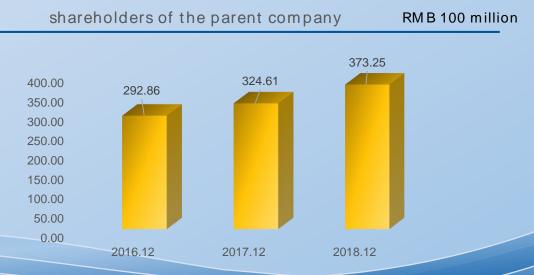
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Total equity attributable to

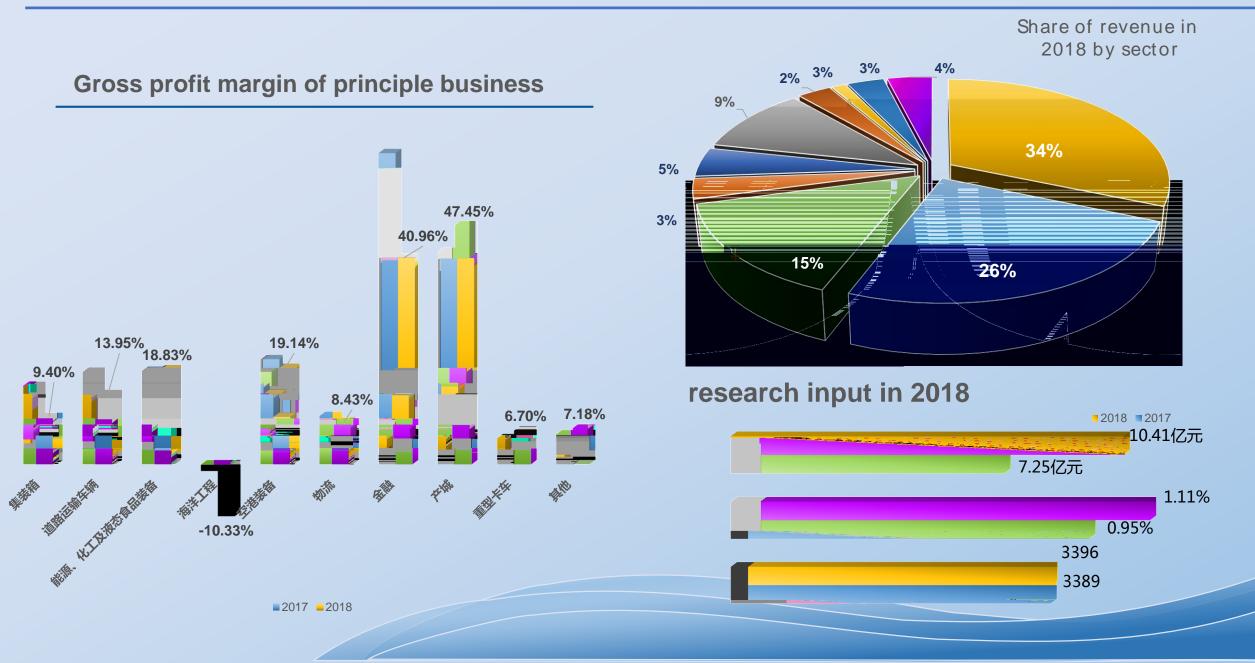






By the end of December 31th 100 million Yuan	At the end of the Reporting Period (31 December 2018)	At the end of the previous year (31 December 2017)	Change
Total assets	1,588.84	1,306.04	21.65%
Total liabilities	1,064.81	873.67	21.88%
Short-term borrowings	198.98	153.17	29.91%
Long-term borrowings	257.70	241.40	6.75%
Total equity attributable to shareholders and other equity holders of the parent company	373.25	324.61	14.98%
Total shareholders' equity	524.03	432.37	21.20%
liability/asset ratio	67.02%	66.89%	0.13%
By the end of December 31th 100 million Yuan	FY2018 (Jan. to Dec.)	FY2017 (Jan.to Dec.)	Change
Net cash flows from operating activities	1.41	44.65	-96.85%
Net cash flows from investing activities	-44.02	-17.70	-148.70%
Net cash flows from financing activities	92.96	35.37	362.80%

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05 Future Outlooks

"Intelligent Manufacturing + Intelligent Logistics"

Industry Development Trend and Market Outlook



In 2019, global trade frictions will have become an important negative factor affecting the global economic recovery. China's economy is still in an important period of strategic transformation and development opportunities. We are faced with trade frictions between China and the United States, slowing global trade growth, increasing pressure on the domestic economy to slow down, and interest rate hikes by the federal reserve. Meanwhile, positive policies and market demand, such as reducing taxes and fees, improving the business environment, improving related infrastructure, and building new drivers of economic growth in the guangdong-hong kong-macao greater bay area, have also provided cimc with many development opportunities. In the future, cimc will focus on four aspects of business: business focusing, qualitative growth, organization improvement and technology innovation.

Container Manufacturing

- According to the latest prediction made by CLARKSON (a leading global industry analyst), the growth of global container trade reached 4.5% in 2018 and is expected to decrease slightly to 4.4% in 2019 but remained at a favourable level.
- The growth of shipping capacity will decrease to 3.1% in 2019, and the oversupply in the container transportation market may be relieved.
- The _demand _ for containers in 2019 will fall back from the record high in 2018.

Road Transportation Vehicle

According to the Frost & Sullivan Report, global sales are predicted to pick up gradually.

- In 2019, the number of semitrailers sold is expected to reach 378,000 units in China.
- North America will witness a decline in the CAGR to 0.6% over the 2017-2022 period as predicted.
- Europe is expected to record a CAGR of 2.6% during the period from 2017 to 2022.

Offshore Engineering

 in 2019, it is expected that oil prices will be slowly climbing and the investment in oil and gas exploration and development will steadily increase whilst still under pressure.

- It is expected that the demand in the drilling platform market in 2019 will still be limited, characterized by overall oversupply, gradual balancing and local shortage.
- Market segments of the offshore engineering business markets are embracing new strong growth drivers.

Energy, Chemical and Liquid food equipment

- As China enters the golden period for natural gas development, the import volume of natural gas, in particular LNG, will maintain relatively rapid growth.
- With China, southeast Asia, India, Russia and other emerging market economies continuing to flourish, the chemical industry in emergingmarkets has grown rapidly, which will directly pull the demand for tank containers

Industry Development Irend and Market Outlook

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Airport Facilities Equipment

- In 2019, it is predicted that the global airport business will still maintain steady growth, benifiting the boarding bridge and peripheral business and the GSE business.
- The fire and rescue equipment business will also grow steadily as there is a visible trend in merger, acquisition and consolidation in the global fire safety industry, with lifting and specialty vehicles as the main profitable points.
- The automated logistics business will continue to grow with further improvements in smart technology applications.
- The parking industry is favorably backed by policysupport. It is evident from the policies rolled out by pilot cities that proposals to develop multistory parking will be feasible and effective. The garage business is expected to achieve a major breakthrough in 2019.

Heavy Truck

- With the continuously heightened environmental laws and regulations, the start of the blue sky protection campaign, and the strict implementation of policies such as overload and overlimit control, the national heavy truck market in 2019 will set off a new upsurge of emission upgrading.
- The total sales volume of the industry is expected to be 800,000 to 900,000 vehicles, which will decline by approximately 20% compared with the sales volume in 2018. In particular, there will be different degrees of decline in the market segment demand for the four major categories, i.e. tractor, cargo truck, dump truck and specialty vehicle, especially a greater decline in the cargo and dump truck markets.



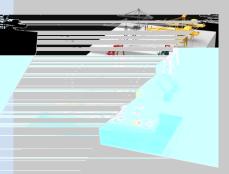
Finance

- In 2019, domestic financial leasing enterprises face both challenges and opportunities, and the overall economy is exposed to growth deceleration, and the domestic economy may continue to go down. Leasing companies will shoulder dual pressure and challenges relating to capital and assets in their operations.
- On the other side, financial leasing companies will return to the origin of leasing business, focusing on the synergy from the integration of industry and finance, creating specialized and differentiated competitive advantages based on leasing items.
- With the gradual emergence of the impact of trade frictions, increasing downward pressure on the domestic economy, stable growth gradually takes on heightened importance, the monetary policy will undergo a transformation from to

. The central bank is expected to implement moderate to loose and structurally loose monetary policies. However, other factors such as deleveraging, risk prevention and international monetary policy tightening cycle have limited the room for easing.



Logistics Services



- In 2019, increasing uncertainties associated with the global trade landscape and the rise of trade protectionism led by the United States have led to certain pressure on foreign trade in terms of trade balance.
- The PRC is undergoing a comprehensive deepening reform and economic restructuring by implementing several national strategies.

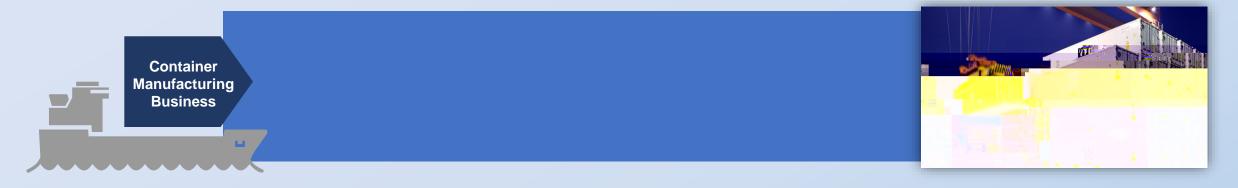
Industrial City Development Business

- In 2019, affected by the normalization of policy regulation, the financing environment still maintain a tightening trend.
- Industrial real estate has become the focus of government, enterprises and capital markets.
- The industrial real estate has been transforming from the development mode to the operation mode.
- It has become a trend to encourage property selfmaintenance and cultivate advanced industrial clusters.



Overall Operation Targets and Initiatives for Main Business Segments



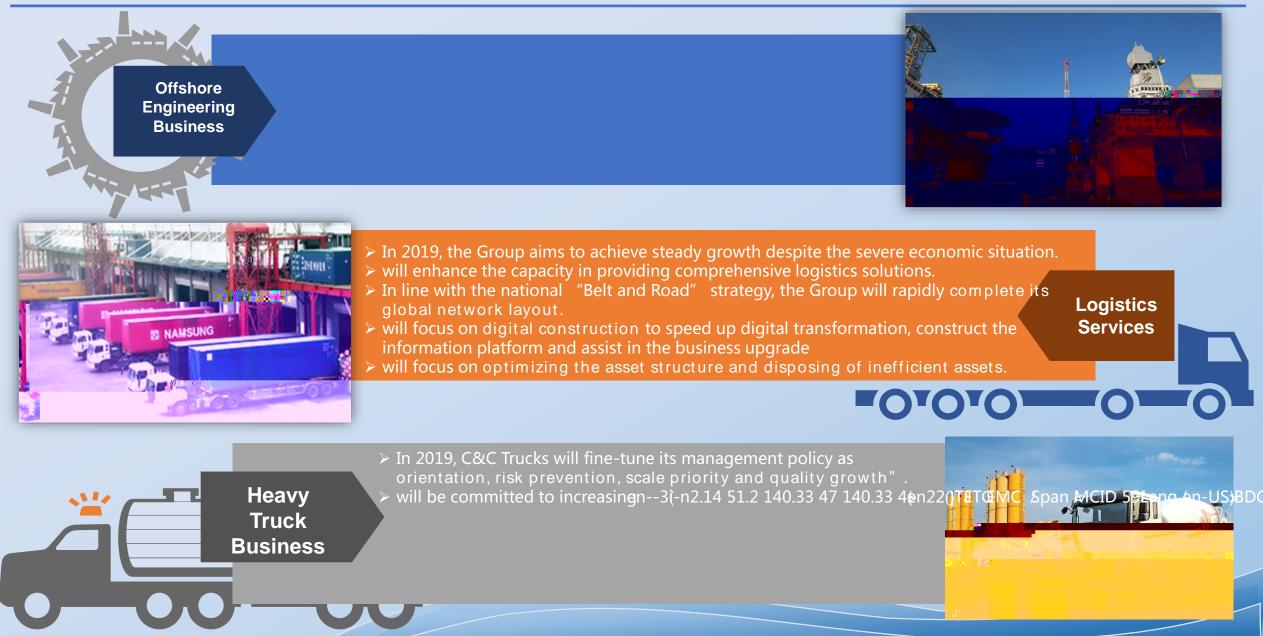








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CIMC will put more efforts on the two main lines of automation and focusing on developing the fire and rescue business and further tion scenarios of the automated logistics business. comprehensive human resource system, improve strengthening its risk control capability,

Air

ress will actively promote the implementation of Shenzhen, Shanghai and other first-tier cities structure and development strategies. rts or push forward asset-light and heavy

Industrial City Development Business







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