Introduction of CIMC Group

Driving new value  Moving the world
CIMC was founded in 1980 in Shekou, Shenzhen

Founded by Mr. Yuan Geng in 1980; A joint venture of China Merchants Group and Denmark East Asiatic Company; One of the pioneering joint ventures after China’s reform and opening up.
Vision

To be a global leading enterprise in the industry.

Mission

Providing high-quality and reliable equipment and services for logistics and energy industries, bringing good returns to shareholders and employees, and creating sustainable values for the society.

Core Values

Integrity & Honesty, Customer Success, Exploration & Innovation, Continuous Improvement, Win-win Cooperation, Results Orientation
Diversified Industrial Group (Manufacture+Service+Finance)

Logistics Equipment and Services
- Containers: RMB 25.046 billion
- Vehicles: RMB 19.520 billion
- Logistics Service: RMB 8.195 billion
- Airport Facilities: RMB 3.596 billion

Energy Equipment and Services
- Energy, Chemical and Food Equipment: RMB 11.846 billion
- Offshore: RMB 2.485 billion

Others
- Finance: RMB 2.340 billion
- Industrial & City Development: RMB 1.006 billion
- Modular Building: RMB 0.77 billion

*Data from CIMC 2017 Annual Report
CIMC Operating Performance

2017 Operating Income: 76.3 billion yuan

2017 Net Profit: 2.5 billion yuan

* Data from CIMC 2017 Annual Report  Unit: RMB
Global Operation Platform

300+ Member Enterprises
3 Listed Company
51000 Employees

R&D centers and manufacture bases located in 20 countries and regions worldwide
30+ overseas enterprises & 6,000+ overseas employees
Balanced ownership structure and board decision making; High-quality management team; Operation mechanism based on motivation and supervision.

To a certain extent, CIMC has realized the goal of SOE reform put forward during the 3rd plenary session of the 18th central committee of CPC.
President Mai Boliang has been selected as one of "50 Most Influential Chinese Business Leaders (FORTUNE China)"

President Mai Boliang was on the list of "Top 100 Economic Figures in 30 Years' Reform and Opening up in China" (People's Daily, China Economic Weekly, People's Daily Online)

President Mai Boliang was awarded the title of "CCTV China Economic Person of the Year 2004"
MAJOR BUSINESSES
1. Logistics equipment & service

2. Energy equipment & service

3. Others
CIMC Containers is the largest business segment of CIMC with the longest history. It owns a full series of container products and proprietary intellectual property rights. It mainly specializes in the manufacture of dry cargo container, refrigerated container and special container. The global market share of CIMC Containers has ranked the world’s No.1 since 1996. Its annual production capacity of dry cargo container exceeds 2.4 million TEUs and the annual production capacity of refrigerated container surpasses 0.3 million TEUs with products being widely used in North America, Europe, Asia and other major logistics systems.
## Containers

<table>
<thead>
<tr>
<th>Dry cargo container</th>
<th>Refrigerated container</th>
<th>Special container</th>
</tr>
</thead>
<tbody>
<tr>
<td>20'GP dry cargo container</td>
<td>45'FT CR Express railway container</td>
<td>JR container</td>
</tr>
<tr>
<td>40'GP dry cargo container</td>
<td>Mobile cold storage</td>
<td>Folding container</td>
</tr>
<tr>
<td>40'HC dry cargo container</td>
<td>53'FT aluminum container</td>
<td>Ore container</td>
</tr>
<tr>
<td>45'FT dry cargo container</td>
<td>40'HC</td>
<td>Rocket container</td>
</tr>
</tbody>
</table>
Containers

CIMC has entered a new process of developing green containers

In 2017, CIMC used water paint for all its containers. The water paint has saved a lot of resources, reduced air pollution, effectively protected production workers’ health and eliminated risks of fire or explosion at the time of construction. It is much safer than oil paint.

In March 2016, CIMC led companies in the industry to sign the China Container Industry Association VOCs Governance Self-Discipline Convention, clarifying the commitment to environmental protection, self-discipline and legal compliance and social responsibility fulfillment. In this way, the container industry has built a new green image.
CIMC Vehicles is CIMC’s second largest business. It provides first-class land transportation equipment and services for global markets. It mainly specializes in the manufacture and sales of special vehicles and relating parts.

CIMC Vehicles has R&D centers and manufacture bases in Europe, America, Australia, Southeast Asia countries and China. Through the integration of global technology and manufacture resources, CIMC Vehicles provides the global market with more than 1,000 types of high-quality specialized vehicles, including skeletal semi-trailers, van trailers, refrigerator trucks, mixer truck, powder tankers, liquid tankers, sanitation trucks, dumpers, etc.
Vehicles

- Skeletal vehicle
- Semi-trailer with side curtains
- Refrigerated & insulated semi-trailer
- Aluminum alloy liquid tanker
- Powder tanker
- Dumper
- Flat-bed semi-trailer
- Box truck
- Mixer truck
- Sanitation truck
- Plate semi-trailer
- Van trailer
- Center axle car semi-trailer
Vehicles

Lighthouse plant - building semi-trailer the same way cars are made

Lighthouse plant lowers labor cost, and boosts productivity, quality and logistical efficiency through modular industrial design, automated IOT equipment and information system.
C&C TRUCKS

Heavy truck brand for high-end markets

The member enterprise of CIMC Holding “C&C Trucks Co., Ltd.” mainly specializes in the manufacture and sales of self-developed heavy trucks and parts, including traction vehicle, mixer truck, dump truck, special truck, etc.
# C&C TRUCKS

<table>
<thead>
<tr>
<th>Traction vehicle</th>
<th>Dump truck</th>
<th>Mixer truck</th>
<th>Oil &amp; gas industry</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Traction vehicle" /></td>
<td><img src="image2" alt="Dump truck" /></td>
<td><img src="image3" alt="Mixer truck" /></td>
<td><img src="image4" alt="Oil &amp; gas industry" /></td>
</tr>
<tr>
<td>Diesel series</td>
<td>Diesel series</td>
<td>Diesel series</td>
<td>Diesel series</td>
</tr>
<tr>
<td>Gas series</td>
<td>Gas series</td>
<td>Gas series</td>
<td>Gas series</td>
</tr>
</tbody>
</table>
CIMC Logistics provides container services, ocean shipping and project logistics, railway-water combined transportation and equipment logistics through network and channel construction, equipment operation, data platform and finance. It mainly focuses on developing automotive logistics, imported consumer goods logistics, cold chain logistics, LNG tank container logistics, engineering project logistics for specific industries.

CIMC Logistics serves more than 140 countries and regions. It handles most containers and sells most second-hand containers in China. It has grown into a national 5A logistics enterprise.
## Logistics

<table>
<thead>
<tr>
<th>Container services</th>
<th>Ocean shipping and project logistics</th>
<th>Railway-water combined transportation</th>
<th>Equipment logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Van/loaded van pool, rail yard and old/new container lease &amp; sales, etc.</td>
<td>Shipping agency, freight forwarding, project logistics and contract logistics</td>
<td>River-sea combined transportation, railway-water/sea-railway combined transportation, international intermodal transportation</td>
<td>Equipment R&amp;D and manufacturing, equipment lease and operation, equipment logistics service</td>
</tr>
</tbody>
</table>
LOGISTICS

Logistics service is provided for national strategic projects

- DRC’s Ricco road construction project
- Mauritius’s SSR International Airport extension project
- Kenya’s SGR project
- Ethiopia’s AA high-speed link project
- Belarus’s M5/E271 Minsk-Gomel motorway reconstruction
- Angola’s Luanda oil base and heavy cargo wharf project
- Cameroon’s KRIBI deepwater port project
- Huiyong Holding’s Murray River coal mine project in Columbia, Canada
- CPECC PKOP’s Shymkent refinery in KZ
- H206 platform Petrobras maneuvering service in Brazil
- Iraq’s Halfaya Phase III project
- Myanmar-China oil and gas pipeline project
CIMC Airport Facilities specializes in the R&D, manufacture and sales of the following whole-series products: airport passenger boarding bridge, seaport passenger boarding bridge, ground support equipment (GSE), fire & rescue vehicle, automatic logistics equipment and automatic parking.

After more than 20 years of development, CIMC Airport products rank atop in the world. Its passenger boarding bridge ranks No.1 in the world, and it has produced the world’s first A380 boarding bridge; so far, CIMC Airport facilities can be found in more than 200 countries, which work for some thousand airports all over the world. Its member enterprise Ziegler Group is a world-leading fire-fighting and rescue equipment supplier and dominates fire-fighting vehicle market in Germany.
# Airport Facilities

<table>
<thead>
<tr>
<th>Boarding bridge</th>
<th>GSE</th>
<th>Fire &amp; rescue vehicle</th>
<th>Automatic logistics system</th>
<th>Automatic parking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport passenger boarding bridge, seaport passenger boarding bridge, -mounted equipment</td>
<td>Airport shuttle, food cart, deicer, lifting platform truck, airport fire-fighting truck</td>
<td>Ordinary fire-fighting truck, special fire-fighting truck, airport fire-fighting truck, fire pump, public security vehicle, ambulance</td>
<td>Baggage handling, parcel handling, airline meal, automatic warehousing</td>
<td>Stereo garage, equipment and service</td>
</tr>
</tbody>
</table>
CIMC acquired German fire-fighting truck manufacturer Ziegler Group in 2013. With No.1 market share in Germany, Ziegler is the world’s top 5 supplier of fire-fighting and rescue equipment. Benefited from China urbanization, CIMC will accelerate the business growth of fire-fighting and rescue equipment.
1. Logistics equipment & service

2. Energy equipment & service

3. Others
CIMC ENRIC (listed in HK Stock Exchange, HK.3899) specializes in CIMC Energy, Chemical and Food Equipment, and it is committed to providing key equipment, engineering service and system solutions for transportation, storage and processing of energy, chemicals and food.

CIMC ENRIC enjoys leading positions in the following fields:
- ISO liquid tank container (No.1 in the world)
- High-pressure gas storage and transport equipment (No.1 in China)
- Cryogenic equipment (No.1 in China)
- LNG, CNG, LPG storage equipment (No.1 in China)
- Turnkey solutions for brewery projects (top in the world)

CIMC ENRIC owns world-famous brands in energy, chemical and engineering service & equipment, such as TGE, Ziemann, etc.
## ENERGY, CHEMICAL AND FOOD EQUIPMENT

<table>
<thead>
<tr>
<th>Energy equipment</th>
<th>Chemical equipment</th>
<th>Liquid food equipment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Storage and transportation equipment for upstream, midstream and downstream industrial chain of natural gas/industrial gas, etc.</td>
<td>Liquid tank container, gas tank container, powder tank container, etc.</td>
<td>Tank yard and processing equipment, system and engineering service, etc.</td>
</tr>
</tbody>
</table>
ENERGY, CHEMICAL AND FOOD EQUIPMENT
Products covering natural gas whole industrial chain

- Processing
- Voyage in ballast
- Production
- Unloading
- Liquefying
- Storing
- Loading Dock
- Loading
- Sales Terminal
- Voyage with Cargo
- Gasification
China’s leading EPC enterprise in offshore equipment

CIMC has currently built a one-stop business system covering R&D, equipment manufacturing, operation service and financial service and has developed its capacities in large-scale production and industrialization EPC of high-end offshore equipment and other special ships. It has become a leading provider in global offshore industry. Its main products include semi-submersible drilling rigs, jack-up rigs, offshore engineering support ships, high-end yacht, etc. The semi-submersible drilling rigs delivered by CIMC have been launched in the world mainstream offshore oil and gas fields in the South China Sea, the Gulf of Mexico, the waters of Brazil, etc.
### Offshore

<table>
<thead>
<tr>
<th>Oil &amp; gas industry</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Drilling rig</strong>&lt;br&gt;Semi-submersible drilling rig, jack-up rig</td>
<td><strong>Yacht, cruise, complex on the sea</strong>&lt;br&gt;Deep-sea fishing equipment&lt;br&gt;Aquafarm, smart net cage, deepwater aquaculture boat 00</td>
</tr>
<tr>
<td><strong>Production equipment</strong>&lt;br&gt;Natural gas processing platform, production platform, FPSO, etc.</td>
<td></td>
</tr>
<tr>
<td><strong>Special equipment</strong>&lt;br&gt;Accommodation platform, semi-submersible transport vessel, hauling support vessel, platform supply ship</td>
<td><strong>High-end maintenance &amp; repair ship</strong>&lt;br&gt;Floating power plant</td>
</tr>
</tbody>
</table>
Blue Whale 1
The ultra-deepwater drilling rig - “Blue Whale 1” independently designed and built by CIMC has played a key role in successfully mining combustible ice in the South China Sea for the first time.
1. Logistics equipment & service
2. Energy equipment & service
3. Others

MODULAR BUILDING  FINANCE  INDUSTRY & CITY DEVELOPMENT
Promote the integration of industry and finance and boost CIMC’s equipment business development

CIMC Finance Segment is dedicated to building financial service system that can meet the needs of CIMC as a global leading manufacturer. It aims to improve CIMC’s financial efficiency and effectiveness with financial instruments and provide global customers with competitive finance lease, operating lease and other diversified innovative financial solutions.

CIMC Finance Co., Ltd. is engaged in businesses such as self-support loan, supply chain finance, note discount, etc., improving the efficiency and effectiveness of internal funds. CIMC Capital Ltd. focuses on CIMC’s whole industrial chain value and provides customers with finance lease, operating lease, leaseback, leveraged lease, innovative lease and other professional equipment financial services, etc.
CIMC Industry & City Development takes advantage of CIMC’s funds, brand and industrial collaboration. With the core of industry-city integration, CIMC Industry & City Development is engaged in the development and operation of industrial real estate. It is committed to becoming an industrial real estate developer and operator in Chinese cities according to enterprise needs.

Its businesses cover urban industrial complex, hi-tech park, traditional commercial residence. It aims to lead urban lifestyle and boost urban industrial clustering and upgrading. Its products include urban industrial complex, hi-tech park, traditional commercial residence and star hotel. It mainly serves Yangtze River Delta, the Pearl River Delta and Bohai-rim areas.
Build a national hi-tech enterprise incubator and Asia-Pacific high-end financial service center

CIMC Smart Valley in Dongguan
It will introduce 500 smart technology firms, seek cooperation with industry leaders and build hi-tech industrial cluster of smart equipment, robot, electronic information and mobile internet.

CIMC Qianhai Ocean Finance Center
Supported by CIMC’s offshore engineering business, it aims to build an industrial cluster of ocean finance sector and modern service sector and create a “bridge” for international cooperation. It becomes a demonstration zone of Guangdong-Hong Kong cooperation.
With more than 30 years’ experience and technology accumulation in container manufacturing, CIMC has created new modular buildings. Compared with traditional buildings, the transformation of modular buildings can be shown in greatly reducing delivery time and lowering environmental disruption to the spot through pre-fabrication and on-spot setup. Besides, it has established architectural system that can be shipped across borders and areas. Meanwhile, the excellent seismic performance enables modular buildings to better withstand various natural disasters.

Revolutionary solutions for the building industry: energy conservation, environmental protection, high efficiency

MODULAR BUILDING
Modular Building

Advantages

Short construction period
90% pre-assembled in the factory, 50-70% of construction period saved (compared with traditional buildings)

Excellent building performance
Excellent seismic performance, fine modular construction and decoration quality, safer construction

Building standards
Compliance with British, American, European and Chinese building standards

Other building features
Modular standardization makes it easy for cross-border shipping; custom and flexible modular construction; 30-storey (max) building can be built; easy to connect with exterior wall of any building

Driving new value Moving the world