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一汽解放汽车有限公司

一汽解放汽车有限公司是中国一汽集团旗下的轻、中、重型卡车企业，总部位于吉林省长春市，员工近21000人，整车年生产能力23.5万辆。有17个专业厂、分公司、子公司和3个参股公司，分布在长春、大连、青岛、无锡、成都、柳州六个城市，形成了长春、青岛、成都、柳州四大整车基地和无锡、大连、长春发动机、变速箱、车桥三大总成基地的生产布局。主要企业有：卡车厂、青岛汽车有限公司、无锡柴油机厂、车桥分公司、变速箱分公司、发动机分公司、柳州特种汽车有限公司、长春特种车分公司、成都分公司、轴齿中心、仓储中心、一汽解放汽车销售有限公司、道依茨一汽(大连)柴油机有限公司、长春一汽宝友钢材加工配送有限公司、长春一汽鞍井钢材加工配送有限公司。

【历史沿革】

一汽解放汽车有限公司的前身是一汽生产中重型卡车的主体专业厂。

一汽是中国汽车工业的摇篮。一汽1953年建厂，1956年7月13日，第一辆国产解放牌汽车驶下装配线，结束了中国不能制造汽车的历史。上个世纪80年代，一汽在中国改革开放政策推动下，自主研发、生产了第二代解放CA141卡车，实现了第二次创业。90年代，自主研发生产了第三代、第四代产品，实现了卡车生产柴油化和平头化转变。

2003年，一汽对中重型卡车核心业务进行重组，成立了一汽解放汽车有限公司，并先后成功推出了解放第五代和第六代重卡产品。2014年开始向轻型车领域拓展，实现了以重型车为主，中型、重型、轻型发展并举的产品格局。经过六十余年的发展，解放已经成为中国商用车行业处于领先地位的卡车制造企业。2016年世界品牌实验室《中国500最具价值品牌》排行榜，“解放”品牌价值为439亿元，连续多年列为国内卡车行业第一。

【主导产品】

一汽解放拥有牵引、载货、自卸、专用四大产品系列，覆盖重中轻三大领域。在重卡领域，有J6P、JH6、J6M、天V、悍V、安捷等六大产品品台，在中卡领域，有J6L、龙V两大产品平台，在轻卡领域，有J6F、虎V两大产品平台。凭借“安全、可靠、节能、舒适、高效”的技术性能和卓越品质，解放卡车赢得了广大用户的信赖，被誉为“挣钱机器”。

【制造技术】

长春基地新工厂2005年7月建成投产，主要生产J6P、J6M、J6L系列产品，年产能10万辆。制造技术和工艺设备达到国际先进水平。拥有全封闭高速自动化冲压生产线、全自动纵梁辊压生产线。车身焊装线主焊线全部采用机器人进行焊装作业，自动化率达100%。驾驶室涂装线采用德国艾斯曼自动化控制装备，涂层质量达到了国际水平。整车装配线采用模块化装配，配备定值装配工具，通过采用扭矩跟踪系统以及在线调整、模块化装配、前装后检等措施，保证装配质量。检测线由计算机控制，下线整车100%全项目例行路试。

青汽即墨新工厂于2014年建成，主要生产JH6、J6F、V系列产品，年产能10万辆，工厂广泛采用自动化、信息化等先进工艺技术，选用大量高质量、高效率、高柔性的设备和装备。驾驶焊装通过130多台世界顶级机器人完成，焊点自动化率达到100%，激光在线100%自动检测;涂装车间采用先进的立体化区域工艺布置，采用U型双摆杆输送，采用机器人和自动调输漆系统，确保漆面质量最佳;总装采用U型布局双线设计，串连布置，采用国内唯一在线底盘整体喷漆工艺，驾驶室100%进行在线淋雨检测。

在发动机、变速箱、车桥三大总成生产线，一汽解放均大量采用世界先进水平的加工中心、数控机床、装配线、试验台架等工艺装备，并采用刀具监控、在线检测、定扭控制、智能防错等尖端技术，实现了生产效率与产品品质的完美统一。



【营销网络】

一汽解放坚持以客户价值为导向，率先建立了功能完备的营销服务体系，创建了解放“感动服务”品牌。由620家经销商、800家服务站、27家备品中心组成的解放营销服务网络遍布全国各地，为用户提供24小时全天候高效、优质服务。产品出口俄罗斯、东南亚、中东、非洲等20多个国家和地区。

【管理创新】

一汽解放着眼于国际化竞争，建立了与国际接轨的现代企业管理体系。建立ISO/TS16949国际质量管理标准和体系，通过了环境/职业健康安全管理体系认证。始终致力打造供应链竞争优势，与来自全球的近500家优质供应商建立了紧密合作关系。立足精益生产，坚持推行FPS。推进流程化组织建设，持续提升体系能力和企业效率。实施了ERP、TDS、DMS等多个IT信息系统，实现了企业的数字化管理。同时，解放坚持“以人为本，员工第一”的理念，为员工提供职业化的成长平台，建立了与时俱进的人才激励机制和培训体系，为企业发展打造一支具备核心竞争力的人力资源队伍。

【公司战略】

一汽解放将坚持以“品质、技术、创新”的中国一汽品牌战略为统领，在一汽集团的大力支持下加速推进企业管理转型和产品技术升级，通过实施“技术领先、质量制胜、成本优化、结构调整、营销变革、绿色发展”六大战略，致力于把解放建设成为“国内领先，国际一流”的知名卡车品牌，实现国内卡车行业最强，中重型卡车市场国内份额第一，轻型卡车高质量发展，并具备与国际先进卡车企业竞争的实力。

**FAW Jiefang Automotive Co., Ltd.**

FAW Jiefang Automotive Co., Ltd. is a light, medium and heavy duty truck enterprise under China FAW Group Co., Ltd. Our headquarter is in Changchun City, Jilin Province. Our company has nearly 21,000 employees and an annual production capacity of 235,000 vehicles. We have 17 professional factories, branches, subsidiaries and 3 shareholding companies, which are located in Changchun, Dalian, Qingdao, Wuxi, Chengdu and Liuzhou. Based on this, we formed production layouts of 4 major vehicle bases in Changchun, Qingdao, Chengdu and Liuzhou, as well as 3 major assembly bases of engine, gearbox and axle in Wuxi, Dalian and Changchun. Our major companies include: Truck Factory, Qingdao Automobile Co., Ltd., Wuxi Diesel Engine Works, Axle Company, Transmission Company, Engine Company, FAW Jiefang Liuzhou Special Automotive Co., Ltd., Changchun Special Vehicle Company, Chengdu Company, Axis Center, Warehouse Center, FAW Jiefang Automotive Sales Co., Ltd., Deutz FAW (Dalian) Diesel Engine Co., Ltd., Changchun FAW Baoyou Steel Processing and Distribution Co., Ltd., Changchun FAW Anjing Steel Processing and Distribution Co., Ltd.

**Company History**

The predecessor of FAW Jiefang Automotive Co., Ltd. is the main factory of FAW Group to produce medium and heavy duty trucks.

FAW is the cradle of China’s automotive industry. FAW was built in 1953. On July 13, 1956, the first domestically produced Jiefang car drove off the assembly line, starting China’s history to produce domestic vehicles. In the 1980s, promoted by China's reform and opening up policy, FAW independently developed and produced the second generation Jiefang CA141 trucks. In the 1990s, FAW independently developed and produced the third and fourth generation of products, realizing the diesel-to-peer and flat-head transformation of truck production.

In 2003, FAW reorganized the core business of medium and heavy duty trucks, established FAW Jiefang Automotive Co., Ltd., and successfully launched the fifth and sixth generation of Jiefang heavy duty truck products. In 2014, FAW began to expand into the light vehicle field. Based on this, FAW formed our product pattern of focusing on heavy duty trucks, while ensuring the co-development of medium-sized, heavy-duty and light-duty trucks. After more than 60 years of development, Jiefang has become a leading truck manufacturer in China’s commercial vehicle industry. In 2016, in the list of "China's 500 Most Valuable Brands" published by the World Brand Lab, Jiefang was valued as 43.9 billion RMB yuan, ranking first in the domestic truck industry for many years.

**Main Products**

FAW Jiefang has 4 major product lines: traction, cargo, self-unloading and specialization, covering 3 major areas of heavy, medium and light duty trucks. In the field of heavy duty trucks, FAW has 6 major product platforms: J6P, JH6, J6M, Tian V, Han V, Anjie, etc. In the field of medium duty trucks, FAW has 2 major product platforms: J6L and Dragon V. While in the field of light trucks, FAW has 2 major product platforms of J6F and Tiger V. Jiefang trucks won the trust of the customers due to the outstanding quality and the techniques that ensure safety, reliability, energy-saving, comfort and high-efficiency. Jiefang trucks are known as “money making machines”.

**Manufacturing Technology**

The new plant in Changchun Base was completed and put into production in July 2005. It mainly produced J6P, J6M and J6L series products with an annual production capacity of 100,000 units. The manufacturing technology and equipment of FAW reached the international advanced level. This plant had a fully enclosed high-speed automatic stamping production line and a fully automatic stringer rolling production line. The main welding line of the body welding line used robots for welding, realizing 100% automation. The cab coating line was equipped with Germany Aisman automatic control equipment, and the coating quality reached international level. The vehicle assembly line adopted modular assembly and was equipped with fixed-value assembly tools. Through the use of torque tracking system and online adjustment, modular assembly, pre-installation and post-checking, we ensured the assembly quality. The test line was controlled by computers, 100% of the vehicles were routinely road tested.

The new plant of Qingqi Jimo was completed in 2014. It mainly produced JH6, J6F and V series products with an annual production capacity of 100,000 units. The plant adopted advanced technology such as automation and information technology, and selected a large number of high-quality, high-efficient and high-flexible equipment. Driving welding was assembled by more than 130 world-class robots, with 100% automation in the soldering point and 100% online laser automatic testing. The painting workshop adopted advanced three-dimensional regional process layout, U-shaped double pendulum rod conveying, robots and automatic paint system to ensure the best quality for the paint surface. The overall assembly adopted U-shaped double-line layout, and the only domestic online overall painting process for the chassis, and the cab was 100% online rain tested.

In the 3 major assembly lines of engine, gearbox and axle, FAW Jiefang adopted a large number of world-class equipment such as processing centers, CNC machine tools, assembly lines, test benches etc, and used cutting-edge techniques such as tool monitoring, online detection, fixed-torque control, and intelligent error prevention. Based on this, FAW achieved the perfect integration of production efficiency and product quality.



**Marketing Network**

FAW Jiefang insists on customer value-oriented concept, and took the lead in establishing a fully functional marketing service system. The Jiefang marketing service network spread all over China consisting of 620 dealers, 800 service stations and 27 spare parts centers. This network provides 24 hours high efficient and high-quality services to customers. Jiefang products are exported to more than 20 countries and regions such as Russia, Southeast Asia, Middle East and Africa.

**Management Innovation**

FAW Jiefang focused on international competition and established a modern enterprise management system that is in line with international standards. We established ISO/TS16949 international quality management standards and systems, and passed environmental/occupational health and safety management system certification. We always striving to build our competitive advantage in the supply chain, and have established close cooperation with nearly 500 quality suppliers from all over the world. We insist on lean production and adhere to the implementation of FPS. We promote the construction of streamlined organizations and continuously improve our enterprise efficiency. We implemented multiple IT systems such as ERP, TDS and DMS to realize digital management. At the same time, we adhere to the “people-oriented, employee first” concept. We provide a growth platform for our employees, establish a talent incentive mechanism and training system that keep pace with the time, and build human resources with core competitiveness for the company development.

**Company Strategy**

FAW Jiefang will adhere to the "Quality, Technology and Innovation" brand strategy of China FAW Group. With the strong support of FAW Group, Jefang will accelerate the transformation of company management and upgrade of product technology. By implementing the 6 strategies of "technology leadership, quality winning, cost optimization, structure adjustment, marketing reform and Green development”, we are committed to making Jiefang an internationally well-known and leading truck brand. Jiefang aims to be the best in the domestic truck industry: the No. 1 market share of the domestic medium and heavy duty truck field, the development of light trucks, and the ability to compete with international advanced truck companies.

东风商用车有限公司

东风商用车有限公司起源于1969年成立的中国第二汽车制造厂，继承了东风品牌商用车事业的主体业务。东风商用车用信赖、专业、全球科技深耕制造工艺，不断开拓市场，赢得客户认可。东风商用车是中国领先的商用车品牌，正逐步建立覆盖全球的销售服务网络。

东风商用车在中国拥有独立的研发和生产基地，其年产能达20万台。产品覆盖中重型卡车、发动机、驾驶室、车架、车桥、变速箱等关键总成。其产品为长途运输、区域配送、城际运输、建筑工程及采矿业服务。东风商用车产品是专业运营商必备工具，满足现代社会及未来运营需求。

东风商用车有限公司总部位于湖北省十堰市，拥有2.4万名员工，中国领先的独立技术中心及10家工厂、分（子）公司。2015年1月26日东风集团与沃尔沃集团以55:45股比组成新的东风商用车有限公司，致力于发展“东风”品牌商用车为全球知名品牌。

【营销服务】

东风商用车营销服务以持续提升东风商用车客户满意的、有价值的销量和份额为基本思想，带动公司全价值链以“客户的持续满意”为原则，致力于将东风商用车由卡车的制造商转变为物流车辆解决方案的提供商，使客户获得价值满足、成本满足和体验满足。

为客户提供一流的服务一直是东风商用车有限公司不懈的追求，早在上世纪70年代末就率先在中国汽车行业内建立了技术服务站。目前，东风商用车在中国授权经销商达到400家，服务站达到820家，服务网点达到1000多个，已形成了一个全方位、多功能、立体化，能够24小时为用户提供服务援助、技术支持的服务体系。

东风商用车有限公司注册“阳光服务”品牌，正式树立起东风卡车“阳光服务”品牌形象。率先在中国卡车企业建立起客户呼叫中心，拥有和建立起了70万份的用户来访档案。目前，东风商用车在中国的售后服务半径成功缩短至100公里以内。在东部发达地区，服务半径已缩小为30—50公里。

【社会责任】

作为中国领先的商用车企业，东风商用车有限公司秉承“信赖、专业、科技”的核心价值观，持续建设倍受尊重的国际化企业。

未来东风商用车将自觉遵循国际通行的商德准则和价值判断，合法依规运营，主动履行社会责任，持续为社会贡献价值。

【公司愿景】

中国的东风世界的东风

中国市场：口牌价值第一，运输业公认的最佳业务伙伴

全球市场：价值第一的中重型商用车中国制造商

**Dongfeng Commercial Vehicle Company Limited**

Dongfeng Trucks is one of China’s leading truck brands and was originated from China’s Second Automotive Works established in 1969. It has further been developed through craftsmanship with trust, professionalism and global techniques. We are now expanding globally, winning the recognition of international customers, and establishing our global sales & service networks.

Dongfeng Trucks has its own R&D and production base in China, with an annual production capacity of 200,000 units. Our product ranges cover heavy and medium duty trucks, key assemblies such as engines, cabs, frames, axles and gearboxes, etc. Our products serve long-distance transportation, regional distribution, intercity transportation, construction engineering and mining operations. Our trucks are designed for professional operators to meet with the demand of the modern society and future operation.

Our head office is located in Shiyan City, Hubei province in the center of China. The company has 24,000 employees, 10 plants and subsidiaries plus an advanced technique center. On January 26, 2015, Dongfeng Motor Corporation and Volvo Group formed the new Dongfeng Commercial Vehicle Company Limited with a ratio of 55:45. The new company is committed to developing the “Dongfeng” brand commercial vehicle as a global famous brand.

**Marketing Service**

The marketing service of Dongfeng Trucks is based on continuously increasing customer satisfaction, sales and market share. This guarantees that the company's entire value chain focus on “maintaining customer satisfaction”, and Dongfeng Trucks aim to transform from a truck manufacturer to a provider of logistics vehicle solutions, to ensure customers to achieve value satisfaction, cost satisfaction and experience satisfaction.

To provide first-class service to customers has always been the unremitting pursuit of Dongfeng Trucks. Dongfeng was the first to establish a technical service station in the Chinese automotive industry in the late 1970s. At present, Dongfeng Trucks has 400 authorized dealers, 820 service stations and more than 1,000 service outlets in China. Its network in China is formed as a comprehensive, multi-functional and three-dimensional service system which provides 24-hour service and technical support to customers.

Dongfeng Trucks registered the “Sunshine Service” brand, and officially established its “Sunshine Service” brand image. It is the first to establish a customer call center among China’s truck companies, owning and establishing 700,000 user visit files. At present, its average after sales service radius is shorter than 100 km. In the eastern developed regions, the service radius has been reduced to 30-50 km.

**Social Responsibility**

As China’s leading commercial vehicle company, Dongfeng Trucks adhere to the core value concept of “Trust, Professionalism, Technology” and continue to build a respected international enterprise.

In the future, Dongfeng Trucks will consciously follow the internationally accepted business principles and values, operate legally, actively fulfill its social responsibilities, and continue to contribute value to the society.

**Company Visions**

We will gradually make Dongfeng Trucks a global brand.

Chinese market: No. 1 in the brand value, recognized as the best partner of the transportation industry.

Global market: China’s No. 1 medium and heavy duty commercial vehicle manufacturer.

中国重型汽车集团有限公司

中国重型汽车集团有限公司（以下简称“中国重汽”）的前身是济南汽车制造总厂，始建于1956年，是我国重型汽车工业的摇篮；1960年，生产制造了中国第一辆重型汽车——黄河牌JN150八吨载货汽车，结束了中国不能生产重型汽车的历史。当年5月4日，毛泽东主席视察济南，参观了样车并给予高度评价。朱德委员长为之亲笔题写“黄河”二字。在社会主义建设初期，“黄河”车享誉全国，为国民经济的发展和国防建设作出了重大贡献，成为中华民族自力更生、艰苦奋斗的标志性成果之一；1976年，成功研制中国第一辆8x8独立悬挂重型越野军车——黄河牌JN252，填补了我国重型军用越野汽车的空白，在“两弹一星”的伟大工程中建立了功勋，为国防建设作出了突出贡献；1983年，在邓小平同志的亲自关心下，成功引进了奥地利斯太尔重型汽车项目，是国内第一家全面引进国外重型汽车整车制造技术的企业；2001年改革重组后的中国重汽正式成立，经过十多年的发展，已经成为国内外知名的重型汽车研发制造企业集团；2007年中国重汽在香港主板红筹上市，初步搭建起了国际化平台；2009年成功实现了与德国曼公司的战略合作，曼公司参股中国重汽（香港）有限公司25%+1股，中国重汽引进曼公司D08、D20、D26三种型号的发动机、中卡、重卡车桥及相应整车技术，为企业长远发展奠定坚实基础。目前，中国重汽已成为我国最大的重型汽车生产基地，为我国重型汽车工业发展和国家经济建设做出了突出贡献。

改革重组以来，中国重汽始终坚持自主创新，大力实施技术领先战略，以自主知识产权构筑企业核心竞争力，累计获授权专利3462项，其中获国家发明专利240项，为国家及行业制定技术标准62项，成为国内重卡行业专利最多的企业。中国重汽技术发展中心是全国第一批国家级企业技术中心，拥有“中国实验室国家认可委员会”认可的检测实验室，具有整车、发动机、零部件、汽车电子、材料工艺等全方位的研发和检测能力，拥有各种加工、试验、测试等高、精、尖设备，发动机、整车、部件振动、强震测试等设备均达到世界先进水平。2009年，经国家批准，国家重型汽车工程技术研究中心在中国重汽正式揭牌成立，承担着我国重型汽车行业技术研发、应用示范、成果推广和技术服务的职能。2015年8月16日，中国重汽科技园区正式启用，科技大厦是中国重汽科技中心园区的核心建筑，整体造型呈泉水上涌的状态，象征着中国重汽事业的蓬勃发展，标志着中国重汽的发展掀开了新的篇章。

目前，中国重汽已经形成以重卡为主导，同时涵盖中卡、轻卡、客车、特种车等全系列商用车的产业格局，下属两个上市公司，分别为中国重汽（香港）有限公司（香港红筹公司），中国重汽集团济南卡车股份有限公司（深圳A股上市公司），控股53家二级企业，生产基地遍布全国12个城市，产品出口100多个国家和地区。企业主要组织开发研制、生产销售各种载重汽车、特种汽车、客车和专用车及发动机、变速箱、车桥等总成和汽车零部件。整车制造企业主要有济南卡车股份有限公司、济南商用车公司、特种车公司、济宁商用车公司、轻卡部、成都王牌公司等，发动机有济南动力部和杭州发动机公司，车桥有济南桥箱公司，变速箱有济南变速箱部、大同齿轮公司，拥有善德卡、豪沃、斯太尔、豪瀚、王牌、福泺等全系列商用汽车品牌，企业拥有3800多个车型，是我国重卡行业驱动形式和功率覆盖最全的重卡企业。中国重汽制造的国内领先、性能优越的MT13燃气发动机，国际先进水平的MC05、MC07、MC09、MC11、MC13发动机，功率覆盖140-560马力；世界级水平的系列化单级减速桥、轮边减速桥以及16.5-22.5英寸盘式制动器；系列化的单中间轴带同步器变速器、双中间轴变速器，10、12、16档手自一体AMT变速器等重要总成，构成具有世界先进水平的发动机、离合器、变速箱、驱动桥组成的黄金动力产业链。改革重组以来，企业累计投入260多亿元，实施技术改造项目1600余项，新建及改造厂房面积300多万平方米。中国重汽还拥有国内一流、具有国际先进水平的整车装配线14条、发动机生产线6条、变速箱生产线2条、车桥生产线9条，各项工艺装备水平均走在行业最前列。

中国重汽始终坚持国际化战略，从简单的卖车到建立销售服务网络，再到当地组装、产能合作，真正实现海外采购、设计、销售，打造了中国自己的国际知名重型汽车品牌。经过多年不懈努力，截至目前，中国重汽已在全球设立了72个海外代表处和办事机构，在90多个国家发展了263家经销商，253个服务网点和228个配件网点，在14个国家和地区建立17个配件中心库，在8个国家和地区建立15个境外KD生产工厂，形成了基本覆盖非洲、中东、中南美、中亚及俄罗斯和东南亚等发展中国家和主要新兴经济体，以及金砖国家和澳大利亚、爱尔兰、新西兰等国家和香港、台湾等部分成熟市场的国际市场营销网络体系，继续保持国内重卡行业外贸出口领先地位，并连续十三年位居国内重卡行业出口首位。中国重汽正在走出一条适合自身特色的国际化道路。

经过改革重组以来十七年的发展，中国重汽已经成长为我国重卡行业中，具有领头羊地位和一定国际竞争力的大型现代化企业集团。企业先后被授予全国先进基层党组织、全国文明单位、全国精神文明建设先进单位、中国名牌产品、中国优秀创新型企业、全国最佳诚信企业、全国首批质量信用管理AA企业等荣誉称号。2017年，中国重汽科学部署“加快新旧动能转换、实现中国重汽再造发展三大宏伟工程”，正在现有产业升级发展、新动能产业发展、海外产业发展等方面进行战略性谋篇布局，将努力把中国重汽建设成为国内不可替代、国际知名的商用车企业集团，逐步打造成具有全球竞争力的世界一流。

**China National Heavy Duty Truck Group Co., Ltd.**

The predecessor of China National Heavy Duty Truck Group Co., Ltd. (hereinafter referred to as SINOTRUK) is Jinan General Auto Works Plant, which was found in 1956 and is the cradle of China's heavy duty truck industry. In 1960 the first heavy-duty vehicle, Huanghe JN150 8t truck was produced and manufactured, ending the history that China could not produce heavy-duty vehicles. On May 4th of 1960, Chairman Mao Zedong inspected Jinan, saw the prototype and gave high praise. Generalissimo Zhu De wrote the word of Huanghe. In the early stage of socialist construction, Huanghe vehicle was renowned throughout China, making significant contribution to the development of national economy and national defense construction, becoming one of the symbolic achievements of China’s self-reliance.

In 1976, the company successfully developed the first 8x8 independently suspension heavy off-load military vehicle -Huanghe JN252, which filled in the blank of heavy duty military off-road vehicles in China. Huanghe JN252 established meritorious service in the great project of "two bombs and one star", making outstanding contributions to the national defense construction. In 1983, with the concern of Deng Xiaoping, the company successfully introduced a heavy-duty truck project from Steyr of Austria, being the 1st enterprise in China that introduced heavy truck manufacturing technologies from abroad in an all-round manner. After the reform and restructuring in 2001, SINOTRUK was formally established. After a dozen years of development, it became a domestic and overseas famous heavy-duty truck R&D and manufacturing conglomerate. We initially built an international platform through the red-chip listing in Hong Kong in 2007. In 2009, we forged a strategic partnership with MAN of Germany, which holds a 25%+1 stake in SINOTRUK (Hong Kong) Limited, and introduced D08, D20 and D26 engine technologies, medium & heavy-duty truck axle technologies and corresponding vehicle technologies, laying a solid foundation for our long-term development. To date, SINOTRUK has become China's largest heavy truck manufacturing base, and made a remarkable contribution to the development of China's heavy-duty truck industry and economic construction.

Since the reform and restructure, SINOTRUK has always insisted on independent innovation, vigorously implemented the strategy of leading in technology. We constructed our core competitiveness with intellectual property rights. We got 3,462 authorized patents, of which 240 were national invention patents, forming 62 industry standards. SINOTRUK owned the largest number of patents in the domestic heavy truck industry in China.

SINOTRUK Technical Development Center is among the first batch of national corporation technical centers in China. It has a testing laboratory accredited by the China National Accreditation Board for Laboratories. The center is capable of developing and testing vehicles, engines, parts, automotive electronics and material processes, owns sophisticated processing and testing equipment, and has been up to advanced world standards in terms of equipment such as engine, vehicle, parts vibration and strength test equipment.

In 2009, with the approval of the state, the National Heavy-duty Truck Engineering Research Center was officially inaugurated in SINOTRUK, which undertakes functions such as technical R & D, application demonstration, achievement popularization and technical service in China's heavy-duty truck industry. On August 16, 2015, China Heavy Duty Truck Science and Technology Park was officially opened. As the core building of the park, the Science and Technology Building is in the shape of spring fountain, symbolizing the vigorous development of SINOTRUK and marking a new chapter in the development of SINOTRUK.

At present, SINOTRUK has formed an industrial structure dominated by heavy duty trucks, covering all series of commercial vehicles, such as medium trucks, light trucks, buses and special vehicles. It has 2 subordinated companies, SINOTRUK (Hong Kong) Co., Ltd. (Red Chip Company), SINOTRUK Jinan Truck Co., Ltd. (Shenzhen A-share Company), which controls 53 secondary companies with production base located in 12 cities throughout China, and products exported to more than 100 countries and regions. The company mainly organizes the development, production and sale~~s~~ all kinds of heavy-duty vehicles, special vehicles, buses and special vehicles and automobile assemblies such as engine, gearboxes and axles.

We primarily organize the development, manufacturing and sale of trucks, special trucks, buses, special vehicles, and auto parts such as engines, gearboxes and axles etc. We have vehicle companies such as SINOTRUK Jinan Truck Co., Ltd., SINOTRUK Jinan Commercial Truck Co., Ltd., SINOTRUK Jinan Special Vehicle Co., Ltd., and Light-duty Truck Division; engine companies such as SINOTRUK Jinan Power Co., Ltd. and SINOTRUK Hangzhou Engine Co., Ltd; and axle company - SINOTRUK Jinan Axle & Transmission Co., Ltd; as well as transmission companies including Jinan Transmission Division and Datong Gear Co., Ltd. We have an all-series commercial vehicle brands such as Sitrak, Howo, Steyr, Huanghe Commander, Gold Prince, Hohan, Wangpai, Folor, Wero etc. We have over 3,800 vehicle types and the most complete range of drive types and powers in China's heavy truck industry.

SINOTRUK produces domestically leading MT13 gas engines with superior performance; internationally advanced MC05, MC07, MC09, MC11 and MC13 engines with a power range of 140-560 horsepower; world-class series of single-stage axle redactors, wheel-side deceleration axles and disc brakes of 16.5-22.5 inches; series of single-intermediate belt synchronous transmissions, double-intermediate-shaft transmissions, 10, 12, 16 manual self-contained shift gear transmissions. All these form a golden power industry chain consisting of world leading engines, clutches, gearboxes and drive axles.

Since its reform and restructure, SINOTRUK invested more than 26 billion RMB Yuan, implemented more than 1,600 technical reform projects, built and renewed more than 3 million square meters of factory buildings. SINOTRUK also has 14 vehicle assembly lines, 6 engine production lines, 2 gearbox production lines and 9 axle production lines. All the technologies and equipment are the first class in China and have international advanced level.

SINOTRUK has always adhered to the internationalization strategy. It developed from car selling to establish sales service network and to implement local assembly and production capacity cooperation. This helped to truly achieve overseas procurement, design and sales, creating China's own internationally renowned heavy truck brand.

After years of unremitting efforts, up to now, SINOTRUK has set up 72 overseas representative offices and agencies around the world; developed 263 dealers, 253 service outlets and 228 spare parts outlets in more than 90 countries; established 17 spare parts central warehouse in 14 countries and regions; established 15 overseas KD production factories in 8 countries and regions. SINOTRUK formed an international marketing and sales network covering the developing countries and major newly emerging economies of Africa, Middle East, Central and South America, Middle Asia, Russia and Southeast Asia;

a basic coverage of Africa, the Middle East, central and South America and southeast Asia, as well as the mature markets in BRICS countries, Australia, Ireland, New Zealand, Hong Kong and Taiwan. SINOTRUK maintains the leading position in the foreign trade export of domestic heavy truck industry, and has been ranked the first place in export of domestic heavy truck industry for 13 consecutive years. SINOTRUK is taking on an international road that suits its own characteristics.

After 17 years of development since its reform and restructuring, SINOTRUK has grown into a large-scale modern enterprise with leading position and international competitiveness in China's heavy truck industry. SINOTRUK have claimed honorary titles such as “National Advanced Grass-roots Party Organization”, “National Civilized Entity”, “Advanced Unit Of National Spiritual Civilization Construction”, “Chinese Famous Product”, “Chinese Outstanding Innovative Enterprise”, “China's Most Credible Enterprise” and “China's First Group of 2A Enterprises in Quality and Credit Management”.

In 2017, SINOTRUK deployed the 3 grand projects of "accelerating the transformation of new and old kinetic energy and realizing the reconstruction and development of SINOTRUK". Now we are strategically planning for the upgrading and development of existing industry, the development of new kinetic energy industry and the development of overseas industries. We will strive to gradually develop SINOTRUK into a domestically irreplaceable and internationally renowned commercial vehicle group with global competitiveness.

陕西重型汽车有限公司

陕西重型汽车有限公司成立于2002年（以下简称“陕重汽”），总部位于陕西省西安市，现有资产总额345亿元，员工1.6万人，公司产品覆盖重型军用越野车、重型卡车、重型车桥及汽车零部件等领域，拥有现代化的国家级企业技术中心、国内一流的重卡新能源研究开发与应用实验室以及博士后科研工作站和院士专家工作站，技术水平始终保持国内领先。

公司研发生产的重型军用越野车先后光荣参加了国庆35周年、50周年、60周年、抗战胜利70周年以及庆祝中国人民解放军建军90周年阅兵仪式，是行业内唯一五次参加国家重要阅兵活动的重型军车生产企业。

陕重汽紧抓国家“一带一路”战略机遇，充分整合国际市场优质资源，加强与国际优秀企业合作，大力推动全球布局和产业体系国际化。在肯尼亚、尼日利亚、哈萨克斯坦、马来西亚等国家实施本地化生产，陕汽重卡已出口到欧洲、非洲、亚洲等90多个国家和地区，出口量连续多年位居行业前茅。

为响应国家“节能减排、绿色环保”的号召,陕重汽依托近20年的节能与新能源技术优势，持续打造行业领先能力，现拥有150余项替代能源及新能源汽车专利技术，成功开发出以CNG、LNG、纯电动等为动力的多款节能与新能源汽车产品。以新能源和智能网联技术为突破口，企业将加快结构调整和转型升级步伐，以纯电动、插电式混合动力（增程式）及燃料电池等全新产品引领行业发展趋势。

陕重汽积极实施服务型制造战略，打造了国内最大的商用车全生命周期服务平台。通过整合物联网、车联网、大数据、移动互联、智能交通等先进技术，将产品与服务有机融合，构建了智能配货、动态车辆管理、智能行车服务等系统，力求产品全生命周期和客户经营全过程的价值最大化，推动行业持续良性发展。

展望未来，在习近平新时代中国特色社会主义思想指引下，陕重汽将秉承“123456”双理念，创新竞进、扎实苦干，开创重卡转型升级新局面，推动产品、营销、管理全面迈向高端，与产业链成员一起构建共生共赢的全新商用车产业生态圈，为员工创造美好生活，为客户创造价值，为社会创造财富，成为国际一流的服务型商用汽车企业集团。

陕西重型汽车进出口有限公司

陕西汽车控股集团有限公司（简称陕汽控股），总部位于陕西省西安市，前身是始建于1968年的陕西汽车制造厂，拥有员工2.5万余人，资产总额533亿元，下辖陕西汽车集团有限责任公司、陕西汽车实业有限公司、金龙汽车（西安）有限公司等104家参控股公司，产品范围覆盖重型军用越野车、重型卡车、重型车桥及汽车零部件等领域，拥有现代化的国家级企业技术中心、国内一流的重卡新能源研究开发与应用实验室，以及博士后科研工作站和院士专家工作站，技术水平始终保持国内领先。公司研发生产的重型军用越野车先后参加了国庆35周年、50周年和60周年阅兵仪式、中国人民抗日战争暨世界反法西斯战争胜利70周年阅兵仪式及中国人民解放军建军90周年阅兵仪式，是行业内唯一五次参加阅兵的重型军车生产企业。

陕西重型汽车进出口有限公司拥有完善的国际市场营销网络和全球标准化的服务体系：设有2家海外子公司，33个海外办事处，25个海外4S店，200余家一级经销商，14家配件中心库，200余家海外配件网点，330余家海外服务网点，并且在阿尔及利亚、肯尼亚、尼日利亚、哈萨克斯坦、马来西亚等12个国家实现了本地化生产。产品远销海外100多个国家和地区，在国际市场的保有量已超过14万辆，出口量和出口额稳居行业前列。陕汽SHACMAN被誉为海外工程用车第一品牌。

出口量连续多年位居行业前茅。累计销售重卡超过14万辆，已成为中国重卡出口领导品牌。阿尔及利亚市场占有率超过80%，安哥拉市场占有率超过35%，在尼日利亚、埃塞等市场销量持续取得突破。在俄罗斯市场占有率超过50%，在哈萨克市场占有率超过65%。

陕汽与潍柴、陕汽与康明斯、陕汽汉德与潍柴，法士特与潍柴建立了基于股权联系的紧密的合资合作关系。同时，陕汽与世界知名零部件供应商建立广泛深入的合作。行业独有的黄金产业链，世界级零部件供应商，让陕汽具备品质领先的优势。

潍柴动力：中国最大的动力总成集团，全球最大的高速大马力发动机制造商，中国卡车主机配套市场占有率超过三分之一，全球保有量超过350万台。拥有中国行业内唯一的内燃机可靠性国家重点实验室、现代化的“国家级企业技术中心”及国内一流水平的产品实验中心，在全球五国十地建立了研发中心。陕汽潍柴产品：排量6升-13升，功率范围:180-550Hp；扭矩范围:650-2550N∙M；排放欧二-欧五。

康明斯发动机：全球最大的独立发动机制造商，全球发动机行业中唯一一家拥有发动机全部五大关键子系统的企业。2005年，陕汽集团和美国康明斯公司合资组建了西安康明斯公司，是美国康明斯11升重型发动机在北美外的唯一生产基地，关键总成及核心零部件美国原装进口，执行康明斯全球统一的质量控制体系，生产标准和制造流程。低速大扭矩，功率范围340-440Hp；扭矩范围1710-2100N∙M；排放欧二-欧五。

法士特变速箱：全球最大的重型变速器制造商和销售商，重型汽车变速器年产销量连续十五年名列中国齿轮行业第一，连续十二年稳居世界第一，全球市场保有量超过700万台。拥有行业内唯一一家“国家级企业技术中心”资质的企业科研机构，获得核心技术专利600余项。陕汽产品可搭载6档/8档/9档/10档/12档/16档法士特变速箱。

汉德车桥：中国重要的重型车桥生产基地，累计生产车桥超过390万根，连续多年稳居国内桥总成出口第一。2003年，潍柴动力与陕汽集团共同投资组建了汉德车桥，拥有国家实验室认可委认可、装备国际领先的试验中心，其双级减速驱动桥、单级减速驱动桥以独有的技术优势（重量轻、高承载、传扭能力强）在行业处于领先地位。陕汽产品可搭载载荷4.8-9.5T前轴、载荷6.8-13吨单级减速驱动桥及载荷10-16吨轮边减速双联桥。

目前，陕汽共拥有六大类1000多个品种序列，产品覆盖重型军用越野车、重卡、中轻型卡车、微型车、新能源汽车、大中型客车、重型车桥、康明斯发动机等领域。

主销产品平台有X3000、M3000、F3000、F2000、L3000，全面覆盖牵引车、自卸车、载货车、专用车产品系列。

排放标准：欧Ⅱ—欧Ⅵ，产品功率：180马力-600马力。

F2000产品自2003年推向市场，目前已遍布全球各个区域，主要针对重载运输市场，具有可靠、安全、高承载能力、动力强等优势，是海外工程项目用车的首选，也是陕汽国际市场保有量最大的平台产品。

F3000系列是结合国际市场特点进行产品优化，可轻松应对全球各个市场的矿山、渣土等长途重载运输。

H3000系列产品主要针对中短途多功能运输，开发的轻量经济型重卡，具有节油、舒适、可靠、安全、轻量化五大优势。

X3000产品全面对标欧美卡车，致力于打造高端物流运输领导者，在燃油经济性、可靠性、智能化、安全性、舒适性方面具有突出表现，完全胜任现代高速大马力物流运输的要求，用户在实际验证中反馈舒适性、节油性能更是比肩欧美卡车。

L3000载货车是陕汽全面对标奔驰ATEGO载货车，针对城市中短途物流运输领域，历时4年打造的新一代中卡产品。陕汽调研中国9大区域，并委托国际知名第三方机构走访36家经销商、333名用户，累计完成200,000,000公里市场验证。目前已成功销往阿尔及利亚、菲律宾、老挝、缅甸、智利等市场，其中在阿尔及利亚市场销量突破400辆。

**SHAANXI HEAVY DUTY AUTOMOBILE CO., LTD**

Shaanxi Heavy Duty Automobile Co., Ltd was established in 2002 (hereinafter referred to as “Shaanxi Heavy Automobile”) and is headquartered in Xi’an, Shanxi province. With total assets of 34.5 billion RMB and 16,000 employees, our products range from heavy military off-road vehicles, heavy duty trucks, heavy-duty axles and various vehicle components. We have modern state-level technology center, domestic first-class heavy truck new energy R & D and application laboratory, postdoctoral scientific research station and academician expert workstation. All these ensure that Shaanxi Heavy Automobile always maintains a leading technical level.

Our heavy military off-road vehicles have honorably participated in the military parades for the 35th anniversary, 50th anniversary, 60th anniversary of the National Day, the 70th anniversary of The Victory of The Anti-Japanese War, and the celebration for the 90th anniversary of the founding of the Chinese People's Liberation Army. We are the only heavy military vehicle manufacturer that participated in the national important military parade for 5 times in the industry.

Shaanxi Heavy Automobile grasps the national strategic opportunity of “One Belt and One Road”, fully integrates the high-quality resources in the international market, strengthens cooperation with international outstanding enterprises, and vigorously promotes the global layout and internationalization of the industrial system. We implement local production in Kenya, Nigeria, Kazakhstan, Malaysia and other countries. Our heavy duty trucks have been exported to more than 90 countries and regions such as Europe, Africa and Asia, with a leading export volume for many years in the industry.

In response to the national call of "energy-saving and emission-reduction, green environmental protection", Shaanxi Heavy Automobile built up its leading capacity in the industry relying on the advantages of energy saving and new energy technology in the past 20 years. Now we own more than150 patented technologies for alternative energy and new energy vehicles. We successfully developed a variety of energy-saving and new energy automobile products powered by CNG, LNG and pure electric power. With the breakthrough of new energy and intelligent network technology, we will accelerate the pace of structural adjustment, transformation and upgrading; lead the industry trend with new pure electric power, plug-in hybrid power (EREV) and fuel cell products.

Shaanxi Heavy Automobile actively implemented the service-oriented manufacturing strategy to build the largest service platform for the full life cycle of commercial vehicles in China. By integrating advanced technologies such as Internet of Things, Vehicle Networking, Big Data, Mobile Internet and Intelligent Transportation, we combined products and services, built Intelligent Distribution System, Dynamic Vehicle Management and Intelligent Driving Service systems. We strived to maximize the value of product life cycle and the whole process of customer operation, and to promote the sustained sound development of the industry.

Looking forward to the future, guided by Xi Jinping's new era of socialism with Chinese characteristics, Shaanxi Heavy Automobile will adhere to the dual concept of "123456". With innovative thoughts and solid work hard, we will create a new situation for the transformation and upgrading of heavy trucks, promote products, marketing and management to the high end; and build a new win-win commercial vehicle industry ecosphere with the industrial chain members. Our aim is to create a better life for our employees, to create value for our customers, to create wealth for the society, and to become the first-class service-oriented commercial vehicle enterprise group in the world.

**Shaanxi Heavy Duty Automobile Import & Export Co., Ltd.**

Shaanxi Automobile Holding Group (SHACMAN) was founded as Shaanxi Automobile Manufacturing Plant in 1968. It is currently located in the city of Xi’an, Shaanxi Provence, with over 25,000 employees and over 53.3 billion Yuan in total assets. The group is consisted of 104 shareholding companies such as Shaanxi Automobile Group Co., Ltd, Shaanxi Automobile Industrial Co., Ltd and Jinlong Automobile (Xi'an) Co., Ltd. etc. We design and manufacture a wide range of products including heavy military off-road vehicles, heavy duty trucks, heavy-duty axles and various vehicle components. We have modern state-level technology center, domestic first-class heavy truck new energy R & D and application laboratory, postdoctoral scientific research station and academician expert workstation. All these ensure that we maintain a leading technical level in China. Our heavy military off-road vehicles have honorably participated in the 35th, 50th and 60th National Day parade, the 70th parade for anniversary of The Victory of The Anti-Japanese War, and the celebration parade for the 90th anniversary of the founding of the Chinese People's Liberation Army. We are the only heavy military vehicle manufacturer that participated in the national important military parade for 5 times in the industry.

We have complete international marketing network and globally standardized service system. We have 2 overseas subsidiaries, 33 overseas offices, 25 overseas 4S stores, over 200 1st level dealers, 14 spare parts central warehouses, more than 200 overseas spare parts outlets and more than 330 overseas service outlets. We already realized local production in 12 countries including Algeria, Kenya, Nigeria, Kazakhstan and Malaysia etc. Our products have been exported to more than 100 countries and regions all over the world, with over 140,000 units of holding quantity in the international market. SHACMAN is known as the No.1 brand of overseas engineering vehicles, with leading export volume and value in the industry.

Our export volume is ranked the top in the industry for many years. We sold over 140,000 heavy duty trucks, and made ourselves the leading brand in heavy truck export in China. We have over 80% market share in Algeria, over 35% market share in Angola. Sales in markets such as Nigeria and Ethiopia continue to grow and make breakthroughs. We have over 50% market share in Russia and over 65% in Kazakhstan.

Shaanxi Auto and Weichai, Shaanxi Auto and Cummins, Shaanxi Auto HanDe and Weichai, Fast and Weichai have established close joint venture partnership based on equity relations. Meanwhile, Shaanxi Auto has established extensive and in-depth cooperation with world-renowned parts suppliers. The unique golden industry chain and world-class parts suppliers equip Shaanxi Auto with a leading edge in quality.

Weichai Power: China's largest power train group, the world's largest manufacturer of high-speed high-powered engines, exceeding one third of the market share of truck OEM market in China, with over 3.5 million units of global possession. It has the only national key laboratory of internal combustion engine reliability in China, a modern national level technology center and the first-class product experiment center in China. Besides, it established R & D centers in 10 places in 5 countries around the world. Weichai products of Shaanxi Auto Company: displacement 6-13 liters, power range: 180-550 Hp; torque range: 650-2550 N∙M; emission standard: Euro II-Euro V.

Cummins Engines: The world's largest independent engine manufacturer, the only company that has all the 5 key engine subsystems in the global engine industry. In 2005, Shaanxi Auto Group and Cummins Co., Ltd. jointly established Xi’an Cummins Engine Company Limited, which is the only production base of Cummins 11-liter heavy-duty engine outside the North America. The key assembly and core parts are imported directly from the United States, the global quality control system, production standards and manufacturing process of Cummins are implemented. Low speed and large torque: power range 340-440Hp; torque range: 1710-2100 N∙M; emission standard: Euro II-Euro V.

Fast Gearbox: the world's largest manufacturer and distributor of heavy-duty transmissions. The annual production and sales volume of Fast heavy-duty transmissions ranked top 1 in China's gear industry for 15 consecutive years, ranking the 1st in the world for 12 consecutive years with over 7 million units of the global market shares. Fast owns the only scientific research institution with the qualification of National Level Technology Center in the industry, and has obtained more than 600 core technology patents. The products can be equipped with 6/8/9/10/12 and 16 Fast gearboxes.

HanDe axle: China's important heavy-duty axle production base, with an accumulative production of more than 3.9 million axles, has been ranked as domestic’s top one in bridge assembly export for many years. In 2003, Weichai Power and Shaanxi Automobile Group jointly invested to set up the HanDe Axle. HanDe Axle has the international leading test center approved by the National Laboratory Accreditation Commission and equipped with two-stage deceleration drive axle and single-stage deceleration drive axle. With its unique technical advantages (light weight, high bearing capacity, strong transmission and torsion capacity), we are in the leading position in the industry. Shaanxi automobile products can carry a load of 4.8-9.5t front axle, the load of 6.8-13t single-stage reduction drive axle and the load of 10-16t wheel-side reduction double axles.

At present, Shaanxi Auto has more than 1,000 product types in six categories, covering heavy military off-road vehicles, heavy duty trucks, medium and light trucks, mini-cars, new energy vehicles, large and medium size buses, heavy duty axles, Cummins engines etc.

The main product platforms include X3000, M3000, F3000, F2000 and L3000, covering the product series of tractors, dump trucks, trucks and special vehicles. Emission standard: Euro II - Euro VI, product power: 180 hp - 600 hp.

Since 2003, F2000 product series have been introduced to the world market and spread all over the world. They target mainly for the heavy haul transportation market. With the advantages of reliability, safety, high carrying capacity and strong power, they are the first choice for overseas engineering projects and also the largest product category in the international market of Shaanxi Auto.

F3000 series optimized products according to the characteristics of the international market, thus can easily cope with the long-distance and heavy haul transportation requirement of mines and mucks in various markets around the world.

H3000 product series target mainly for short and medium distance multi-functional transportation. The lightweight economy heavy trucks have 5 advantages: fuel saving, comfort, reliability, safety and lightweight.

X3000 products have the same standard as the European and American trucks, aiming to be high-end logistics transportation leader, with outstanding performance in fuel economy, reliability, intelligence, safety and comfort. The products are fully competent for the requirements of modern high-speed high-power logistics transportation. According to our customers’ feedback, the comfort and fuel-saving performance is comparable to European and American trucks.

L3000 trucks are a new generation of medium trucks which Shaanxi Auto took 4 years to develop in the field of urban middle and short-haul logistics transportation. The products are at the same standard with Benz ATEGO trucks. Our company has investigated 9 major regions in China, entrusted internationally renowned third party organizations to visit 36 dealers and 333 users, and completed a total of 200,000,000 kilometers of market verification. At present, L3000 trucks are successfully sold to Algeria, Philippines, Laos, Myanmar, Chile and other markets. The sales volume in Algeria exceeded 400 units.

北汽福田汽车股份有限公司

北汽福田汽车股份有限公司（简称福田汽车）是中国品种最全、规模最大的商用车企业。福田汽车成立于1996年8月28日，1998年6月在上海证券交易所上市，股票代码600166。现有资产861多亿元，员工近4万人，品牌价值达1328.67亿元，连续14年蝉联商用车第一。累计产销汽车800万辆，连续多年中国商用车销量领先；海外累计出口56万辆，连续6年位居中国商用车出口第一。

福田汽车是中国汽车行业自主品牌和自主创新的中坚力量。现已经形成了集整车制造、核心零部件、汽车金融、车联网、福田电商为一体的汽车生态体系。其中，商用车业务，涵盖整车及服务、汽车智能互联应用两大业务，整车覆盖[卡车](https://baike.baidu.com/item/%E5%8D%A1%E8%BD%A6/4339%22%20%5Ct%20%22_blank)、[客车](https://baike.baidu.com/item/%E5%AE%A2%E8%BD%A6/9391816%22%20%5Ct%20%22_blank)、商务汽车等5大业务单元，[欧曼](https://baike.baidu.com/item/%E6%AC%A7%E6%9B%BC/7763263%22%20%5Ct%20%22_blank)、[欧马可](https://baike.baidu.com/item/%E6%AC%A7%E9%A9%AC%E5%8F%AF/538078%22%20%5Ct%20%22_blank)、奥铃、[欧辉](https://baike.baidu.com/item/%E6%AC%A7%E8%BE%89/6131436%22%20%5Ct%20%22_blank)、[图雅诺](https://baike.baidu.com/item/%E5%9B%BE%E9%9B%85%E8%AF%BA/17608855%22%20%5Ct%20%22_blank)等15个产品品牌。

汽车智能互联应用覆盖车联网和电商两大业务单元，车联网业务下设iTink智科品牌，覆盖车载终端设备、大数据平台及车联网运营服务；电商业务，下设福田车e购，平台不仅为用户提供全系车型查询、促销活动、经销商信息查询及金融贷款业务等多个在线体验服务，更提供全程一对一的客户咨询和定金无忧退款服务。金融业务，打造专业的金融服务商——福田金融集团，涵盖汽车信贷、融资租赁、供应链金融、保险服务等多元化金融业务。

2018年，世界品牌实验室发布《中国500最具价值品牌》排行榜，福田汽车以1328.67亿元排行第34名，位居商用车行业第一、汽车行业第四，连续多年领跑商用车行业。

福田汽车创建国内首个全周期服务的商用车服务品牌，拥有国内汽车行业最大的呼叫服务中心，连续多年荣获“售后服务质量诚信单位”。

中国境内拥有近7千家服务网络，遍布全国31个省市，平均服务半径小于40公里，有需求的地方就有福田汽车的服务。

在海外80多个主要国家和地区，拥有1378家服务网络，覆盖亚洲、美洲、非洲、欧洲等全球市场。

**北京福田戴姆勒汽车有限公司**

北京福田戴姆勒汽车有限公司于2012年2月18日正式成立，总投资99.506亿元人民币。

福田戴姆勒汽车以用户为中心，引进欧洲卡车制造标准，以及戴姆勒领先的卡车研发生产技术，打造全新一代高品质重卡。

福田戴姆勒汽车建成全球数字化超级卡车工厂，拥有冲压、装焊、涂装、总装四大工艺，年产能达20万台，形成了领先行业的全价值链经营体系，目前已拥有90多万用户，800多加经销商，3400多家服务站，2000多家配件店，销售服务网络遍布全国。

产品涵盖欧曼ETX、欧曼GTL、欧曼EST、欧曼EST-A四大系列，产品吨位覆盖3T-49T，包括牵引车、载货车、自卸车、各类专用车等200多个品种。

福田戴姆勒汽车将以世界标准和国际化视野，持续创新、持续发展，为全球汽车用户创造最佳商业价值，引领汽车产业的未来。

**Beiqi Foton Automobile Co., LTD**

Beiqi Foton Automobile Co., LTD. (referred to as Foton) is the most complete varieties and the largest commercial vehicle enterprise in China. Foton was established on August 28, 1996 and listed on Shanghai stock exchange in June, 1998 with stock ticker codes 600166. It has more than 86.1 billion RMB of assets and nearly 40,000 employees, and its brand value reaches 132.867 billion RMB, ranking first in commercial vehicles for 14 consecutive years. Foton has produced and sold 8 million vehicles in total, leading the sales of commercial vehicles in China for many years. It has exported a total of 560,000 vehicles overseas, ranking first among China's commercial vehicle exports for six consecutive years.

Foton is the strong force of independent brand and innovation in China's automobile industry. Now, it has formed an automobile ecological system integrating with vehicle manufacturing, core auto parts, auto finance, Internet of vehicles and Foton e-commerce. Among them, the commercial vehicle business covers two sections which are the whole vehicle and service, the automobile intelligent interconnection application. The whole vehicle covers five units which are the truck, the passenger car, Foton vans and so on. Besides that , Auman, Omar, Olling, AUV, Tujano and so on 15 product brands.

Application of Automobile intelligent Internet covers two major business of Internet of vehicles and e-commerce business. ITink intellectual technology brand is under the Internet of vehicles business which covers vehicle terminal equipment, big data platform and Internet of vehicles operation service. Foton online e-purchase is under E-commerce business. This platform is not only to provide online experience service of a full range system of vehicles inquiry, sales promotional activities, dealer information inquiry and financial loan business and etc. but also to provide full one-to-one customer consultation and deposit worry-free refund service. Foton financial group is a professional financial service provider, covering diversified financial businesses such as auto credit, financial leasing, supply chain finance and insurance services.

In 2018, the world brand lab released the list of "China's 500 most valuable brands". Foton ranked the 34th with 132.867 billion yuan, the first in the commercial vehicle industry and the fourth in the automobile industry, leading the commercial vehicle industry for many years.

Foton has initially established the first full-cycle commercial vehicle service brand in China. It owned the largest call service center in automobile industry in China, and won the honor of "Integrity Company of after-sales service quality" for many years.

Foton has nearly 7,000 service networks in China, covering 31 provinces and cities across the country. The average service radius is less than 40 kilometers. The place that has demand has the service of Foton.

Foton has 1378 service networks in more than 80 major countries and regions, covering global markets such as Asia, America, Africa and Europe.

**Beijing Foton Daimler Co., Ltd**

Beijing Foton Daimler Co., Ltd. was established on February 18, 2012, with a total investment of 9.9506 billion yuan.

Foton Daimler is user-centered, introducing European truck manufacturing standard and Daimler's leading technology of truck research, development and production to create a new generation of high-quality heavy trucks.

Foton Daimler built global digital super truck factory. It has established stamping, welding, painting and assembling automobile process and the annual production capacity of 200000 units, formed the leading industry of the whole value chain management system. It has more than 90 users, 800 more dealers, more than 3400 service stations, more than 2000 accessories stores, sales and service network all over the country.

The brands cover four series of auman ETX, auman GTL, auman EST and auman est-a, and the tonnage of the products covers 3t-49t, including more than 200 varieties of tractors, trucks, dump trucks and all kinds of special vehicles.

Foton Daimler will continue to innovate and develop with the world standard and international vision to create the best business value for global automobile users and lead the future of the automobile industry.

上汽依维柯红岩商用车有限公司

上汽依维柯红岩商用车有限公司(以下简称“公司”)是由上汽依维柯商用车投资有限公司与重庆机电控股（集团）公司共同投资成立的重型汽车生产企业。

2006年9月18日，在中意两国总理的共同见证下，股东方正式签署《上汽依维柯商用车投资有限公司与重庆重型汽车集团有限责任公司重型汽车战略合作协议》；2007年6月15日，上汽依维柯红岩商用车有限公司正式挂牌成立，揭开了合资公司新的发展篇章。

上汽依维柯红岩商用车有限公司在承继了红岩汽车40多年专业研发、制造基础上，引进了具有国际先进水平的意大利依维柯重型汽车技术。按照“双品牌”战略，研发、制造三个平台的产品满足国际、国内市场，使整个产品体系达到国内领先、国际一流水平。

**不忘初心，方得匠心**

从建厂之初到现在，上汽红岩已经历了半个多世纪的风雨历程，从专为部队生产单一军车，到现在经营多个品牌的商用车型，上汽红岩始终不忘初心，匠心精神融入到每一辆车中，以高品质重卡服务用户，也正因为如此，才换来今天众多用户对上汽红岩的信赖。

**恪守品质，安全第一**

上汽红岩精益求精，严把质量关，零部件的台架试验，都严格按照20000小时的欧洲标准台架试验。关键零部件都会做完整的静力强度分析、疲劳强度分析、DMU运动模拟分析，以保证可靠性。在车辆出厂之后，还需要进行百万公里的耐久性测试、用户测试、“三高”测试和可靠性测试。千锤百炼，反复试验，只为保证用户安全，让用户放心。

**科学管理，质量保证**

上汽红岩除了引进菲亚特-克莱斯勒集团在全球各个工厂所制定的WCM（“世界级制造”管理体系），动力采用进口机加工中心，柔性化、智能化、模块化生产；在线SPC控制点自动检测加工质量，自动补偿加工误差，控制可视化；发动机100%带负载试车，确保每一台出厂的发动机都符合质量标准要求。

**跟紧时代，科技驱动**

上汽红岩紧跟时代步伐，全面引进欧洲顶尖重卡生产技术，建立世界一流重卡生产工厂，联合全球知名供应商打造高端重卡，由欧洲优秀研发团队设计，全球范围协同开发，生产的每一辆车都是智慧和科技的结晶。也正是这样追求极致，上汽红岩生产的重卡获得了一致的好评。

**上汽红岩的全球化脚步**

借助同步欧洲的先进科技与近半个世纪的重卡制造经验，上汽依维柯红岩以杰狮为代表的红岩汽车走向全球、驰骋五洲的局面变得越来越清晰，一批批红岩汽车以其过硬的品质、良好的口碑受到世界各地用户的欢迎。

公司坚持自有出口渠道和股东方意大利依维柯出口渠道并重的策略，出口市场不断突破，在保持传统出口市场优势的基础上，高品质的杰狮、新金刚不断进入了安哥拉、尼日尼亚、埃塞俄比亚、赞比亚、摩洛哥等非洲市场；俄罗斯、哈萨克斯坦、越南、印度尼西亚、菲律宾等亚洲市场；秘鲁、玻利维亚、智利等南美市场；除此之外，公司也加强了以CKD形式对中亚及非洲市场的出口、以IVECO品牌面向全球IVECO网络覆盖区域的出口，不断将“同步欧洲、服务全球”的国际化运营道路稳步推向前进。

**Saic-Iveco Hongyan Commercial Vehicle Co., Ltd (SIH)**

Saic-Iveco Hongyan Commercial Vehicle Co., Ltd (SIH) is a heavy vehicle manufacturer jointly invested and established by Saic-Iveco Commercial Vehicle Investment Co., Ltd and Chongqing Electromechanical Holding (Group) Company.

On September 18, 2006, under the witness of the Prime Ministers of both Italy and China, the shareholders of both sides officially signed The Strategic Cooperation Agreement of Heavy Vehicles Between Saic-Iveco Commercial Vehicle Investment Co., Ltd and Chongqing Heavy Vehicle Group Co., Ltd. On June 15th, 2007, SIH was officially established, opening a new phase in the development of the joint-venture.

SIH inherited the 40 years of professional R&D and manufacturing of Hongyan Vehicle. Based on this, it further introduced the international advanced heavy vehicle technology of Italy Iveco. According to the “Double Brand” strategy, products from the 3 platforms of R&D and manufacturing meet with the demands of the international and domestic markets. The entire product system is up to domestically leading and international first-class level.

**No forgetting the original intention, thereby for ingenuity**

SAIC Hongyan has gone through more than half a century of tough process since its establishment. SAIC Hongyan developed from only producing military vehicles for the army to manufacture multi brands of commercial vehicles. SAIC Hongyan always stays true to its mission, integrates ingenuity into every vehicle, and serve the customers with high quality heavy duty trucks. Because of this, SAIC Hongyan won the trust of our customers.

**Strict quality control, safety first**

SAIC Hongyan refines on quality and implements strict quality control policy. We adopt the 20,000 hours standard European bench test for our parts and components. All key components must finish complete static strength analysis, fatigue strength analysis and DMU motion simulation analysis to ensure their reliability. All vehicles must finish the durability test of millions of kilometers, the users’ test, the three-high test and the reliability test after leaving the factory. All our vehicles are thoroughly tested to ensure their safety and to reassure our customers.

**Scientific management, quality assurance**

SAIC Hongyan introduced the WCM (World Class Manufacturing management system) executed in all the factories of Fiat Chrysler Group, the imported machine processing center for flexible, intelligent and modular production. The on-line SPC control point was introduced to automatically test the processing quality and compensate processing error, to get visible control. 100% of the engines are tested loaded to ensure that each engine meets with the quality standard.

**Closely follow the times, technology driven**

SAIC Hongyan follows the pace of the times closely. We introduced the European top producing technology of heavy duty trucks to build a world-class plant of heavy duty trucks. We worked with world famous suppliers to build high-end heavy duty trucks. Our trucks are designed by an outstanding European R &D team, developed by global collaboration. They won unanimous praise because of the pursuit of perfection.

**Globalization pace of SAIC Hongyan**

With synchronous European advanced technology and nearly half a century of heavy vehicle manufacturing experience, SAIC-Iveco Hongyan greatly enlarged its global markets with their own brand vehicles represented by Genlyon. Hongyan vehicles are welcomed by customers all over the world with its excellent quality and good reputation.

The company pays equal attention to our own export channels and the export channels of the shareholders Italy Iveco. Based on the advantage of the traditional export markets, we keep expanding the global markets. Genlyon and Kingkan entered African markets such as Angola, Nigeria, Ethiopia, Zambia and Morocco etc; the Asian markets such as Russia, Kazakhstan, Vietnam, Indonesia and Philippines, etc; and the South American markets like Peru, Bolivia and Chile, etc. on the basis of maintaining the advantages of traditional export markets. In addition, we strengthened export to Central Asia and Africa in the form of CKD, and to the global export network of IVECO. We constantly and steadily push forward our international operation concept of “Keeping pace with Europe, Serving the World”.

安徽江淮汽车集团股份有限公司

安徽江淮汽车集团股份有限公司（简称江淮汽车或JAC），是一家集全系列商用车、乘用车及动力总成等研产销和服务于一体,“先进节能汽车、新能源汽车、智能网联汽车”并举的综合型汽车企业集团。

公司现有主导产品包括：重、中、轻、微型卡车、多功能商用车、MPV、SUV、轿车、客车、专用底盘及变速箱、发动机、车桥等核心零部件。现拥有瑞风、江淮iEV、帅铃、骏铃、康铃、格尔发、和悦、星锐、锐捷特等知名品牌。

江淮汽车拥有一支近5000人的高水平研发团队，坚持“安全、节能、环保、智能、舒适”的关键技术研发路线，已形成整车、核心动力总成、自动变速箱及软件系统等关键零部件研发、试验验证和标定开发等完整的正向研发体系。在节能减排技术、智能安全技术、噪音技术、轻量化技术、新能源技术、制造工艺技术等方面取得了全面突破，持续打造企业的核心竞争力。

截至2018年底，江淮汽车累计拥有授权专利12325件，其中发明专利授权1750件，成为国内首家专利过万的车企。自2009年起共10款自主研发的发动机荣获“中国心”十佳发动机。国家863计划重点项目6DCT自动变速箱，实现TCU上层软件开发完全自主，打破国际垄断。

作为我国新能源汽车产业的先行者，截止到目前，江淮汽车累计示范推广超13万辆新能源汽车，累计行驶里程突破18.5亿公里，单车最高运行里程35万公里。新能源业务涵盖乘用车、轻型商用车、多功能商用车、客车等产品。在电池热管理技术、本质安全管理技术等方面实现重要突破，电池液冷技术世界领先，国内独一无二。

江淮汽车与德国大众汽车、康明斯发动机、西班牙桑坦德银行等知名企业分别建有合资公司。已经与南美、欧洲、非洲、中东、东南亚等全球130多个国家和地区建立合作关系，拥有JAC日本、JAC意大利两家海外研发中心；在俄罗斯、越南、肯尼亚建有子公司；在墨西哥、哈萨克斯坦等地建有19家国际产业基地。并积极响应国家“一带一路”倡议，已出口至沿线30多个国家。截至2018年底，江淮汽车累计出口超60万辆。中高端轻卡连续多年行业出口第一，乘用车出口位列行业前三。

在国际知名品牌咨询公司Brand Finance发布的“2018全球最具价值汽车品牌100强”排行榜中，江淮汽车排名第50位，中国汽车品牌排名前列。

江淮汽车全面践行“敬客经营、质量为本、求真务实”的核心价值观，矢志追求为全球客户制造更好的产品，创建世界知名汽车品牌。

**Anhui Jianghuai Automobile Group Corp., Ltd.**

Anhui Jianghuai Automobile Group Corp., Ltd. (hereinafter called JAC) is a comprehensive automobile group integrating the R&D, production, sales and service of a full range of commercial vehicles, passenger cars and power trains. It focuses on advanced energy-saving cars, new energy vehicles and intelligent network cars.

JAC’s leading products include: heavy, medium, light and mini trucks, multi-functional commercial vehicles, MPV, SUV, cars, passenger cars, core parts such as special chastises and gearboxes, engines, axles etc. Now JAC has Sedan, IEV, Shuailing, Junling, Kangling, Geerfa, Heyue, Xingrui, Green Jet and other famous brands.

JAC has a high-level R&D team of about 5,000 people. By adhering to the key technology R&D route of “safety, energy saving, environmental protection, intelligence and comfort”, it has formed a complete positive R&D system for R&D, test verification and calibration development of whole vehicles, core power trains and key parts such as automatic gearboxes and software system. JAC has made comprehensive breakthroughs in energy saving and emission reduction technologies, intelligent safety technologies, noise technologies, lightweight technologies, new energy technologies and manufacturing technologies, continuing to build the core competitiveness of the company.

By the end of 2018, JAC had a total of 12,325 authorized patents, among which 1,750 are invention patents, making it the first domestic automobile company with over 10,000 patents. Since 2009, a total of 10 independently developed engines have won the honor of "China Heart" top ten engines. The 6DCT automatic transmission of JAC, the key project of the National 863 Program, realized the complete and independent development of TCU software and broke the international monopoly.

As the forerunner of China's new energy vehicle industry, up to now, JAC has demonstrated and promoted more than 130,000 new energy vehicles. The accumulated driving mileage has exceeded 1.85 billion kilometers and the maximum driving mileage of single vehicle exceeded 350,000 kilometers. Our new energy business covers passenger cars, light commercial vehicles, multi-purpose commercial vehicles, buses and other products. JAC achieved important breakthrough in the battery thermal management technology, intrinsic safety management technology and other fields. Its battery liquid cooling technology is unique in China and reached the world leading level.

JAC has established joint ventures with well-known companies such as Volkswagen, Cummins Engine and Santander Bank of Spain. It has established cooperative relationships with over 130 countries and regions in South America, Europe, Africa, Middle East and Southeast Asia. It has two overseas R&D centers of JAC Japan and JAC Italy; subsidiaries in Russia, Vietnam and Kenya; 19 international production bases in Mexico and Kazakhstan etc. JAC actively responded to China’s “One Belt One Road” initiative and has exported to more than 30 countries along the route. By the end of 2018, JAC exported more than 600,000 vehicles. JAC ranked the No.1 in the export of Mid-to-high-end light trucks for many years, and ranked among the top 3 in the export of passenger cars.

In the "2018 Global Top 100 Most Valuable Automobile Brands" list published by Brand Finance, a world renowned brand consulting company, JAC took the 50th place and ranked in the forefront among the China's automobile brands.

JAC fully implements its “customer-oriented, quality-oriented, truth-seeking and pragmatic” core values. It is committed to producing better products for global customers and creating world-renowned automobile brands.

大运汽车股份有限公司

大运汽车股份有限公司由原山西大运汽车制造有限公司实行股份制改造而来，总部位于山西省运城经济技术开发区，注册资本10.7亿元，是一个集商用车研发、生产、销售、服务为一体的民营企业，总资产逾110亿元，拥有全系列商用车生产资质，旗下拥有运城、成都、十堰三大生产基地，其中运城基地以重卡为主，成都基地以轻卡为主，十堰基地以中卡为主。

**大运汽车运城生产基地**

大运汽车运城生产基地创建于2004年，于2009年10月26日正式投产，厂区占地面积1933亩，总建筑面积50万平米，拥有国内一流的冲压、焊装、涂装、总装、专用车五大工艺生产线，主要生产设备、检测试验设备均达到了国内先进水平。

**大运汽车成都生产基地**

成都大运汽车集团有限公司是大运汽车股份有限公司下属的核心企业，位于成都（国家级）经济技术开发区车城东七路388号，现有员工近2000名。

成都大运汽车为国家定点、国内一流的产、销、研一体的商用车整车制造企业，下设山西运城、湖北十堰分公司，整车产能近10万辆；公司建有省级技术中心和“四川省汽车产业研究院商用车研究院”、“成都市院士（专家）工作站”，现为成都市100强企业、成都市民营企业100强、四川省“百强民营企业”、四川省“优秀民营企业”、中国民营制造企业500强、“新能源汽车制造基地”、“国家高新技术企业”。

**大运汽车十堰生产基地**

大运汽车十堰基地创建于2010年，位于湖北省十堰市郧阳区，厂区占地面积1136亩，总建筑面积15万平米。

公司高度重视自主创新，综合了国内外同类产品设计之大成，严格以国际质量标准为品质管理目标，以高品位、大吨位、优价位为市场拓展点，先后开发了牵引车、自卸车、载货车、专用车和挂车等五大系列车型，涵盖燃油、燃气、电动三大产品类别。产品研发以人为本，技术先进、性能稳定、质量可靠、外观威猛，在经济性、安全性、舒适性方面具有十分明显的竞争优势。凭借优越的综合性能，大运重卡先后创造了“卡车漂移入最短距离”、“卡车侧两轮行驶过最窄通道”、“卡车斜坡飞跃最远距离”等三项吉尼斯世界记录。公司被认定为高新技术企业，大运“”商标被认定为中国驰名商标；企业技术中心被评为省级企业技术中心和省级工程技术中心。

在发展传统燃油车的同时，企业紧跟国家“绿色发展”战略布局，将新能源汽车作为企业的核心战略着力点，超前谋划、精准发力，实现纯电动重卡、中卡、轻卡、微卡、客车、乘用车全系列产品布局。此外，大运汽车在山西省内率先拥有新能源实验室，在纯电动汽车整车集成匹配设计、整车控制器方面拥有完全的自主知识产权，已具备电动汽车关键技术和整车匹配开发的能力。

大运公司始终坚持“建立具有敦厚理念及价值观的企业文化，成为对社会贡献最有成就的企业”的发展目标，为打造世界知名商用车品牌而不懈奋斗！

**Dayun Automobile Co., Ltd**

Dayun Automobile Co., ltd, originated and reformed from Shanxi Dayun Automobile Manufacturer Co., ltd is located in Yuncheng Economic Zone, Shanxi Province, with registration capital of 1.07 billion yuan. It is a private enterprise which has integrated R&D, manufacturing, sales and service of commercial vehicle and the total assets of more than 11 billion yuan and has required manufacture permission of all series commercial vehicle. Dayun Automobile Co., ltd strategically constructed three production bases in Yuncheng, Chengdu and Shiyan, with separately focusing on Heavy-duty trucks, Light-duty trucks and Medium-duty trucks.

**Dayun Automobile Yuncheng production base**

The Dayun Automobile Yuncheng production base was established in 2004 and officially put into operation on October 26, 2009. The factory covers an area of 1933 acres and has a total construction area of 500,000 square meters. It has domestic first-class stamping, welding, painting, final assembly and special use. The five major production lines of the car, the main production equipment, testing and testing equipment have reached the domestic advanced level.

**Dayun Automobile Chengdu production base**

Chengdu Dayun Automobile Group Co., Ltd. is a core enterprise under the Dayun Automobile Co., ltd., located at No. 388, Checheng East 7 Road, Chengdu (National) Economic and Technological Development Zone, with nearly 2,000 employees.

Chengdu Dayun Automobile Co., Ltd. is a state-owned, domestic first-class commercial vehicle manufacturer with integrated production, sales and research. It has Shanxi Yuncheng and Hubei Shiyan Branch, with a production capacity of nearly 100,000 vehicles. The company has a provincial-level technology center. And “Sichuan Automobile Industry Research Institute Commercial Vehicle Research Institute” and “Chengdu Academician (Expert) Workstation”, now 100 Chengdu Enterprises, 100 Private Enterprises in Chengdu, “Top 100 Private Enterprises in Sichuan Province”, Sichuan Province "Excellent private enterprises", China's top 500 private manufacturing enterprises, "new energy vehicle manufacturing base", "national high-tech enterprises."

**Dayun Automobile Shiyan production base**

Dayun Automobile Shiyan production base, founded in 2010, is located in Yunyang District, Shiyan city, Hubei province, covering 1136 mu land with 150,000 square meter construction area.

Dayun Automobile highly emphasizes on innovation, integrating excellent aspects from other truck makers all over world. It has developed five series of trucks, that is, tractor truck, dump truck, cargo truck, special truck and trailer truck, with different driving power from fuel, gas, and electricity. The products have advantages of new technique, stable performance, and trust worth quality, strong outlook, and competiveness in economy, safety and comfort. With superior comprehensive performance, Dayun Heavy Truck has created three Guinness World Records including “Truck drift into the shortest distance”, “The narrowest passage on the truck side” and “The longest distance from the truck slope”. The company was recognized as a high-tech enterprise, and the “Da Yun” trademark was recognized as a well-known trademark in China; the enterprise technology center was rated as a provincial-level enterprise technology center and a provincial engineering technology center.

At the same time, Dayun Automobile positively responses to national call of " saving energy, reducing emission, green development" and set new energy and clean energy vehicle as new strategy of company development. With massive technique accumulation, it developed 300 kinds of gas products and obtained more than 100 patents, additionally, in the first place to develop pure electric tractor truck and logistic truck. Presently, Dayun Automobile is the only private-owned enterprise in Shanxi province that is qualified to produce electric cargo truck and bus. It has complete independent intellectual property rights in the integrated design and vehicle controller of pure electric vehicles, and has the ability to match the key technologies of electric vehicles and the matching development of complete vehicles.

Dayun Company always adheres to the development goal of “establishing a corporate culture with strong ideas and values, and becoming the most successful enterprise contributing to society”, and strives to build a world-renowned commercial vehicle brand!

华菱星马汽车（集团）股份有限公司

华菱星马汽车（集团）股份有限公司（简称华菱星马），1970年建厂，总部位于安徽省马鞍山经济技术开发区，是全国重要的重型卡车、重型专用车及核心零部件生产研发基地。

公司于2003年4月1日成功上市（股票代码：600375），2011年与安徽华菱汽车有限公司完成资产重组上市，2012年3月更名为华菱星马汽车（集团）股份有限公司。

公司总资产90亿元，净资产30亿元，固定资产50亿元；员工4500人，工程技术人员1200人；占地面积3500亩，建筑面积40余万平米。

拥有安徽华菱汽车有限公司、安徽星马专用汽车有限公司、安徽华菱汽车有限公司发动机分公司、安徽华菱汽车有限公司车桥分公司、安徽福马汽车零部件集团有限公司等五大子公司。

拥有国家级企业技术中心和博士后科研工作站，与国际研发机构有密切的技术合作关系，与天津大学、湖南大学、合肥工业大学等国内高校建立了长期的产学研合作关系，具有很强的产品开发能力。

主导产品为重型汽车底盘及整车、动力总成、车桥、重型专用车、新能源商用车、客车、其他汽车零部件及总成件等系列产品，其中华菱重型卡车和星马专用车都是享誉市场的知名品牌，并出口到东欧、北非、东南亚、南美等地的六十多个国家和地区。

经过四十多年的不断积累与完善，形成了具有自身特色的企业文化，尊重客户、服务客户、诚信为本、满足客户个性化需求，坚持“以人为本、科技为先、创新为魂、追求卓越”的经营理念，秉承“为客户创造价值、为员工创造机会、为企业创造效益、为社会创造财富”的经营宗旨。

公司“十三五”期间的发展思路是：推动自主创新、发展自主品牌，在坚持以重型汽车底盘和重型专用车辆为主导的基础上，重点发展发动机、变速箱、车桥等核心零部件项目，拓宽产品品种。“十三五”期间，公司计划投资20亿元实施年产5万辆重卡，5万台发动机、5万台变速箱、15万根车桥等核心零部件以及2万辆重型专用车项目，达产后可实现年销售收入300亿元、利税20亿元。

**Hualing Xingma Automobile (group) Co., Ltd**

Hualing Xingma Automobile (group) Co., Ltd. (hereinafter referred to as CAMC), founded in 1970, is headquartered in Maanshan Economic and Technological Development Zone, Anhui province. It is an important national production, research and development base for heavy trucks, heavy-duty special vehicles and core parts.

CAMC was successfully listed on April 1st, 2003 (stock code: 600375). In 2011, it completed the asset reorganization and listing with Anhui Hualing Automobile Co., Ltd. On March 2012, it was renamed as Hualing Xingma Automobile (group) Co., Ltd.

CAMC has total assets of 9 billion yuan, net assets of 3 billion yuan and fixed assets of 5 billion yuan. It has 4,500 employees including 1,200 engineering and technical personnel; it covers an area of 3,500 mu, with a construction area of more than 400,000 square meters.

CAMC has five subsidiaries including Anhui HUALING Automobile Co., Ltd., Anhui XINGMA Special Vehicle Co., Ltd., The Branch Office of Engine of Anhui HUALING Automobile Co., Ltd., The Branch Office of Axle of Anhui HUALING Automobile Co., Ltd., and Anhui FUMA Auto Parts Group Co., Ltd.

CAMC has a state-level enterprise technology center and a post-doctoral research station. It has a close technical cooperation relationship with international research and development institutions, and established a long-term cooperation relationship with Tianjin University, Hunan University, Hefei University of Technology and other domestic universities. CAMC has a strong product development capability.

Core products of CAMC is for heavy duty truck chassis, Whole Vehicle, Axle, Heavy special vehicles, new energy commercial vehicles, buses and other auto parts and assembly parts, including two well-known brands with HUALING heavy trucks and XINGMA special vehicles in the market. All products exported to Eastern Europe, North Africa, Southeast Asia, South America and other places of more than 60 countries and regions.

After forty years’ accumulation and completion, CAMC formed its own characteristics of corporate culture with respecting for customers, service customers, integrity-based, satisfy customers’ personalized requirements, It insist the business philosophy with "people-oriented, technology first, innovation as the soul, the pursue the highest quality", adhering to the "create value for customers, creating opportunities for staff, creating benefits for enterprises, create wealth for society" business purposes.

CAMC’s development thinking during the "China’s 13th Five-Year Plan" is to promote independent innovation and develop its own brand. On the basis of adhering to the heavy vehicle chassis and heavy special vehicles as the leading role, it will focus on the development of engine, gearbox, axle and other core parts projects, and expand product varieties. During the " China’s 13th Five-Year Plan " period, CAMC plans to invest 2 billion yuan to implement the project of annual output of 50,000 heavy trucks, 50,000 engines, 50,000 gearboxes, 150,000 vehicle Bridges and other core parts, as well as 20,000 heavy-duty special vehicles, achieving the annual sales revenue of 30 billion yuan and profits and taxes of 2 billion yuan.

徐州徐工汽车制造有限公司

徐工集团是中国工程机械行业规模最大、产品品种与系列最齐全、最具竞争力和影响力的大型企业集团，是中国工程机械行业排头兵。目前位居世界工程机械行业第5位，中国500强企业第119位，中国制造业百强第44位，中国机械工业百强第2位。

按照徐工集团“巩固和提高在工程机械行业的竞争优势，大力发展专用车和核心零部件”的发展战略，徐工汽车事业部（以下简称“徐工汽车”）于2015年4月正式成立，下含徐州徐工汽车制造有限公司、南京徐工汽车制造有限公司以及南京徐工研究院。依托徐工集团工程机械巨头优势，徐工汽车集中社会及企业资源、文化，高度融合集中化、差异化以及跨界、协同战略，形成比较优势，集聚竞争优势，实现后发赶超，截至2014年，营业收入五年翻了五番，成功迈上20亿元台阶，利润2227.49万元，为徐工集团全面实现能吊能压、能挖能推、能装能运的成套工程解决方案提供了强大的保证，成为江苏省仅存并健康发展的国有商用车制造企业。

2008年9月21日，在省委、省政府和市委、市政府全力支持下，徐工集团通过股权转让认购了位于南京市雨花台区的南京春兰汽车，成立了南京徐工汽车制造有限公司；2015年3月18日，作为徐工集团更安全、更环保、更经济的品牌重卡生产基地，徐州徐工汽车制造有限公司在徐州市高新技术产业开发区正式成立，其总规划占地3000余亩，一期项目占地1382.26亩，建筑面积约50万平方米，总投资25亿元，将形成年产6万辆重卡及8万台驾驶室的制造规模；二期项目将重点发展汽车及工程机械核心零部件产业，力争用三年左右实现超百亿的销售目标。

秉承徐工集团“担大任、行大道、成大器”的核心价值观和“严格、踏实、上进、创新”的企业精神，徐工汽车“以培养发展后劲、夯实产业基础”的集中化、差异化战略，借助南京徐工研究院这一专业研发平台，以工程车、专用车为点、物流车“两点一面”为突破点相聚自主研发68款搭载潍柴、上柴、康明斯发动机的常规车型，拥有“瑞龙”、“祺龙”、专用车三大系列以及天然气牵引车、天然气专用车底盘、LNG搅拌车环保型重卡等将近300个车型，已成功覆盖到城建、环卫、矿山、特种车等施工领域，排放水平满足国三、国四、国五标准，出口产品同步欧标；2015年3月，全新欧系重卡“HANVAN漢風”系列产品在徐州隆重下线，形成了从中端到高端“漢風”系列、T系列、K系列、Z系列为代表的高中低立体化、差异化重卡全系列阵容，其安全性、经济性、平顺性、舒适性等接近国际一流水平，标志着徐工汽车以全新产品、全新工艺制造能力和全新品牌形象强力冲击重卡市场。

响应徐工集团“满足用户超值需求，效力社会进步”宗旨要求，徐工汽车“以价值营销、专业营销、阵地营销、品牌营销”为方针，建立了徐工汽车所独有的国内经销商、改装厂、海外经销商、集团内部市场、直销“五位一体”的营销渠道，由提供产品向提供整体解决方案转型，形成跨界比较优势，实现“产品转型、市场转型、营销模式转型”；同时充分发挥集团产业互补的优势，与集团内部兄弟单位联合开发出配用徐工底盘的随吊车、搅拌车等徐工一体化产品，并为徐工重型配套驾驶室等，推出工程施工产品与服务的成套解决方案，形成了重卡行业内独一无二的跨界、协同比较优势，进一步彰显徐工品牌的影响力，多种产品获得市场和用户的广泛好评，非公路重型自卸车作为明星产品，获得了2013年江苏省首批高新技术产品称号、2013年度机械工业科学技术三等奖等荣誉，连续2年位居国内年度产销量第一和出口第一。

新基地、新产业、新起点，大汽车、大梦想、大发展，徐工汽车以全力打造重卡首选品牌为目标，以品质卓群、创新超越为价值体现，以培育有技术底蕴、有实力内涵、可凝聚高端人才的新兴产业为己任，正坚定不移的向着中高端、国际化、世界级“珠峰登顶”目标迈进。

**XCMG Automobile Manufacturing Co., Ltd.**

Xuzhou Construction Machinery Group Co., Ltd. (XCMG) is at the forefront of the Chinese construction machinery industry and developed into one of the domestic industry's largest, most influential and most competitive enterprise groups with the most complete product varieties and series. It is also a leader in China's construction machinery industry. XCMG is now ranked No. 5 in the world’s construction machinery industry; the 119th in the list of China's Top 500 Companies; the 44th in the list of China's Top 100 Manufacturing Enterprises, and 2nd in the list of China's Top 100 Machinery Manufacturers.

According to the development strategy of "To consolidate and improve the competitive advantage in construction machinery industry, to develop the special vehicles and the core parts", XCMG Automotive Division (hereinafter referred to as the "XCMG Automotive") was officially founded in April 2015, including Xuzhou XCMG Automobile Manufacturing Co., Ltd., Nanjing XCMG Automobile Manufacturing Co., Ltd., Nanjing XCMG Research Institute. Depending on the advantage of XCMG as the leader in construction machinery industry, XCMG Automotive integrates with social and enterprise’s resources, culture, centralization, differentiation, cross-border and collaborative strategies in order to form the comparative and competitive advantage and realize the surpassing of backwardness. By the end of 2014, operation revenues expanded five times in five years, and successfully reached 2 billion yuan, the profit is 22.2749 million yuan. It supplies strongly assurance for XCMG which fully realized a set of project solution with hanging, push pressure, digging, shipment and transportation. Meanwhile it is the only healthy development of state-owned commercial vehicle manufacturing enterprises in Jiangsu Province.

On September 21, 2008, under the fully support of the provincial party committee, the provincial government, the municipal party committee and the municipal government, XCMG purchased Nanjing Chunlan Automobile Co., Ltd which located in Yuhuatai district, Nanjing throughout share transfer, and established Nanjing XCMG automobile Manufacturing Co., LTD. On March 18, 2015, regard as XCMG’S more safer, greener and economic brand heavy truck production base, XCMG Automobile Manufacturing Co., Ltd was formally established in high-tech development zone in Xuzhou city. The total planning a phase of the project cover an area of 3000 mu, the first-stage project covers an area of 1382.26 mu, building area of 500,000 square meters, with a total investment of 2.5 billion yuan. It formed the manufacturing scale with an annual output of 60000 sets of heavy trucks and 80000 cabs. The second-stage of the project will focus on the development of core components of automobile and construction machinery industry, and strive to achieve the sales target of over 10 billion yuan in about three years.

In accordance with XCMG’s core value of “Taking Great Responsibilities, Acting With Great Morals, and Making Great Achievements and its corporate spirit of being “Rigorous, Practical, Progressive, and Creative” , XCMG Auto is based on the centralized and differentiated strategy of "cultivating the development potential and consolidating the industrial foundation", XCMG makes use of the professional research and development platform of Nanjing XCMG research institute to make breakthroughs in engineering vehicles, special vehicles and logistics vehicles. Moreover it researched and developed own 68 typing of regular model carrying on the engine of Weichai, wood, Cummins. It is also the owner of three big automobile series with red dragon, "Dragon" kei tractor, special vehicles. As well as nearly 300 models with natural gas, natural gas vehicle chassis, LNG truck mixer and environmentally friendly heavy card. It has been successfully covered sanitation, mining, special vehicle, such as construction areas, and the emission levels has met the standard of the third-stage and four-stage of China. The export products synchronize the European standard. In March 2015, the new European series heavy trucks named "HANVAN han style" was offline in Xuzhou, formed from the middle-end to high-end "Chinese style" series, T series, represented by the K series, Z series including three-dimensional, differentiate heavy truck all series, its safety, economy, comfort, comfort, such as close to the international first-class level, marked the XCMG auto with new products, new technology manufacturing capacity and the new brand image to shock heavy trucks market.

In response to the XCMG mission of “Meeting the Needs of Users' Values and Making Social Progress”, XCMG Auto established the domestic distributors and conversion plants unique to XCMG Auto with the principle of “value marketing, professional marketing, position marketing and brand marketing”. Overseas distributors, group internal market, direct marketing “five-in-one” marketing channels, from providing products to provide overall solution transformation, forming cross-border comparative advantages, achieving “product transformation, market transformation, marketing model transformation”; Taking advantage of the complementary nature of the Group's industry, the company has jointly developed a XCMG Auto integrated product such as a crane and a mixer truck with a XCMG Auto chassis, and launched a complete set of engineering construction products and services for the XCMG Auto heavy-duty cab. It has formed a unique cross-border and synergistic comparative advantage in the heavy truck industry, further highlighting the influence of the XCMG brand. Many products have won wide acclaim from the market and users. The off-highway dump trucks have been the star products and won the first in Jiangsu Province in 2013. Batch of high-tech products, 2013 mechanics Science and technology prize and other honors, for two consecutive years ranked first domestic annual production and sales volume and export first.

With new bases, new industries, new starting points, big cars, big dreams, and great development, XCMG Auto aims to build the preferred brand of heavy trucks with the goal of quality, excellence and transcendence, to cultivate technological heritage and strength. The emerging industry that can condense high-end talents is our responsibility, and is firmly moving towards the goal of “high-end, international, and world-class “Mount Everest”.

北奔重型汽车集团有限公司

北奔重型汽车集团有限公司是中国兵器工业集团直属大型高端支柱型重型商用汽车制造企业。1988年，国家为改变汽车工业“缺重”局面，由兵器集团下属内蒙古一机集团引进德国戴姆勒·奔驰重型载货汽车全套专有制造技术和装备，并于当年9月28日在人民大会堂隆重举行奔驰重型汽车引进项目签字仪式，时任国家领导人李鹏、李岚清、邹家华等出席了签字仪式。1995年12月18日，公司全面建成并通过国家验收。经过二十余年奋斗，公司已成长为国内重车界具有较大影响力和覆盖面的骨干企业。

公司总部在内蒙古包头市。公司拥有较为先进的整车总装、驾驶室、车架及车桥生产线，有各类设备2218台（套），其中进口设备252台（套），专业化的生产线和制造设备成为整车卓越品质的坚强保证。公司为行业最早获得ISO9001标准、GJB9001B标准质量体系认证、国家汽车产品CCC认证，以及ISO14001环境体系认证的重卡制造商之一。

北奔重汽以先进独特的奔驰技术为核心，深度融合严谨领先的军工技术，通过消化吸收，自主创新，集成开发，建成学科门类齐全的科研开发队伍和专业成熟完善的科技创新体系，在众多专业领域拥有自主知识产权及专利。

以平台化、模块化和系列化战略，构建起NG80、NG09、NG10三大重卡平台和NG08非公路车平台，创新开发驾驶室、车桥、车架、悬架、车电、动传等模块系统总成，打造安全、可靠、高效、节能的北奔重型商用车。产品通过国际专业认证中心和中国汽车技术中心等权威机构的检验验证，满足联合国欧洲经济委员会汽车法规要求。

北奔重汽充分发挥技术和品牌优势，持续推进销售、服务、备件三位一体化营销网络建设。瞄准国民经济、国防建设领域和大众客户，通过倡导合作共赢理念可持续提升国内外市场的统筹管理能力，以军民产品并行发展和军民市场融合运营战略，构建市场、产品、服务、管理和能力建设五大体系，并依托中国北方工业公司强大的国际化经营平台，全力开拓国际市场。产品已销往非洲、拉美、东南亚、中亚、中东等100多个国家和地区。

北奔重卡以卓越军工品质在重要领域大显身手，参与国际维和事务广受赞誉，俄罗斯国际军事比赛名列前茅，亮相国庆60周年阅兵和抗战胜利70周年阅兵壮军威扬国威，是首批联合国最高级别供应商，更多次蝉联节油冠军奖、年度车型大奖等荣誉。

在经济“新常态”下，北奔重汽将全面实施全价值链体系化精益管理战略，加快调整实现战略转型，加快建设军民融合、国内外市场协调发展的创新型重车企业，为兵器工业发展和地方经济繁荣做出新的更大贡献。

**北奔重汽集团进出口有限公司**

北奔重汽集团进出口有限公司（以下简称进出口公司）是北奔重型汽车集团有限公司（以下简称北奔重汽集团）下属的专业从事外贸进出口的业务单位，主要负责北奔重汽集团的海外整车、零部件销售和售后服务工作。

进出口公司成立于2009年。“十二五”期间，进出口公司立足实际，积极稳妥推进北奔国际化战略的实施，制定合理有效的营销机制，逐步构建起面向世界、布局合理、层次清晰、覆盖广泛的市场营销网络，截至目前，共发展海外代理商21家。在实现整车出口的同时，进出口公司着力推动KD散件批量出口，目前已建及在建海外KD工厂5家，此举标志着北奔重汽集团完成了从产品输出阶段向技术输出阶段的跨越和提升。

根据北奔重汽集团整体经营改革发展需要，按照“国有资本绝对控股、经营者参股，将经营者与企业结成命运共同体”的方式，进出口公司进行了混合所有制改制。改制后的进出口公司下设九个地区业务部、服务备件处、财务金融处、外贸履约处和综合技术处，分别负责自营出口、授权出口、北方及大客户出口业务，海外市场开拓和海外营销网络体系建设；海外服务备件体系建设；进出口业务财务金融体系建设和管理；合同履约与执行及内部综合管理和技术支持等工作。

“十三五”期间，进出口公司将继续坚持以“客户为中心，以市场为导向”的经营理念，由规模成长型发展战略，渐变式地向质量效益型发展战略转型，加快实施“军民产品并行发展”和“军民市场融合运营”的外贸发展战略，进一步加快产品和服务创新，持续巩固和提升海外核心竞争能力和品牌影响力,努力为客户创造全寿命周期产品价值最大化。

**北奔重卡产品核心优势**

北奔重汽以平台化、模块化和系列化战略，构建起NG80、NG08、NG09、NG10四大重卡平台，创新开发驾驶室、车桥、车架、悬架、车电、动传等模块系统总成，打造安全、可靠、高效、节能的北奔重型商用车。

自卸车，依托奔驰NG80技术开发，可靠性高、通过性好的矿用工程车；环保、安全、智能的城市渣土车；自重轻、承载强、油耗低的轻量化自卸车；以及在矿山、坑口等恶劣环境下高承载力的宽体自卸车。

牵引车，对标国际先进重卡技术，自主开发车身、车架、悬架、车桥，结合优秀零部件资源，通过整车集成创新实现产品可靠、舒适、高效、节能。

越野车，采用奔驰NG80技术，具备高机动性、高通过性、高耐候性，三防能力出众。卓越的低温启动系统确保零下41度顺利启动。

载货车，装载容积大、整备质量轻、运输效率高、油耗低。

北奔重卡底盘还广泛适用于油田、消防、市政工程、危化品运输等各类专用车的改装。

**BeiBen Trucks Group Co., Ltd.**

BeiBen Trucks Group Co., Ltd. is a large-scale high-end heavy-duty commercial vehicle manufacturer directly subordinate to China North Industries Group.

In 1988, in order to change the situation that China did not have heavy duty vehicles, Inner Mongolia First Machinery Group Co., Ltd. which is a subsidiary of China North Industries Group, introduced a complete set of manufacturing technology and equipment from Daimler Benz heavy trucks of Germany. On September 28 1988, the official signing ceremony for the introduction of Benz heavy trucks was held in the Great Hall of the People. Li Peng, Li Lanqing and Zou Jiahua and other national leaders attended this signing ceremony. On December 18, 1995, the company was fully established and passed national acceptance. After more than 20 years of development, the company has grown into a backbone enterprise with great influence and coverage in the domestic heavy vehicle industry.

The company headquarter is in Baotou, Inner Mongolia. The company has comparatively advanced production lines of vehicle assembly, cabs, vehicle frames and axles, with 2,218 sets of various equipments, among which 252 sets are imported. The specialized production lines and manufacturing equipments guarantee the excellent quality of the vehicles. The company is among the first batch of heavy truck manufacturers in China to obtain ISO 9001, GJB9001B standard quality system certifications, CCC certification of national automotive products and ISO 14001 environmental system certification.

With advanced and unique core technology of Mercedes-Benz, BeiBen Trucks has deeply integrated the leading military technology. Through digestion and absorption, self innovation and integrated development, BeiBen Trucks built a full range of scientific R & D team and sophisticated science and technology innovation system, owning independent intellectual property rights and patents in many professional fields.

With the strategy of modularization and serialization, the company built 3 main heavy duty truck platforms of NG80, NG09 and NG10 and NG08 off-highway vehicle platform. We innovatively developed modular system assemblies of cab, axle, frame, suspension, vehicle power and dynamic transmission to build safe, reliable, efficient and energy-saving heavy-duty commercial vehicles. Our products passed the inspection and verification of authority agencies such as International Professional Certification Center and China Automotive Technology & Research Center, and meet with the requirements of automobile regulations of the United Nations Economic Commission for Europe.

BeiBen Trucks fully use its technological and brand advantages to continuously promote the construction of network of sales, service and spare parts. Aiming at the fields of national economy, national defense construction and the mass customers, we enhance the ability of overall management in domestic and foreign markets by advocating the concept of win-win cooperation. We build five systems including markets, products, services, management and capacity-building through the parallel development of military and civilian products and operation strategy of military and civilian market integration. Relying on the powerful international business platform of China North Industries Corporation, we did our best to explore the international market. Our products are sold to more than 100 countries and regions such as Africa, Latin America, Southeast Asia, Central Asia and the Middle East.

BeiBen trucks distinguished themselves in many important areas for their outstanding military quality. For instance, BeiBen trucks were widely praised for participation in international peacekeeping affairs. Our trucks ranked top in the International Military Competition in Russia. They were displayed on the parade of the 60th anniversary of the National Day and the 70th anniversary of the victory of the War. BeiBen Truck became one of the first batch of the top level suppliers of the United Nations, repeatedly winning the Oil-saving Championship and Car of the Year.

BeiBen Truck will fully implement lean management strategy of the whole value chain, accelerate the adjustment to realize strategic transformation, accelerate the construction of an innovative heavy truck enterprise with civil-military integration and harmonious development of domestic and foreign markets. Beiben Truck aim to make greater contributions to the development of weapon industry and the local economic prosperity.

  **BeiBen Trucks Group Import and Export Co., Ltd.**

BeiBen Trucks Group Import and Export Co., Ltd. (hereinafter referred to as Import and Export Company) is a professional foreign trade import and export business unit under BeiBen Trucks Group Co., Ltd. (hereinafter referred to as BeiBen Trucks). It is mainly responsible for the overseas vehicle and spare parts sales and after-sale service of BeiBen Trucks.

Import and Export Company was established in 2009. During the Twelfth Five-Year Plan period, the company steadily promoted the implement of the internationalization strategy of BeiBen, formulated a reasonable and effective marketing mechanism, gradually built a marketing network which is world-oriented, with rational and distinctive layout and wide coverage. Up to now, we have developed 21 overseas agents. While exporting whole vehicles, the company made great efforts on promoting KD parts bulk export. At present, five overseas KD factories have been built and are under construction, which marks the completion and upgrading from product export to technology export of BeiBen Trucks.

According to the needs of the overall business reform and development of BeiBen Trucks, the Import and Export Company carried out Mixed Ownership Reform in accordance with the mode of "the absolute control of the state capital, participation of the operators, and forming a community of Common Destiny between operators and enterprise”. After the reform, the company now consists of 9 regional business departments, service and spare parts department, financial departments, foreign trade performance offices and comprehensive technology departments. Business departments are responsible for self-running export, authorized export, northern and large customer export business, overseas market development and construction of overseas marketing network system. Service and spare parts departments are responsible for overseas service and spare parts system construction. Foreign trade performance offices are responsible for the financial system construction and management of import and export business. Comprehensive technology departments are responsible for the contract performance and implementation, internal management and technical support.

During the period of the 13th Five-Year Plan, the Import and Export Company will continue to adhere to the business concept of “customer-centered and market-oriented”, gradually transform from a scale growth oriented development strategy to a quality effective development strategy. We will accelerate the implementation of the foreign trade development strategy of “Parallel Development of Military and Civilian Products” and “Integrated Operation of Military and Civilian Markets”. We will further speed up the innovation in products and services, continuously consolidate and upgrade the overseas core competitiveness and brand influence, trying to maximize the value of product lifecycle for customers.

**Core Advantages of BeiBen Heavy Duty Trucks**

With the strategy of platformization, modularization and serialization, the company built 4 heave duty truck platforms of NG80, NG08, NG09 and NG10. We innovatively developed the modular systems including the assemblies of cab, axle, frame, suspension, vehicle power and dynamic transmission, to build safe, reliable, efficient and energy-saving heavy-duty commercial vehicles.

Our dump trucks are developed with Mercedes-Benz NG80 technology, could be used as mine engineering trucks with high reliability and good passivity. We also produce environmentally friendly, safety and intelligent urban mucks; lightweight dump trucks with light weight, strong bearing capacity and low fuel consumption; as well as wide body dump trucks with high bearing capacity used in severe environment such as mines and pitheads.

Our tractors follow the standard of international advanced heavy truck technology. We independently developed body, frame, suspension and axle, combine with other excellent parts resources, and realized the reliable, comfortable, efficient and energy saving performance of the tractors through the vehicle integrated innovation.

Our SUVs adopt the Mercedes-Benz NG80 technology; have the features of high maneuverability, high passivity, high weather resistance and outstanding three-proof capability. Its outstanding low temperature starting system ensures the vehicles could start smoothly under minus 41 degrees.

Our trucks are with large loading capacity, light weight, high transport efficiency and low fuel consumption.

The chassis of BeiBen heavy-duty trucks are widely used for the modification of special vehicles on oil field, fire protection, municipal works and dangerous chemical transportation.

三一集团

三一集团有限公司是一家总部设于中国湖南长沙的跨国集团，公司创建于1989年，是中国最大、全球第五的工程机械制造商，同时也是世界最大的混凝土机械制造商。

三一集团业务全面涉及混凝土机械、挖掘机械、起重机械、路面机械、煤炭机械、港口机械、海洋工程等装备制造领域，旗下拥有三一重工（SH，600031）、三一国际（HK，00631）两家上市公司，同时拥有三一港机、三一海洋重工、三一重能、三一重卡等未上市资产。通过三一重工，集团还全资控股“全球混凝土机械第一品牌”德国普茨迈斯特（Putzmeister）、持股“全球随车起重机械巨头”奥地利帕尔菲格（Palfinger）。

目前，三一集团在中国长沙、北京、上海、沈阳、昆山、乌鲁木齐、娄底等地建有产业园，在印度、美国、德国、巴西建有研发制造中心，业务覆盖全球100多个国家和地区。

三一集团的公司名称源于创业初期提出的“创建一流企业，造就一流人才，做出一流贡献”的企业愿景。多年来，三一以“品质改变世界”为使命，致力于为中华民族贡献一个世界级品牌。

三一重工股份有限公司

三一重工股份有限公司由三一集团投资创建于1994年。自成立以来公司取得了持续快速发展。目前，三一是全球装备制造业领先企业之一。

2003年7月3日，三一重工在上海A股上市（股票代码：600031）并于2005年6月10日成为首家股权分置改革成功并实现全流通的企业，被载入中国资本市场史册。2011年7月，三一重工以215.84亿美元的市值，入围FT全球500强，是唯一上榜的中国工程机械企业。2012年，三一重工并购混凝土机械全球第一品牌德国普茨迈斯特，改变了行业竞争格局。

公司产品包括混凝土机械、挖掘机械、起重机械、桩工机械、筑路机械、建筑装配式预制结构构件，其中泵车、拖泵、挖掘机、履带起重机、旋挖钻机、路面成套设备等主导产品已成为中国第一品牌，混凝土输送泵车、混凝土输送泵和全液压压路机市场占有率居国内首位，泵车产量居世界首位。

秉承“品质改变世界”的使命，三一每年将销售收入的5%-7%用于研发，致力打造世界一流的产品。凭借技术创新实力，三一先后三次荣获“国家科技进步奖”，两次荣获“国家技术发明奖”，成为建国以来工程机械行业获得的国家级最高荣誉。截至2017年6月30日，公司累计申请专利7880项，授权5338项，申请及授权数居国内行业第一。

通过自主创新，三一混凝土泵车三次刷新长臂架泵车世界纪录，三一高压力混凝土输送泵多次创造世界单泵垂直泵送世界新高。同时，还成功研制出世界第一台全液压平地机、世界第一台三级配混凝土输送泵、世界第一台无泡沥青砂浆车、亚洲首台1000吨级全路面起重机，全球最大3600吨级履带起重机，中国首台混合动力挖掘机、全球首款移动成套设备A8砂浆大师等，不断推动“中国制造”走向世界一流。

凭借一流的产品品质，三一设备广泛参建全球重点工程，其中包括迪拜塔、北京奥运场馆、伦敦奥运场馆、巴西世界杯场馆、上海中心、香港环球金融中心、天津高银金融117大厦等重大项目的施工建设。

目前，三一重工6S中心已遍布全国主要大中城市，在全球拥有近200家销售分公司、2000多个服务中心、近万名名技术服务工程师。近年，三一重工相继在印度、美国、德国、巴西投资建设研发和制造基地。自营的机制、完善的网络、独特的理念，将星级和超值服务贯穿于产品的售前、售中、售后全过程。

三一重工董事长梁稳根先生是三一集团的主要创始人，中共十七大、十八大代表，第八、九、十届、十三届全国人大代表，全国工商联第十二届副主席、执行委员，“全国劳动模范”，“全国优秀民营企业家”，“优秀中国特色社会主义事业建设者”，CCTV“中国经济年度人物”、福布斯“中国上市公司最佳老板”、福布斯“中国新制造先锋”等荣誉。

三一重卡：**三大突破，四大优势**

集高舒适度、高智能化、高性价比、高效、节油安全、可靠于一身，三大件组成黄金动力链。

潍柴动力+法士特变速箱+汉德车桥组成黄金动力链，房车级智能化配置带来极致科技体验。

三一卡车为客户提供专业化、精细化的融资方案，利用互联网平台智能快速审批，解决客户资金需求。

三一卡车在全国设立近1000家服务网络，涵盖330个地级市，遍布各港口、码头、物流园、加油站、服务区，让客户随时随地享受三一零距离服务。

**Sany Group**

Sany Group Co., Ltd. is a multinational group headquartered in Changsha, Hunan, China. Founded in 1989, the company is the largest construction machinery manufacturer in China and the 5th largest in the world. It is also the world's largest manufacturer of concrete machinery.

The business of Sany Group covers concrete machinery, excavation machinery, lifting machinery, road machinery, coal machinery, port machinery, marine engineering and other equipment manufacturing. It owns 2 listed companies: Sany Heavy Industry Co., Ltd. (SH, 600031) and Sany International (HK, 00631). It also owns unlisted assets such as Sany Port Machinery, Sany Ocean Heavy Industry, Sany Heavy Energy, and Sany Heavy Truck. Through Sany Heavy Industry Co., Ltd, the group also wholly owns the “global No. 1 concrete machinery”-Putzmeister of Germany, and holds the share of “the leading global truck-mounted crane giant”- Palfinger of Austria.

At present, Sany Group has industrial bases in Changsha, Beijing, Shanghai, Shenyang, Kunshan, Urumqi and Loudi in China. It also has R&D and manufacturing centers in India, the United States, Germany and Brazil. Its business covers more than 100 countries and regions around the world.

The company name of Sany Group originated from its original corporate vision of “Creating a first-class enterprise, first-class talents, and making first-class contributions”. Over the years, Sany has been committed to establish a world-class brand with the mission of “Quality Changes the World”.

**Sany Heavy Industry Co., Ltd.**

Sany Heavy Industry Co., Ltd. was founded in 1994 by Sany Group Co., Ltd. Since its establishment, the company has achieved continuous and rapid development. At present, Sany is one of the leading companies in the global equipment manufacturing industry.

On July 3, 2003, Sany Heavy Industry was listed on the Shanghai stock markets (stock code: 600031). It became the 1st company which successfully completed share-trading reform and realized full circulation on June 10, 2005, thus be listed in the Chinese capital market. In July 2011, Sany Heavy Industry was listed among the Fortune Global 500 with a market value of US$21.584 billion. It was the only Chinese construction machinery company in the list. In 2012, Sany Heavy Industry merged with Putzmeister of Germany, the world's No.1 concrete machinery brand, changing the competitive landscape of the industry.

Our products include concrete machinery, excavation machinery, lifting machinery, pile-driving machinery, road-building machinery, and prefabricated structural components of building assembly, among which pump trucks, tow pumps, excavators, crawler cranes, rotary drilling rigs, and pavement equipment become the best brands in China. We have the largest market share of concrete pump trucks, concrete pump and full hydraulic roller in China, and our production of pump trucks takes the leading role in the world.

Adhering to the mission of “Quality Changes the World”, Sany invests 5-7% of its sales revenue for R&D every year, aiming to build world-class products. With the strength of technological innovation, Sany won the “National Science and Technology Progress Award” three times and won the “National Technology Invention Award” twice, becoming the national highest honor in the construction machinery industry since the founding of the People's Republic of China. As of June 30, 2017, Sany applied for 7,880 patents and 5,338 authorizations. The number of applications and authorizations ranks the 1st in the domestic industry.

Through independent innovation, our concrete pump trucks broke the world record of long-arm pump trucks for three times. Our high-pressure concrete pumps created the world's single pump vertical pumping record. At the same time, we successfully developed the world's first all-hydraulic grader, the world's first three-stage concrete pump, the world's first foam-free asphalt mortar truck, Asia's first 1000-ton all-terrain crane, the world's largest 3,600 tons grade crawler crane, China's first hybrid excavator, the world's first mobile equipment A8 mortar master, etc. We continue to promote "Made in China" to the world's first class products.

With first-class product quality, Sany participated in a number of key global projects, including Burj Dubai, Beijing Olympic venues, London Olympic venues, Brazil World Cup venues, Shanghai Center, Hong Kong Global Financial Center, Tianjin Gaoyin Financial 117 Building etc.

At present, the 6s centers of Sany Heavy Industry are located in major large and medium-sized cities all over China, with 200 sales branches, more than 2,000 service centers and nearly 10,000 technical engineers all over the world. In recent years, Sany Heavy Industry invested in R&D and manufacturing bases in India, the United States, Germany, and Brazil. Sany has self operation mechanism, perfect network and unique concept, providing value-added services through the whole process of pre-sale, sale and after-sale.

Mr. Liang Wengen, Chairman of Sany Heavy Industry Co., Ltd., is the main founder of Sanyi Group, and the representative of the 17th and 18th CPC, the delegate of the 8th, 9th, 10th and 13th National People's Congress, the 12th Vice President and Executive Committee of the All China Federation of Industry and Commerce. He won the honors such as "National Label Model", "National Outstanding Private Entrepreneur", "Outstanding Builder of Socialism with Chinese Characteristics", CCTV "Economic Figure of the Year", Forbes "Best Boss of Chinese Listed Companies" and Forbes “China New Manufacturing Pioneer” etc.

**Sany heavy trucks: 3 breakthroughs, 4 advantages**

Sany heavy trucks combine high comfort, high intelligence, high cost performance, high efficiency, fuel economy and reliability. The 3 major components form a gold power chain.

Weichai Power + Fast Transmission + HanDe Axle form the golden power chain. The intelligent configuration of the RV brings the ultimate technological experience.

Sany trucks provide customers with professional and refined financing solutions. We use the intelligently rapid approval of the internet platform to meet with the funding needs of the customers.

Sany trucks set up nearly 1,000 service networks in 330 prefecture-level cities all over China, covering ports, terminals, logistics parks, gas stations and service areas, allowing customers to enjoy the service anytime and anywhere.