



XCMG Presentation



PART 01 New XCMG





New XCMG

In 2022, XCMG completed stock market overall listing by restructuring its construction and mining machinery business sector. As the largest public company in Chinese construction machinery industry, the new XCMG is full of new vitality and vigor.

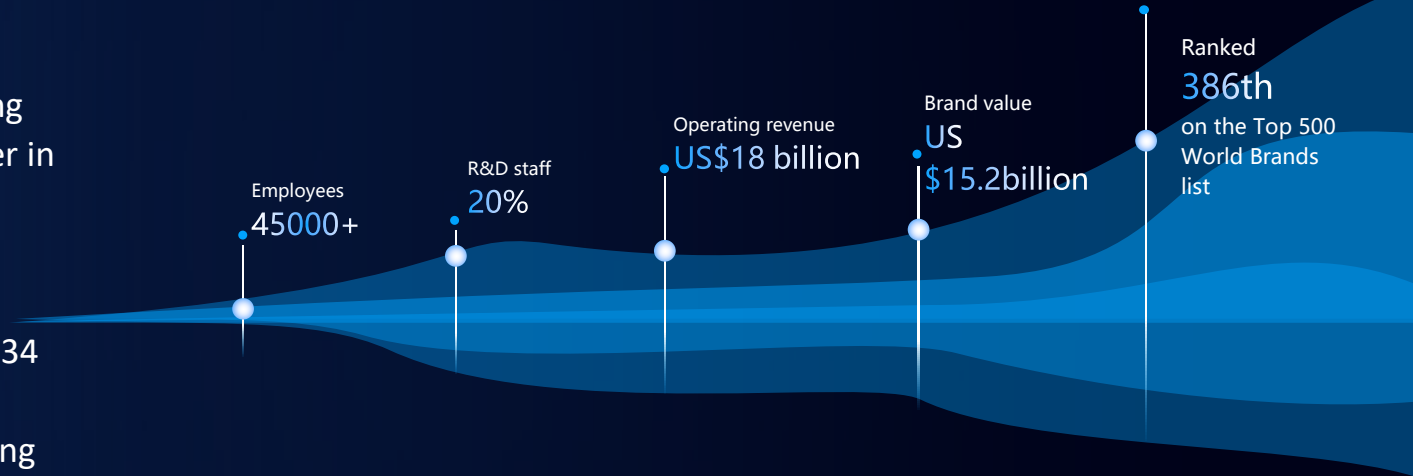




New XCMG

XCMG is:

- The third largest construction and mining machinery manufacturer in the world
- World's largest mobile crane manufacturer
- No.1 OEM in China for 34 consecutive years
- Annually 5% of operating revenues is reinvested back into R&D





New XCMG

Products cover 17 categories, 100 industries and more than 1,000 varieties.

Crane machinery



Mining machinery



Excavation machinery



Earthmoving machinery



Road construction machinery



Concrete machinery



Foundation and piling machinery



On/off-highway trucks



Elevated working platform



Sanitation machinery



Fire-fighting machinery



Wharf machinery





New XCMG

Overseas revenue accounts for 40%



191

Exported to countries and regions

330+

Overseas distributors

30+

Main manufacturing bases

China, Germany
Austria, Nigeria, USA
Brazil, India,
Uzbekistan, Poland,
etc.



PART 2 New Era



New era



Mr. Yang Dongsheng
-XCMG Chairman



New board members
New corporate
governance

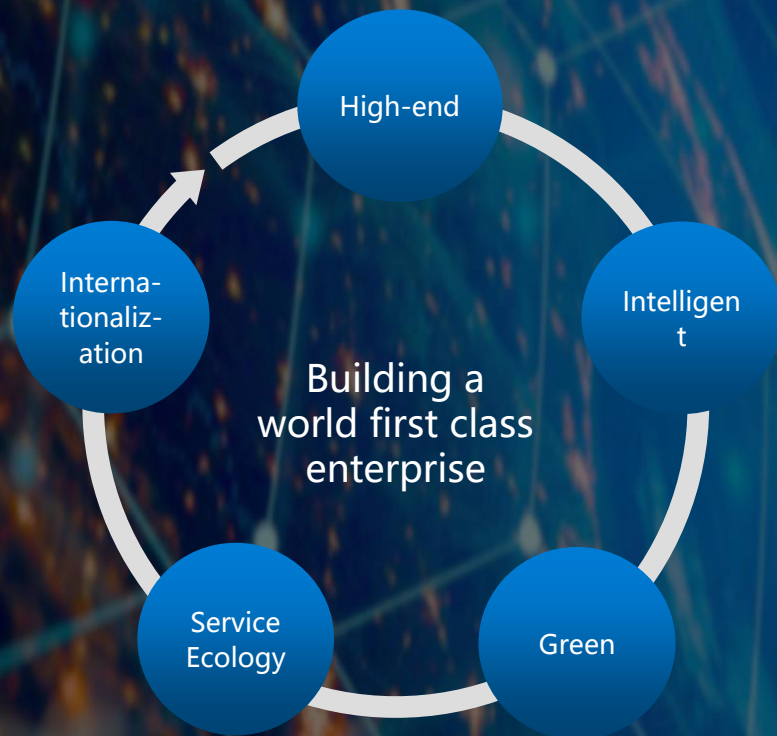
- Decision making process
- Supervision committees
- Incentives platforms
- Market-oriented and accountability-based processes and procedures



PART 03 New Strategy



New Strategy

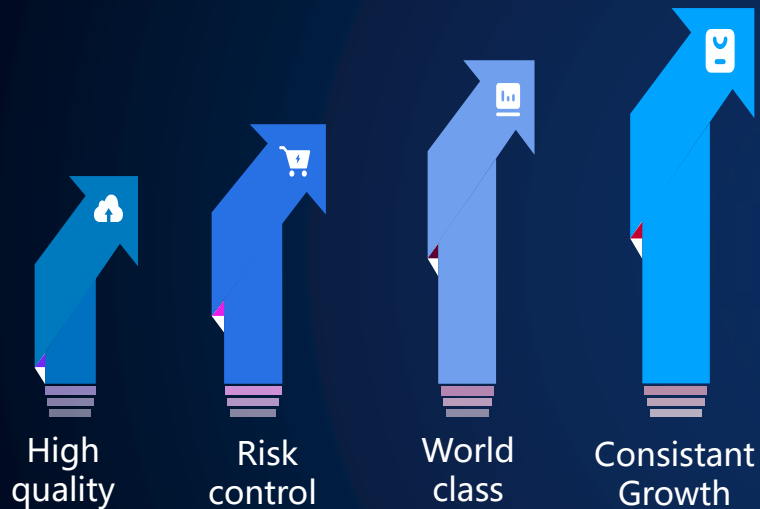




PART 04 New Goal



New Goal



- World's Top 2 OEM by 2027.
- 50 % sales and revenues come from international business by 2027.
- No.1 OEM by 2035.



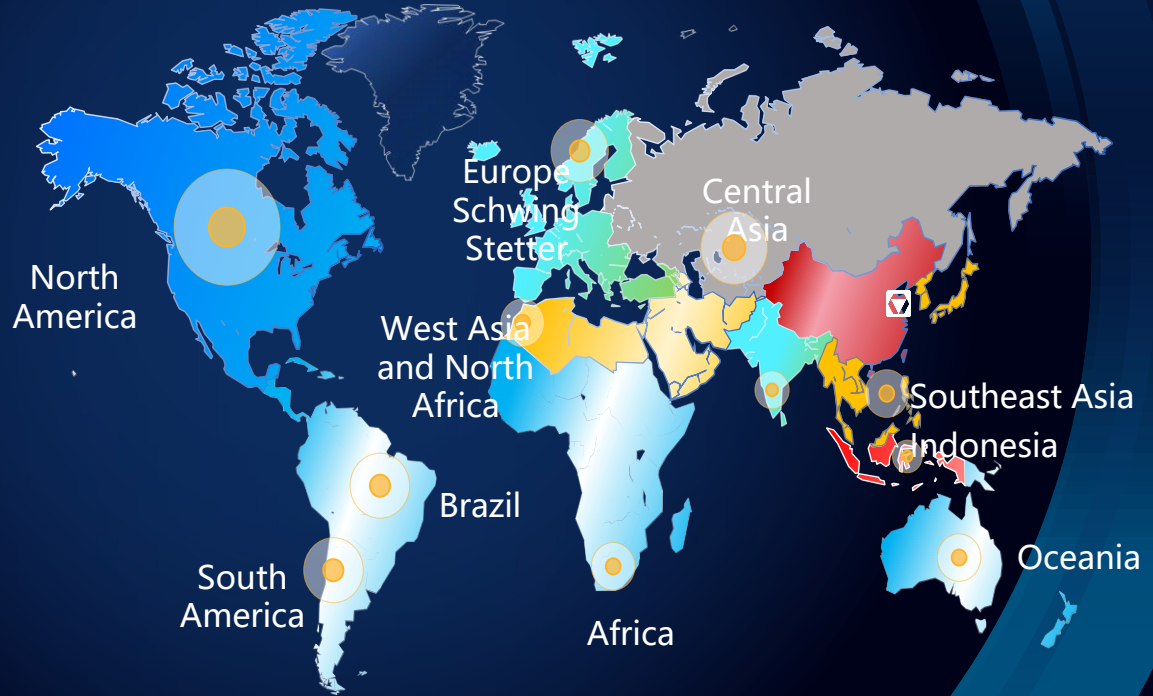


PART 05 New Changes



New Global Structure

The previous overseas markets are now divided into 14 new regions





PART 06 New Philosophy



New Philosophy

Our Vision

RELY ON US, WE'LL NEVER STOP.

- More than trust
- More than support
- Responsive and non-stop
- Aim for 100% availability

VALUES.

- From high quality, to reliable service, to high technology.
- We are always proactively driven to create extraordinary value for all of our customers.

Our Mission

Our Slogan

SOLID TO SUCCEED

- We are reliable and trustworthy
- Excellent technology, quality and service
- Wholeheartedly for your success
- Take great responsibility

EMPOWERING OUR PEOPLE AT YOUR SERVICE

- Dedicated to you
- Longlasting with foresight
- Capable and powerful
- Absolutely reliable

Our Personality





PART 07 New Culture



New Culture: Creating XCMG's "family" culture

Striver

Bring XCMG Machinery to the world
Brave, determined, driven, will-to-win



Striver

Family

Customers + Dealers +
Suppliers + XCMG
Customers are the most
important family
members

Integrity

Sincerity, trustworthiness
and loyal



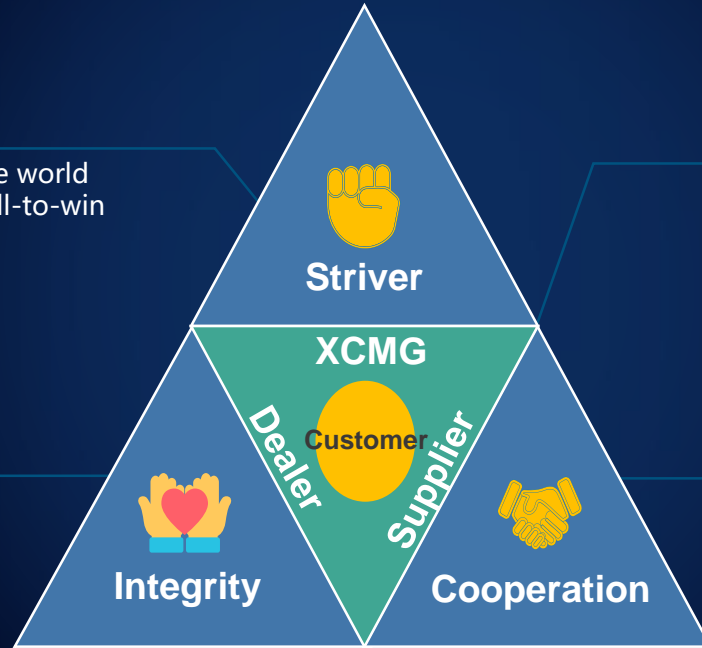
Integrity

Cooperation

All staff members and
partners with one mind-set
Fellow travelers side by side
Pioneers at the front and
supporting team at the
rear
synchronizes with steps
with highly efficient
teamwork



Cooperation





PART 08 New CSR

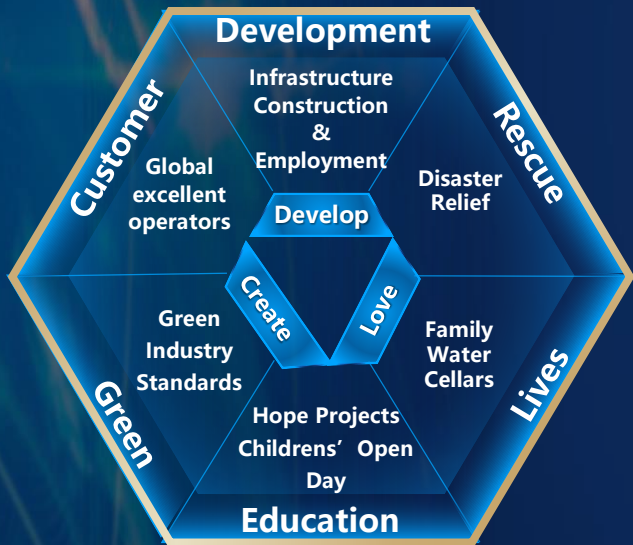


New CSR

Global social responsibility



以美好助力
HELP WITH LOVE



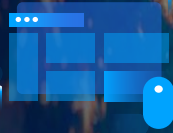




PART 09 Digital Transformation



Digital Transformation



X-GSS



CSM



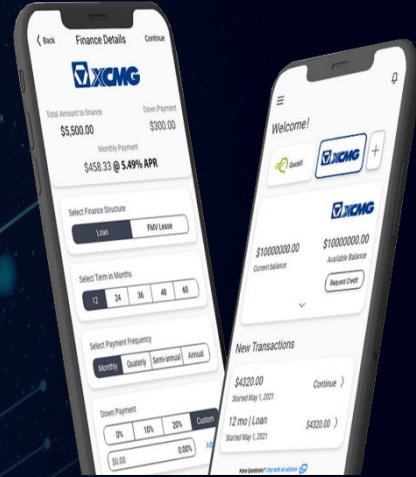
PMS

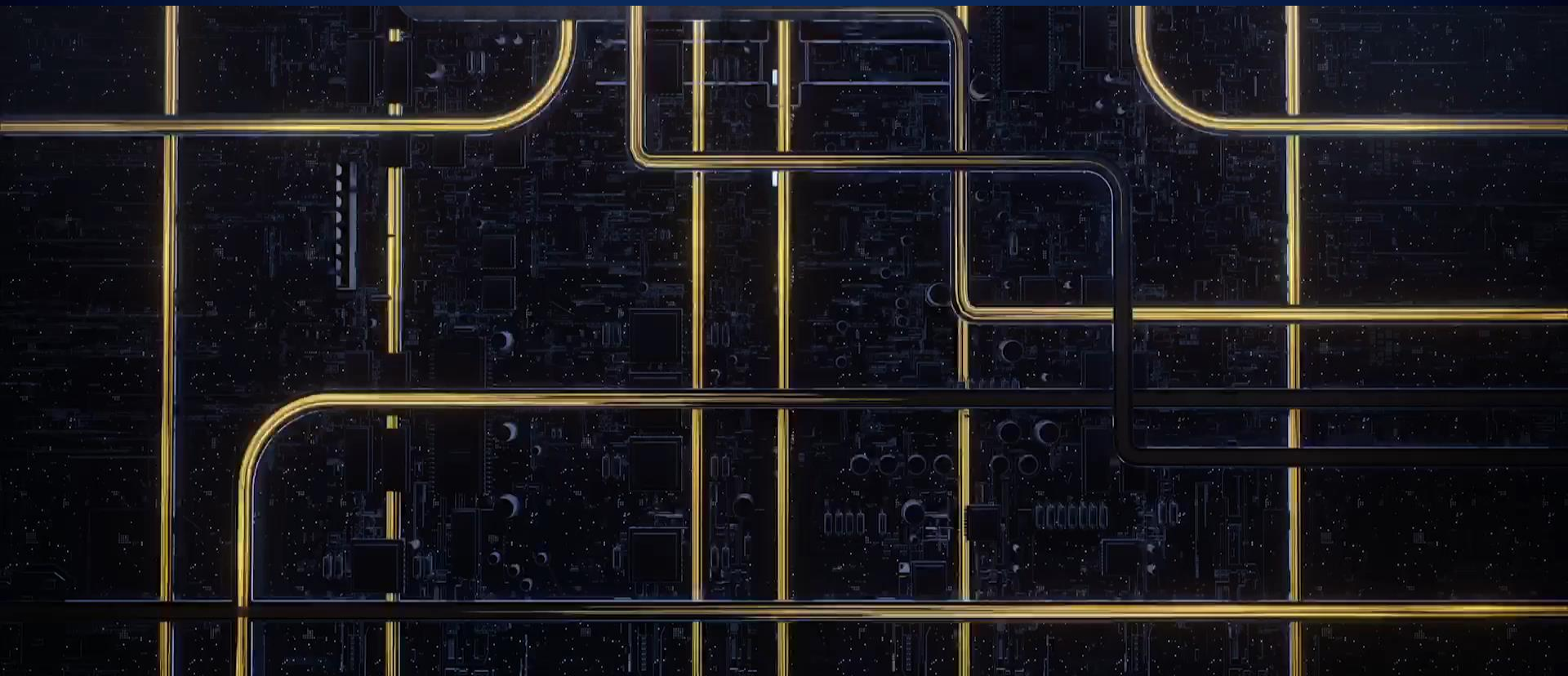


Salesforce



SAP







Part 10 Green Strategy



Green Strategy

Form a “low-carbon” full circulation covering the “whole industry chain + the total product life cycle” . By 2030, at least 30% XCMG products will be electrified or new energy powered.



- Green R&D
- Green Technology
- Green Materials
- Green Environment
- Green Logistics
- Green Manufacturing
- Green Products
- Green Services



Green Strategy

XCMG products carbon footprint certificates. XCMG is the first company in Chinese construction machinery industry to be awarded these certificates.



产品碳足迹证书

证书编号: CTI-SZTZJ202200034

签订:

徐州重型机械有限公司

产品名称: 装载机
 产品型号: ZL29L30
 规格描述: BD 14067 2018 (装载机- 铲斗容量) 中国 L3
 日期范围: 2021年12月 - 2022年12月
 系统边界: 企业生命周期(价值链上游)
 数据类型: 间接
 产品碳足迹数量: 1118.8 kgCO₂e
 生产商名称: 徐州重型机械有限公司
 产品生产地址: 江苏省徐州市经济开发区徐工大道120号
 发布日期: 2022年10月15日



产品各阶段碳排放比例



深圳华测国际认证有限公司
地址: 深圳市福田区福安路1号 深圳市福田区福安路1号



产品碳足迹证书

证书编号: CTI-SZTZJ202200035

签订:

徐州徐工挖掘机有限公司

产品名称: 履带式挖掘机
 产品型号: XE2000L5
 规格描述: BD 14067 2018 (装载机- 铲斗容量) 中国 L3
 日期范围: 2021年12月 - 2022年12月
 系统边界: 企业生命周期(价值链上游)
 数据类型: 间接
 产品碳足迹数量: 441.93 kgCO₂e
 生产商名称: 徐州徐工挖掘机有限公司
 产品生产地址: 江苏省徐州市经济开发区徐工大道120号
 发布日期: 2022年10月15日



产品各阶段碳排放比例



深圳华测国际认证有限公司
地址: 深圳市福田区福安路1号 深圳市福田区福安路1号



产品碳足迹证书

证书编号: CTI-SZTZJ202200036

签订:

徐工消防安全装备有限公司

产品名称: 移动式消防工作平台
 产品型号: XFA2501B
 规格描述: BD 14067 2018 (装载机- 铲斗容量) 中国 L3
 日期范围: 2021年12月 - 2022年12月
 系统边界: 企业生命周期(价值链上游)
 数据类型: 间接
 产品碳足迹数量: 41.13 kgCO₂e
 生产商名称: 徐工消防安全装备有限公司
 产品生产地址: 江苏省徐州市经济开发区徐工大道120号
 发布日期: 2022年10月15日



产品各阶段碳排放比例



深圳华测国际认证有限公司
地址: 深圳市福田区福安路1号 深圳市福田区福安路1号



产品碳足迹证书

证书编号: CTI-SZTZJ202200033

签订:

徐州徐工液件有限公司

产品名称: 液压油缸
 产品型号: XZ2150-020H
 规格描述: BD 14067 2018 (装载机- 铲斗容量) 中国 L3
 日期范围: 2021年12月 - 2022年12月
 系统边界: 企业生命周期(价值链上游)
 数据类型: 间接
 产品碳足迹数量: 581.74 kgCO₂e
 生产商名称: 徐州徐工液件有限公司
 产品生产地址: 江苏省徐州市经济开发区徐工大道120号
 发布日期: 2022年10月15日



产品各阶段碳排放比例



深圳华测国际认证有限公司
地址: 深圳市福田区福安路1号 深圳市福田区福安路1号



Green Strategy

At the largest Feilday Show in New Zealand, former P.M.Ms. Jacinda Ardern and Mr. Michael Wood, Minister of Transport of New Zealand visited XCMG stands. Mr. Michael Wood test-drove E700 battery driven truck which allows for both charging and battery swapping. He thought highly of this truck. More than 30 units electric trucks are now operating in New Zealand.





Autonomous & Electrification

Battery driven truck fleet in market

- Over 5000×battery driven highway trucks in market.
- 380×battery driven 80 ton mining trucks in market.
- 1000×battery driven wheel loaders in market.
- 120ton electric mining truck with trolley assist developed and under test.
- 240ton electric haul truck with trolley assist under development.
- Autonomous 120ton & 240ton haul trucks ready for commercial use.
- 80ton battery driven autonomous agile mining truck built and will be in testing phase.





Future Green Smart Mine

GREEN SMART MINE

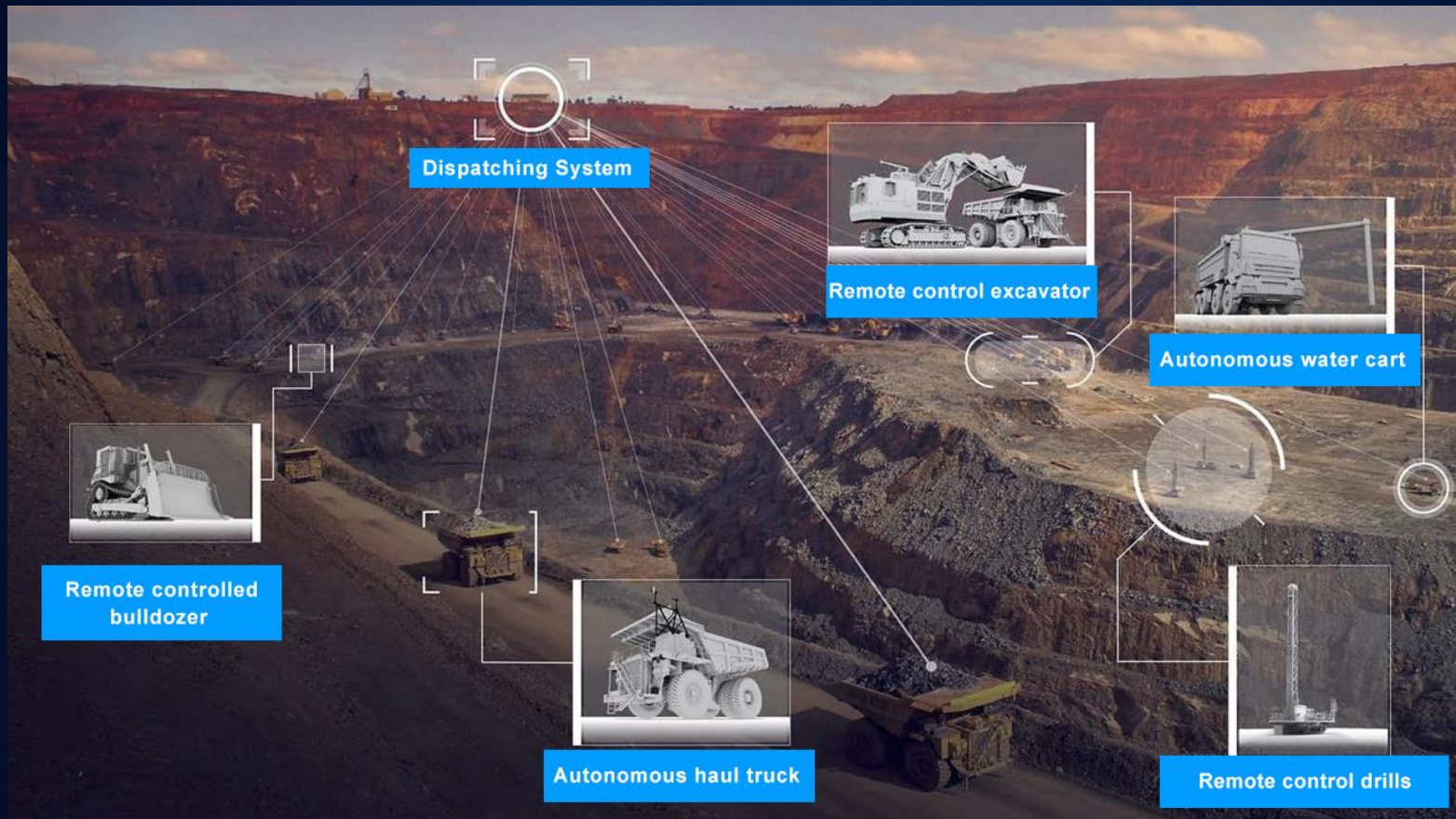




Autonomous & Electrification



Autonomous & Electrification

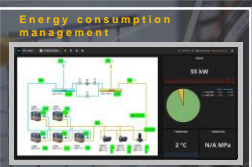




Green Things of Internet Solutions

Service mode innovation

Hanyun Industrial Internet System(FMS) help reduce total cost of ownership and achieve the increment of value.



1TB
Product market data

7.1-billion hours
Industrial big data

700,000 assets

86.6 billion USD assets



Injection molding machine



CNC machine tools



Robot



Water pump



Industrial boiler



Air compressor



Construction machinery



CNC system



PLC



PART 11 XCMG Australia Introduction



XCMG Presence in Australia

- XCMG Mining Equipment Australia Pty Ltd, headquartered in Melbourne, is the Australian sales division of XCMG specializing in the importation, sales, distribution and after sales service of new and used mining equipment.



Floor area: 2230m²



3881 units sales



23 local staffs
22 factory mechanics



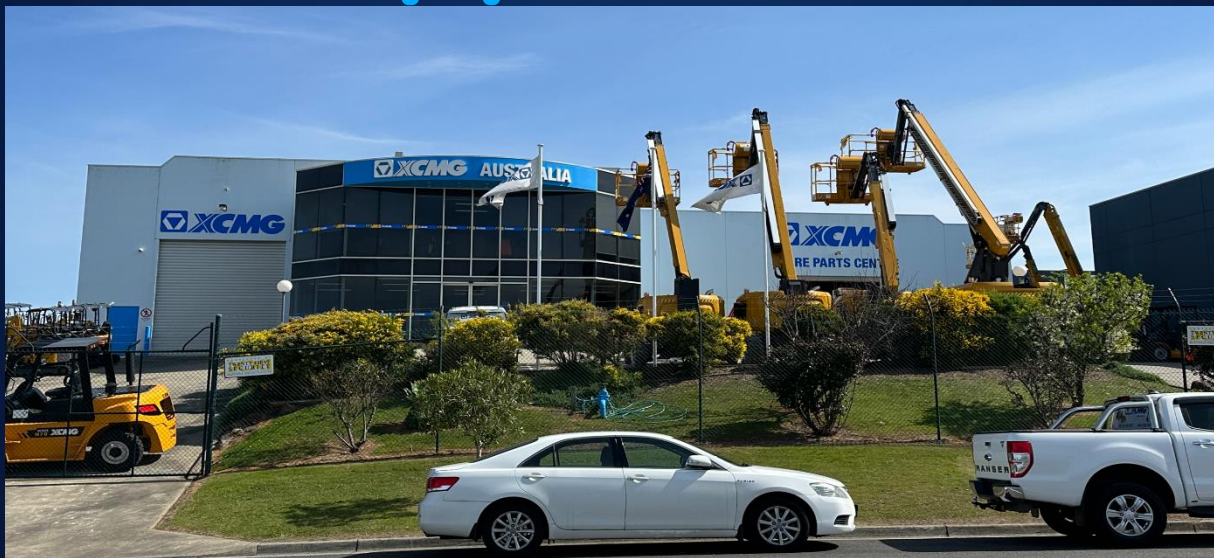
USD 305 million
sales since 2010



20 service cars



980 units sales
estimates in 2023





XCMG Presence in Australia



XCMG Dealers



XCMG Presence in Oceania

■ XCMG Existing Presence



■ Australia Strategic Layout Plan:

- Set up XCMG Mining Machinery R&D Center
- XCMG depots with office building, workshop, parts warehouse, demonstration yard in Pilbara, Perth, Sydney, Brisbane, Melbourne

Thanks
QA?

