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Excellent Quality & Globalized Yuchai

广西玉柴机器集团有限公司

Guangxi Yuchai Machinery Group Co.,Ltd.

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YUCHAI GROUP

玉柴集团

YUCHAI MACHINERY GROUP COMPANY

玉柴是民族的，更是世界的！

Yuchai belongs to China, but it belongs to the world too!

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ADDRESS BY CHAIRMAN OF THE BUREAU OF DIRECTORS



构筑中国企业的核心竞争力

企业核心竞争力是企业实现可持续发展的关键要素。21世纪以来，伴随着世界经济发展浪潮的大变革大调整，中国企业构筑自己的核心竞争力显得尤为迫切。

核心者不在多，惟其以一当十，四两拨千斤，不可替换、复制，为己所独有之优势能力，方称之为核心竞争力。我认为，在未来的发展中，企业的核心竞争力将体现在如下几个方面：一是企业的自主创新能力和掌握核心技术的程度；二是企业参与国际化竞争的实力和国际化水平；三是优秀的企业文化和发挥文化软实力的能力。

何以为证？汽车业的发展是一例。我们曾提出市场换技术，结果换回的是别人早已淘汰的技术和产品。我们寄希望只求所在不求所有，却发现到头来是两手空空。不要简单去进行道义谴责，逻辑的实质是企业自身有没有自主创新能力。只有当你掌握了“密钥”，它才会对你开放“密钥”。反观国内柴油发动机的制造，一直在孜孜不倦地努力，在自主创新的道路上奋力前行，在市场竞合中砥砺、成长、壮大，产生了一大批具有自主知识产权的成果和产品，在排放技术、燃油经济性、功率密度、可靠性技术等方面都跟上了发达国家。所以，才有了平等的话语权。

企业的核心竞争力还取决于自身的国际化水平和参与国际化竞争的实力。企业国际化不能简单地认为实现了产品国际化就等于实现了企业的国际化，如果企业的理念、机制还没有国际化，又岂能称之为国际化企业？企业国际化必须要实现人才国际化、机制国际化、资本国际化、管理国际化、产品国际化。

建设卓越先进的企业文化，构建独特的文化优势，是打造我国企业核心竞争力的应有之义。在未来的竞争中，卓越先进的企业文化必须具备包容性、开放性、先进性的特质，无疑这将是中国企业持之以恒努力的方向。

中国企业如何在国际化的竞争中发展壮大，缩短差距？我们必须要有清醒的认识和强烈的忧患意识。构筑中国企业的核心竞争力，挺起民族工业的脊梁，这是我们这一代负责任的企业家肩负的重担。

我相信，在未来的进程中，我们带给世界的改变将会远远多于世界带给我们的改变，这种改变将会是全方位的；我们为世界提供了另一种选择，那就是“中国选择”。

广西玉柴机器集团有限公司董事局主席：

BUILD THE CORE COMPETITIVENESS OF CHINESE ENTERPRISES

The core competitiveness of enterprises is one of the key elements for enterprises to achieve sustainable development. Since the beginning of 21st century, with the great changes and adjustments in the process of world economic development, it has been an urgent task for Chinese enterprises to build their own core competitiveness.

The core competitiveness is not concerned with much content. It means to pit one against ten and four ounces yields 1000 catties. It shall not be replaced or copied. It shall be exclusive unique advantages of enterprises, which shall be called the core competitiveness. I think that in the future development, the meanings of the core competitiveness of enterprises include the following aspects: First, the independent innovation capability and the master extent of core technologies; second, the strength to participate in international competition and their internationalization level; third, excellent corporate culture and the ability to take advantage of cultural soft power.

How to prove this? The development of automotive industry is a good example in point. We have put forward the idea of exchanging market for technology. However, the result is that the technologies and products that we got have been obsolete. We hope to do something, rather than own something, however, eventually, we have nothing in our hands. Please do not simply condemn the phenomenon morally. The real logic of the phenomenon is that Chinese enterprises do not have their own capability of independent innovation. Only when you grasp the "encryption key", can it open the "encryption key" to you. In contrast, the domestic diesel engine manufacturers are working tirelessly and struggling forward on the road of independent innovation. Therefore, they are kept growing, being stronger and they have produced a large number of products with independent intellectual property. In the fields of emissions technology, economic fuel, power density, reliability technology and so on, domestic diesel engine manufacturers have kept up with developed countries. Therefore, they have had the equal speaking right.

The core competitiveness of enterprises also depends on their internationalization level and the strength of participation in international competition. We can not simply believe that the internationalization of products equals to the internationalization of enterprises. If the business concept and mechanism of enterprises have not been internationalized, how can the enterprises be called international enterprises? To achieve internationalization, enterprises need to achieve internationalization of talents, internationalization of mechanism, internationalization of capital, internationalization of management and internationalization of products.

To build excellent and advanced corporate culture, and unique cultural superiority shall be the meanings of building the core competitiveness of Chinese enterprises. In future competition, outstanding advanced corporate culture shall be inclusive, open, and advanced, which is no doubt the direction towards which Chinese enterprises shall spend efforts to go.

How Chinese enterprises to grow and be strong in international competition and shorten the gap between them and international companies? We should have a clear understanding and a strong sense of urgency. To build the core competitiveness of Chinese enterprises, and rise up the backbone of Chinese industries, will be the responsibility for entrepreneurs of our generation to bear.

I believe that in the future process, the changes we will bring to the world will be far more than the changes that the world will bring to us. Such changes will be omnidirectional; we offer an alternative choice to the world, i.e. "China's choice."

Yan Ping ,Chairman of the Bureau of Directors of Guangxi Yuchai Machinery Group Co., Ltd.

集团简介
GROUP INTRODUCTION



玉柴集团创建于1951年，总部设在素有“千年古州 岭南都会”美称的广西玉林市，目前，玉柴集团的产业布局已经扩展到广东、浙江、福建、四川、湖北、山东、安徽、海南、江苏等多个省份。

玉柴集团现有30家全资、控股、参股子公司，员工18000人，总资产175亿元，是中国最大的内燃机生产基地，最大的中小型工程机械生产和出口基地，被誉为“中国绿色动力之都”，连续多年入选中国企业500强，中国机械500强，中国500最具价值品牌，品牌价值超过80亿元。

玉柴集团核心业务包括发动机、工程机械、物流汽贸、零部件、能源化工、专用汽车等六大产业板块，具有年产销各型发动机70万台、中小型工程机械1万台的实力，占据国内柴油机用高级润滑油半壁江山，位居中国道路运输企业前三甲。

经过五十多年的经营发展和积淀，玉柴集团形成了以“绿色发展，和谐共赢”为核心理念的企业文化，不断推进企业的可持续发展，近年来更以年均超过30%以上的大规模高增长速度，创造了全行业独树一帜的逆势上扬的“玉柴现象”。2009年玉柴克服金融危机的影响，实现逆势增长，销售收入超过270亿元，柴油机销售超过67万台，连续9年保持行业首位。

玉柴集团未来的发展战略是：全面展开国内、国际间的合资合作和加速高新技术引进、应用， 围绕经营主业拓展产业链，重点发展发动机、工程机械、物流汽贸、零部件、能源化工、专用汽车等相关产业产品，整合技术优势，打造玉柴航母，进一步提升国际市场竞争力，使“玉柴机器”成为世界知名品牌，把玉柴建设成为大型跨国企业集团。

Yuchai Group was established in 1951. Its headquarter is located in Yulin City, Guangxi Province, known as a " Millennium ancient prefecture and capital in the south of the Five Ridges". Now, Yuchai Group is conducting businesses in many provinces such as Guangdong, Zhejiang, Fujian, Sichuan, Hubei, Shandong, Anhui, Hainan and Jiangsu.

Yuchai Group has 30 wholly-owned, holding and subsidiary companies, 18,000 employees and total assets of 17.5 billion yuan. It is China's largest engine production base, the largest production and export base of small and medium sized construction machinery, known as "the capital of China Green Power ". For many years, it has been elected as Top 500 Chinese enterprises, Top 500 China National Machinery and Top 500 Chinese most valuable brands. Its brand value is worth more than 8 billion yuan.

Yuchai Group's core businesses include engines, engineering machinery, logistics and automobile trade, spare parts, energy and chemical industry, and special purpose vehicles, with annual output of 700,000 sets of various engines, 10,000 units of small and medium sized construction machinery, occupying a half of domestic diesel oil engine-used high-end lubricating oil, ranking the third of China's road transportation enterprises.

After 50 years of business development and accumulation, Yuchai Group has formed the concept of corporate culture of "green development, harmony and All Win in Harmony" to continuously promote the sustainable development of the enterprise. In recent years, the enterprise has experienced in annual grow rate of more than 30%, creating the industry's unique contrarian rise of "Yuchai phenomenon." In 2009, Yuchai overcame the impact of financial crisis and achieved contrarian growth, with sales revenue of more than 27 billion yuan, selling more than 670,000 diesel engines, maintaining the first position for 9 consecutive years in the industry.

The development strategy of Yuchai Group in the future is: implement overall cooperation with national or international enterprises, speed up introduction and application of new high-tech, give priority to development of engines, engineering machinery, logistics and automobile trade, spare parts, energy and chemical industry, and special purpose vehicles by centering on operating the main sectors and extending the industrial chain while combine technical superiorities to further upgrade the competitive capacity in the international market, making "Yuchai " a well-known brand in the world and building a large transnational enterprise group.

集团大事记 MILESTONES OF YUCHAI GROUP

半个多世纪以来，玉柴集团以卓越的经营之道书写中国企业的传奇，用艰辛和汗水走出了一条中华民族工业崛起的辉煌之路。

For over half a century, Yuchai Group has created a miracle of Chinese enterprises with its excellent management and a glorious mode of rise of Chinese industry with its hard work.

五十年代

1951年　创建玉柴前身“玉林泉塘工业社”。
1958年　试制成功1140型煤气机、2105型煤气机和2105型柴油机。
1959年　2105型柴油机小批试产，成功转型动力机械生产。



In the 1950s
1951 Its predecessor Yulin Quantang Industry Company was founded
1958 Successful trial production of model 1140 gas engine, model 2105 gas engine and model 2105 diesel engine
1959 Low volume trial production of model 2105 diesel engine and successful transformed to production of power generating machine

六十年代

1960年　试制成功广西第一辆“工农牌”汽油车。
1964年　2105型柴油机出口越南，此后销往18个国家。
1969年　试制成功“南疆牌”轻型农用汽车。

In the 1960s
1960 Successfully lanuched the first gasoline-powered vehicle (“Gong Nong”) in Guangxi
1964 Model 2105 diesel engine exported to Vietnam and to other 18 countries after that
1969 Successfully developed “Nan Jiang” light-duty agricultural vehicle





七十年代

1970年　企业更名为“玉林柴油机厂”，归属玉林地方管理。
1975年　2105C型船用柴油机通过部级鉴定，并批量生产。
1979年　设计试制X6105Q型车用柴油机，开始进入车用柴油发动机行业。

In the 1970s
1970 Renamed to “Yulin Diesel Engine Factory”, under the jurisdiction of Yulin local government
1975 2105C marine diesel engine passed ministerial authentication and were put into large scale production.
1979 Successfully developed X6105Q diesel engine and started to develop diesel engines for vechiles

八十年代

1980年　试制成功6105Q 型柴油机，进入汽车零部件生产行业。
1984年　6105Q型柴油机年产首次突破千台大关。
1986年　研制生产6105直喷柴油机，改变了国内涡流柴油机的历史，开创了直喷柴油机时代。
1987年　企业工业总产值和销售收入双跨亿元大关。

In the 1980s
1980 Successfully developed 6105Q diesel engine and started production of vehicle parts
1984 Annual production of 6105Q diesel engines exceeded 1,000 for the first time
1986 R & D and production of 6105 direct injection diesel engines, ushering a new era of injection diesel engines
1987 The output value and sales income both hit RMB100 million.

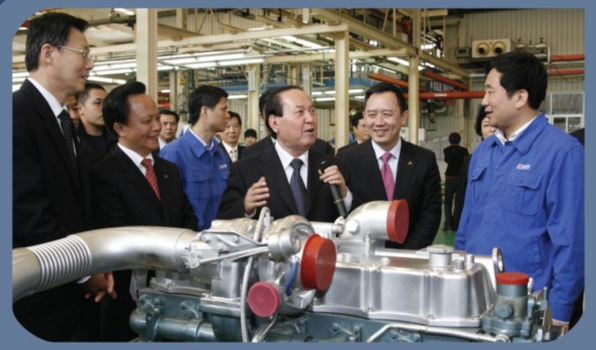




九十年代

1992年　完成股份制改造，广西玉柴机器集团公司、广西玉柴机器股份有限公司成立。
1993年　广西玉柴机器股份有限公司实行中外合资股份制改造，成为中国首家最大的中外合资股份有限公司。
1994年　中国玉柴国际股票在美国纽约证券交易所正式挂牌上市。
1995年　玉柴被命名为“中国最大内燃机生产基地”；玉柴技术中心成为国家认定企业技术中心；“玉柴”牌图形商标被认定为广西著名商标。

In the 1990s
1992 Completed shareholding reform and established Guangxi Yuchai Machinery Group Company and Guangxi Yuchai Machinery Co.,Ltd.
1993 Guangxi Yuchai Machinery Co., Ltd implemented joint venture and shareholding reform and became the first and the largest Sino-foreign joint stock company in China
1994 China Yuchai international stock was officially listed in New York Stock Exchange in America
1995 Yuchai was entitled “the biggest production base of internal combustion engine in China”, Yuchai Technology Center became a recognized state-level enterprise technology center and “Yuchai”brand was listed as a famous brand in Guangxi.



新世纪

2002年　柴油机年产销13万台，首次突破10万台大关。
2004年　销售收入首超百亿元，自主研发中国首台微型轿车柴油发动机，填补中国轿车柴油发动机空白。
2005年　实现了逆势增长，创造了被行业称道的“玉柴现象”；行业首家获得全国质量奖。
2006年　发布“绿色发展，和谐共赢”核心理念，成功研制国内首台达标国4柴油机；成为全国首家发动机出口免检企业。
2007年　成立工程研究院，成功研制中国首台达标国5柴油机。
2008年　销售收入首超200亿元，成为北京奥运会国内唯一的绿色动力供应商，获中国内燃机工业“百年成就奖”、“2008中国节能减排功勋企业”，加入联合国全球契约组织。
2009年　实现销售收入271亿元，柴油机销售67万台，连续9年发动机产销量位居国内同行业首位。获评“中国汽车行业自主创新奖”、“国家认定企业技术中心成就奖”。“玉柴重工”品牌正式启用，产品全面覆盖小、中、重系列挖掘机。

In the New Century
2002 Annual sales of diesel engines 130,000 , making a breakthrough of 10,000 units
2004 Sales revenue of diesel engines exceeded RMB 10 billion for the first time. Independently developed the first mini car diesel engine filling the gap in China industry.
2005 Created the “Yuchai Phenomenon” in the industry despite the financial recession; awarded the first “National Quality Award” in industry
2006 Presented the concept of "Green Development & All Win in Harmony" , launched the first National-4 diesel engine ; became the first National Inspecti-onfree Export enterprises
2007 Established Yuchai Engineering Research Institute and developed the first National-5 diesel engine in China
In 2008, Sales revenue exceeded RMB 20 billion for the first time; Yuchai became the sole domestic green power supplier for the Beijing Olympic Games, while won "China Century Achievement Award of Engine Industry", and valued as "2008 Energy-saving Emission Reduction Meritorious Enterprise in China for Distinguished Contributions." and joined the United Nations Global Compact;
In 2009, Yuchai sales hit RMB 27.1 billion and engine sales volume up to 670,000 units, taking the first place in domesitc industry for nine consecutive years in China won "China's Automotive Industry Innovation Award", "State-certified Enterprise Technology Center Achievement Award"; The brand of Guangxi Yuchai Heavy Industry Co.,Ltd. was officially launched , products are available in a full range of small, medium and heavy-duty series excavators.





荣耀见证

WITNESS OF HONORS

满载了曾经的梦想与辉煌，见证了几十年的历史足迹，
是成就绿色科技的见证，是超越明天的起点。

The honors are full of dreams and glories in the past and prove the historical traces lasting for several decades. They are the witness of green science and technology and the starting point for transcending tomorrow.

产业板块 INDUSTRIAL SECTORS

玉柴集团核心业务包括发动机、工程机械、物流汽贸、零部件、能源化工、专用汽车等六大产业板块。是中国最大的内燃机生产基地，最大的中小型工程机械生产和出口基地，柴油机用高级润滑油占据国内同类产品半壁江山，汽车零部件产品达到国际先进水平或国内同行业先进水平，物流产业系统提供的服务遍布全国。

The core business of the Group consists of six sectors, namely, diesel engine, construction machinery,logistics and trade of vehicles, vehicle parts, energy & chemical products and special vehicles etc. . It is the largest internal combustion engine production base and the largest manufacturer & exporter of the medium and mini engineering machinery in China. Yuchai occupies half of market of the high-grade lubricantion oil for diesel engine. Vehicle parts reach advanced world level or national level. Logistics system provides services all over the country.







玉柴集团的核心业务板块，主要生产1–6缸重、中、轻、微型柴油发动机，广泛用于商用车、乘用车、工程机械、农业机械、船舶和发电机组等共6大类22大系列2000多个品种，功率覆盖12－880kW，年生产能力70万台，车用系列产品排放均达国3以上排放标准，成功研发中国首台排放达标国4、国5的柴油发动机，比国家排放标准实施提前3–5年，柴油机产销量连续9年位居国内同行首位，被誉为“中国绿色动力之都”，获中国内燃机工业“百年成就奖”。

Yuchai Group's core businesses include production of 1–6 cylinder heavy, medium and light micro–diesel engines, which are widely used in commercial vehicles, passenger cars, construction machinery, agricultural machinery, ships and generators, totaling 6 categories of 22 large series of more than 2,000 varieties of products, with power range of 12–880kW, annual production capacity of 700,000 units. The emission of automotive–used products has met National–3 emission standard. The group has successfully developed China's first diesel engines meet National–4 and 5 emission standards, 3–5 years ahead of the implementation of the national emission standards. For 9 consecutive years, the diesel engine output and sales volume rank first among domestic counterparts, known as "the capital of China's green power", which has won "Century Achievement Award" in China's internal combustion engine industry.



国际水平的制造设备
Manufacturing equipments with international standards



①



②

① 机体加工生产线
Engine block machining line

② 重机装配生产线
Heavy-duty engine assembly line

拥有国际先进水平的制造装备，最新建成的铸造、加工、装配、试机生产线在国内居领先水平。

Yuchai has internationally advanced manufacturing equipments and the newly-built foundry, machining, assembly and testing lines are taking the lead at home .



玉柴机器以大马力、大扭矩、高可靠、低油耗、低排放、低噪音、适配性强的特点和完善便捷的服务，成为国内主要载货车、客车、工程机械、农用机械、船用机械等细分市场首选配套动力，目前玉柴产品已经与全球100多个汽车厂家实现了全面配套。

With high power, high torque, high reliability, low fuel consumption, low emission, low noise and strong adaptation as well as perfect and convenient services,Yuchai machine is the first choice for Heavy duty truck, buses, construction machinery, agricultural machinery and marine etc. In China. At present, Yuchai has developed cooperation with more than 100 auto OEMs worldwide.





发动机制造布局全国

ENGINE MANUFACTURING HAS BEEN DISTRIBUTED THROUGHOUT THE COUNTRY.

发动机板块坚持“一业为主，纵深拓展”，不断延伸产品链，并以广西玉林为中心，选择国内重点区域建立制造基地，实现生产基地全国化。

By adhering to the development strategy of "focus on one industry while expand to other ones", Yuchai continues to extend its product chains. By taking Yulin city, Guangxi as the center, production bases are set up in key areas to own production bases all over the country.



> 广西玉柴机器股份有限公司

中国最大的内燃机生产基地，中国首家中外合资股份制企业，玉柴国际股票在美国纽约主板上市（股票代码NYSE：CYD）。主要生产多缸柴油机，发动机年生产能力60万台，2009年发动机产销量达46万台。

Guangxi Yuchai Machinery Co., Ltd.

It is the largest production base of internal combustion engine in China, China's first Sino-foreign joint stock company, Yuchai International was listed on the Main Board in New York Stock Exchange (Stock Code NYSE: CYD). It mainly produces multi-cylinder diesel engines with an annual production capacity of 600,000, In 2009, the Production and sales of engines reached to 460,000 units.





> 厦门玉柴发动机有限公司

玉柴集团在玉林本部以外布局的首个发动机生产基地，2009年9月装试生产线正式投产，年产能力达到10万台，产品覆盖整个华东市场和海外市场。

Xiamen Yuchai Engine Co., Ltd.

The first engine production base outside Yulin eadquater.The assembly & testing line formally put into production in September 2009 , with an annual production capacity up to 100,000 units. The products cover the entire East China markets and overseas markets.

> 广西玉柴动力机械有限公司

小缸径多缸柴油机的生产基地，具备年生产小缸径柴油机30万台的能力，弥补了集团产品结构的空缺。

Guangxi Yuchai Power Machinery Co., Ltd.

The company is a small-bore multi-cylinder diesel engine production base with annual production capacity of 300,000 units of small-bore diesel engines, which has filled the blank of the Group's product mix.

> 玉柴资阳发动机股份有限公司

主要生产大功率船用动力、大功率船用发电机组，2009年首台大功率船用发动机正式下线，标志玉柴开始进军大型船用动力市场。

Yuchai Machinery Ziyang Engine Co., Ltd.

Mainly producing high-power marine power and high-power marine gen-sets. The first high-power marine engine rolled off the production line in 2009, marked thestart of Yuchai marching into the large-scale marine power market.

> 珠海玉柴船舶动力股份有限公司

2009年成立，主要从事低速大功率船用柴油发动机制造。首期投产产品为规格6000-13000马力的全电控共轨船用低速柴油机，适用于1万至6万吨级的运输船。

Zhuhai Yuchai Marine Power Co.,Ltd.

Established in 2009, it is mainly engaged in manufacturing of low-speed, high-power marine diesel engine. The product that go into production in the first phase is the all-E-controlled common-rail low-speed marine diesel engine with 6,000-13,000 horsepower, which is used in 10,000-60,000 tonner transport ship.





> 浙江玉柴三立发动机股份有限公司、济宁玉柴发动机股份有限公司

主要生产乘用车柴油发动机，打造具有国内高新技术品牌的轿车柴油发动机生产基地。

Zhejiang Yuchai Sanli Engine Co., Ltd., Jining Yuchai Engine Co., Ltd.

Mainly produceing diesel engines used in passenger cars. It attempts to build a car diesel engine production base with a high-tech brand in China.

> 玉柴联合动力股份有限公司

位于安徽芜湖，专注于新一代节能环保重型车用发动机的研发制造，主导产品YC6K系列发动机以世界最新发动机技术为基础自主开发，具有欧洲2012年最新量产发动机的技术水平。

Yuchai Joint Power Co., Ltd

Located in Wuhu, Anhui province, it mainly focuses on research and development and manufacturing of a new generation of energy-saving environmentally-friendly heavy-duty vehicle diesel engines. The leading product YC6K series engines are self-developed based on the world's latest engine technology, which are up to the advanced Europe level in 2012.





发动机制造布局全国

ENGINE MANUFACTURING HAS BEEN
DISTRIBUTED THROUGHOUT THE COUNTRY





核心企业广西玉柴重工有限公司，是国内最早进入小型挖掘机领域、国内产品型谱最完备的中小型全液压挖掘机制造商，产品涵盖0.8～36吨23个系列70多个品种，及YCH08－8滑移转载机，5－22吨共4个系列旋挖钻机，已形成年产各种工程机械10000台套的生产能力。产品远销欧美、大洋洲等5大洲30多个国家，是中国最大的中小型液压挖掘机生产和出口基地，行业排名一直保持领先地位。

玉柴重工以“品无疆，质无限”的品牌理念，致力于追求工程机械行业的高品质，着力打造“玉柴重工”品牌。

Guangxi Yuchai Heavy Industry Co., Ltd., the core enterprise, is the first domestic manufacturer entering the field of mini–excavators with the most complete small and medium–type all–hydraulic excavators families.. including 23 series over 70 categories ranging from 0.8 to 36 tons, YCH08 –8 Skid steer loader, 5–22 tons of four series of rotary drilling machine, with an annual output of 10,000 sets of various engineering machinery.The products are exported to five continents like Europe, Amercia, Oceania and more than 30 countries . It is China's largest small and medium sized hydraulic excavator production and export base, holding a leading position in industry.

Yuchai Heavy Industry, takes "boundless product, infinite quality" as its brand philosophy, dedicated to the pursuit of high quality Engineering machinery industry, focused on building the brand of "Yuchai Heavy Industry".



工程机械板块：中国最大的中小型工程机械生产和出口基地

CONSTRUCTION MACHINERY SECTOR:
CHINA'S LARGEST SMALL AND MEDIUM SIZED CONSTRUCTION MACHINERY PRODUCTION AND EXPORT BASE

深受欢迎的玉柴工程机械产品

Popular products of Yuchai Engineering Machinery

2009年10月，中大挖、旋挖钻机等新产品正式下线。
In October 2009, large and medium-sized excavators, rotary drilling machine and other new products were officially rolled off the assembly line.





① 2009年11月，“玉柴重工”品牌和新产品在北京隆重发布
In November 2009, "Yuchai Heavy Industry" brand and new products were released grandly in Beijing.



② 2010年6月2日，玉柴重工东部基地（常州）有限公司奠基开工
On June 2, 2010, Yuchai Heavy Industry Eastern base (Chang zhou) Co.,Ltd started construction.



③ 市场上热销的玉柴重工挖掘机
Hot selling Yuchai Heavy Industry excavator in the market.



④ 在奥运场馆“水立方”施工现场
At the construction site of Olympic stadium "Water Cube"



⑤ 在奥运场馆“鸟巢”施工现场
At the construction site of Olympic stadium "Bird's Nest"

物流汽贸板块：打造全国一流现代物流基地、汽车销售中心

LOGISTICS AUTOMOBILE TRADE SECTOR: TO BUILD FIRST-CLASS MODERN LOGISTICS BASE AND AUTOMOBILE SALES CENTER IN CHINA.





▲ 玉柴物流东盟国际物流园区
ASEAN International Logistics Park of Yuchai Logistics

玉柴物流集团有限公司业务包括仓储配送、国内货物运输和国际货物运输、汽车销售与租赁等，是全国首批获得国家一级道路货物运输资质的企业，是广西首家获得货物跨国运输资格的企业，拥有各种货运汽车6500多辆，在全国各省市设立有38家分、子公司，与全国上百家货运站和货运企业合作，建立了强大的运输网络，可联合调拨货运汽车2万多辆，年货运量2200万吨、年货运周转量62亿吨公里，以遍及全国的服务网络和先进信息系统竭诚为客户提供高质量的第三方物流服务。

Yuchai Logistics Group Co., Ltd's services include warehousing and distribution, domestic goods transportation and international goods transportation, automobile sales and leasing. The company is the first batch of enterprises which have obtained national first grade road freight transportation qualification, and is the first enterprise which has obtained cross-border freight transportation qualification in Guangxi. The company has 6,500 of all kinds of freight vehicles, and set up 38 subsidiaries companies in various provinces or municipalities in China. The company has cooperated with hundreds of cargo terminals and freight companies to build a strong transportation network, which can allot over 20,000 freight vehicles, with annual cargo volume of 22 million tons of cargo, and annual cargo turnover of 6.2 billion tons kilometers. With service network throughout the country and advanced information system, the company sincerely provides high-qualitied third-party logistics services to customers.

（一）核心业务：

（I）Core Business:



（二）GPS跟踪服务：可以在任何时候、任何地点通过网络进行实时查询货物运行轨迹。系统通过调度中心电子地图，实时给出车辆准确位置，并可记录车辆的运行情况。

(II) GPS Tracking Service: You can track goods status at any time, any place through the network in real-time. The system can track the exact location of vehicles through the electronic map of allocation center and can record the operation status of vehicles.

（三）开辟物流专线，为企业发展赢得先机。

(III) Open up the special logistics line and win opportunity for develop ment.

（四）广西排名第一的汽车经销商，拥有完善的销售网络，是许多品牌的广西总代理，3 家轿车品牌的4S店。

(IV) As a top-ranked car dealer in Guangxi, it has a perfect and well-developed sales network and is the general agent of many brands in Guangxi as well as the 4S shop for three car brands.



▼ 2009年7月，物流华东专线成功开通
In July 2009, East China Line was opened successfully.



◀ 2010年3月28日，玉柴物流基地在南宁隆重开业，打造广西最具有规模、功能最全的大型物流综合园区。

On March 28, 2010, Yuchai Logistics base was opened up in Nanjing, to build Guangxi's largest scale and the most comprehensive integrated functions logistics park.



能源化工板块：快速崛起的潜力板块

ENERGY AND CHEMICAL SECTOR: THE POTENTIAL FOR THE RAPID RISE OF BLOCKS

能源化工板块由高级润滑油公司、能源化工公司、工业化工公司、石油化工公司、茂名长晟油脂工业公司等6家子公司组成，是集团快速崛起的潜力板块之一，其龙头企业玉柴高级润滑油有限责任公司，成立于1995年，是国内首家由发动机生产厂家引进欧美著名添加剂公司的技术，进行精工研配生产高档润滑油的专业调合厂。

As one of the potential segments experiencing rapid rise of the group, Energy and chemical sector consists of 6 subsidiary companies: High–end Lubricating Oil Company, Petrochemical Company and Maoming Changsheng and Grease Industrial Company.Energy and Chemical Company, Industrial Chemical Company, the leading enterprise–Yuchai High–end Lubricating Oil Co., Ltd was established in 1995, which is China's first engine manufacturer introducing technology of well–known additive companies of Europe and the United States and professional bending of high–end lubricating oil factory engaging in production of high–end lubricating oil.



引进德国技术克鲁博公司制罐装置，生产能力为每年2400万桶，8条国内自主研发的全自动现代化罐装生产线年生产能力达15万吨。

By introducing German technology, i.e. Klueber canning equipment. Annual production capacity is 24,000,000 barrels. The annual capacity of eight self–developed modern automatic filling production line is 150,000 tons.



2007年12月成立 “玉柴摩擦与润滑研究所”，研发更多符合国家环保要求、满足用户动力、燃油经济性需求的高品质润滑油品。

The Friction and Lubrication Research Center of Yuchai Engineering Research Institute was established in December, 2007. It aims to research and develop more high–quality oil products in line with state environmental protection requirements and user's demand for power and economy.



主导产品有YC系列通用内燃机油、高级轿车用油系列、悍虎专用油系列、摩托车油系列、高清洁抗磨液压油、重负荷车辆齿轮油、润滑脂以及高级防冻液系列等，产品已经通过美国石油学会（API）认证。

Its main products include: YC series of common engine oil, high–end limousine–used oil series, Hanhu special oil series, motorcycle–used oil series, highly clean anti–wear hydraulic oil, heavy–duty vehicles–used gear oil, grease and high–end antifreeze series, which have obtained the certification of American Petroleum Institute (API).





零部件板块：打造国内先进的汽车零部件产业集群

PARTS SECTOR: CREATE AN ADVANCED VEHICLE PARTS INDUSTRY CLUSTER







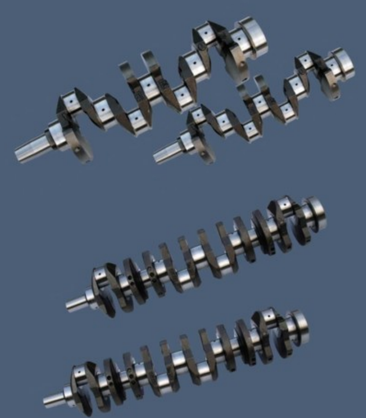






零部件板块是集团核心产业中较具增长潜力的板块，是构建玉柴产业集群极其重要的基础之一，主要由配件专卖公司、配件制造公司、华原公司、金创公司、海南公司等7家企业组成，营业额达到30多亿元。主要生产汽车变速器、滤清器、冷却器、中冷器、发动机曲轴、飞轮壳、离合器壳、油底壳、电机、电器等数百种汽车和发动机零部件，部分产品达到了国内、国际先进水平，其中滤清器、冷却器产品达到国内同行业先进水平，变速器产品技术指标达到国际先进水平。

Parts sector, as one of the Group's core industries, has more potential for growth. It is one of the foundations playing an extremely important role in building Yuchai industry clusters. It is mainly composed of Parts Monopoly Company, Accessory Manufacturing Company, Huayuan Company, Jinchuang Company, Hainan Company and other two companies with a turnover of over RMB3 billion. It mainly produces hundreds of vehicle and engine parts such as transmission, filter, cooler, intercooler, engine crankshaft, flywheel, clutch shell, oil pan, motor, electric equipment and so on. Some of the products have reached domestical and international advanced level. Among them, filters and coolers are also the leading ones in the same industry While technical indicators show that transmission product has already been internationally advanced.





专用汽车板块：打造全国一流的环卫设备和专用汽车生产基地

SPECIAL VEHICLE SECTOR: BUILD A NATIONAL FIRST-CLASS SANITATION EQUIPMENT AND SPECIAL VEHICLE PRODUCTION BASE

广西玉柴专用汽车有限公司位于广西首府南宁市，是集团的环卫设备与专用汽车生产基地，是中国环卫协会第一批向用户推荐的环卫专用车制造企业，是中国环卫技术的领航者和环卫产业的开拓者，是中国工程车的重要出口基地。

公司致力于解决垃圾收集转运问题，是刮板式垃圾转运站的发明者和倡导者，公司产品分环卫设备、工程车辆、矿用车三大板块九大类。在环卫设备板块，小、中、大型转运站，能够满足国内外多种场地及多种垃圾收运工艺要求；自卸式垃圾车、自卸车、维修服务车、工程车上装等产品能够根据用户的个性化需要进行设计、生产。

Guangxi Yuchai Special Purpose Vehicle Co., Ltd. is located in Nanning, capital of Guangxi. It is the production base of the Group's sanitation equipment and special purpose vehicle and one of sanitation special vehicle manufacturing enterprises in the first batch recommended to users by China Association of Urban Environmental Sanitation. As the navigator of sanitation technology and pioneer of sanitation industry in China, it is also an important export base of engineering vehicle.

The company is committed to solving problem existing in garbage collection and transit. It is the inventor and advocate of scraper-type garbage transfer station. The products has three sectors, namely, sanitation equipment, construction vehicles and mining vehicles and nine categories in details. In terms of sanitation equipment, small, medium and large transfer stations can meet requirements of a variety of venues and garbage collection and processing at home and abroad; dump garbage truck, dump truck, maintenance vehicle, engineering truck and other products are designed and produced according to personalized needs of users.





企业文化 CORPORATE CULTURE

企业文化是企业的灵魂，是推动企业发展的不竭动力，几代玉柴人不断总结提炼的理念成为独具特色的文化体系核心。

Corporate culture is the soul of the enterprise and the inexhaustible motive force in promoting enterprise development.The concepts abstracted by several generations of Yuchai staff are the core of the distinctive cultural system.

玉柴核心理念、企业文化体系

YUCHAI'S CORE PHILOSOPHY, CORPORATE CULTURE SYSTEM

核心理念：绿色发展 和谐共赢

CORE PHILOSOPHY:GREEN DEVELOPMENT,ALL WIN IN HARMONY

绿色：玉柴责任观
Green:Yuchai's interpretation of responsiblity

发展：玉柴卓越观
Development:Yuchai's interpretation of excellence

和谐：玉柴人文观
Harmony:Yuchai's interpretation of humanism

共赢：玉柴价值观
All Win :Yuchai's interpretation of value

愿　景
打造世界知名品牌，成就大型跨国企业集团
Corporate vision
Making Yuchai a famous brand in the world, and building Yuchai a large transnational corporation

经营思想
卓越品质，国际玉柴
Management philosophy
Excellent Quality Yuchai Globalized

团队建设理念
高素质的干部队伍，高绩效的管理团队，创造性的劳动群体
Construction concept of the team
High-quality leaders, High-efficiency management team and Creative labor force

团队精神
高境界，大胸怀，有文化，重修养
Teamwork spirits
Ambitious, Generous, Knowledgeable and Cultivated

人才发展目标
团队化、立体化、职业化、国际化
Development objective of talents
Teamwork, Three-dimensional, Professional and International

干部十五字要求
重实践，勤学习，严要求，善提高，爱员工
Requirements for leaders at various levels
Value practice, Constant studying, High demand, Further improvement and Employees-loving

干部品德标准
责任、民主、团结、忠诚、廉洁
Ethics for leaders at various levels
Commitment, Democracy, Teamwork, Honesty and Probity

责任理念
责任如山，机制循环，敢于担当，诚信至善
Responsibility concept
Commitment, Mechanism, Bravery and Honesty

合作理念
坦诚、信任、公平、公正
Cooperation concept
Honesty, Trust, Equity and Fairness

廉洁理念
守法、规范、廉洁、自律
Probity concept
Law-abiding, standard-following, Incorruptibility and Self-discipline

营销理念
专业铸就品牌，服务创造价值
Marketing concept
Profession casts a brand, Services create values

服务宗旨
倾我所有，尽我所能，竭诚用户，诚信天下
Service concept
Making Every Effort to Offer Serve for Customers Showing Full Sincerity to Win Confidence of World

质量方针
领先适用，绿色可靠，全程至诚，增值共赢
Quality Policy
Leading and applicable, green and reliable, full-process complete sincerity, value-added and win-win

测量方针
传递准确，服务质控
Measurement principle
Accurate delivery and service quality control

环境方针
履行责任，规范治理，过程严控，和谐发展
Environmental Policy
Fulfill its responsibility, normative governance, strict process control and harmonious development

职业健康安全方针
以人为本，安全第一，防微杜渐，持续改进
Occupational health and safety policy
People-oriented, safety first, a stitch in time save nine and continuous improvement



文化风貌
CULTURAL FEATURES

弘扬玉柴人拼搏向上、无私奉献的宝贵精神，对内，以文化的认同感为凝聚力，对外，以文化的认同感塑造品牌价值。

To promote Yuchai people' s spirits of struggle and selfless devotion. Internally, to be cohesive with cultural identity. Externally, to build brand value with cultural identity.





员工对玉柴文化的一致认同，让员工有高度主人翁态度，每个员工都充满着工作的热情和荣辱与共的责任感，通过奉献自己的点滴力量汇成涛涛洪流与企业共同赢得社会的认可。



The unanimous identities of Yuchai culture among employees make them have a high degree of ownership. Each employee is filled with enthusiasm in work and sense of responsibility, expecting to devote themselves to the company and winning over the society with the company.



文化活动 CULTURAL ACTIVITIES



中国围棋甲级联赛玉柴专场
Yuchai Special Match of Chinese Weiqi (Go) Division One League



职工篮球赛
Basketball game of workers



青年文化艺术节
Culture and art festival of youth



家庭文化艺术节
Household culture and art festival



摄影协会组织会员户外拍摄
Outdoor photography organized by photography association



老年文化艺术节
Culture and art festival of the elderly



廉洁文化书画作品展
Calligraphy and painting exhibition of probity culture

人才团队 TALENT TEAM

玉柴是汇聚人才的小高地，对人才的尊重让各层面都拥有一支优秀的团队，每一个人都有机会成为优秀人才。

Yuchai gathers a number of talents. Yuchai respects all talents so that every department can have an excellent team and everyone has the opportunity to become a talent.



人才小高地
TALENT SMALL HIGHLANDS

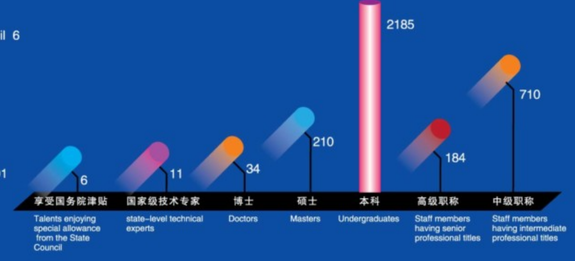
玉柴具有科研人员近1200人，其中享受国务院特殊津贴6人，国家级技术专家11人，博士34人，硕士210人，具备高级职称184人。玉柴不拘地域，大力吸纳和引进国内外人才，已成为广西人才小高地。

Yuchai has a research staff of nearly 1,200 people, including 6 persons receiving special allowance of State Council, 11 state-level technical experts, 34 doctors and 210 masters, and 184 persons with senior professional titles. Yuchai has strongly attracted and hired domestic and foreign talents, regardless of regions, and has become Talent Small Highlands in Guangxi.



专家委员会成员　MEMBER OF EXPERTS COMMISSION

享受国务院津贴	6人	Talents enjoying special allowance from the State Council 6
国家级技术专家	11人	state-level technical experts 11
博　士	34人	Doctors 34
硕　士	210人	Masters 210
本　科	2185人	Undergraduates 2185
高级职称	184人	Staff members having senior professional titles 184
中级职称	710人	Staff members having intermediate professional titles 701





博士团队　DOCTOR TEAM

行业内一流的科研队伍
FIRST CLASS R & D TEAM IN THE INDUSTRY

玉柴积聚了一大批专家人才，建立了一支具有跨国企业背景和丰富实践经验的科技研发队伍，积累了发动机6大平台22大系列的开发经验，拥有了一批国际国内相关领域最前沿、最富有创新能力的拔尖人才。

Yuchai has accumulated a large number of expert personnel, and built a R&D team with multinational companies background and extensive practical experience, which has accumulated rich development experience in large engine 6 platforms and 22 main series. Yuchai has a number of outstanding talents with innovative ability in international and domestic related cutting-edge fields.



卓　斌 Zhuo Bin (professor)

国内电控高压共轨柴油机技术专家、上海交通大学内燃机学科首席责任教授、内燃机博士生导师。

Expert of electronically controlled high pressure common rail diesel technology, Chair Professor of internal combustion engines in Shanghai Jiao Tong University, doctoral tutor of internal combustion engines.

李　勤 Li Qin (Ph.D.)

中国排放技术专家、推动中国商用车国4柴油机最终选择SCR技术路线的功勋人物。

Expert of emissions technology in China and main contributor in promoting Chinese commercial vehicles to adop National-4 diesel engine SCR technology route.











创造性的劳动群体

CREATIVE LABOR GROUP

员工通过自发组织群体协会、攻关小组、科研小组等，不断学习，努力进步，成长为优秀的员工队伍。

Employees continue to learn, strive to make progress and try to grow up to be excellent employee groups, through self-organized groups of associations and research groups.









科技人才获重大科技进步奖
Major scientific and technological progress award to scientific and technological talents



高技能人才获表彰
Highly Skilled Tecnicians Were Rewarded

科学的激励机制，促进人才不断成长

SCIENTIFIC INCENTIVES TO PROMOTE THE GROWING UP OF TALENTS

玉柴通过建立良好的人才培育机制、营造浓厚的人才成长的环境氛围、推行科学有效的激励机制、卓有成效的培训方式等一系列措施，吸引人才、留住人才，造就人才。

Yuchai tries to attract and retain qualified talents and make talents successful through a series of measures such as establishing a good personnel training mechanism, creating an environment with strong atmosphere of growth of talents, promoting scientific and effective incentive mechanism, and effective training methods, etc.











① 模范党员获表彰
Recognition of model party members

② 十大杰出青年获表彰
Recognition of ten Outstanding Young people

③ 有突出贡献的子公司经营者获轿车重奖
Cars rewarded to outstanding subsidiary operators

④ 拔尖技师获表彰
Recognition of top-notch technicians

⑤ 劳动模范获表彰
Award to model workers



管理创新 MANAGEMENT INNOVATION

作为行业首家获得“全国质量奖”的企业，玉柴持续推进战略管理和集团管控建设，不断完善内部管理体系，形成了一套日臻完善的国际化管理模式。

As the first enterprise winning the "National Quality Award" in the industry, Yuchai Group continues to promote the strategic management and group control, and continuously improve the internal management system, and formed a perfected international management mode.





管理创新 MANAGEMENT INNOVATION

注重战略管理，为各产业板块的战略规划、发展方向、项目投资等提供了方向指导。

Focus on strategic management, to provide the direction and guidance to all industrial segments for strategic planning, development direction, project investment and so on.

战略管控与财务管控相结合的集团管控模式，驱动集团管理水平提高和集团价值最大化。

Use the group control mode of combining strategic control with financial management control, to improve the group's management level and maximize the group's value.

与供应商结成 “YC战略联盟体”，打造国内一流的供应链管理。

Ally suppliers to form "YC strategic alliance" to create domestic first-class supply chain management.





推行卓越绩效管理模式，把卓越绩效标准的核心价值观融入卓越班组管理，实现自主管理。

To implement an outstanding performance management mode and integrate the core values of outstanding performance standard into outstanding team management to achieve self-management.

玉柴在生产线、技术线、质量线建设415个卓越班组，卓越班组每年创新项目超过200项，近三年获得10项国优级QC活动成果奖。

Yuchai has 415 outstanding teams in production lines, technical lines and quality line respectively. The outstanding teams are responsible for more than 200 innovative projects each year. In the last three years, the teams won 10 national excellent QC activities Achievement Award.





管理创新
MANAGEMENT INNOVATION



完善高效的信息化管理，是行业唯一的全国信息化百强企业。

With perfect and efficient information management, it is the sole enterprise in the industry listed in the national one hundred best information technology companies.

遵循国际先进的质量管理标准，并有效运行。

Apply with international advanced quality management standards and implement them effectively.

1996年 In 1996
通过
ISO9001质量管理体系认证
- Passed ISO9001 Quality Management System Certification

2002年 In 2002
通过
QS9000质量管理体系认证
通过
GJB/Z9001A
GJB9001A军工质量管理体系认证
- Passed ISO9000 Quality Management System Certification
- Passed GJB/Z9001A and GJB9001A Military Quality Management System Certification

2004年 In 2004
通过
ISO10012测量管理体系认证
通过
ISO14001环境管理体系认证
通过
GB/T28001职业健康安全管理体系认证
- Passed ISA10012 Measurement Management System Certification
- Passed ISO14001 Environment Management System Certification
- Passed GB/T28001 Occupational Health and Safety Management System Certification

2006年 In 2006
通过
ISO/TS16949质量管理体系认证
通过
ISO/IEC17025检测和校准实验室认可
- Passed ISO/TS16949 Quality Management System Certification
- Passed ISO/IEC17025 Testing and Calibration Laboratory Accreditation

2007年 In 2007
通过
E-mark/emark/OBD
专项发动机认证
- Passed E-mark/emark/OBD Special Engine Certification

深化责任机制，把“责任链”贯穿于企业经营的全员全过程。

Deepen responsibility mechanisms and let the "chain of responsibility" exist throughout the whole process of businesses.

首问负责制 First asking responsibility
主动负责制 Active responsibility
被动负责制 Passive responsibility
引咎辞职制 Blame-taking responsibility institution



上级督促 Upper level supervision
下级动议 Lower level proposal
公司督促 Company supervision

下级台帐 Lower level account
上级台帐 Upper level account
公司级台帐 Company level account

技术研发 TECHNICAL R & D

科技是第一生产力，玉柴的技术研发引领行业发展，玉柴制造在促进社会发展的同时让人类共同拥有的天更蓝！

Science and technology are primary productive forces. Yuchai's technical research and development is leading the industry development. Yuchai's manufacturing aims to let mankind have more blue days in addition to promoting social development!





工程研究院：打造具有国际水平的动力总成研发基地

ENGINEERING RESEARCH INSTITUTE: BUILD A WORLD-CLASS POWERTRAIN ASSEMBLY R & D BASE

玉柴工程研究院拥有国家认定的企业技术中心、国家认可实验室，是广西内燃机工程技术研究中心、广西柴油动力人才小高地，博士后科研工作站。以“动力之源，大家摇篮”为宗旨，致力于打造国际水平的动力总成研发基地。此外，还建立有自治区级的玉柴重工工程机械研究院、专用汽车技术中心。

Yuchai Engineering Research Institute owns state accredited enterprise technology center and laboratories. And it is the talents small highland of Guangxi internal combustion engine engineering technology research center and Guangxi diesel-powered talents as well as a post-doctoral research station. Yuchai engineering machinery research institute of heavy industry and special purpose vehicle technology center. By adhering to its objective of "Cradle of source of power", it is committed to creating a world-class powertrain assembly R & D base. In addition, there are autonomous region level Yuchhai Heavy Industry Engineering Machinery Research Institute, Special Purpose Automobile Technical Center



国际一流的发动机科研平台

A WORLD-CLASS ENGINE RESEARCH PLATFORM

与美国、德国、英国等国的科研单位以及我国清华大学、上海交通大学、天津大学等院校的40多家著名科研机构开展技术合作与交流，建立了以自主研发技术为核心、以欧美技术为支撑的先进研发平台。

It has carried out technical cooperation and exchanges with more than 40 famous scientific research institutions in the United States, Germany, Britain and other countries as well as our Tsinghua University, Shanghai Jiaotong University, Tianjin University and other institutions. It has established an advanced technology R&D platform based on European and American technology with self-developed technology as the core.



① 中外专家共同探讨发动机设计
Both Chinese and foreign experts are discussing engine design



② 与英国Brunel大学建立联合研发中心
Establish a joint R & D Center with Brunel University of UK



③ 清华博士到玉柴实践
Tsinghua doctoral candidates intern in Yuchai



④ 与天津大学建立联合实验室
Establish a joint laboratory with Tianjin University



行业内唯一国家认可实验室

THE ONLY STATE ACCREDITED LABORATORY IN THE INDUSTRY

玉柴工程研究院实验室是目前国内行业中国家认可的规模最大、设施最完善、最先进的试验室之一，拥有国际先进水平的发动机成套试制、试验、检测设备。

Yuchai Engineering Research Institute Laboratory is currently one of the largest accredited and the most advanced laboratories with most complete facilities. It has internationally advanced complete trial of prototypes, experiment and testing equipments.





自主创新引领行业发展

LEADING THE INDUSTRY DEVELOPMENT WITH INDEPENDENT INNOVATION



- 从事6项国家“863”高科技前沿研究课题
- 新一代柴油发动机创新设计集成系统（YCEDP）
- 参与14项国家标准拟订
- 我国第一家实现排放达到国3、国4标准柴油机批量生产和投放市场的企业；
- 我国第一家研发并成功生产国4和国5柴油机的生产企业
- 第一家具备轿车用柴油机生产和配套能力的企业

- Presiding 6 national "863" high–tech cutting–edge research projects
- Innovative integrated systems in design of a new generation of diesel engine (YCEDP)
- Participation in drafting of 14 national standards
- China's first enterprise engaging in mass production of diesel engines meet National–3 and 4 emission standards.
- First enterprise in developing and manufacturing diesel engines meet National–4 and 5 emission standard in China.
- The first enterprise in producing diesel engines used in cars and matching accessories.



创新柴油机产品 INNOVATIVE DIESEL ENGINE PRODUCT

① 全球首台可再生空气混合动力发动机
The world's first regenerative engine braking based air–hybrid diesel engine

② 我国首台国5柴油机
The first diesel engine meeting Euro Vemission standard in China

③ 我国首家实现低碳节能高效发动机装车试运行
China's first engine loading commissioning achieving low–carbon, energy–saving and high efficiency



自主创新成果不断形成专利技术

SELF-INNOVATED OUTCOMES CONTINUE TO APPLY FOR PATENTS

2008年1月，国家人事部、国家知识产权局授予玉柴“全国专利系统先进集体”荣誉称号，是广西唯一获此荣誉的企业。

In January 2008, the State Ministry of Personnel and State Intellectual Property Office granted Yuchai " National Patent System Advanced Group ", being the only one as such in Guangxi.









历年专利申请概况表
SUMMARY OF PATENT APPLICATIONS OVER THE YEARS

	2002年	2003年	2004年	2005年	2006年	2007年	2008年	2009年
申请量 Application amount	11	28	12	32	99	164	223	247
授权量 Authorized amount	11	5	20	12	23	95	160	185

营销服务 MARKETING SERVICE

玉柴发动机销售连续9年持续高速增长，稳居国内同行首位，并且逐渐完成了出口市场的战略布局和市场导入，优秀的市场战略和日益完善的市场网络，为玉柴健康走向国际开辟了金光大道。

Sales of Yuchai engine has sustained rapid growth for nine consecutive years, ranking the first place among its domestic counterparts. It has gradually completed its strategic layout of export markets and market introduction. Excellent marketing strategies and increasingly sophisticated market network have laid a solid foundation for Yuchai's opening of the international markets.

玉柴集团经营业务已经延伸到亚、欧、美、非、大洋洲；设立有32家办事处、13个海外办事处、30多家海外经销商、29家配件专卖分公司、212家专卖店，产品远销至东南亚、中东、拉丁美洲、东欧、非洲等50多个国家和地区，出口产品涉及十二大系列的柴油及燃气发动机、工程机械、专用汽车等

Yuchai Group's business has been extended to Asia, Europe, America, Africa and Oceania; it has set up 32 domestic sales offices, 13 international sales offices, more than 30 international distributors, 29 spare parts monopoly marketing branches and 212 monopoly stores. Its products are exported to more than 50 countries and regions such as Southeast Asia, the Middle East, Latin America, Eastern Europe and Africa, involving 12 major series of diesel and gas engines, construction machinery and special vehicles and so on.

国际化的营销网络：卓越品质，全球共享

INTERNATIONAL MARKETING NETWORK: GLOBAL SHARING OF ITS EXCELLENT QUALITY



绿色动力，玉柴引领

GREEN POWER WINS GLORY FOR CHINA

与国内外主要大客户携手合作，建立双方共赢的局面，不断扩大国内市场份额的同时，加大国际市场的开拓力度，提高国际市场占有率。

Cooperate with major customers at home and abroad to form a win-win situation while expand domestic market share, make greater efforts to develop international markets to increase international market share at the same time.



①



②



③

① 绿色动力服务全国两会
Green power was serving the two Conferences (i.e. the National People's Congress and the Chinese Political Consultative Conference)

② 国4发动机批量服务北京奥运会
National-4 engines was serving for Beijing Olympic Games.

③ 欧4发动机出口新西兰
Euro IV engines exported to New Zealand

④ 配套玉柴发动机的客车整装待发，批量出口中东地区的装船仪式
Shipment ceremony of batches of Yuchai engines exported to the Middle East

④





与客户合作共赢
WIN-WIN COOPERATION WITH CLIENTS

玉柴与客户建立起长期的战略合作伙伴关系，双方紧密合作，共同开发获广大用户认可的卓越产品；拓展服务终端系统，切实保障每一位用户的利益，真正做到与市场共赢。

Yuchai has established a long-term strategic cooperative partnership with its customers. By working closely together, the two sides are developping excellent products that can get the recognition of our customers; Yuchai expands its service terminal system and effectively protect the interests of each user, ensuring a win-win situation with the market.

与霍尼韦尔公司签署战略合作协议
Signed a strategic cooperation agreement with Honeywell



玉柴集团与南车集团签署战略合作框架协议
Yuchai Group entered into a strategic cooperation framework agreement with CSR Group



玉柴股份公司与广汽集团签署战略合作框架协议
Yuchai Machinery Co.,Ltd entered into a strategic cooperation framework agreement with Guangzhou Automobile Group.



玉柴重工与日本株式会社HYEST有限公司签署战略合作协议
Yuchai Heavy Industry Co., Ltd. entered into a strategic cooperation agreement with Japan HYEST Co., Ltd



西藏国3新动力技术服务
Tibet National-3 new energy technical services

技术营销：为市场提供强大的专业支持
TECHNOLOGY MARKETING: PROVIDE A STRONG PROFESSIONAL SUPPORT TO THE MARKET

以国家级教授专家为核心，由博士、硕士及众多中高级职称工程技术人员组成的技术开发、攻关小组，为营销提供强大的专业技术支持。

The R&D group formed with the core of national-level professors and experts, consisted of doctors, masters, and many engineers with senior title, provides a strong professional technical marketing support.



安哥拉技术服务　Technical services from Angola



吉尔吉斯斯坦现场技术培训
On-site technical training in Kyrgyzstan



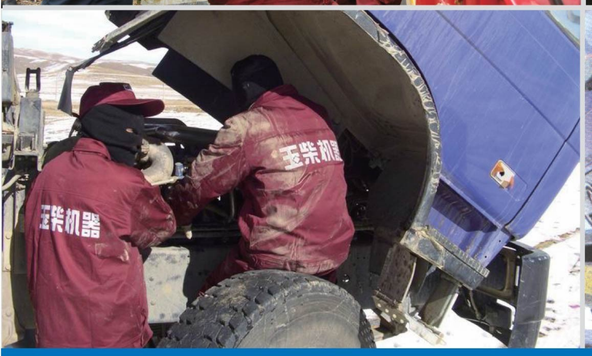
向主机厂、经销商、客户介绍产品和技术
Products and technologies introduction to auto OEMs, distributors, and customers

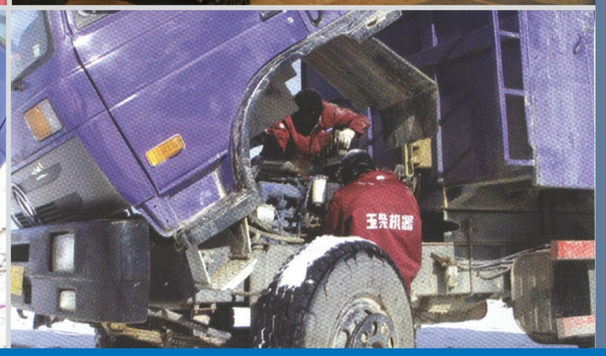


国外服务商到玉柴接受技术培训
Foreign service providers received technical training in Yuchai









玉柴服务 竭诚快速

SERVICES OF YUCHAI IS WELL– KNOWN FOR FAST SPEED

玉柴通过遍布全国的32家办事处，1500多个技术服务站， 在全国构建了层次分明 、功能专业的服务网络，秉承更细、更高、更强的工作方针，赢得了客户的高度满意。

依托YCSS服务信息管理系统和呼叫中心，实施主动跟踪服务，实现40公里服务半径，配件专卖网络保证24小时到位，向海内外用户提供最专业、最快捷、最满意的销售服务。

With the 32 offices across the country and more than 1,500 technical service stations in the country, Yuchai has built a structured, functional and professional service network nationwide. By adhering to a finer, higher, stronger working principle, Yuchai has won a high degree of satisfaction with the community.

Relying on the followings, such as the imple mentation of proactive follow–up service, a radius of 40 km service and monopoly network of spare parts to ensure 24–hour attainment by YCSS service information management systems and call centers, Yuchai provides the most professional, most efficient, most satisfying sales and service at home and abroad.

社会责任 SOCIAL RESPONSIBILITY

作为一家具有高度社会责任感的企业，玉柴加入联合国全球契约，以节约能源和保护环境为己任， 争做中国绿色动力的引领者， 服务奥运，支援灾区，捐资助学…… 用热情和爱心书写了自己的社会责任！

As a corporation with a high degree of social responsibility, Yuchai joined the United Nations Global Compact, acting as a leader of Green Power in China, such as service for the Olympic Games and support disaster area and donations to schools. Yuchai has fully performed its social roles with its enthusiasm and love.





支持和恪守“全球契约”各项原则

SUPPORT AND ADHERE TO THE "GLOBAL COMPACT"
PRINCIPLES OF THE UNITED NATIONS GLOBAL COMPACT.

集团公司董事局主席晏平（后排右七）出席联合国全球契约企业座谈会并与潘基文秘书长合影

Yan–ping (The 7th from right in the back row), the Chairman of the Board attended United Nations Global Compact business forum and pictured with Ban Ki–moon the Secretary–General.



Global Compact Network China

Member Certificate of the United Nations Global Compact

联合国全球契约成员证书

The member has committed to advance the ten principles of the United Nations Global Compact within its sphere of influence

联合国全球契约成员承诺：在其影响范围内遵守并推进联合国全球契约十项原则

Human Rights 人权

1. Businesses should support and respect the protection of internationally proclaimed human rights; and
   企业应该尊重和维护国际公认的各项人权
2. make sure that they are not complicit in human rights abuses.
   决不参与任何漠视与践踏人权的行为

Labour Standards 劳工标准

3. Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;
   企业应该维护结社自由，承认劳资集体谈判的权利
4. the elimination of all forms of forced and compulsory labour;
   消除各种形式的强迫性劳动
5. the effective abolition of child labour; and
   消灭童工制
6. the elimination of discrimination in respect of employment and occupation.
   杜绝任何在用工与职业方面的歧视行为

Environment 环境

7. Businesses should support a precautionary approach to environmental challenges;
   企业应对环境挑战未雨绸缪
8. undertake initiatives to promote greater environmental responsibility; and
   主动增加对环保所承担的责任
9. encourage the development and diffusion of environmentally friendly technologies.
   鼓励开发和推广环境友好型技术

Anti-Corruption 反腐败

10. Businesses should work against all forms of corruption, including extortion and bribery.
    企业应反对各种形式的贪污，包括敲诈勒索和行贿 受贿

Global Compact Network China

全球契中国网络中心办公室(联合国授权颁发

联合国全球契约成员证书

Membership certificate of the United Nations Global Compact



每年发布可持续发展报告 Sustainable Development Report published annually.



荣获“金蜜蜂·责任采购奖”

Won the award of “Golden Bee · responsibility for the procurement”



集团理事会秘书长郭德明在布鲁塞尔国际企业社会责任研讨会上发言

Guo Demin, the Secretary–General of Yuchai presented speech at the meeting of International Enterprise Social Responsibility in Brussels.



全员全方位全过程参与节能减排

FULL PARTICIPATION OF THE ENTIRE PROCESS OF COMPREHENSIVE ENERGY–SAVING EMISSION REDUCTION

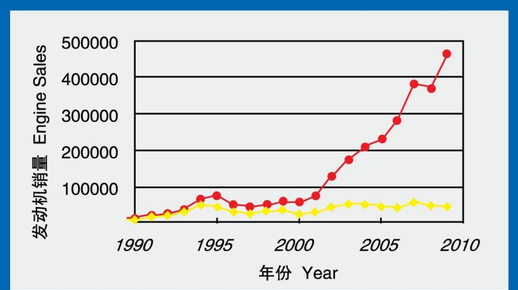


发展低碳经济，做有社会责任感的企业

TO DEVELOP LOW–CARBON ECONOMY, TO BE AN ENTERPRISE FULFILLING SOCIAL RESPONSIBILITIES

1994年以来，多缸柴油发动机销量增加到7倍，而产品的微粒排放总量基本没有增加。

Since 1994, the sales volume of multi–cylinder diesel engines has been increased to 7 times, while the total particulate emissions of products do not increase.



发动机销量 Engine sales volume

微粒排放量 Particulate emission

发动机再制造为社会节约能源

REMANUFACTURING OF ENGINE TO CONSERVE ENERGY FOR THE COMMUNITY

玉柴建立发动机再制造基地，获国家首批汽车零部件再制造试点企业资格。2009年，玉柴与全国最大的再制造企业美国卡特彼勒公司合资成立一家提供再制造发动机和零部件的公司。

Yuchai engine remanufacturing base won the national first batch of pilot enterprises vehilce parts remanufacturing qualification. In 2009, Yuchai and the largest re–manufacturer Caterpillar formed a joint venture aiming to provide remanufactured engines, parts and components.



再制造发动机 Remanufactured engine



积极参与社会活动和公益事业

ACTIVELY PARTICIPATE IN SOCIAL ACTIVITIES AND PUBLIC WELFARE UNDERTAKINGS

① 晏平爱心助学基金、玉柴集团奖学助学基金颁发仪式
Presentation ceremony of Yan Ping Heart Education Fund and Yuchai Group Education Fund Scholarship

② 玉柴集团员工踊跃为青海玉树地震灾区捐款
Yuchai Group's employees actively contribute to the earthquake disaster area in Yushu, Qinghai Province.













③ 在清华大学、天津大学等重点高校赞助教育基金和设立优秀学生励学金
Sponsor education fund and establish best students scholarship at Tsinghua University, Tianjin University and other major colleges and universities

④ 第36所玉柴希望小学–四川资阳松涛玉柴希望小学落成
No. 36 Yuchai Hope Primary School – Yuchai Hope Primary School was built at Songtao of Ziyang in Sichuan

⑤ 玉柴青年志愿者走进乡村校园
Yuchai young volunteers did good deeds in the rural schools participated in the Supporting Rural Area

⑥ 向“春蕾计划”捐款，每年资助500名贫困女童上学
Donate money to "Spring Bud Plan" to subsidize 500 poor girls to attend school

展望明天
PROSPECTS OF TOMORROW

天行健，君子以自强不息　As heaven's movement is ever vigorous, so must a gentleman ceaselessly strive along.

展望明天，玉柴以产品创新为核心，继续走永续发展之路，努力开辟海外市场，大幅提高出口比例，奋力进军世界企业500强；以绿色技术赢得产品，以服务创新赢得价值，以国际合作赢得发展，以卓越品质塑造国际玉柴；打造世界知名品牌，成就大型跨国企业集团。

Looking into the future, Yuchai, by taking the product innovation as the core, will continues to adhere to a sustainable development and strive to open up overseas markets to substantially increase export so as to enter the world's top 500 enterprises; Win the products by green technology, win the value by service innovation, and win the development by international cooperation, making Yuchai a famous brand in the world and building Yuchai a large transnational corporation.

做有社会责任感的企业!

To be an enterprise fulfilling social responsibilities!