# LIUGONG

We have been a leading construction equipment manufacturer in China for over 60 years







A proud history of growth

LiuGong proposed the building of "open & internationalized" LiuGong





2002 2015

LiuGong's overseas sales revenue accounted for over 30% of total revenue 2017

LiuGong
has introduced a new
manufacturing line for
Wheel Loaders &
Excavators in Poland; right
in the heart of Europe

LiuGong launched China's first modernized wheel Loader, Z435

1966

1987

LiuGong

introduced

Caterpillar technology

1993
LiuGong began trading
on the Shenzhen
Stock Exchange





**300+** Dealers in more than 100 countries

Global manufacturing





- 1 in India
- 1 in Poland
- in Brazil

32.000 unit capacity







We aim to be a world-class company in the construction machinery industry



We are committed
to providing
customers with
excellent construction
machinery
and service



**Customer oriented** 

**People foremost** 

Assuring the future by quality

Create value through cooperation



# LiuGong offers financial success to its investors

Guangxi Province SASAC Guangxi Investment Capital Guidance Co., Ltd

92.128%

7.872%

Guangxi LiuGong Group Co., Ltd

Public Shareholder

34.98%

SHARFHOI DER STRUCTURE

**Guangxi LiuGong Machinery Co., Ltd** 

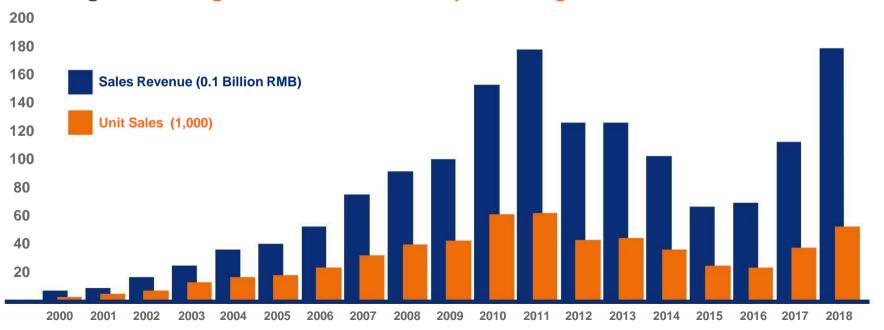
65.02%

Shenzhen Stock Exchange Code 000528





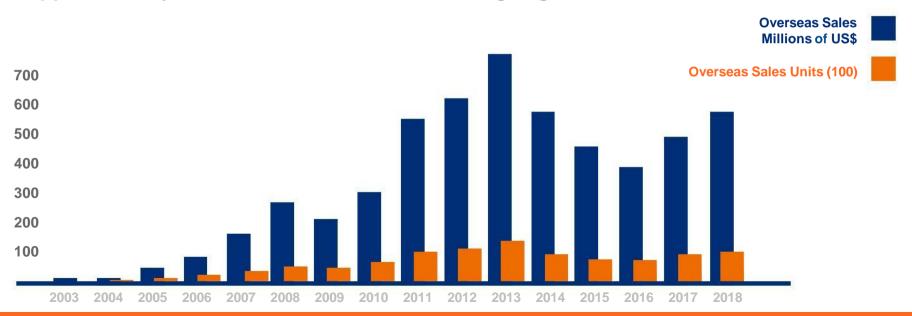
LiuGong maintains good cash flow and net profit margin



# Our overseas markets have expanded rapidly over the past decade



Approximately \( \frac{1}{3} \) of total revenue of LiuGong is generated in overseas markets





# TOUGH WORLD. TOUGH EQUIPMENT.

## Machines built for any job, anywhere. **Forestry** Material Handling Road Construction Mining & Aggregates Liftina Earthmoving & General Construction Urban **Arctic**



## World's Leading Product Line

#### **Earthmoving**



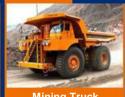
#### **Road Equipment**



#### **Material Handling**



**Mining** 



**Mining Truck** 

#### Hoisting



#### **Crushing and Screening**





## World's Leading Product Line

#### **Concrete Equipment**



#### **Piling Machinery | LiuGong Group Company**



#### **Prestressing Business | LiuGong Group Company**



#### **World's Leading Product Line**

## Joint Ventures & Component Suppliers

**Engine** 



**Drivetrain** 



Hydraulics



**Compressors** 



Cabin



**Slew Bearings** 



**Lubricating Oil** 

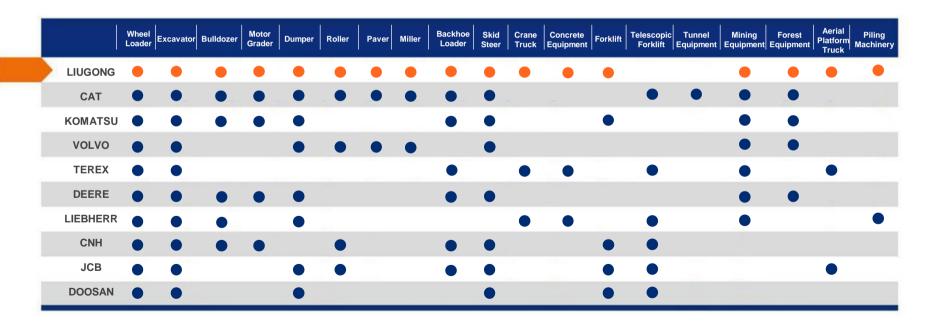




LiuGong Group Company

With rapid global growth,

# LiuGong is now one of the main players in the global competition





engineers
dedicated to R&D of
the LiuGong products.

20% who are foreign experts or hold PhDs.

# Innovation & Strength in R&D



- National Enterprise Technology Center
- National Engineering Technology Research Center for Earthmoving Machinery
- National Technology Innovation Model Enterprise
- National Construction Joint Research Center for Engineering Construction Intelligent Equipment Technology
- National Level Industrial Design Center
- National High-Tech Enterprise
- National Postdoctoral Workstation

- National Innovative Enterprise
- National High-Tech Industrialized Center for Construction Machinery
- National Industrial Product Ecological Design Demonstration Enterprise
- National CNAS Accreditation Laboratory
- China Polar Scientific Engineering Machinery Laboratory
- Earthmoving Machinery Engineering Center of Machinery Industry
- Guangxi Academician Station





## Intelligent Manufacturing



All 20 plants in China, Brazil, India & Poland are supported with intelligent

manufacturing

systems to ensure we deliver the best in class machines to meet the demands of our customers.

7



Rexroth







We count on the best partners & suppliers in the world to help develop our products and technologies.







LiuGong has built a global supply chain with international competitiveness.





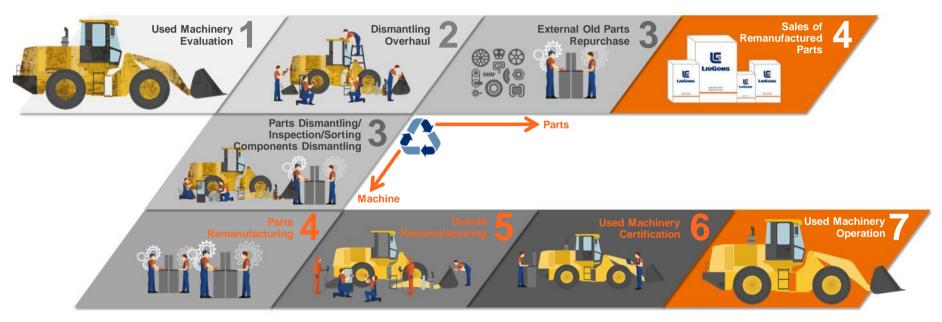


### **Global Service** & Parts Network



## Yellow outside, green inside.





LiuGong's Aftermarket Business: Green Manufacturing and Value Extension



# Honoring the past. Focused on the future.

LiuGong is one of

**World's Most Competitive Top 50 Chinese Enterprises** 



National Top Ten Typical State-Owned Enterprises in 2009

National Top Ten Typical "Merger and Acquisition" Enterprises in 2011

**National Outstanding Advanced Units in 2012** 

China's "National Quality Award" in 2008 and 2014

China's Top 500 Enterprises

China's "National Customer-Satisfied" Enterprises for 6 years

National Construction Machinery Industry Quality Leading Enterprise

**ANQ Excellent Quality Prize** 

2017 Annual Influential Brand in China

2017 Best Chinese Investor in Poland

National Intelligent Manufacturing Pilot Demonstration (earthwork machinery)

**National Excellent Intellectual Property Company** 

**Exemplar Company in Equipment Manufacturing Industry of China** 

National Top 100 Quality Integrity Benchmarking Demonstration Enterprise

**Green Manufacturing Science Progress Award-Remanufacturing application and integration demonstration** 

### LiuGong's Commitment to Next 60 Years

SIX

**INSIST** 





**Customer oriented** 

**Innovation driving** 

**Excellent quality** 

Cooperation creating value

**People foremost** 

**Industry responsibility** 



## LIUGONG EUROPE



### **Our History**

- One of the most vital overseas bases for LiuGong
- Serves as LiuGong's manufacturing & sales hub. technical support and spare parts distribution center

2003

2005

2010

2012

2013 2017

**Poland** 

2019

Attended Intermat Exhibition in France

**Appointed** first dealers in Norway, Finland & Poland

Registered **I GFU** at Chamber of Commerce Official opening of **LGEU** headquarters in Almere, NL

**Opened New** Entered European **UK Market** Headquarters in Warsaw & introduced new manufacturing line for excavators & wheel loaders in

LiuGong establishes its first international retail operation by acquiring CPMS; exclusive dealer for UK



Present in

20+ Countries

with dealers

committed for

customer satisfaction



# How are we expanding business in high-end mature markets?

 Forward-looking STRATEGY; scientific & standardized OPERATION; open and inclusive corporate CULTURE.

 Our tailor-made PRODUCTS gives customer everything they need and nothing they don't.

 We never make entry to a market without DEALERS and SUPPORT systems in place.

We look for only the best PARTNERS and make sure that we have aligned with companies that not only share our COMMITMENT TO EXCELLENCE but strive to fulfill the needs and expectations of customers at every turn.



## LiuGong Europe Investment Strategy













European Manufacturing for LiuGong

Parts
Distribution

European Headquarters

People

Research & Development

Objective: Drive brand growth & boost customer satisfaction



**Key Objectives** 







#### **Meet Market Needs**

Tailored Specifications for Regional Variations



Attention to Detail Paint, Fit & Finish



**Low TCO** 

Affordable to Own & Operate





## MADE IN EUROPE

Made in Europe. Tested in Europe. Supported from Europe. In fact, for a Chinese brand, LiuGong has a distinctly European flavor.

**LiuGong** is proud to be the **only** Chinese manufacturer to put European customers first by building Wheel Loaders & Excavators right in the heart of Europe.

Our customers can be confident in our world class machines, which are built to exacting European standards for quality, reliability and safety, by a dedicated team of people who are proud to be called **LiuGong** 





# Industrial Design Center Stoke, UK

LiuGong Industrial Design Center delivers creation & development of concepts and specifications aimed at optimizing the functionality, value and appearance of LiuGong products







**Final Product** 

## **LiuGong Europe Operations**



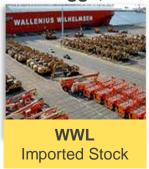
Almere, NL



Stalowa Wola, PL



Zeebrugge, BE



Portsmouth, UK



Warsaw, PL



