

柳工新动态 WHAT'S NEW

LIUGONG ZENG GUANG'AN SPOKE ON THE DEVELOPMENT OF THE MANUFACTURING INDUSTRY AT THE NATIONAL PEOPLE'S CONGRESS

曾光安书记出席第十三届全国人民代表大会，为中国工程机械行业出谋划策



From March 5 to 20, Zeng Guang'an attended the 13th National People's Congress (NPC) in Beijing as a NPC deputy for Guangxi Zhuang Autonomous Region. In the panel discussion for Guangxi Zhuang Autonomous Region, he had the opportunity to report to Premier Li Keqiang on the manufacturing industry in Guangxi and propose to build a sustainable and globally competitive manufacturing industry for Guangxi and China.

During the NPC, Zeng Guang'an also shared his perspectives with media on industry development; transition from old to new economic engines; the globalization of Chinese enterprises and the development & competitiveness of Guangxi's manufacturing industry.

He said innovation, talent cultivation, globalization and the government's support are main drivers for Liugong to keep steady growth in the midst of an

industry recession and transformation of the Chinese economy. He is also confident and optimistic at the industry's development according to the Government Work Report reflecting in the tax reduction policy, Rural Revitalization Strategy, new investment in infrastructure construction and the implementation of "China Manufacturing 2025" & intelligent manufacturing as well as the further promotion of the "OBOR" initiatives.

Lastly, he wished that Liugong would have a fruitful 60th Anniversary and achieve a group's revenue of 20 billion yuan in 2018. He regarded it as a great honor being a deputy to the 13th NPC for Guangxi. To fulfill his responsibilities to the nation, Zeng is determined to build Liugong into a world-class construction machinery manufacturer and boost Liugong's demonstrative effect in the globalization of the Chinese manufacturing industry.

3月5-20日，广西柳工集团有限公司党委书记、董事长曾光安作为全国人大代表出席了在首都北京举行的全国第十三届全国人大会议。在广西代表团分组讨论会上，曾书记向李克强总理汇报了广西制造业的发展情况并谏言在广西乃至全国建设面向全球和可持续发展的制造业。

十三大期间，曾光安董事长接受媒体采访，就实体经济制造业的现状、新旧动能转换、布局海外市场、提升制造业的国际竞争力以及广西实体经济如何获得新突破等问题铿锵发声。

曾光安认为“保持创新精神，重视人才建设，坚持国际化发展和政府的支持”是柳工在行业衰退及中国经济转型升级中得以保持稳定增长的四驾马车。同时，曾光安对行业未来的发展持乐观的态度。他坚信政府工作报告中涉及的对实体经济减税降费政策，农村振兴计划，基础设施建设投资以及“中国制造2025”和智能制造等项目的上马，深化推进“一带一路”倡议等都将助力中国工程机械行业更上一层楼。

他表达了对柳工60周年的祝福，并表示集团将在2018年冲刺营收200亿元的目标。他说自己非常荣幸能当选第十三届全国人大代表，并深知自己肩头的责任十分重大。他一定会牢记职责，认真地履行好人大代表的责任，行使好人民赋予的权利，决不辜负人民的信任和重托，让柳工在助推中国工程机械行业走向世界舞台的过程中发挥更大作用。



LIUGONG REPORTS 2017 FULL YEAR FINANCIAL RESULTS **广西柳工机械股份有限公司发布 2017 年企业年报**

Guangxi Liugong Machinery Co., Ltd. reported its full-year sales revenue of \$1.79 billion in 2017, which was an increase of 60.79% compared to the previous year. The net profit reached \$51.346 million, a year-over-year increase of 555.56%.

广西柳工机械股份有限公司发布 2017 年年报，公司全年营业收入比上年增长 60.79%，达 112.64 亿元人民币。净利润 3.2293 亿元人民币，同比增长 555.56%。

柳工中国 LIUGONG IN CHINA

CHAIRMAN ZENG GUANG'AN MET WITH CHAIRMAN WANG YI OF CHINA EXPORT AND CREDIT INSURANCE CORPORATION, PAVING THE INTERNATIONALIZED ROAD FOR LIUGONG

曾光安董事长与中国出口信用保险公司王毅董事长举行会谈，为柳工的深入国际化铺平道路

Recently, Mr. Zeng Guang'an, Chairman of LiuGong Group, met with Mr. Wang Yi, Chairman of China Export and Credit Insurance Corporation and had in-depth communications on Chinese enterprises' globalized progression, prevention of financial risks in overseas business and the development of financing and leasing business for Chinese machinery industry around the world. Regarding LiuGong's international development, the two sides both agreed to enhance the cooperation in "Belt and Road" projects and further support LiuGong's overseas financing and leasing business. The achievement will definitely be a strong boost to LiuGong's global business.

近日，广西柳工集团有限公司董事长曾光安与中国出口信用保险公司王毅董事长会面并就中国企业海外业务发展、有效防范金融风险 and 加强融资租赁和金融行业等方面交换了意见。双方将就“一带一路”项目与“海外融资租赁”项目进一步加强合作，相信在双方合作共商下，柳工的 2018 年海外业务发展将更为顺利。



VICE PRESIDENT LUO GUOBING VISITED CHINESE ENTERPRISES AND INVESTIGATED CHINA MACHINERY EXPORT MARKET

罗国兵副总裁走访中资企业，深入调研海外项目采购

Recently, Mr. Luo Guobing, LiuGong's Vice President in charge of overseas business, visited several Chinese enterprises with staff of LiuGong's Beijing office, to investigate and understand the changes and requirements of China's machinery export market.

At the Chinese International Contractors Association (CICA), Mr. Luo and Mr. Yu Xiaohong, VP of the Association, exchanged their ideas on deepening the cooperation with Chinese overseas contracting businesses and strengthening the involvement of Chinese CE companies in the "Belt and Road" construction projects. Luo expressed a desire to reinforce the strategic partnership and said that adequate communication was the foundation for good cooperation. LiuGong, with its all resources, is committed to providing the best products and services to satisfy the customers in terms of the product application, after-sales service and a total solution throughout a machine's life cycle.

近日，广西柳工机械股份有限公司罗国兵副总裁和北京办事处同事，走访了多家中资企业，了解中资企业海外项目采购的模式及需求变化。

在中国对外承包商商会，承包商会于晓虹副会长和罗国兵副总裁就深化战略合作关系，开展务实合作，共同推动承包工程与装备制造企业“抱团出海”，携手开拓“一带一路”市场等问题进行了深入探讨。罗副总裁表示充分的沟通是良好合作的开始，柳工将充分利用公司整体资源，在产品应用、售后服务以及全面解决方案等各方面，为客户提供满意的产品和服务。

SIX LIUGONG CRANES ARRIVED AT SHIGATSE TO ASSIST THE TIBETAN CONSTRUCTION 6台柳工起重机一次性交付，助力建设大美藏区

Shigatse city is between the Middle Himalayas and Middle Gangdise Nyainqentanglha mountains, where the average altitude is over 4,000 meters. It is also the hometown of the Everest and Yamzho Lake, one of the three Holy Lakes in Tibet.

On March 4, six LiuGong cranes were handed over to Darewa Group to assist the construction of Jiang dang Agro Ecological Industrial Park.

The cooperation between Darewa and LiuGong has lasted 2 decades and Darewa has evolved from a construction team of only over 10 people to a comprehensive group with 570-million in assets and businesses covering infrastructure, road and water conservancy construction, real estate, agriculture, service and auto car inspection and driving

training.

“With honesty and integrity, we have come this far; and only with the support of faithful partners like LiuGong, can we continuously grow.”

The manager of Darewa Group using brotherhood to describe the friendship between the two companies, “LiuGong’s products are tough and reliable. Most importantly, the service is fast, regardless of how remote the work site is. LiuGong cranes have been working in the Antarctic, so we are confident that they will have excellent performance in Tibet as well.”

Derewa’s fleet has more than 10 LiuGong machines including wheel loaders, excavators and cranes, etc. Together with the six new cranes, they will all be involved in the construction, to help the villagers to build a beautiful & prosperous homeland.

西藏日喀则位于喜马拉雅山脉中段与冈底斯山—念青唐古拉山中段，平均海拔4000米。这里有世界第一高峰——珠穆朗玛峰和西藏三大圣湖之一羊卓雍湖，风景壮美。

3月4日，柳工向当地的达热瓦集团一次性交付了6台柳工起重机，这些设备将用于江当万亩农业生态产业园区的开发。

达热瓦集团与柳工之间的友谊已经延续了近20年。从一支只有十几个人建筑队，发展成如今集建筑、公路工程、水利、房地产、农副产品、服务业、汽车检测、驾驶培训为一体，资产达到5.7亿元的大型企业集团。

“从达热瓦建筑队到现在，达热瓦本着诚实守信的经营原则，得以发展壮大，也是因为像柳工一样一路相互扶持的合作伙伴，我们才有了今天的资本和积累。”达热瓦集团负责人用手足情深来形容他与柳工之间的深厚情谊：“柳工自身产品质量非常过硬，服务又非常

的及时高效，柳工起重机曾经征服过南极的极限工况，我对柳工起重机在西藏的表现也充满信心！”

目前，达热瓦集团旗下已有几十台柳工装载机、挖掘机、起重机等各类工程机械设备。它们将和新加入的6台柳工起重机一起将江当万亩农业生态产业园区建成一个崭新的综合产业园区，帮助这里的居民建设一个美丽富强的新家园。



LIUGONG CRANE COMPANY HELD WOMEN'S HOISTING CONTEST 巾帼吊装大比拼，向奋斗在吊装行业的新女性致敬

On March 8, Anhui LiuGong Crane Company held a Women's Hoisting Contest at the Crane Business Park in Bengbu city and celebrated the International Women's Day in this special way.

Anhui LiuGong Crane Company will launch the C-series cranes in 2018 and after finishing the contest with TC250C5, Ms. Wang Jifeng, a participant from Henan Province, said with great satisfaction: “I have been driving cranes since I was 19 years old and have tried almost all products in the market and LiuGong C-series are fantastic and it is definitely among the best.”

3月8日，来自全国的二十五名女性机手齐聚柳工起重机产业园，上演了一场精彩绝伦的巾帼吊装大赛，用这种特殊的方式庆祝国际劳动妇女节。

据悉，2018年，安徽柳工将推出全新C系列汽车起重机和高空作业车，来自河南的选手王继丰女士在使用TC250C5完成比赛后，对设备性能赞不绝口：“C系列新品，我试着确实棒！我从19岁起开吊车到现在十几年了，什么车都摸过，这款新品我很中意！”

THE STUDIO OF SKILLED MASTER PENG ZHIFENG CONDUCTED AN APPRENTICE PROGRAM 彭智峰大师工作室首期学徒项目正式开课

On March 19, an apprentice program, which is the first program specialized for new LiuGong service employees, kicked off at the Studio of Skilled Master Peng Zhifeng at the LiuGong Global Customers' Experience Center. Under the tutelage of Master Peng, six apprentices will complete the six-month course in service and maintenance of LiuGong equipment.

Mr. Peng Zhifeng, a LiuGong Skilled Master, joined LiuGong in 1985 and worked at the LiuGong & ZF JV from 1996 to 2003. Subsequently, he joined LiuGong Overseas Sales and Marketing Division in the aftersales department and since 2009 he started to train others in machine maintenance and repair.

3月19日，彭智峰技能大师工作室首期学徒项目在全球客户体验中心正式开课。这是首个针对新员工开展的专项技能提升培训项目，由技能大师彭智峰亲自授课。6名参训学员将进行为期半年的学习，掌握设备的检测维修技能。

彭智峰先生于1985年加入柳工，1996年-2003年任职柳州采埃孚公司，2004年加盟柳工国际营销事业部服务部，2009年开始从事技术培训工作。由于其卓越的专业技能及丰富的实战经验，公司为他命名并负责的工作室于2017年正式成立运营。

柳工海外 LIUGONG AROUND WORLD

LIUGONG NORTH AMERICA SHOWCASED ITS STAR PRODUCT AT WORLD OF ASPHALT 柳工北美公司携明星产品亮相美国路面维修和交通安全行业展

On March 6, LiuGong North America attended the World of Asphalt and spotlighted its star product, the CLG856H wheel loader. As the only Chinese exhibitor, LiuGong's booth attracted many visitors. "It has been a decade since LiuGong North America started operation and we have been dedicated to bringing more reliable and competitive products to North America, Mexico, Middle America and the Caribbean areas, continuously satisfying our customers in their various application needs. LiuGong is committed to establishing a 24-hour customer response system with the rapid growth of a localized service network." said Li Dongchun, General Manager of LiuGong North America.

3月6日，柳工北美公司携明星产品—CLG856H亮相美国路面维修和交通安全行业展。作为中国工程机械行业唯一参展企业，柳工展位吸引了众多专业人士和客户驻足。展会上柳工北美公司总经理李东春表示“今年是柳工北美公司成立的第十个年头，柳工北美公司将向北美洲、墨西哥、中美洲和加勒比市场推出更多符合客户需求的产品，同时，通过建立本地化团队，力争在24小时内响应客户的需求。”



ENTREPRENEURS FROM THE CZECH REPUBLIC VISITED LIUGONG DRESSTA MACHINERY 捷克企业家代表团访问柳工锐斯塔

A 25-person delegation from the Czech Republic - owners of Czech companies, managers and professional bulldozer operators visited LiuGong Dressta Machinery at the beginning of the year. The group was headed by Lubomir Kopecky, co-owner of the company Kobex Bohemia, Dressta's dealer in the Czech Republic. The delegation was met by Wiesław Jakóbiak, Director of the Sales Department - Russia, Central Asia and

Eastern Europe, who gave a brief introduction. After a visit around the plant with Paweł Werens, product manager responsible for training at Dressta, the guests got the opportunity to test drive the TD-15R Extra and the TD-25M Extra dozers. During the visit, Lubomir Kopecky underlined the high durability and efficiency of the LiuGong Dressta Machinery manufactured machines and our proactive and pro-fessional approach

towards the customer. "We welcomed the Czech delegation with pleasure, as it is our long-time trading partner using Dressta dozers in many applications - mainly in the open-pit mines of North-West Czech Republic. Additionally, it was a pleasant surprise to meet among our Czech guests the users who have been associated with Dressta products since the beginning of its existence." - said Werens,

年初，柳工锐斯塔公司迎来了一个25人的捷克企业家代表团。代表团由锐斯塔捷克经销商Kobex Bohemia公司合伙人Lubomir Kopecky先生带队，成员包括捷克企业家，经理和推土机操作手。

柳工锐斯塔销售总监（俄罗斯、中亚和东欧区域）Wiesław Jakóbiak先生接待了代表团，并就公司历史和销售政策向来宾做了简单介绍。随后，在推土机产品经理Paweł Werens先生的陪同下，代表团参观了产品生产线并亲身体验了TD-15R Extra和TD-25M Extra推土机的性能。在走访中，Lubomir Kopecky向来宾强调了柳工锐斯塔产品的卓越性能和“客户为先”的服务理念。

“我们很荣幸可以接待来自捷克共和国的客户代表团。我们拥有悠久的合作历史，在捷克共和国北部的矿区仍然可以看到很多正在使用的锐斯塔推土机。尤其让我们激动的是，代表团中有操作手在我们品牌创始之初就一直使用锐斯塔推土机。”Paweł Werens先生说。



LIUGONG ASIA PACIFIC CELEBRATED LIUGONG'S 60TH ANNIVERSARY AND THE 8TH ANNIVERSARY OF VK GROUP 柳工亚太公司举办“柳工 60 周年暨老挝 VK 集团 8 周年”庆典活动

On March 15th, a celebration for the 60th Anniversary of LiuGong and the 8th Anniversary of VK Group was held in Vientiane, Laos. More than 100 guests, comprising of government officials, representative from LiuGong and VK group, LiuGong customers and media, attended the event. LiuGong launched "60 Years of Professional Service" – LiuGong's 2018 Service Tour in Laos at the event.

Established in 2009 and was the 1st Chinese corporation to setup a vehicle 4S store in Laos in 2010, VK Group joined LiuGong as its dealer in 2012 to develop CE business. In the past 6 years, the 2 companies have worked closely

not only to provide tough machines and comprehensive solutions that fulfill customers' needs, but also have made a great contribution to Laos' development and hired labor from Laos and neighboring countries. VK Group is committed to providing high-quality products and service to customers and they never stop investing in their aftersales segment. Now the group has an extensive business network across the nation, consisting of 20 sub-dealers, 12 service cars and 2 parts distribution centers in Vientiane and Luang Prabang, to ensure the efficient operations of all LiuGong machines in the country.

3月15日，“柳工 60 周年暨老挝 VK 集团成立 8 周年庆典”在老挝万象举行。100 多位来自中老政商界相关领导、客户嘉宾、柳工亚太公司和 VK 集团的领导及员工代表出席了庆典仪式。会上同时启动了“专业服务 60 年” – 柳工 2018 年老挝服务万里行活动。

VK 集团公司成立于 2009 年，2010 年初成为第一家在老挝设立汽车品牌 4S 店的中资企业。2012 年成为柳工经销商，发展工程机械业务。6 年来，双方精诚合作，为老挝客户提供满足施工需求的全套强悍设备和解决方案，助力老挝经济发展，并为老挝国内以及邻国劳动者创造不少就业机会。VK 集团致力于为用户提供优质的产品和服务，持续完善后市场建设，公司现有的 20 家二级经销商遍布老挝主要城市，12 辆服务车和位于万象、琅勃拉邦的配件中心可以确保客户的正常运行。

LIUGONG DELIVERED ROAD EQUIPMENT TO MYANMAR GOVERNMENT 柳工交付缅甸政府大批量路面整机订单

LiuGong successfully delivered 45 units of road equipment including rollers and wheel loaders to the government of Myanmar. The equipment will soon be distributed across Myanmar to assist the road construction projects. LiuGong and its dealer of AUNG GYI Trading Company will endeavor to fulfill the customers' needs and be prepared for any "OBOR" construction projects.

3 月，柳工顺利交付缅甸政府大批量路面整机订单。此次包括压路机和挖掘装载机在内的 45 台设备，将用于缅甸市政道路建设。柳工及其缅甸经销商 AUNG GYI 公司将携手持续深入践行国家“一带一路”倡议，助力缅甸经济发展。



REPORTED BY LIUGONG ASIA PACIFIC 柳工亚太公司报道

On March 19 in Fernando City, Philippines, a LiuGong service team received praise from customers after completing maintenance on 4 CLG855N. The LiuGong Asia Pacific service teams are responsible for keeping over 3000 machines in the Philippines alone up and running.

At the construction site of the Hotel of Philippines Clark Airport, a LiuGong CLG922D

excavator is busy cleaning the field. The machine was delivered in 2012 and has accumulated more than 14,000 working hours. Since it receives routine maintenance from LiuGong's service team, the machine is still performing well and has not required any major overhauls.

Similarly, in a sand pit in the Philippines, LiuGong customers have been

impressed by the performance of 2 856Hs: "They are not only capable of working continuously for a long time in the dust and high temperature environment, but the equipment is flexible and efficient, which has greatly reduced the idle time of the loading truck and has created more value for us."



3 月 19 日，菲律宾圣费尔南多市，柳工服务团队完成了 4 台 CLG855N 的保养服务后收获了客户的衷心感谢。也正是这一支团队负责着菲律宾市场上 3000 多台柳工设备的维修保养。

在菲律宾克拉克机场酒店建设工地上，一台柳工 CLG922D 挖掘机正紧张的忙碌着。这台挖掘机 2012 年交付给菲律宾客户，已经累计工作一万四千多个小时。由于定期获得柳工服务团队的专业保养，至今没有大修，并保持良好的工作状态。

同样，在菲律宾某客户的砂场上，两台柳工 CLG856H 装载机的表现也令客户刮目相看：“它们不但可以在沙尘和高温环境下长时间连续作业，同时设备灵活高效，大大降低了卡车的待车时间，为我们创造更多价值。”



LIUGONG WON THE GOVERNMENT BIDDING IN BRAZIL 柳工产品喜获巴西政府订单

LiuGong won an order for 33 machines in the purchasing bidding organized by the Brazilian Ministry of Agriculture on March 13. The order includes rollers, excavators and wheel loaders and it is the second time that LiuGong Latin America won a government bid. Last November, LiuGong obtained an order from Brazilian Military through an advertised bid.

The government's budget for construction machinery has a 15%-40% float every year, but the sourcing always has huge influence over the markets. It is also true that the Brazilian government prefers for brands to not only have a worldwide reputation, but also have manufacturing facilities in the nation.

As one of the LiuGong's 2nd home markets, LiuGong has been in Brazil for 10 years, and thanks to the localized development and the gradual increase of its brand awareness. LiuGong has become a competitive brand in Brazil.

Both LiuGong's 922D and 835H are earmarked as FINAME, which means over 60% of its parts are from local and they qualify for financing purchase and sales operations and are considered exports as a Brazilian machinery brand.

It was also reported that on March 15th, LiuGong obtained another order of 5 units of wheel loaders in the government procurement in the mining state of Minas.

3月13日，柳工在巴西农业部招标中，中标33台工程机械产品，涵盖压路机、挖掘机、装载机等各产品线。这是继2017年11月底柳工中标巴西军方招标后的第二笔政府订单。

巴西政府的工程机械采购预算每年会有15%-40%的浮动，但是政府采购的产品对工程机械市场具有很大的影响和示范效应。长期以来，政府采购更青睐于在巴西设厂的国际大品牌。

巴西是柳工重要的第二市场，经过近十年的深耕细作，柳工通过品牌适应性升级和本地化发展，正逐步扩大其在巴西市场的影响力。特别是柳工922D挖掘机和835H装载机已获得FINAME资质，可获得本土机械设备品牌相同的销售/出口的金融支持。

据悉，3月15日，在矿业大省米纳斯州的政府采购项目中，柳工再次斩获5台装载机订单。

LIUGONG ATTENDED BAUMA CONEXPO AFRICA -THE KICK-OFF OF LIUGONG'S 60TH ANNIVERSARY GLOBAL TOUR IN AFRICA 柳工参展非洲宝马展 - 启动柳工60周年全球行活动非洲站巡礼

LiuGong South Africa officially started its celebrations for LiuGong's 60th Anniversary in the Sub-Saharan Africa Region during Bauma ConExpo Africa in Johannesburg on 13-16 March. LiuGong's growing market share in the sub Saharan Region is bolstered by its strong background of 60 years and its deep-rooted dealer network in the region. Burgers Equipment Africa and CES Forklifts supported LiuGong South Africa (LGSA) with their experienced team during Bauma Show which became the showcase of the ground breaking 856H wheel loader and 950E excavator together with the 425 grader, 614 roller, 375A SSL, 777A BHL and CPCD25 model to

represent the booming sales of forklifts in South Africa.

LiuGong South Africa welcomed many existing and potential clients and stakeholders from all around South Africa and neighboring countries and even from mainland China. Mr Li Yi, the General Manager of LGSA hosted our valuable guests Mr. Qi Jun, Chairman of CCMI (China Construction Machinery Industry Association), and Mr. Zhou Weidong, Vice-Chairman of CCPIT-MSC (China Council for the Promotion of International Trade Machinery Sub-Council), to evaluate and exchange information about LiuGong's contribution in the African Market and CCMI's and CCPIT-MSC activities

and support to grow Chinese interest in the region.

"The trade fair reflected a sense of renewed optimism and highlighted the opportunities in the industry despite recent economic challenges," says Stephan Rummel, MD of Messe Muchen. Mr. Kivanc Eren, Sales Director of LGSA, adds that Bauma was the start-up for LiuGong's 60th Anniversary Celebrations in Africa and a good venue to accelerate our brand focus.

3月13-16日，柳工南非公司参展在约翰内斯堡举办的2018非洲宝马展，并在展会上宣布正式拉开柳工60周年全球行非洲站活动序幕。得益于柳工60周年的技术传承以及扎根在这片热土的柳工经销商，柳工产品在撒哈拉以南非洲的市场份额逐年增长。本届展会，柳工向非洲市场正式推出全新的H系列装载机(856H)和E系列挖掘机(950E)。同台展示的还有：425平地机，614压路机，375A 滑移装载机，777A两头忙和CPCD25叉车。柳工 Burgers 设备公司和 CES 叉车率精英团队给予了柳工极大的支持。

展会期间，柳工南非公司总经理李翊接待了中国工程机械工业协会会长祁俊，以及中国国际贸易促进委员会机械行业分会副会长周卫东，协会领导高度评价了柳工在南非的表现，双方就深化合作展开讨论。

"本届展会的圆满举行反映了市场正逐步回暖，客户对未来持乐观态度。"慕尼黑展览公司执行总监 Stephan Rummel 说。柯万奇，柳工南非公司销售总监，在展会上宣布柳工正式开启柳工60周年全球行非洲站巡礼。



LIUGONG SOLD FIRST 890H TO SOUTH AFRICA 柳工 890H 登陆非洲，初战告捷！

Zingaro, a mining service company in South Africa, purchased a LiuGong 890H after one month's tryout and became the first customer in South Africa to buy LiuGong's new generation of large tonnage wheel loader.

The fleet manager of Zingaro commented: "LiuGong is the most trustworthy Chinese construction machinery brand I have ever known. LiuGong has satisfied us with its reliability, price and the after-sale support. This is our first time to use LiuGong equipment, but I'm sure there will be soon enough a second, and more." The company has bought 8 units including wheel loaders, graders and bulldozers not long ago and we are pleased to see more and more LiuGong equipment working in the pits in Africa.

南非矿业服务公司 Zingaro 在试用了一个月的柳工大型装载机后，欣然采购了一台 890H，成为柳工新一代大型装载机的首位南非客户。

Zingaro 公司设备主管评价说：“柳工是我见过的最值得信赖的中国工程机械品牌，不论是产品可靠性、性价比还是售后支持等均让我们满意，这是我们第一次使用柳工设备，但是

我敢肯定还会有更多的合作机会。”此前，该公司已经一次性采购装载机、平地机和推土机在内的 8 台设备，柳工的强悍设备将更多的助力南非矿业发展。



LIUGONG 22 MACHINES SET OFF TO KAZAKHSTAN 柳工 22 台设备顺利发车

On March 22, a total of 22 machines, graders, forklifts and air compressors, were sent off to Kazakhstan to participate in an "OBOR" road construction project in Kazakhstan. LiuGong

equipment has proved capabilities to work in tough conditions and these machines will overcome low temperature and high altitude in local area to assist the construction.



3月22日，包括平地机、叉车、空压机产品在内的 22 台柳工设备顺利发车前往哈萨克斯坦投入当地的公路建设项目。这些设备将克服当地低温、高海拔的艰苦条件，助力“一带一路”建设。

LIUGONG HELD CUSTOMER APPRECIATION DAY AND 60TH ANNIVERSARY CELEBRATION IN QATAR 柳工举办 60 周年宣传暨卡塔尔客户答谢会

LiuGong Middle East held a Customer Appreciation Day and 60th Anniversary Celebration in Doha, Qatar. The guests were impressed by LiuGong's pursuit of innovation in both technology and products which has created tough equipment that can adapt to the extremes in the desert environment and the total solutions whether regarding various application needs or thorough customers' support throughout machines' life cycle. The event ended successfully with 5 units sold on-site.

3月7日，柳工中东公司在卡塔尔多哈举办了 60 周年宣传暨卡塔尔客户答谢会。柳工对技术和产品不断创新，造就适合沙漠恶劣环境的强悍设备；全系列产品的不同工况需求并为客户提供最大支持的全面解决方案都给来宾们留下了深刻印象，答谢会获得圆满成功，现场成交 5 台设备。



LIUGONG PARTICIPATED IN THE FORUM OF "THE BRIDGE OF CHINA & MOROCCO ENTERPRISES" 柳工出席“中摩企业桥梁”研讨会

On March 22, LiuGong and Mecomar Co., LiuGong's Moroccan dealer, participated in the forum, "The Bridge of China & Morocco Enterprises", which was hosted by the Casablanca Management School of Morocco and

China European International Business School. The guests had extensive conversations over the subject of "Education and Knowledge to Promote Common Prosperity". Mr. Chen Meng, LiuGong's Moroccan representative,

addressed the forum regarding LiuGong's presence in the country.



3月22日，柳工及摩洛哥经销商 MECOMAR 公司出席了由摩洛哥卡萨布兰卡管理学院和中欧国际工商学院联合举办的“中摩企业桥梁”研讨会。会上，嘉宾就“教育与知识促进共同繁荣”的主题进行了广泛讨论，柳工驻摩洛哥首席代表陈猛先生应邀发言。

