

2016 Presidents' Forum

2016年主席论坛



Industrial Truck Institute, CCMA
中国工程机械工业协会工业车辆分会

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AGENDA 目录

- **Macro-economic Development in China**
中国宏观经济形势
- **Industrial Truck Market in China**
中国工业车辆发展状况
- **Development Trend of Industrial Trucks in China**
中国工业车辆发展趋势

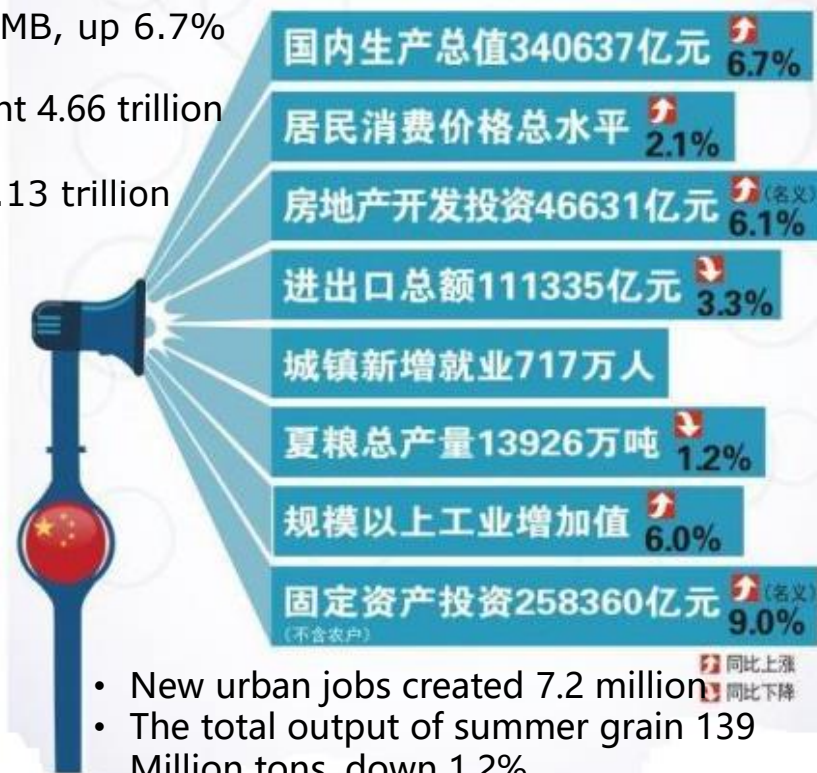


Economy numbers for China in H1 中国上半年经济数据

In the first half of 2016, the economy of China has continued the downward trend in the context of “The three period superimposed” . Although the trend seemed to be stabilized obviously in the first half year, the downward pressure remains.

2016年上半年中国经济增长在“三期叠加”的背景下延续下行趋势，虽然上半年企稳迹象呈现，但下行压力仍较大。

- GDP 34.06 trillion RMB, up 6.7%
- CPI up 2.1%
- Real estate investment 4.66 trillion RMB, up 6.1%
- Import & Export 11.13 trillion RMB, down 3.3%



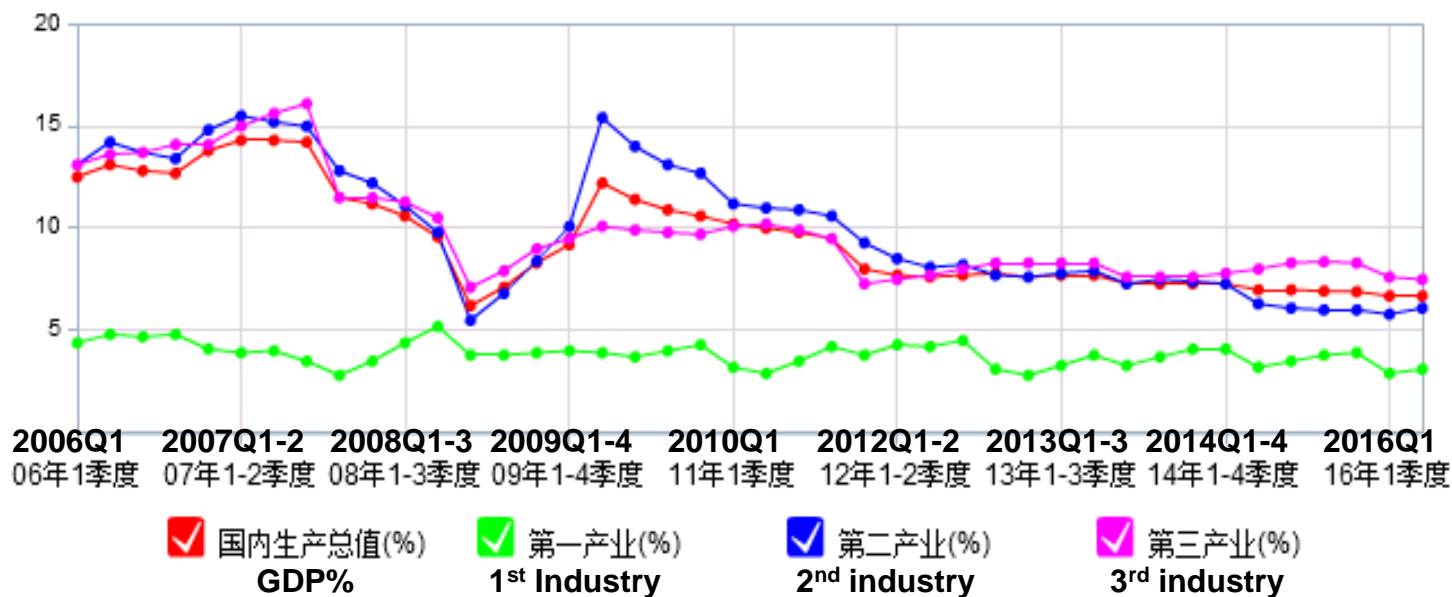
- New urban jobs created 7.2 million
- The total output of summer grain 139 Million tons, down 1.2%
- Scale industrial added value, up 6.0%
- Fix asset investment 2.58 trillion RMB, up 9.0%



GDP 国内生产总值

In the first half of 2016, the GDP increases by 6.7%. The increase keeps a high rate, which conforms to the expected rate of 6.5%-7%, but the rate decreases by 0.3%, compared with the same period in 2015.

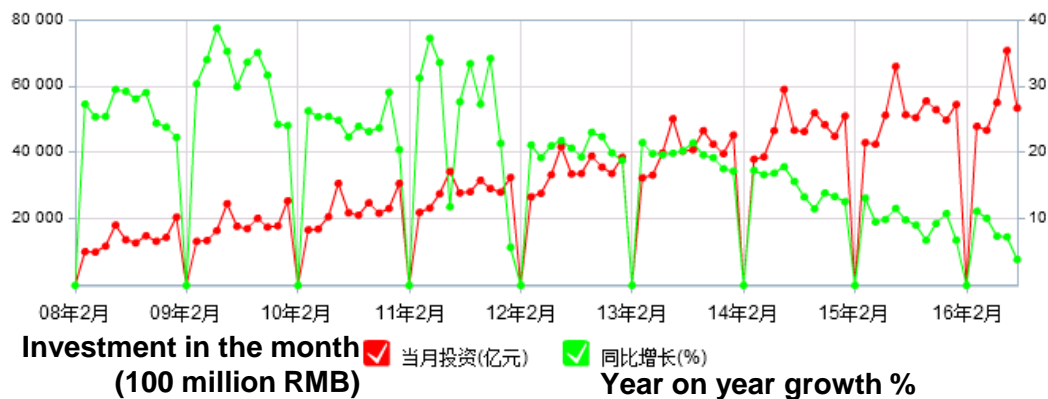
2016年上半年GDP增速6.7%，虽然仍保持相对较高增速，符合预期的6.5%-7%，但较2015年同期增速下行0.3%。



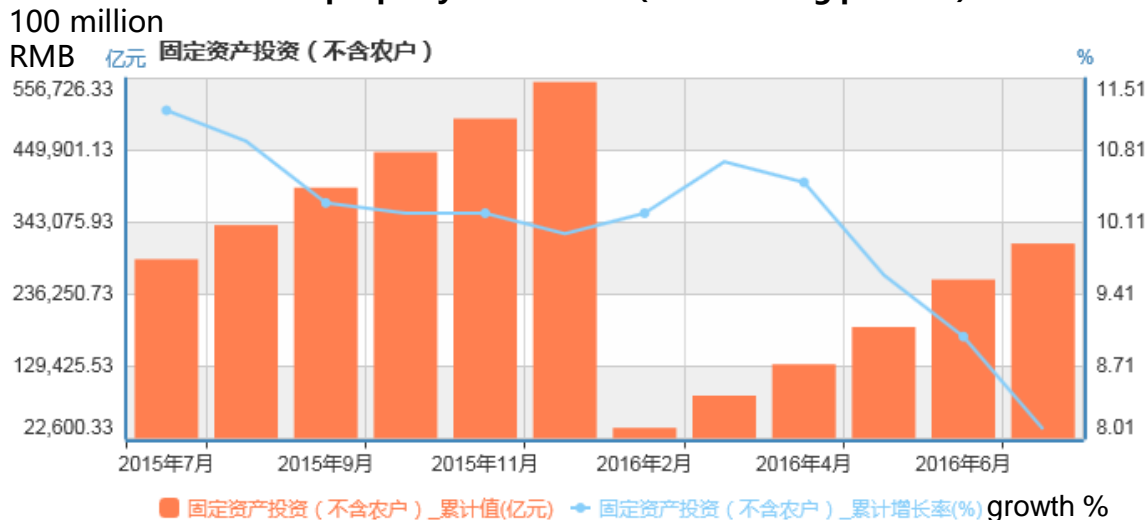


Growth Rate of Fixed Asset Investment (Non-agricultural) 城镇固定资产投资

The investment on real property from January to July in China increased by 8.1% on a year-on-year basis, which was expected to be 8.9%, but previously reported as 9%. 中国1-7月城镇固定资产投资同比8.1%，预期8.9%，前值9%。



Real property investment (no including peasant)



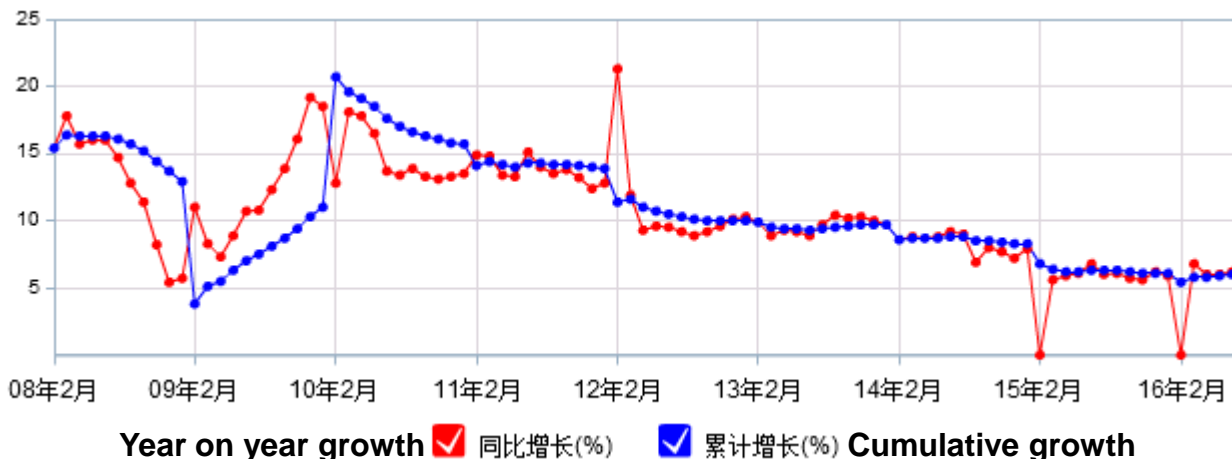
The increase rate decreased by 0.9% compared with that from January to June. On a month-on-month basis, the investment on real property in July (no including peasant) increased by 0.31%. 增速比1-6月份回落0.9个百分点。从环比速度看，7月份固定资产投资（不含农户）增长0.31%。



Growth Rate of Added Value of Industries 工业增加值增长

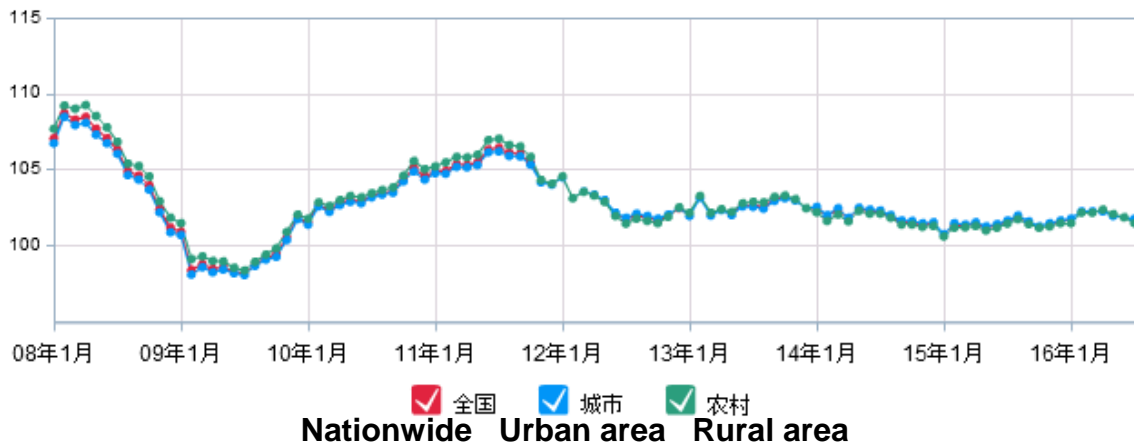
In July, 2016, the added value of industries above a designated scale actually increased by 6.0% on a year-on-year basis (all the following added values are actual increase rate with the price factor deducted), which decreased by 0.2% compared with that in June. In July, the value increased by 0.52% on a month-on-month basis, which was 0.02% higher than June. From January to July, the value increased by 6.0% on a year-on-year basis.

2016年7月份，规模以上工业增加值同比实际增长6.0%（以下增加值增速均为扣除价格因素的实际增长率），较6月份回落0.2个百分点。从环比看，7月份，规模以上工业增加值增长0.52%，比上月加快0.02个百分点。1-7月份，规模以上工业增加值同比增长6.0%。

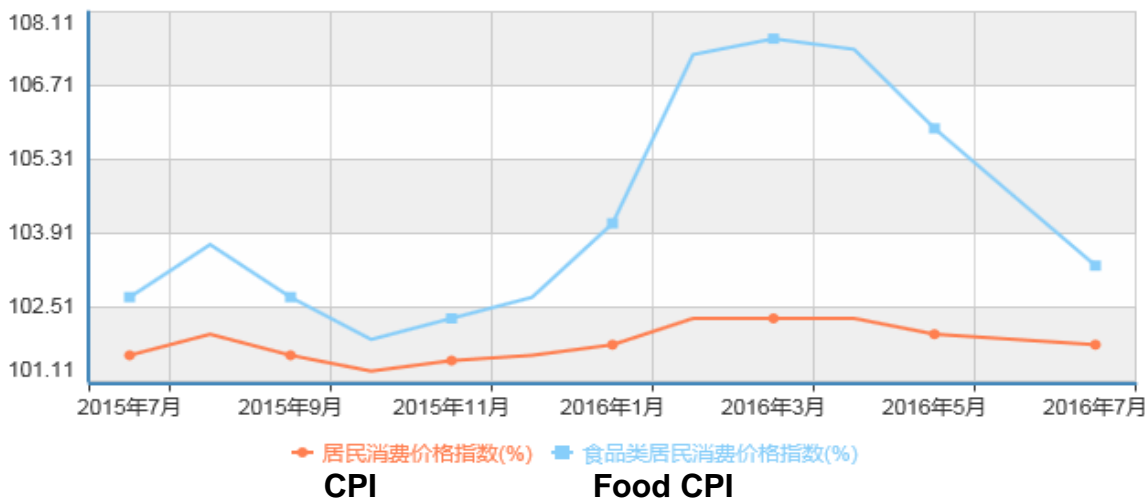




Consumer price index 居民消费价格指数



% 居民消费价格指数(上年同月=100)



In July, 2016, the domestic CPI generally increased by 1.8% on a year-on-year basis, in which:

- Urban area: 1.8%
- Rural area: 1.5%
- Food price: 3.3%
- Non-food price: 1.4%
- Consumer goods: 1.4%
- Service price: 2.3%

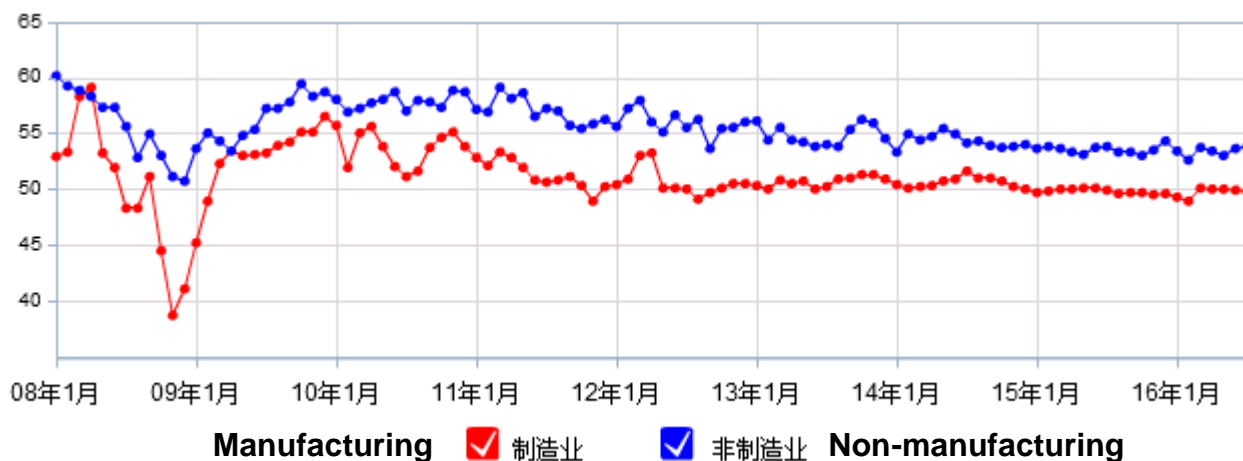
2016年7月份，全国居民消费价格总水平同比上涨1.8%。其中，城市上涨1.8%；农村上涨1.5%；食品价格上涨3.3%；非食品价格上涨1.4%；消费品价格上涨1.4%；服务价格上涨2.3%。



Purchasing manager index 2016年7月采购经理人指数

On the enterprise scale aspect, the PMI of large enterprises was 51.2%, which was 0.2% higher than last month, and kept higher than critical point. The PMIs of middle and small enterprises were 48.9% and 46.9% separately, which were 0.2% and 0.5% lower than last month, but has been decreased for two months, both lower than the critical points.

分企业规模看，大型企业PMI为51.2%，比上月上升0.2个百分点，持续高于临界点；中、小型企业PMI分别为48.9%和46.9%，比上月下降0.2和0.5个百分点，连续两个月回落，均低于临界点。



On the sub-index aspect, among all the 5 sub-indexes of production PMI, production index, new order index and vendor delivery time index were higher than critical points, while practitioner index and original material storage index were lower than the critical points.

从分类指数看，在构成制造业PMI的5个分类指数中，生产指数、新订单指数、供应商配送时间指数高于临界点，从业人员指数和原材料库存指数低于临界点。

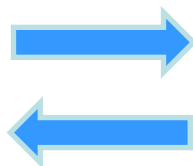


Macro-economic Development in China

中国宏观经济形势

The economy growth of China enters into a new normal state. The contradiction between suppliers and buyers are serious. There are lots of challenges in economic operation. Therefore the structural reform must be enforced. The "13th Five Year Plan" will be an important window period for the transformation. 中国经济发展进入新常态，供给双方矛盾突出，经济运行面临诸多挑战，结构性改革势在必行。“十三五”为转型的重要窗口期。

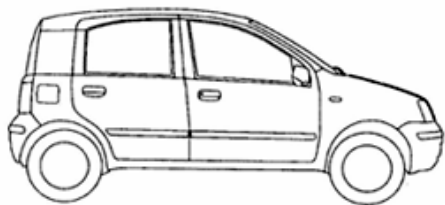
Supply side
供给侧



Demand side
需求侧



1.1 unit/person
1.1套/人



110 unit/ 1 thousand ppl
110辆/千人



Excess capacity in iron & steel, coal, petro chemistry, construction materials
钢铁、煤炭、石化、建材产能过剩

Diversity, high-level, service oriented
多样化、高端化、服务化



In order to perform the reform at the supply side, there are mainly five tasks: address overcapacity, reduce inventory, deleverage, lower costs, and bolster areas of weakness.

推进供给侧改革，主要是五项任务：去产能、去库存、去杠杆、降成本、补短板。

The core of new round transformation is to enhance the quality and benefit of economy growth, and to change from focusing on scale and speed to focusing on quality and benefit.

新一轮转型的核心是提高经济增长质量和效益，从规模速度型增长转向质量效率型增长。

There are new challenges and bottleneck restriction, the biggest bottleneck is the lack of R&D and innovation capacity.

面临新的挑战 and 瓶颈制约，最大的瓶颈就是研发和创新能力不足。

Measures: to implement innovation drive strategy, increase the human capacity investment, promote the industry to middle and high level, advance human-centered urbanization, promote the green and low-carbon development, and be blended into the global economy.

措施：实施创新驱动战略、加大人力资本投资、推动产业迈向中高端、推进以人为核心的城镇化、推进绿色低碳发展、深度融入全球经济



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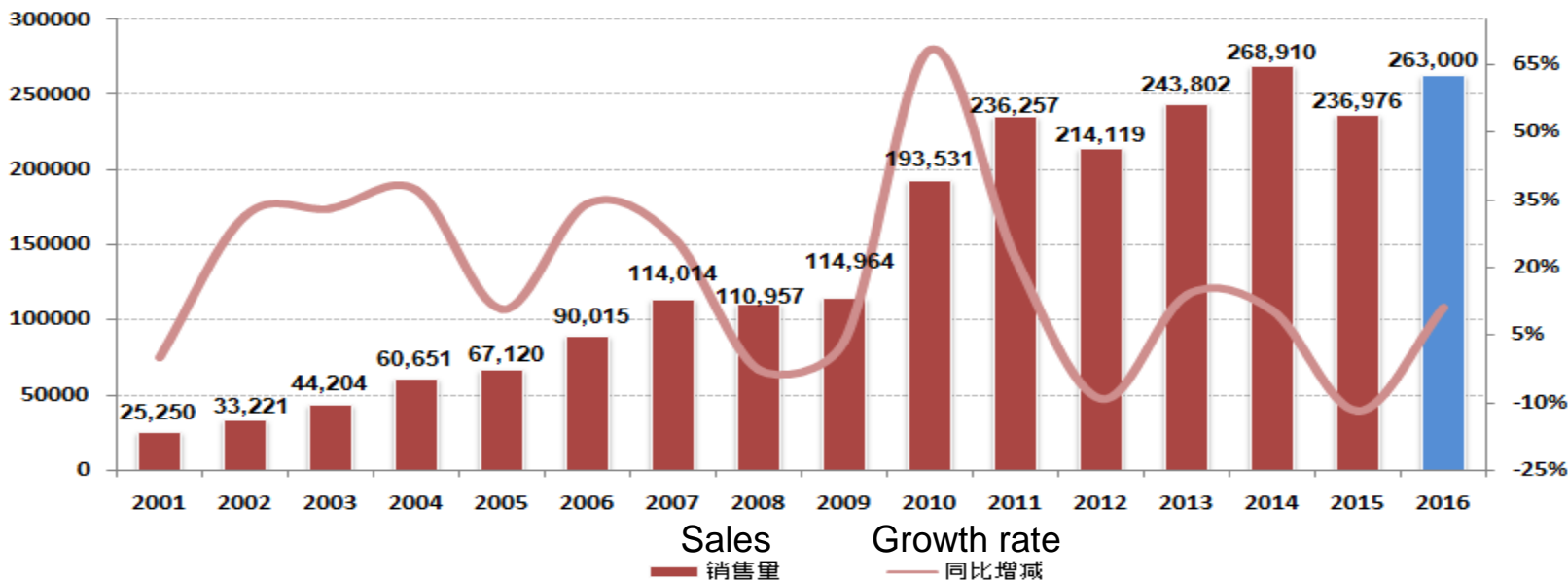
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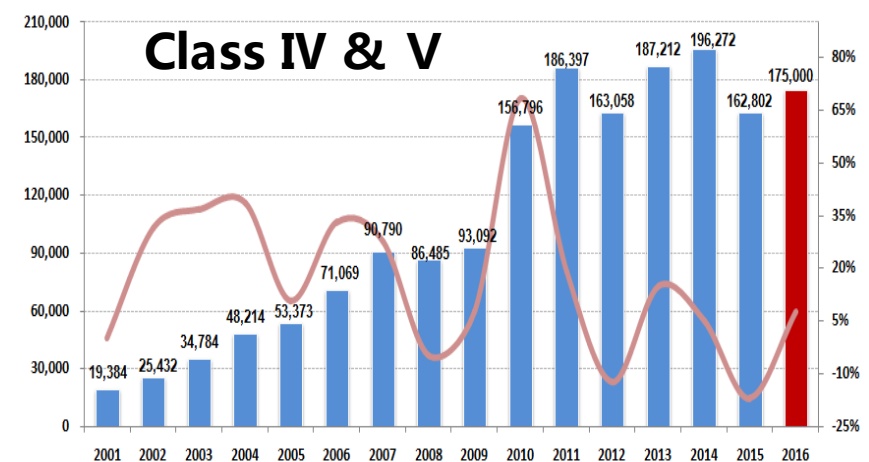
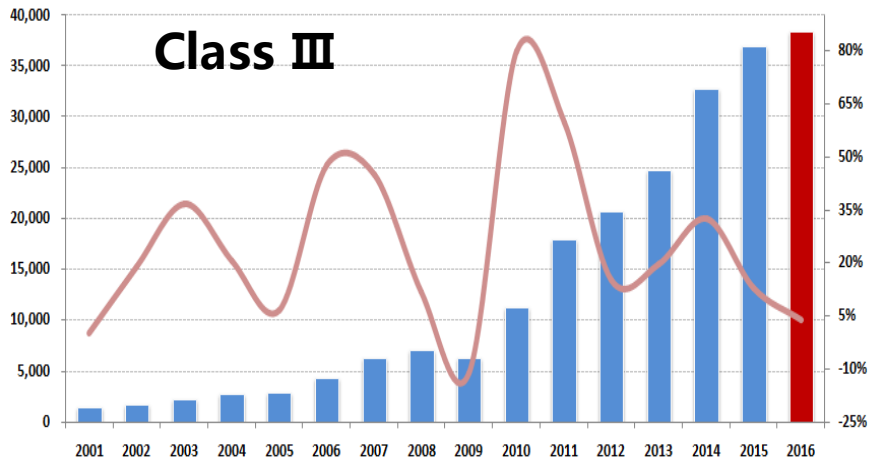
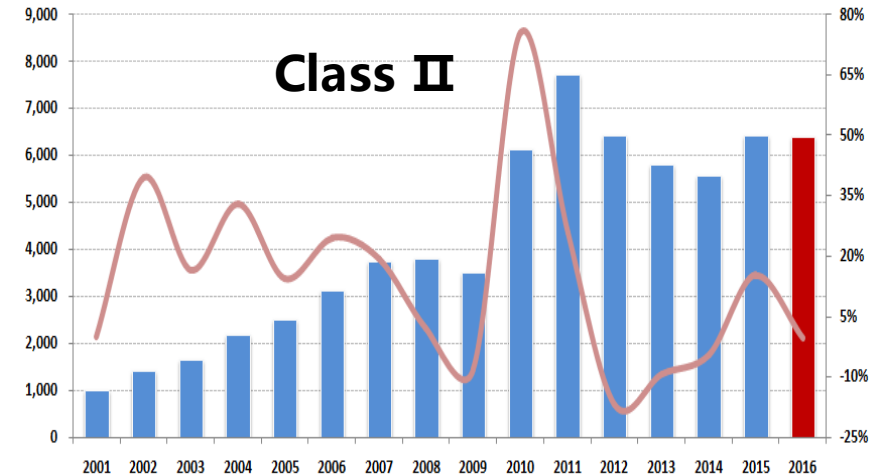
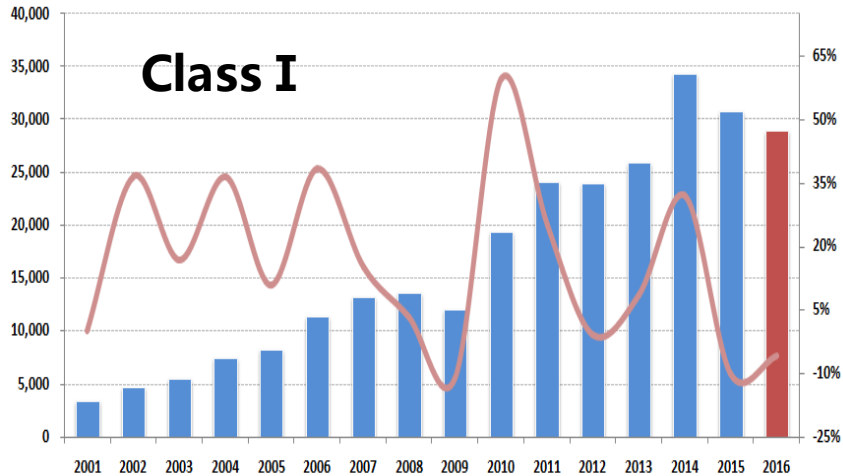
Sales of Chinese FLT industry 2001-2016 2001年至2016年中国机动工业车辆销售情况



The industrial truck market in China has been adjusted for more than a year since the 4th quarter of 2014. In the first half of 2016, the sales volume in the truck market reached 131,644 units, which increased by 2.18%, compared with the 128,836 units in the first half year of 2015. The sales volume in the whole year can be predicted to be 263,000 units. 中国机动工业车辆市场自2014年四季度开始调整，经过了一年多时间，2016年上半年叉车市场的销售量达到131,644台，与2015年上半年的128,836台相比，上升了2.18%。预计全年销售总量在26.3万台左右。

Industrial Truck Market in China

中国工业车辆发展状况



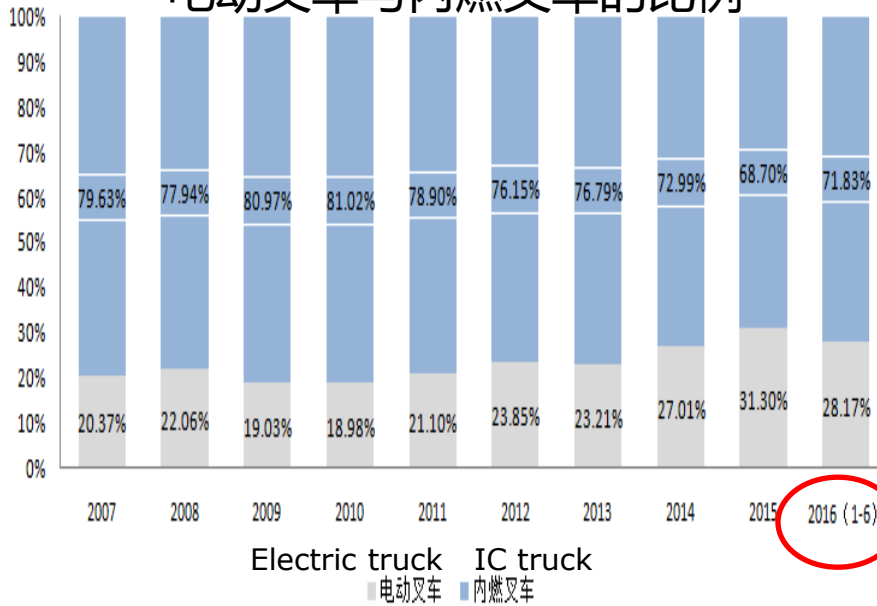
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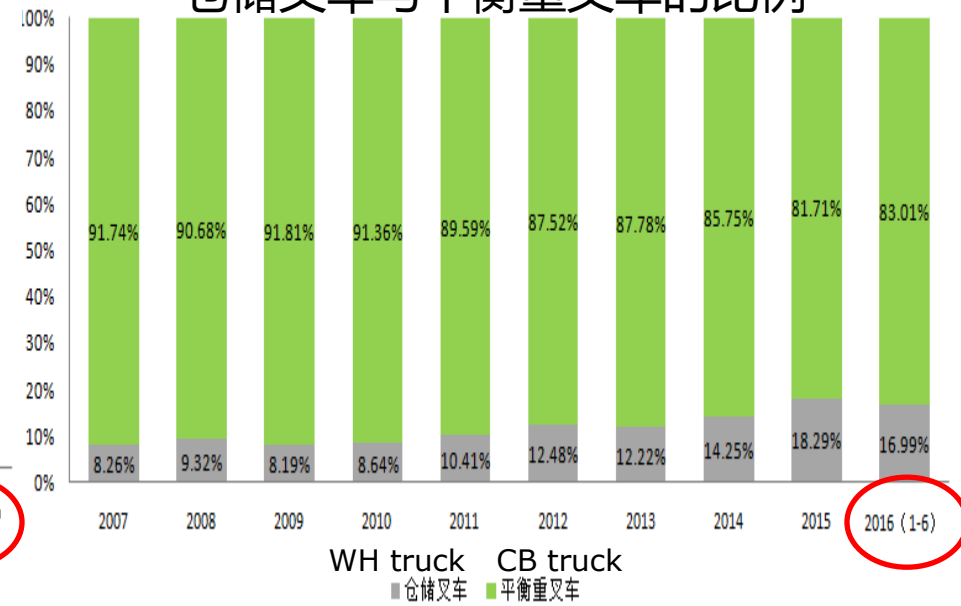
Electric truck vs. IC truck

电动叉车与内燃叉车的比例



WH truck vs. CB truck

仓储叉车与平衡重叉车的比例



The ratio of electrical truck to IC forklift and the ratio of WH truck to counter balanced truck keep increasing. However, the trends were changed in the first half of 2016, which is mainly caused by inventory deduction for non-road mobile machinery before the national emission standard switching from Stage II to Stage III on April 1st.

电动叉车与内燃叉车的占比，仓储叉车与平衡重叉车的占比一直是处于上升状态，但2016年上半年出现变化，主要是4月1日非道路移动机械国二切换国三前去库存的原因。



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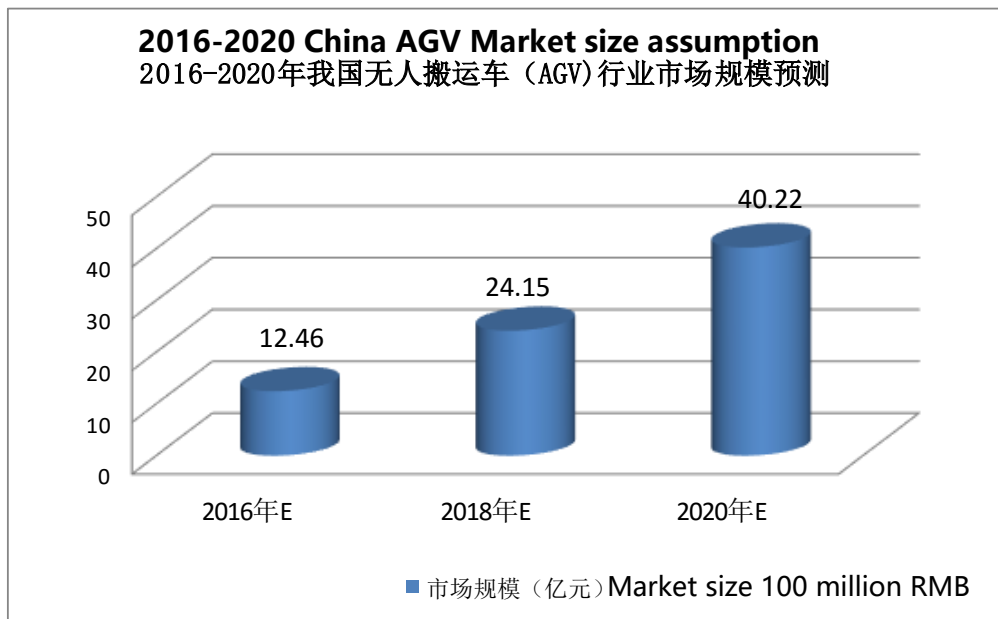
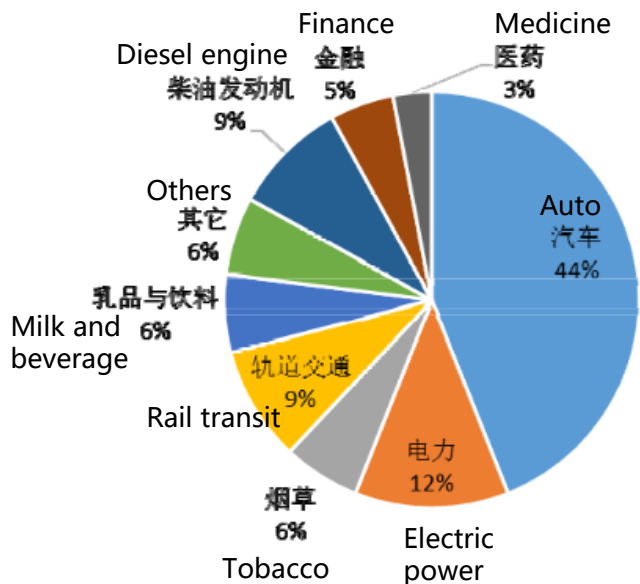


- ★ It is predicted that the industrial truck industry in 2016 will not change obviously compared with last year. 预计2016年中国机动工业车辆行业相比去年变化幅度不大；
- ★ Currently, China government has higher and higher emission requirements for non-road mobile vehicles. The emission standards in some areas are higher than the national standards (such as Beijing and Shenzhen, etc.). Beijing and Shenzhen are also considering compensation policies for the electrical truck buyers. In the above conditions, the proportion of electrical trucks will be higher and higher in future. The inventory of Stage II IC trucks will be deducted during the switch to Stage III, so decrease trend is not obvious in the first half year. In the prediction of the following period, the counter-balanced diesel trucks will keep a negative growth of a whole year. 目前中国对非道路移动机械排放要求越来越高，有些地区的排放标准要高于国家标准（例如北京、深圳等），北京和深圳还在考虑对购买电动叉车实行补贴政策。从以上情况来看，未来电动叉车占比会越来越高；内燃叉车在国三切换期间去国二库存，上半年没有出现大的跌幅，但从后续情况看，全年内燃平衡重叉车还将出现负增长；
- ★ With the rapid development of e-commerce in China, there are still high demands in the warehouse trucks, the demands from warehouse logistics keep increasing. The growth of WH trucks remain the fastest, and is predicted to be continue in future. 中国随着电子商务的迅速发展，仓储叉车继续保持良好的需求，仓储物流对叉车的需求还在不断增加，仓储类叉车近年来一直是增长最快的类型，预计未来这种增长还将延续；
- ★ Market competition remains serious, and products in segment market will get more and more attention. 市场竞争依然激烈，细分市场产品越来越受到重视。



“Made in China 2025” make production industry upgrade come true. In the following years, the demand for AGV as the material handling equipment will keep increasing trends.

“中国制造2025”实现制造业升级，未来几年 智能工业车辆（AGV）作为自动化制造、自动化仓储的物料搬运设备，需求将呈现快速上升趋势



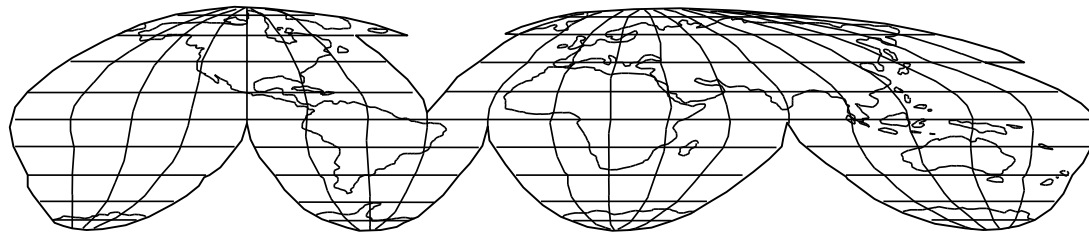
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ALLIANCE OF INDUSTRIAL TRUCK ORGANIZATIONS



The End

Thanks for your attention!