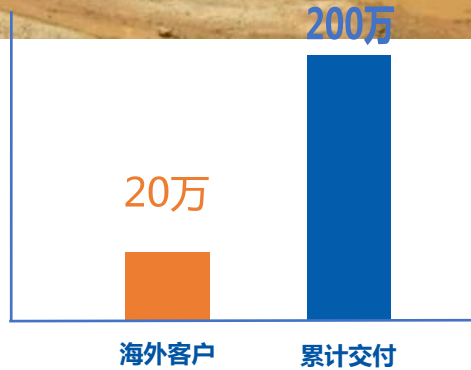




打造世界一流商用车品牌



SHACMAN Has become the backbone of China's heavy truck exports

SHACMAN has sold to over 100 countries and regions worldwide, with a marketing service network covering regions such as Africa, Southeast Asia, Central Asia, Russia, the Middle East, Central and South America, and the European Union

SHACMAN marketing global networks

SHACMAN products has been sold to more than 100 countries and regions around the world, and its marketing network, accessories and service network covers Africa, Southeast Asia, Central Asia, Russia, the Middle East, central and South America, and EU.

Sales Network

- 42 overseas offices
- 150 marketing franchisers and 200 second-class sales networks.

Service Network

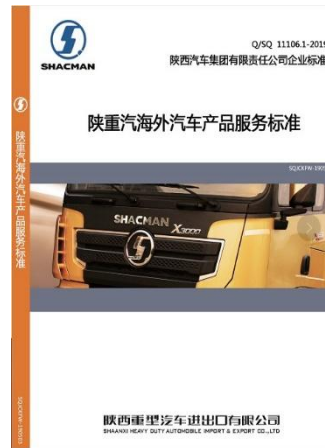
- 380 post-sale service networks.
- 115 special engineers abroad, providing the technical support.
- 2900 Localized service specialists who provide the post-sale service to the global customers.

Parts Network

- 26 overseas spare parts center and 130 parts franchise stores.

Comprehensive Service Support

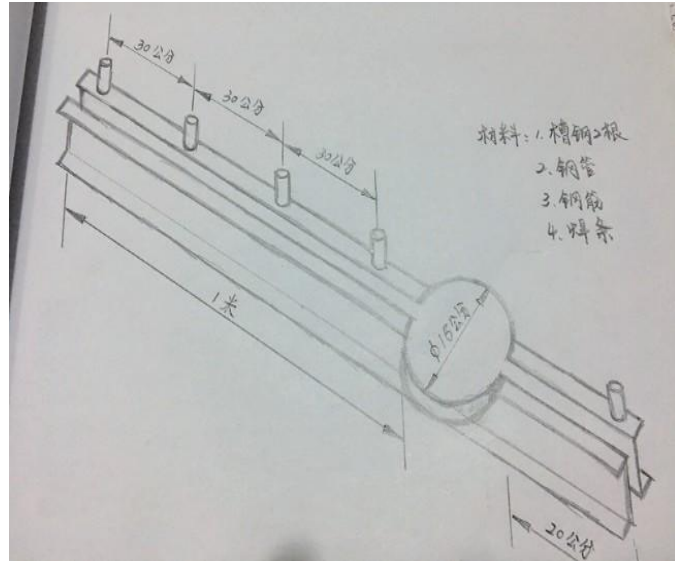
According to the standardized system and process file , SHACMAN combines the the advantage of the domestic and abroad resource and builds up the 'Headquarter+Abroad Office+Service Network+Specialist' guarantee system to provide the full-scale service guarantee for the customers



标准化的制度与流程文件



Case: Service innovation bringing greater value to customers



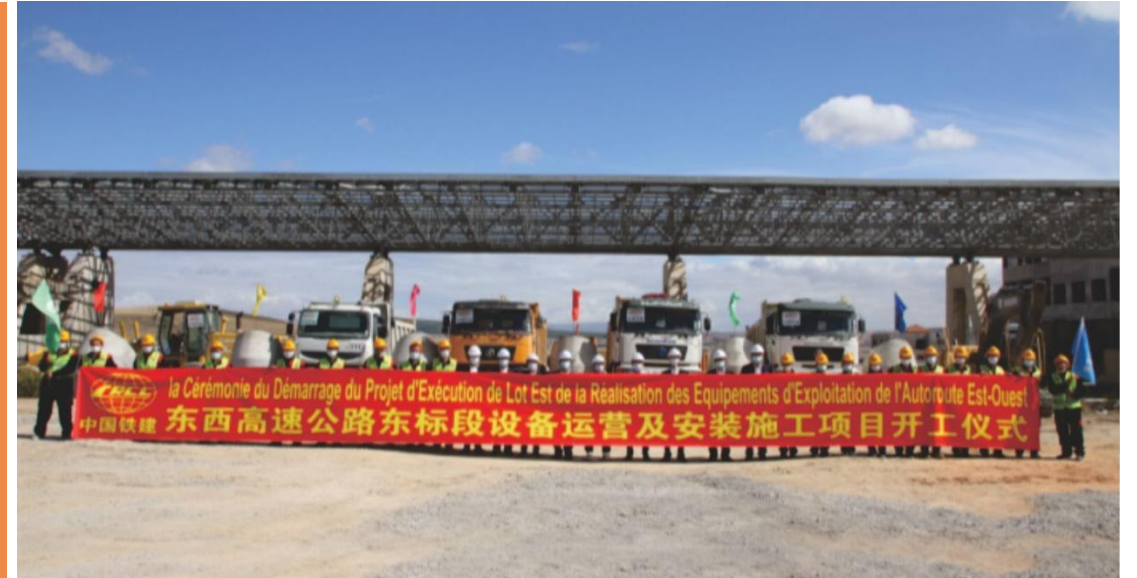
Project Name	CRBC KKH Project in Pakistan
SHACMAN Vehicle	206辆 Units
Maintenance Problem	It is difficult and unsafe when changing the clutch discs in the open field, because there is no hanger, lifting point or crane.
Service improvement station	Service manager Xiaofang Zhao
Improving method	Make special hanging tool

- ① Solving the problem of the front-lifting cylinder interference when changing the clutch discs.
- ② The standardized hanger is simple to make, cost and time saving
- ③ Save the maintenance fee up to 280,000CNY per month



East-West Expressway Project in Algeria

The Algeria East-West Expressway project started in 2006 undertaken by the China CITIC-China Railway Construction Consortium , which was the largest overseas project that year. The project has heavy tasks, crowded schedules and high requirements for vehicle attendance. There are nearly 5,000 SHACMAN trucks used in the project. In order to ensure the normal use and efficient attendance of SHACMAN vehicles, SHACMAN has set up a special team of more than 10 service engineers to each bid section of the project and two maintenance centers with 20 million vehicle accessories. After the project, SHACMAN stood out among many equipment suppliers with its excellent performance, and was awarded "Excellent Equipment Supplier" and "Best Service Team" by the CITIC-China Railway Construction Consortium.



Bolivia ESPINO Highway Project

In July 2018, the Bolivia ESPINO project undertaken by China Railway First Group Co., Ltd officially started construction. The ESPINO highway is an important national highway connecting southern Bolivia and Santa Cruz, a powerful economic province. The completion and opening of the highway will change the current closed social environment of the region and create a better environment for the diversified development of Bolivia's industry and agriculture. SHACMAN heavy trucks ensure the smooth implementation of the project with safe & reliable quality and professional & efficient services.





China-Laos Railway Project

In 2015, Lao Deputy Prime Minister Songsavat Lingsavat quoted the Chinese saying "If you want to get rich, build roads first" to express expectations for the construction of the China-Laos railway, which shows the importance of the China-Laos railway in the hearts of the Lao people. The China-Laos Railway crosses the complex geographic and climatic environment, not only requires construction and transportation equipment to be able to adapt to the harsh geological and ecological environment, but also withstand complex construction challenges. In the bidding and procurement of equipment, SHACMAN heavy trucks have won the bids many times. At present, nearly 100 dump trucks, mixer trucks and cement mixers are busy all day long at various construction sites.

Nacala Corridor Railway Project in Mozambique

Nacala Corridor Railway is an important heavy-haul railway in Mozambique constructed by China Railway 20th Bureau Group, with a total length of 912 km. The project was officially started in June 2012 and completed at the end of 2014. Over 100 SHACMAN trucks have been put into the construction of the project. At the same time, SHACMAN provides on-site service for vehicle maintenance, which is an important guarantee for the high quality and efficiency completion of the project on schedule.



Suapiti Hydropower Project in Guinea

Guinea is located on the West Bank of West Africa and has the reputation of "West Africa Water Tower". In order to solve the power shortage, the government of Guinea launched the Suapiti Hydropower Project in 2016. The Suapiti Hydropower Station project was undertaken by Sinohydro Bureau 3Co., Ltd. and more than 50 SHACMAN heavy trucks were used in all aspects of the project construction. At the early stage of the project, the construction site was in a state of roadless situation. SHACMAN dispatched service engineers in time to carry out training for local drivers to solve the problem of vehicle use and ensure the efficient working condition 24 hours a day. At present, the project is progressing smoothly. All sections of the construction have been completed ahead of schedule. The originally planned eight-year engineering volume will be completed ahead of schedule. SHACMAN will continue to carry out its after-sales service work for vehicles.



Pakistan Hydropower Project

Pakistan's economy has been growing rapidly and steadily in recent years, with increasing demand for electricity and water, and the hydropower project could alleviate the country's chronic energy shortages. Since entered the Pakistani market in 2016, SHACMAN has successively participated in SK Hydropower Station, Dasso Hydropower Station and Muhammad Hydropower Station projects of Gezhoubu Goup, and has provided nearly 200 heavy trucks for Gezhoubu in Pakistan. The after-sales service staff of SHACMAN are resident at the project site during the service for Gezhoubu projects. They communicated closely with management personnel, regularly carried out multi-frequency driving and maintenance training for drivers, and established active prevention system to improve the vehicles' attendance rate, has been fully recognized by the partners, and lay a good foundation for further cooperation between the two parties.

