

2024感谢您的信任
2025我们再聚北京

2024THANK YOU FOR
YOUR CONFIDENCE

2025LET'S GET
TOGETHER AGAIN IN
BEIJING

2024中国国际新能源汽车技术 零部件及服务展览会

CHINA'S INTERNATIONAL NEW ENERGY VEHICLE
TECHNOLOGY, PARTS AND SERVICE EXHIBITION

从设计到制造，从使用到服务

THE ENTIRE INDUSTRY CHAIN FROM DESIGN TO MANUFACTURING, FROM USE TO SERVICE

展会报告 EXHIBITION REVIEW

主办单位

中国设备管理协会
新能源汽车产业发展促进中心

yasn 雅森国际

特色办展诚信服务
立足行业品牌报国

为雅森国际展览有限公司题
二〇一六年八月 郭永华

APPROVED BY THE MINISTRY OF COMMERCE OF THE PEOPLE'S REPUBLIC OF CHINA, IT IS AN INDUSTRY EVENT SPECIALIZED IN THE SUPPLY CHAIN OF NEW ENERGY VEHICLES



SOME LEADERS AND GUESTS ATTENDING THE EXHIBITION

Former Vice President of China Council for the Promotion of International Trade: Wang Jinzhen
Former Director of Market Economy Research Institute of Development Research Center of the State Council: Ren Xingzhou
Vice President of China Equipment Management Association: Wei Jinglin
President of Yasen International Exhibition Co., Ltd., Secretary General of China Equipment Management Association New Energy Automobile Industry Development Promotion Center: Xie Yu
Independent automotive expert and former CEO of BMW Brilliance Automotive Ltd: Dr. Johann Wiesel

SOME OF THE DIPLOMATIC ENVOYS ATTENDING THE EXHIBITION

Ambassador of the Embassy of Grenada in China: Ian Marshall
Ambassador, Embassy of the Republic of Kiribati to China: David Ateti Teaabo
Ambassador of the Malaysian Embassy in China: Dato' Norman
Ambassador of the Embassy of the Republic of Moldova in China: Dumitru Braghis
Ambassador, Embassy of the Slovak Republic in China: Peter Lizak
Commercial Counselor, Embassy of the Republic of Armenia in China: Ghazaryan Koryun
Commercial Counselor, Embassy of the Czech Republic in China: Adam Kupka
Senior Counselor, Embassy of Georgia in China: Besik Sharashenidze
Economic Minister, Embassy of Malaysia in China: Unny Sankar Ravi Sankar
Transport Counselor, Embassy of the Republic of Latvia in China: Helmut Kols
Minister and Counsellor, Embassy of Malaysia in China: Niqman Rafee M. Sahar
Deputy Head of Mission, Embassy of Malaysia in China: Norfarina Mohd Azmee
First Secretary, Embassy of Malaysia in China: Hadzizi Noor Shahidan
Head of Trade and Investment, Embassy of the Federal Republic of Brazil in China: Adriano Giacome
Investment Officer, Swiss Embassy in China: Michael Zhao

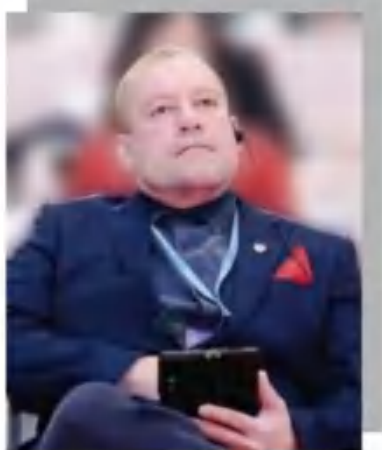
中国国际新能源汽车技术、零部件及服务展览会

CHINA'S INTERNATIONAL NEW ENERGY VEHICLE TECHNOLOGY, PARTS AND SERVICE EXHIBITION

CHINA'S FIRST PROFESSIONAL NEW ENERGY TRAM SUPPLY CHAIN EXHIBITION



THE FIRST EXHIBITION IS AN INTERNATIONAL EXHIBITION



Aldo Alvare
Ambassador, Embassy of the Republic of El Salvador



Ian Marshal
Ambassador of the Embassy of Grenada in China



David Ateti Teaabo
Ambassador, Embassy of the Republic of Kiribati in China



Dato' Norman
Ambassador of the Malaysian Embassy in China



Dumitru Braghis
Ambassador of the Embassy of the Republic of Moldova in China



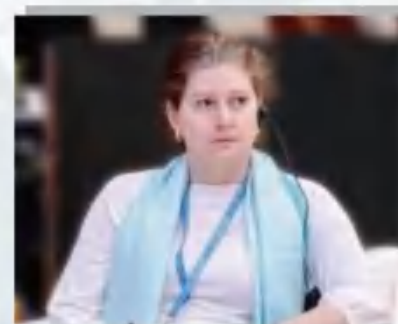
Peter Lizak
Ambassador, Embassy of the Slovak Republic in China



Ghazaryan Koryun
Commercial Counselor, Embassy of the Republic of Armenia in China



Helmut Kols
Transport Counselor, Embassy of the Republic of Latvia in China



Martina Mihalova Steliarova
Economic Diplomat, Embassy of the Slovak Republic in China



Steven Shen
Embassy of the Kingdom of the Netherlands in China



Adam Kupka
Commercial Counselor, Embassy of the Czech Republic in China



Sunny Sankar Ravi Sankar
Economic Minister, Embassy of Malaysia in China



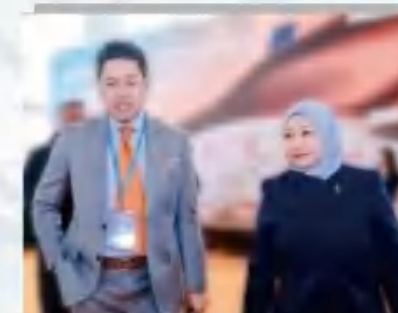
Emmanuel Ang
Commercial Counselor, Embassy of the Republic of the Philippines in China



Kuno Gschwend
Deputy Chief Investment Officer, Investment Section, Embassy of Switzerland in China



Besik Sharashenidze
Senior Counselor, Georgian Embassy in China



Norfarina Mohd Azmee (right)
Deputy Head of Mission at the Malaysian Embassy in China
Niqman Rafee M. Sahar (left)
Minister and Counselor, Embassy of Malaysia in China



Adriano Giacomo
Head of Trade and Investment, Embassy of the Federal Republic of Brazil in China



Gabriel Yang
Official of the Embassy of the Federal Republic of Brazil in China

A STRONG SUPPLY CHAIN MAKES A STRONG CAR



BMW (China)



Jaguar Land Rover (China)



Faw Group



Saic Volkswagen



Baic Group



Gac Chuanqi Automobile



Faw Pentium



Saic General Motors



Gac Toyota



Geely Automobile



Chery Automobile



Shuguang Automobile



Geely Holding



Great Wall Motor



Jiangling Motor



Zhongxing Automobile



Zero-run car



Polar car



Shanghai Fengtu Automobile



Beiqi Penglong Automobile



Fanya Motor



Jeep



Pilot car



Jiangling New Energy

专业展会 洞见供应链发展本质

PROFESSIONAL EXHIBITION INSIGHT INTO
THE NATURE OF SUPPLY CHAIN
DEVELOPMENT

中国设备管理协会
新能源汽车产业发展促进中心

LEAP 雅森国际
北京雅森国际展览有限公司



With 33 years of senior Oemake experience and 15 years of supply chain construction experience, more than 1,000 supply chain enterprises in China have successfully become the world's major core suppliers under the guidance of Dr. Johann Wieland.

Dr. Johann Wieland says [Supply chain]

"The success of the entire supplier network can only be ensured by creating a win-win, co-growth and co-development situation with suppliers, which is suitable for all car companies."

Dr. Johann Wieland says [Current situation]

"In Germany, all the big suppliers such as Bosch, Czerhov, Continental have announced job cuts. The situation is even worse for mid-sized suppliers. With the expansion of the share of new energy vehicles, suppliers are facing more severe financial conditions. According to a 2022 survey, 85% of European suppliers are in a critical financial situation."

"Innovation and iteration in the era of fuel vehicles, 75% of product value is created by suppliers, and the same is true for new energy vehicles."

- Dr. Johann Wieland, independent automotive expert and former CEO of BMW Brilliance Automotive

Dr. Johann Wieland says [Trend]

"New energy vehicles, especially plug-in electric vehicles, have lower profit margins than pure internal combustion engine vehicles. The main reason: new energy vehicles are more dependent on raw materials. New energy vehicles require more raw materials and are therefore more dependent on changes in raw material prices."

Dr. Johann Wieland says [Clash]

"In the new energy vehicle business, you are more dependent on external financing. If your profitability is not good, you don't have enough cash flow and the profit margin comes from your operations. Then you rely more on banks and capital markets. As a result, such capital market development is more fragile."

Dr. Johann Wieland says [Focal point]

"New energy vehicle manufacturers are trying to pass this profitability problem on to suppliers, making it a problem for suppliers. This has made many new energy autopart suppliers face an existential crisis. In order to secure the funds needed to operate, changes are needed in the way the new energy vehicle industry does business. But sooner or later it will bounce back to carmakers, who need parts to supply. The biggest cost reductions are always achieved in manufacturing."



品牌、渠道、新品

BRAND、CHANNEL、NEW PRODUCT

62 autocompanies
284 core supply chain
companies
65 listed companies
197 mainstream
manufacturing companies

157,805 industry visitors
3,329 professional visitors
1259 international visitors
957 a supply technology, R &
D personnel
658 Oems procurement
31 chip companies CEO
13 automotive head design
company leaders



326 ceos of supply chain
companies
14 Embassies in China
(6 Ambassadors
Extraordinary and
Plenipotentiary to China)
(8 commercial counsellors)
(17 heads of new energy
vehicle authorities)

SUPPLY CHAIN COMPANIES OWN HOME FIELD

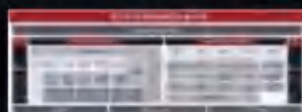
The whole industry chain of new energy vehicles from design to manufacturing, from use to service enterprises participate. Among them, listed enterprises accounted for 31%, foreign-funded enterprises accounted for 10%, new power enterprises accounted for 34%, state-owned central enterprises accounted for 9%, and sector leaders accounted for 16%.



影响车厂技术迭代的重量级产品亮相展会

THE HEAVYWEIGHT PRODUCTS THAT AFFECT THE TECHNOLOGICAL ITERATION OF THE AUTOMOBILE MANUFACTURERS APPEARED AT THE EXHIBITION

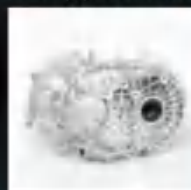
Large central enterprise Pricewaterhousecoopers security vehicle control basic software platform



Rheinland ASIL D highest safety level product certification, widely adapted to domestic and foreign chips, to meet the needs of automotive electronic application development and testing, to provide integrated system solutions,

committed to AUTOSAR Technology research and development of vehicle basic software, providing design, development, configuration, integration, testing and other full life cycle tool chain, localized one-stop value-added services and ecological support for automotive chips

Special transmission for new energy vehicles



noise <75db, performance density up to 164nm/kg, high efficiency, low noise and low vibration, life up to 500,000 kilometers

Digital skateboard chassis for advanced autonomous driving

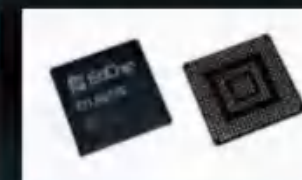


Fully integrated all controllers, accurate motion vector control algorithm, better attitude estimation and direction force distribution, torque balance chassis controller are integrated into the gecko self-developed CCU, the overall cost is reduced by 30%

solutions, committed to AUTOSAR



On-board Ethernet switching chip



Support TSN latest complete protocol, built-in multiple 100 0M/100M T1 PHY, can be widely used in ADAS, intelligent cabin, central gateway, T-Box, body control, has completed a number of Oems sample testing

Highly integrated EMB for passenger cars



1. Cancel hydraulic, mechanical parts "four in one", electrical control software "three in one"; 2. Based on vehicle drive-by-wire chassis planning, build a general software platform for the application layer to realize the separation of soft and hard; 3. Independent software strategy, fully support L3+ intelligent driving; 4. Hardware multi-solution redundancy. Software mutual check to ensure reliable operation

Automotive intelligent perception system The world's first full-stack self-developed touch control solution based on elastic wave technology,



the system product can make the entire surface of the car have tactile perception like human skin, and can accurately monitor the collision, scratch, hit, touch and knock events of the car. It makes up for the gap in the field of low-speed unmanned micro-collision perception, low power consumption, passive sensor without power supply, system power consumption as low as 12mW, L4 level unmanned full-vehicle collision perception to protect pedestrian safety, break foreign monopoly (acceleration collision perception technology), and establish domestic autonomous technical standards

Revolutionary high strength safety glass



General tempered glass: 1500N force will produce deformation and glass fragmentation, PC glass: 3500N force does not produce deformation, no rupture. Lighter than ordinary tempered glass



Anti-vibration, anti-turbulence and super anti-interference adaptive ability, so that the correct recognition rate of more than 99% of the collision sensor

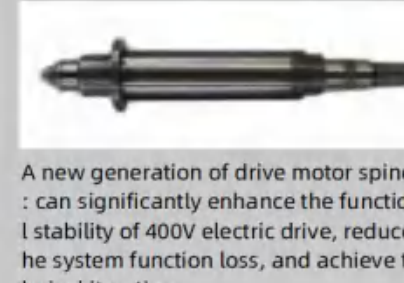


Based on the scene non-uniform correction technology, the image does not freeze, the system continues to work, avoids the image lag, escorts, and does not relax the minute and second vehicle-infrared thermal imaging night vision system

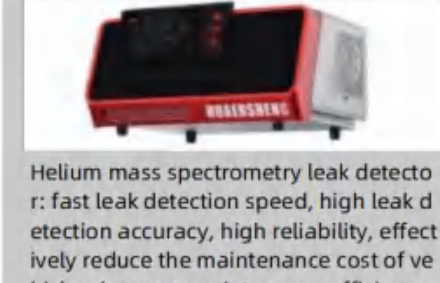
European standard charging pile with contact switching capacity up to 50A



Large field of view, high precision, micron scale 3D industrial camera



A new generation of drive motor spindle: can significantly enhance the functional stability of 400V electric drive, reduce the system function loss, and achieve technical iteration



Helium mass spectrometry leak detector: fast leak detection speed, high leak detection accuracy, high reliability, effectively reduce the maintenance cost of vehicles, improve maintenance efficiency

专业展会 亮点产品 Professional exhibition highlights products



Industrial simulation digital twin management system for highly complex production and logistics processes



2k Sampling rate 4-channel integrated temperature sensor: High precision temperature and pressure measurement ADC with 16-bit peak resolution



Electric drive assembly line: used in light mixing, plug-in hybrid



With data as the core, it is a one-stop automatic driving solution for collection, marking, storage, management and use



Magnetic core of vehicle current sensor: high precision, strong anti-saturation ability, small magnetic leakage, stable electromagnetic performance, good measurement linearity



The first TBOX intelligent terminal in China that supports pure Beidou



Battery durability test equipment for high temperature operation, capable of dynamically adjusting charging current or voltage parameters



Waterproof extra long standby locator



The weight of the lightweight aluminum battery box is 10%-20%, and the reliability of the automotive system is improved by 10% to the lower shell of the battery pack



The life of the mechanical sensor can be up to 8 years, more than 60% of the average of the same class



Bag filter for electronic materials



Iterative on-board charging, multi-core and multi-mode, multi-purpose gun



Microsecond time-triggered, data-triggered and event-triggered deterministic scheduling product powerDS solution: to solve the resource disorder looting in the current self-driving complex system



Smart cabin multimedia screen hardware

电池系统生态参展企业

BATTERY SYSTEM ECOLOGICAL EXHIBITORS

Batterysystemecosystem

Automobileenterprises,batteryrawmaterials,batteryproduction, batterytestsystem,batterythermalmanagementsystem,battery maintenance,batteryrecycling,chargingandreplacing.

Batterytransboundaryecosystem

Automobileenterprises,battery production,drive-by-wirechassis, brakes,airconditioning,motor, electroniccontrol.



Transforce Sensing Technology (Nanjing) Co., LTD
Shenzhen Mei Xin testing Technology Co., LTD
Chongqing Yongchuan District Zhongchuan science and Technology development Co., LTD
Shenzhen Seiko on-line electronics Co., LTD
Xike Marking Equipment (Shanghai) Co., LTD
Wanbang New Energy Investment Group Co., LTD

Heipo (Shanghai) Industrial Technology Co., LTD
Shenzhen Qicheng instrument equipment Co., LTD
Guangdong Yidun Electronic Technology Co., LTD.
Multi-directional detection technology (Shanghai) Co., LTD
Shanghai Qiangu Automobile Technology Co., LTD
MetaLi LLC

Beijing Kai Erkang Technology Development Co., LTD
Anhui Granke new material Technology Co., LTD
Beijing Nuo New Energy Compressor Co., LTD.
Billion Chuang Zhilian (Zhejiang) Electronic Technology Co., LTD.
Guangzhou Di Hui Automotive Supplies Co., LTD

Dongjing Electronics Jinhua Co., LTD
Yuxin Zhixing Technology (Ningbo) Co., LTD
Suzhou Chuangxin Material Technology Co., LTD
Chengdu Huitong Xidian Electronics Co., LTD
Shanghai Jidou Technology Co., LTD
Beijing Hummingbird Interactive Technology Co., LTD
Zhengzhou Flash Star Universal collision Technology Co., LTD.
Chengdu Jiujin Technology Co., LTD
Hangzhou smell Kingdom Technology Co., LTD

Shanghai Yuxing Electronic Technology Co., LTD
Beijing Redstone world electronic Technology Co., LTD
Beijing Dongzhou Technology Co., LTD
Shenzhen Baibohe Technology Co., LTD
Xiqi (Chongqing) Intelligent network Automobile Research Center Co., LTD
Shenzhen Jinkaisheng Electronics Co., LTD
Huizhou Star Juyu intelligent Technology Co., LTD
Yousandi Technology (Shanghai) Co., LTD
Shanghai Puchuang intelligent Technology Co., LTD

Wuxi North micro sensing Technology Co., LTD
Gaston (Guangzhou) Automobile Technology Service Co., LTD
Art Enterprise Management(Beijing) Co., LTD
Guangdong Tengxin testing technology Co., LTD
Taizhou Baitian Machinery Co., LTD
World You (Beijing)Technology Co.,LTD
711 Research Institute of China State Shipbuilding Corporation Limited

智能座舱生态参展企业

INTELLIGENT CABIN ECOLOGICAL EXHIBITORS

Computing power, software, vehicle data ecosystem

Automobile enterprise, intelligent cockpit chip, intelligent cockpit data, vehicle system, intelligent cockpit sensor, LiDAR, intelligent cockpit software, simulation test.

5D holographic smart cockpit ecosystem

Automotive enterprises, automotive systems, chips, sensors, shadow-sound interaction, meta-universe, 5D holographic display, vehicle atmosphere interaction, cabin air conditioning.

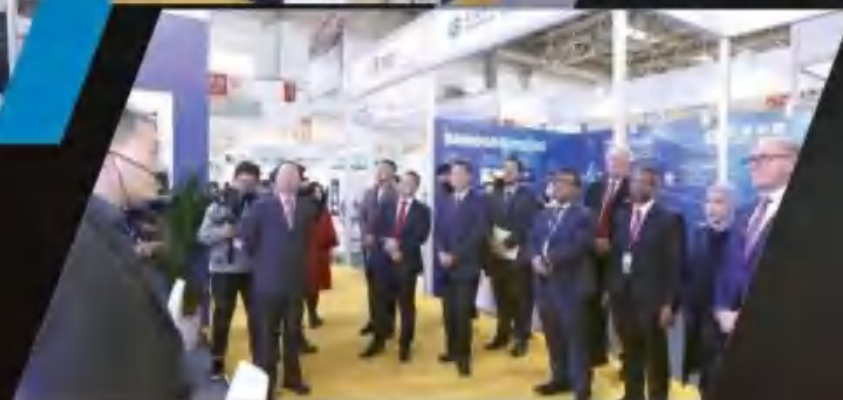


芯片算力生态参展企业

CHIP COMPUTING POWER ECOLOGICAL EXHIBITORS

Chip computing power ecosystem

Chip design enterprises, manufacturing enterprises, application enterprises, scientific research institutions, raw material enterprises, artificial intelligence , big data, cloud computing, large models, packaging, testing.



Shenyang Zhibo intelligent Technology Co, LTD
Shanghai Beiling Co, LTD
Maorui Core (\$henzhen) Technology o., LTD
Beijing Shemo Microelectronics Go., LTD
Hefei Jiefa technology Co., LTD
Xinzhou Technology (Beijing) Co. LTD
Pengding Holdings (Shenzhen) Co. , LTD
Changsha Jinwei Infomation Technology Co, LTD
Guangdong Xinhui Microelectronics TechnologyCo., LTD

Beijing Xingenuo Microelectronics Co., LTD
Jiaxing Shangou Technology Co., LTD
Chongqing Pingwei Industrial Co., LTD
Weiwei Photonics (Beijing) Technology Co., LTD
Shaanxi Yacheng Microelectronics Co., LTD
Beijing North science and Technology Co., LTD
Shenzhen Yunding Sensing Technology Co., LTD
Jintian Industry (Foshan) Co., LTD
Jiangsu Changjing Technology Co., LTD

PWC Basic Software Co., LTD
Nanjing Yitai Microelectronics Technology Co ., LTD
Guangdong Nanfang Hongming Electronic Technology Co., LTD.
Hangzhou Sanhai Electronic Technology Co., LTD
Guangzhou Rui speed intelligent technology Co., LTD
Shenzhen Yuyang Technology Development Co., LTD.
Guangzhou Qichen Technology Co., LTD
Suzhou Qixin micro semiconductor Co., LTD

车联网生态参展企业

CAR NETWORKING ECOLOGICAL EXHIBITORS

Software and algorithm development ecosystem

Autonomous driving algorithm development companies, software development enterprises and artificial intelligence technology providers, Oems, investment and financing institutions.

Ecosystem of users and service providers

Users of intelligent connected vehicles, shared mobility platforms and connected vehicle service providers, Vehicle control system developers, software development companies, Oems, investment and financing institutions.

Vehicle-road-cloud integrated ecosystem

Road network management department, transportation department, Mobile operators, car companies, investment and financing institutions. Vehicle cloud technology provider, cloud service platform provider.



Dujing Bao Time frequency Technology Co., LTD
All things Mirror (Beijing) Computer System Co., LTD.
Shanghai Zero Science and Technology Co., LTD
Shanghai common trace Technology Co., LTD
uangzhou Changhui electronic Technology Co., LTD
Pei Dai (Ningbo) Automobile Technology Co., LTD

Beijing Tiifang Technology Co., LTD
Hangzhou Longge Technology Co., LTD
Wuhan Huanyu Zhixing Technology Co ., LTD
Zhejiang Shunyu Zhiling Technology Co., LTD
Beijing Institute of Technology Rui Xing Electronic Technology Co., LTD.
Shenzhen quickly see technology Co., LTD

Beijing Hai Tianrui Sound Technology Co., LTD
Shenzhen Suju Tianyuan Artificial Intelligence Co., LTD.
Shenzhen Foot Technology Co., LTD
Beijing Zhengyin Technology Co., LTD
Sichuan Shenrui Technology Co., LTD

高效补能生态参展企业

HIGHLY EFFICIENT ECO-REPLENISHING ENTERPRISES

Digital replenishment ecosystem

Charge and replace operation, charge and replace system, car positioning system, charge and replace production, charge and replace parts, charge and replace OEM.

Charging and charging transboundary ecosphere

Car enterprise, charging and replacing operation, charging and replacing production, chip, electronic control, chassis, system.



Nengcheng Technology (Beijing) Co., LTD
Guangdong Liansu Energy storage Technology Co., LTD
Beijing Xin sense technology Co., LTD
Nanjing Ruifanda new energy Technology Co., LTD
Zhongli Yuan (Beijing) electric vehicle power technology Co., LTD
Shenzhen Kstar Science and Technology Co., LTD.
Longxin Technology Group Co., LTD
Shanghai Ruixian Information Technology Co., LTD

Green energy Hui Chong digital technology Co., LTD
Jiangxi donkey charging technology Co., LTD
Jiangxi Ruihua intelligent technology Co., LTD
Jiangsu Yibang New Energy Technology Co., LTD
Ningbo Jialin Electronics Co., LTD
Hunan Jingneng New energy Technology Co., LTD
Guangdong Chong technology Co., LTD
Zhejiang giant magnetic intelligent technology Co., LTD

Chengdu Xinjin Electronics Co., LTD
Zhongneng all-united Energy Group Co., LTD
Xi'an Lead Chong Chuangxiang new energy Technology Co., LTD
Dongguan Aide Electric Co., LTD
Shenzhen Kemin Sensor Co., LTD
Small blue fast charge new energy Technology (Shenzhen) Co., LTD.
Zhejiang Aokai Electric Co., LTD

Shanghai Yiqing Yao Technology Co., LTD
Hangzhou Donghua Chain Group Co. LTD
Chongqing Welzhengchang Technology Co., LTD
First laser Semiconductor Technology (Suzhou) Co., LTD.
Hangzhou Gaopin Automation Equipment Co., LTD
Shenzhen Lishun testing Co., LTD

Suzhou Xiyu micro link electronic technology Co., LTD
Changxing Jinjia Mu Electric Co., LTD
Henan polymerization technology Co., LTD
Shanghai Pai Rui Information Technology Co., LTD
Changzhou Weiyi intelligent manufacturing Technology Co., LTD
Hefei Zhongwang Spark Technology Co., LTD

Chongqing Wasu Robot Co., LTD
Shenzhen Hualsheng intelligent control Technology Co., LTD.
Beijing Liyou Technology Co., LTD

智能制造生态参展企业

INTELLIGENT MANUFACTURING ECOLOGICAL EXHIBITORS

Manufacturing process ecosystem

Flexible intelligent whole line, integrated die casting, ultrasonic system, painting integration, ultrasonic spraying equipment.

Smart industry and manufacturing ecosystem

Intelligent robots, aging testing, factory digital solutions, airtight leak detectors.



轻量化、零部件生态参展企业

LIGHTWEIGHT, PARTS ECOLOGICAL EXHIBITORS

Automotive parts and lightweight process ecosystem

Parts, high-strength fasteners, high-performance composite materials, body structure design, laser welding, hot stamping and cold pressing technology, steel enterprises.

电机、电控、底盘系统生态

参展企业

MOTOR, ELECTRONIC CONTROL, CHASSIS SYSTEM ECOLOGICAL EXHIBITORS

Motor, electronic control, chassis system ecosystem

Motor structure design, electromagnetic design, control algorithm design enterprise, motor assembly, production, Test and commissioning companies, Oems, motor manufacturers, battery manufacturers, control system suppliers, Part suppliers, charging equipment suppliers, energy suppliers, software development companies, investment and financing institutions.



Laser Research Institute, Shandong Academy of Sciences Shanghai Tianyi environmental protection Technology Co., LTD
Guangzhou Runce electronic Technology Co., LTD
Beijing Baosteel North Trading Co., LTD
Dongguan Heshun Ying Technology Co., LTD
Guangdong Jisi Communication Co., LTD
Jiangsu EN high optical materials Co., LTD
Dongguan Hongda electronic Technology Co., LTD
Ningbo Fande Qilin Rubber & Plastic Co., LTD

Zhejiang Fengchi Machinery Co., LTD
Suzhou Qingyan Haoyuan Automobile Technology Co., LTD
Shanghai Leibiao Automobile Technology Co., LTD
Guangdong Youke testing certification Co., LTD
Suzhou Rukeda Connection System Co., LTD
Zhejiang Dafeng Technology Co., LTD
Yangzhou Pansheng Nano new Material Technology Co., LTD
Suzhou Xinshida Precision Electronic Technology Co., LTD
Hangyu Intelligent Manufacturing (Beijing) Engineering Technology Co., LTD

Shenzhen stable first microelectronics Co., LTD
Hubei Henwei Aluminum Co., LTD
Shanghai Zhengao Automobile Technology Co., LTD
Zhejiang Guosheng Automobile Technology Co., LTD
Bilio Group LTD
Obo Technology (Shantou) Co., LTD
Guangzhou Mubiao automobile supplies technology Co., LTD
Heidbeck (Guangdong) Technology Co., LTD

Chongqing Anglis new material Co., LTD
Shaoxing Zhisen electromechanical Technology Co., LTD
Bibost (Shanghai) Automotive Electronics Co., LTD
Suzhou Dingyu Automobile Technology Co., LTD
Foshan magnet core manufacturing Co., LTD
Shanghai Win double motor Technology Co., LTD
Qingche Zhixing (Suzhou) Electronic Technology Co., LTD
Shanghai Lijiang Transmission Technology Co., LTD
Ningbo Juhang cold extrusion technology Co., LTD

Nanjing Weibang transmission Technology Co., LTD
Figg Intelligent Technology Co., LTD
Guangzhou Tianan Automotive Electronics Co., LTD
Guangzhou Jates electromechanical manufacturing Co., LTD
Jingcheng Engineering Automotive Systems Co., LTD
Glubo Technology Co., LTD
Hongtao Intelligent Technology (Shandong) Co., LTD
Zhejiang Xinrui precision Parts Co., LTD
Foshan Shijun Hongmao Aluminum Technology Co., LTD

Beijing Languang precision electromechanical Co., LTD
Ningbo Baoorange Electronics Co., LTD
Beijing Taihe information test technology Co., LTD
Chongqing Junxi auto parts Co., LTD
Guangdong Kai Sheng new material Technology Co., LTD
Beijing Jiuzhou Huahai Technology Co., LTD
Shenzhen Luxun Technology Co., LTD

中国国际新能源汽车供应链大会暨出海论坛

CHINA INTERNATIONAL NEW ENERGY VEHICLE SUPPLY CHAIN CONFERENCE AND SEA FORUM

GLOBAL AUTHORITY COGNITION, DIRECTLY HIT THE INDUSTRY PAIN POINTS



Highlights

Tianyi Environmental Protection Liu Shuming:

There is no so-called pollutant in this world, you just put the substance in the wrong place, than the elements of lithium batteries or graphene battery materials can be separated from the technology. If you introduce a project and say that it has some flaws in environmental protection, it is definitely the implementation of the level of cheating, it is the implementation of the problem, not the technical problem.

Juwan Technical Research Ren Shijie:

Hebei in the electronic supercharge this industry foundation is very good, if you can open up the upstream and downstream industries, there are many enterprises will come.

Medium magnet core Lin Guohui:

Large and many are industry attributes, small and beautiful are enterprise attributes. Only in the subdivision of the field of continuous deep cultivation, do the head, there will be pricing power, in order to have profits, in order to survive.

Rui Current Technology Shi Yadong:

The whole new energy vehicle in Western Europe, a high value-added market, may need to fight for a period of time, I think in order to slowly show who is the final winner.

Hongmin Zhang, Hongtao Technology:

I have been on the Great Wall on the idea of (cooperation), but can not find, your threshold is too high, today did not expect inadvertently we can "equal" communication, I feel very honored!

Bai Yanpeng, Jingcheng Engineering:

The Great Wall has been marked by the label of traditional car companies, which is ambiguous, we are still rooted in a lot of technologies in new energy, and ultimately want to combine some domestic technologies, but still thinking along the mainstream technology of the automotive industry.

Thousand Gu Technology Xu Songyun:

Automobile industry, technology precipitation is actually very important, we do not have bias to the traditional car companies, their experience in the automobile industry precipitation is very valuable, slowly look down to know, now many new forces, homogenization is becoming more and more serious.

Zhu Zhiwei of Runce Electronics:

The pace of new energy vehicles is getting faster and faster, one and a half years or two or three years can complete an iteration, everyone is on, the pile of hardware hardware, the pile parameter of the pile parameter, the pile demand of the pile demand, as the product line of supply chain enterprises is more and more rich, the speed will be faster!

Boao magnesium Aluminum Qin Xianyue:

The industry is too curly! Not only the chassis, electric control, motor, battery roll, even the body, interior and exterior decoration, sheet metal, are rolling! Everyone is fighting team, fighting design, fighting capital, fighting technology.

Yunding sensor Pan Huachun:

We young people choose the direction of entrepreneurship, it must be a new direction for us to choose, the new energy, the traditional we did not enter, we do not enter, we do not have the real force, we do not have the funds to pressure, that in the new energy inside everyone is new, he may stare at our

Car company:

The core problem of dry manufacturing industry is supporting, including industrial workers, humanity, geography, environment, upstream and downstream. Local investment to attract investment, seize the leader, willing to invest, the leader came, upstream and downstream slowly up.

Qi Changwei of Heeper Industry:

Choose the place to invest in the factory, first look at the talent, there is talent, can attract talent to arrive, no talent, talk about what is empty!



Ding Wenchao of Huahai Technology:

The volume is very uncomfortable and painful, especially the volume of the new energy automobile industry, because the volume lets us continue to innovate and work hard, and we are also enjoying the dividend of the volume. Because at the same time, we also have a lot of exports, for example, we are leading in this field, then we can go to sea, open up new oceans.

Weibang Transmission Xu Gang:

The most critical thing for each enterprise is to form a technical moat of its own, so that it can bring enough room for profit growth to the enterprise. We do technology must do more research in the core technology, dig a good moat.

Highlights

Song Peng, Manfu Technology:

Today's automobile industry is the mobile phone industry in 2010, traditional car companies are like Nokia and MOTOROLA, new forces are like Huawei and Xiaomi mobile phones, half the sea and half the flame, the crisis exists.

Zhu Hai of Longge Technology:

The profit of the entire auto industry in 2017 680 billion, 2023 500 billion, five consecutive declines.



Microchain Road Love Zhang Yu:

The iteration of new energy vehicles is too fast, with an average of one update every three months. Foreign traditional enterprises as the Bible of the set is no longer fun. In the face of the ten trillion market, domestic car companies have taken the lead in counterattacking, and our supply chain companies should seize the opportunity to break through strongly.

Zhang Nian of Boden Intelligence:

Data annotation everyone is in the volume price, where is the future development outlet? In the next three to five years, when AI intelligence is still developing, friends and businessmen will turn the original competition into A team, and I think we are more likely to achieve win-win results.

Shenrui Vision Shao Shuangyun:

The general trend of autonomous driving cannot be stopped. Later will emerge very strong, very large enterprises, the industry will certainly continue to develop, continue to compete, many companies today estimated that there will be no fur, 18 years, when our first equipment just came out, I sell according to the price of 1/3 of foreign products, the current price is even less than 1/6 of it, automatic driving continued development, This is an incontrovertible thing, but how are we supposed to live?

Convinced that science and technology creation Bao Shuai:

Our company has a view that in the business of data annotation in automatic driving, we are touching Tesla across the river, how Tesla does it, we learn how others do it. In the future, data annotation and data synthesis will no longer need manual annotation, and AI can replace manual annotation.

91 Technology Group Zhao Xin:

Data annotation is more and more volume, three aspects: First, technology, if you do not now to embrace AI, do not embrace this automatic annotation, it is certainly no future. The second is to find the cheapest supply chain, and the third is a kind of help of finance.

711 Research Institute of CSSC Li Ming:

In the face of extreme internal volume, we should have our own diamond, and at the same time, we should expand our business. For example, we do smart equipment ourselves, and now we are also involved in the vision

Ti Yi sensor Liu Shujie:

Chinese supply chain enterprises should focus on reducing costs and increasing efficiency, improving better product cost performance, so as to compete with foreign manufacturers.

Shuju Tianyuan Wang Ling:

Intelligent driving L3 I think is a dispensable stage! In the future, in the intelligent driving perception module, hardware and software can be combined together from the technical level, and it can also be made into a white box and software, making a DIY software model.

Beike Tene Bao Yue:

The localization rate of the laser radar industry, the average level is between 70% and 80%, the lower 60%, that can do more than 90% is already a very small number.

Simon Chi Xing Bai Xin Gang:

The maturity of automatic driving, which includes the improvement of visual radar, sensors, and the improvement of map technology, the progress of AI technology to improve the algorithm, more than many people think, the future market is difficult to predict, we should be vigilant at any time, because of AI, the iteration cycle of our products will be faster and faster.

Sun Jinwei, Zhengyin Technology:

As soon as automatic driving produces traffic accidents, there are no regulations to identify it, which is also a difficult problem, which will affect the development of automatic driving, and we urgently need regulations.

Xin Hui Wei Jia Yiping:

The development of autonomous driving is related to cost, and when it comes to L5, we will drive with intelligence instead of hiring drivers, which must be because intelligent driving is cheaper than hiring drivers.

Li Kepin of Weiye Intelligent Manufacturing:

The automobile industry is becoming more and more competitive and more and more internal, and intelligent manufacturing is the only way to deal with this drastic industrial upgrading.

High-end cognition, collision of ideas

Supply chain people meeting guests sentence

中国国际新能源汽车供应链大会暨出海论坛

CHINA INTERNATIONAL NEW ENERGY VEHICLE SUPPLY CHAIN CONFERENCE AND SEA FORUM

Supply chains sailing

Independent automotive expert and former CEO of BMW Brilliance Dr. Johann Wieland:

Car companies go to sea, usually with about 50% of the suppliers to sea.

Pai Rui Information Wang Feng:

Too much domestic volume, many enterprises can not survive. If it won't roll at home, go out to sea. I believe that in the next 10 or even 20 years, China's new energy automobile industry can only go to sea in Southeast Asia. Going to sea is not a matter that can be decided by the head, he needs to combine the characteristics of his company to do systematic planning, we should be clear about where their business opportunities are, and then change their cognition, and finally achieve corporate profits.

Gatz Yao Mingwei:

If Chinese car companies go to sea, they will certainly bring the necessary core partners to sea together.

Juhang Cold extrusion Xu Hao:

Before we went out to sea, the key to the sea is to look at customer needs, followed by local policies.

Zhang Keqian, FICER Technology:

Vehicle exports, parts must also accompany, this is a necessary ecology, otherwise the cost of transporting parts from China will be very high, not cost-effective, and now parts are difficult to do.

Steady first micro Lulun super:

This market capacity is more than 3 billion yuan a year, 95% of ST and Infineon, our own home volume I think is not the ability, they are the bull.

Pingwei Industry Brochure:

Domestic competition is now very fierce, there are 100 companies in any subdivision doing the same thing as you. I think we must make differentiated products. There is also a sea, because foreign competition is not so fierce, and there is one that is very important to bind large customers.

Jin Wei Collector Tu Chuanliang:

The entire industrial layout needs a relatively long cycle of ecological construction. To go out, our next tourist households, go out to live better, only do domestic business, these years are still more difficult.

Jingneng New Energy Guo Yonggang:

At present, China's charging pile market is in the stage of reshuffle, many companies will become price butchers in order to survive, so we do not necessarily have to focus on China, you can consider internationalization, to find their own living space in the wider international market.

First laser Zhang Jie:

Our family storage is basically sold abroad, because the difference between domestic and foreign electricity is very obvious. The electricity in the country is cheaper, and the second is more stable. Electricity abroad is expensive and unstable. If a sudden energy crisis occurs in the country, the problem of electricity consumption will be very tight. Therefore, the home storage in the future foreign market is to occupy half of the energy storage, absolutely no problem.

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Director Pang of the Ministry of Communications:

1, autonomous driving and intelligent networking (Internet of vehicles) is similar to the concept of car lights and street lights, no lights, can not drive, but no street lights, the vehicle can still drive. Therefore, the realization of autonomous driving ultimately needs to rely on the technological improvement of vehicles. 2, L3 level automatic driving is only a transitional test stage, can not really commercial use, only L2 and L4 can realize the commercialization of automatic driving. 3, L4 level unmanned driving can not achieve open road operation within 5 years, because it involves the division of responsibilities of laws and regulations. 4, foreign laws and regulations for automatic driving is currently not high reference, most of them are some framework regulations and policies, because the number of foreign autonomous vehicles is not large, the case is not enough, can not form effective legal provisions.



Juwan Technical Research Liu Siming:

The overseas market is basically a blue ocean market in the ultra-fast charging section, and in the domestic word, it is a steady fight, and slowly we should still change this concept.

Embassy of the Republic of the Philippines in China Emmanuel Ang,

Commercial Counselor:

The Philippines' strategy in promoting the development of new energy is to make the cake bigger and expand the market size first, and then consider whether to attract producers into the country. Setting up a factory in the Philippines and importing parts into the country are duty-free for the first eight years. The vision of the Philippines is that by 2050, 50% of the cars in the Philippines will be new energy vehicles.

Technical discussion

Yuyang Technology Chen Yongxue:

In terms of subdivision to a certain technical dimension, maybe this product form or product paradigm does not necessarily need this kind of thing to do, or this kind of thing may be in the current maturity, there is no need to invest R & D resources to do it, resulting in the actual progress of cooperation may be relatively slow, but it does not mean that there is a problem with the company's products. There is no advantage in price, I think this may be a hammer to hit a nail, or because there is a nail, so find the hammer such a concept.



Tengxin detection Dong Fawu:

Domestic substitution is now a very important way for our company to reduce costs, the premise is to verify that the material you want to replace is functionally consistent.

Titanfang Technology Li Xiongkui:

Money is depreciating, and then the price of your product doesn't rise, and you add more and more features and eventually nobody makes money, but where is the way out? Now the main engine manufacturers are doing AI, trying to find a way to put their own product features close to this aspect of the single, the price to do a little more.

Sharp speed intelligent Tan Jianji:

Super fast charge, combined with this high-rate battery, is the highest form of replenishment at present.

Independent automotive expert and former CEO of BMW Brilliance Dr. Johann Wieland:

The best and healthiest mode of cooperation between suppliers and Oems is that both sides, especially technical engineers, are closely connected and understand each other.

Electrical Puhua Wang Lin:

Whether it is a new energy vehicle or a traditional vehicle, the software or comply with the European AUTOSAR standard, it is already a very mature system, whether it is a Chinese enterprise or a foreign enterprise, the future development of safety measurement and control this piece does not need to open up new routes.

Greubo Cheng Jun:

At present, the open source field of domestic automotive software has not yet reached the battle stage, but the short-board stage, whether it is creative or iterative, and foreign countries, China may be stronger in the past two years, but also particularly hard.

Electrical Puhua Wang Lin:

Now the key to open source software enterprises is to make the safe and controllable kernel solid first, on this basis, and then to do other commercial, and then achieve profit.

Sun Jiangtao, Testo Technology:

Do power devices, do AI chips, do other materials, it is recommended to pay attention to silicon nitride materials, its toughness is better than silicon carbide, may be more in line with the future of Tesla led by a trend of new energy vehicles.

Huabin Sun, Hongda Electronics:

Now the competition has been very hot, from AC to DC to fast charging, it is inevitable to supercharge, the future mobile charging may be a development focus, mobile charging with fast charging technology of supercharge is the innovation direction in this field.

Pei Dai Technology Cao Peng:

If you want to achieve automatic driving, you must do billions of kilometers of testing, through the test to solve the problem, but the field test cost is too high how to do? This is where the simulation test system comes in. In the simulation test, the competition is the system accuracy.

Tanyi Technology Xu Guanjie:

In fact, not all products can be replaced by domestic, because some categories in Europe and the United States have advantages over us, which is a phenomenon against common sense. It comes down to the subdivision of the technical dimension, that is, this category does not need to invest R & D resources to do, I think this can be a hammer want to hit a nail, a nail, want to find a hammer concept.

Greubo Cheng Jun:

Software security certification, the better companies in China have basically gone to the ASPICE 2.0 era, but the basic domestic L2, and then go up to 2.3, 2.4 this era, which is our own endogenous drive and creative place.

Car charger guard Lin Chuhong:

The level of industrial design of small DC charging piles is not particularly high. You can use the experience created by the domestic C-terminal to look back and then go to the small DC to find a wave of increment. Small DC should also be a very important future development direction for the development of new energy in the next few years in the household field.

Youke test Deng Yihua:

The standard is only a threshold, and the ultimate goal is to improve the quality of products in the supply chain. 36

High-end cognition, collision of ideas

Supply chain people meeting guests sentence

中国国际新能源汽车供应链大会暨出海论坛

CHINA INTERNATIONAL NEW ENERGY VEHICLE SUPPLY CHAIN CONFERENCE AND SEA FORUM

Market trend

Independent automotive expert and former CEO of BMW Brilliance Dr. Johann Wieland:

No enterprise in Germany dares to underestimate Chinese enterprises. We need a more transparent supply chain in the future, but a more transparent and sustainable supply chain won't come cheap either. As companies go to sea, they must pay attention to the constraints that political factors may bring.

Host Chang Cheng:

Now the replicability of charging pile products is too strong, you can stick your own brand at any time, the market share of the head enterprise is very stable, and the small and medium-sized enterprises left behind are price wars, and finally everyone did not make money. There are many charging pile manufacturers, but charging pile manufacturers have supporting services, and those with full links are more dispersed, so the products on the market are still in the finishing period.

Pai Rui Information Wang Feng:

The reason for the domestic market volume is homogenization, following the trend, to say the ugly point is "plagiarism". I think that the founder of the company must not go with the flow, everyone to innovate, the volume of the market itself.

Microchain Road Love Zhang Yu:

The market is the survival of the fittest, the initial establishment of the market will allow some enterprises to grow, to reach a certain period of growth, will be eliminated. China National Brand Network:

Can only solve the demand can not solve the competition, only a dead end, how to break through the competition? The essence of brand is to differentiate, solve competition, and even achieve monopoly.

Jingbao Time Frequency Liu Guinan:

The vitality of the enterprise comes from the brand, and the establishment of the brand needs quality, technology, products as the precipitation and support, and in the industrial chain and product layout.

Dongzhou Huang Shifu:

At present, the boundaries of various industries are slowly merging and crossing borders, and we should let more enterprises and industry circles join in to jointly explore the development of the electric vehicle industry.

Steady first micro Lulun super:

From a chip point of view, including from the depot and Tie1. The first step is to complete localization, and the second step is to adhere to innovation.

Yunshu Huixin Zhang Kaiqiang:

Now is an era to break the circle, we must learn to integrate people from different fields, at the same time we must learn to borrow power, one is to borrow the power of industry, but also borrow the power of the government.

Pingwei Industry Brochure:

In the next two years, small and medium-sized enterprise financing will be more and more difficult, thousands of enterprises will remain at most hundreds of healthy competition, we can consider the group, such as MOS\MCU together to do the sealing module customized products.

Xi'an Lingchong Li Guangbao:

If the pile does not subdivide the track, it must have no future. At the same time, it is necessary to combine with the national team, but also to maintain the mutual combination of private enterprises, industry joint, there will be room for symbiosis and mutual appreciation.



Luban Xinneng Bian Yujian:

Every industry and industry develops because the needs are changing. In fact, the popularity of charging piles in the north is very low, but the market demand is there, so the development space is huge.

Ruihua Intelligent Zhang Wei:

The development direction of charging piles is to stand in the user's point of view to solve some problems encountered by users in the charging process and solve some of their pain points.

Market trend

Gao Pin Automation Guo Jun:

I can lower the profit margin at home, and we will roll together. Foreign I pull the price up, profit dilution said, I am still very high, so the number.



Xin Hui Wei Fu Min:

Hexai Technology has been included in the sanctions list by the United States, which may be a dilemma for enterprises in the field of intelligent driving, but it is an opportunity for our domestic chips.

Chen Chunfei, Guheng Energy:

How will the new energy model of the future go? The key is how to distribute the interest chain, and a consensus will be formed initially in 2024 and 2025, and everyone will form a profit point.

Car cabin Sun Fenglian:

The field of smell is the blue ocean market for intelligent cabins of new energy vehicles. With the personalized needs of various car companies for the sense of smell and the atmosphere of the cockpit, this field will be more and more extensive.

Dongjing Electronics Lin Tuquan:

About crystal products, we used to believe in foreign brands, but now we are going to the other extreme, we believe in domestic brands, and this directly solves the cost problem.

Pu Chuang Intelligent Liu Kaijian:

The market has been volume, a loss of money to do projects, how to survive? That requires everyone to do more sharing and sharing, core technology development, and the group to expand overseas markets.

Rukeda Xia Jianhua:

Industry price reduction this piece, how to break the game? We have also analyzed, the first is some overseas markets, the second is commercial vehicles, construction machinery this piece, the competition is not very sufficient.

Yang Xu of Zhongneng Group:

The more cars are sold, the more demand there is in the supply chain, and the more people get benefits, which is a good thing.

Wuhan Changyou Han Bin:

Byd price cut this matter, consumers get economic benefits, tram market share is relatively more, for our electric charging ecosystem, the overall is still good.

Yibang New Energy Ma Tianyi:

For the charging pile, there are currently three mainstream directions: the first direction is high-power fast charge, ultra-fast charge, supercharge; The second direction is chassis charging, chassis charging is not so hot; The third direction is intelligent charging, that is, robot intelligent charging, which many large charging companies are doing.

Glanco widened:

New energy has reached a stage, the next stage is to fight price, fight quality. As a new enterprise, the first goal now is to survive first and then pursue higher development.

Xing Yuhui, MAO Ruixin:

Domestic volume is more and more intense, in fact, our cost assessment is really higher than Infineon, ST, was originally a domestic substitute for imports, and now it has become a domestic substitute for domestic.

High-end cognition, collision of ideas

Supply chain people meeting guests sentence

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CHINA INTERNATIONAL NEW ENERGY VEHICLE SUPPLY CHAIN CONFERENCE AND SEA FORUM

Industry trend

Independent automotive expert and former CEO of BMW Brilliance Dr. Johann Wieland:

Suppliers are essential to Oems, and Oems don't abandon them entirely. Although some argue that mastering data is the key to success, Oems are currently unable to handle such a large volume of data. In the future, the software industry may undergo a transformation, no longer a single brand of products, but multiple companies jointly developed. The mode of cooperation with Oems will also change, and it will no longer be a simple software sale, but a more complex way of cooperating.

Liyou Technology Liang Jin:

In the past, top foreign enterprises did not look at China's new enterprises, because the fuel vehicle era is more sophisticated. The development of new energy vehicles gives new enterprises in China the opportunity to cooperate with top enterprises, because new energy vehicles need innovation.

Microchain Road Love Zhang Yu:

New energy vehicles do not lack technology, the lack is how to make these technologies landing, the development of new energy vehicles in many times is not technical barriers, but commercial logic. Only by forming a virtuous circle can technology be continuously promoted.

Wasu robot Xia Liang:

New energy has opened a huge market for industrial robot companies, and in this internal volume market, there is only one way to break the volume: the blood strip is thick enough, deep in a certain field, and do products that others cannot do.

Li Kepin of Weyi Intelligent Manufacturing:

Humanoid robot is not the best form in the industrial scene, the essence is to reduce cost and increase efficiency, but also the most efficient and most quality improvement way, embodied intelligence, how to combine perception and control together, combine large models and robots, achieve the physical world, virtual world, data world, to achieve the best combination, improve quality, reduce cost and increase efficiency.

Polymerization Technology Wang Lukuan:

If new energy vehicles want to win in the competition, they must be differentiated and have a clear positioning, such as micro-nuclear flying cars and methanol cars.

Youke test Lv Zhengqi:

We hope that the upstream and downstream enterprises in the supply chain can work together to promote the introduction of national standards in the industry, improve the status of China's automobile industry in the world, and help more enterprises to produce and manufacture.

Yang Zhun, Sanhai Electronics:

The lack of unified standards for domestic vehicles affects the reliability testing of components and vehicles. It is an important process to jointly develop enterprise standards, improve the reliability of new energy vehicles, and promote the performance of components.

Exhibition Technology Sun Bo:

New energy vehicle products should not only pay attention to industry standards, pricing and content refinement, but also give emotional value. For young users, a training program can be launched, so that the vehicle IP grows with the mileage, in exchange for follow-up services. The product should have innovative gameplay, enhance the emotional connection of users, and achieve healthy development.

China Equipment Management Association new energy automobile industry Development Promotion Center Xie Yu:

I think there are two possible outcomes: 1, the use of a large number of user data is the key to survival; 2. Choose to be a leader or join a large group in the future.



Anglis Chang Song:

I personally think that whoever buys who in the future will be dominated by who.

Clear car Zhixing peak:

Oems are not necessarily the ultimate profit makers, and we are profitable in the motor, sensor and data areas of the industry. The proportion of domestic chassis parts is very low, L2 permeability has reached 40%, and the loading rate of new vehicles is 40%. However, the localization rate of chassis steering automatic suspension is only 10% to 20%, and joint efforts are needed to improve it.

Industry trend

Wei Bang transmission CAI Wei:

Finally, it is certain that enterprises that master user behavior data will lead the industry, which is different from before, and this is a new trend of new energy in the new era.



Step Technology Ye Jianjie:

If the large-scale quantitative production of automatic driving, then the integrated performance and efficiency need to be a qualitative improvement, it is possible to popularize all.

Step Technology Liu Wenzhi:

In the face of Oems' compression of autonomous driving costs, the enterprise cycle of the supply chain needs to be longer.

supply bridge Guberan:

With Oems trying to figure out their carbon footprint, sustainability is now a critical issue for suppliers, and if done right, there are great advantages for the company.

Master Model Micro Meng Xiangquan:

Personally, I'm still more bullish on the semiconductor industry. We do not lack of technology, localization replacement needs to be slowly accepted by customers, grapevine said that the country requires about 2027 100% localization, this is a very good opportunity.

Flag core Micro Huang Zhengqin:

We do not have a problem with products, until then the lack of overall planning and height layout, to have this right to speak in the international, car.

Li Bo, Zhaoguan Electronics:

Has the chip developed? There must be, but financing is more and more difficult, no money, this thing can not go on, there is a crisis and opportunities, the requirements of the car factory for domestic chips are getting higher and higher, the localization rate is getting higher and higher, this is an opportunity. Our goal is still to compete with foreign chips, internal unity.

Yan Jianjun, Shiyou Technology:

With the improvement of intelligent car computing power, the application of AI digital people in the intelligent cabin will be more and more deep and extensive.

Adler Electric Green:

Now when I see a charging pile, at most two cars can be charged. In the future, I hope a charging pile can charge four cars, five cars and more cars. I think there are many opportunities for China in the future, because China's design technology in the field of charging piles is ranked first in the world.

Yi Chuang Zhilian Niu Junzhao:

It is crucial for pile companies to always look at the direction of the country's planning.

Lishun Testing Qiu Zhiwei:

China lacks its own standards, this is the industry barrier, in fact, the real to do their own standards.

Tin you micro Lian Wang Zhao:

Because it's always going to be harder to catch up. If you do something new, you have the opportunity to lead. Like China's photovoltaic, new energy vehicles have the opportunity to lead. If you lead, you'll be in it all the time, and you'll have the first mover advantage, and you'll be the first to set the standard. You have less to say when others are chasing you.

Yiqing Yao Meng Deyang:

The layout schematic diagram of our EDA itself has been OK by itself, and it is also being sold now. However, the simulation analysis service is more difficult. It is far from foreign software. We are catching up now, at least three to five years.

Industry trend

Shun Yuzhi Leader Zhang Kouwen:

Domestic supply chain enterprises should stick together to warm, large enterprises should have a mission and responsibility, start-ups should have a sense of strategic service, while improving technology, but also to prevent foreign supply chain enterprises to slash prices.

Shi Jun Hongmao Tang Fangwei:

China's tram companies should continue to set sail and move forward, including the entire industrial chain to do a good job, to escort battery companies and car companies.

Henwei Aluminum Liang Renyong:

After a new round of reshuffle, all Oems will face a crisis if they do not have a complete supply chain. Traditional car companies, previously according to the traditional model, the entire core belongs to its secondary enterprises, or its downstream holding to form the supply chain system.

Wei Xing of Zhongchuan Technology:

Heavy truck commercial vehicles this piece is a very large blue ocean in the future, a truck is equivalent to the pollution emissions of hundreds of cars. At present, China's solution is to change power stations, and it builds several power stations every dozens of kilometers in a city. Battery companies should pay more attention to the heavy truck, this blue ocean is very large.

Li Miao, Tianshi Equity Fund Management:

Today's entrepreneurs live in what a good era, born in such a good era, is to subvert the entire industry, the entire industry, help China to go out, and then beat many foreign enterprises.

Baiboh Chang Anshan:

Oems will give suppliers 5%-10% price reduction demand every year, sometimes more than 15-20%, we as a supplier: the first point to have alternative solutions, the second point needs to constantly develop new technology, with new technology to meet his price reduction requirements.

Sharp speed intelligent Tan Jianji:

The development of China's new energy relies on three 5, the battery life is 500 kilometers, the charge is 5 minutes, and the tram is 50,000 yuan. The three five is a milestone in promoting the popularization of new energy trams in China. New energy vehicles can be in a virtuous cycle.

Green can fill Nie Yongjun:

New energy vehicles operate an ecosystem, price reduction is not the most important, the most important thing is the car company, how many user groups he can have, become the main element of his future state of the system, and finally the real money is not hardware, but software and systems. Many people who are not in our circle think that electric cars are still dangerous. It takes time to help our broad masses of people understand and interpret. With the change of time, the cognition of new energy vehicles will definitely change.

Nanjing Rui Fanda Zhu Xianchun:

We have been doing precipitation for many years, as the industry, the market volume is getting larger and larger, how do we face the next step of competition? How do we keep more of them out? How can we further expand our marketing? That's what we should be talking about.



Wuhan Changyou Han Bin:

Everything to put the interests of consumers at the forefront, consumers want to buy a car cheaper, car safety, usually a little cheaper maintenance, repair a little cheaper, the needs of consumers is actually very simple. In fact, whether you use oil or electricity, as long as you meet these four requirements, what car consumers buy is the same.

Enterprise management

Independent automotive expert and former CEO of BMW Brilliance Dr. Johann Wleand:

The profit issue affects both sides, but mainly on the customer side. If customers are not willing to pay high prices, carmakers must cut prices.

Medium magnet core Cao Minghong:

Does the profit margin of car companies come from customers or suppliers?



Zero Reading Technology Ke Zhuliang:

Reduce internal volume, win-win cooperation.

Peng Ding Holdings Chen Zhangyao:

In the past, when we worked with foreign customers, we focused on early intervention and long-term relationships, and then considered price competition. But now the domestic competition process is reversed, first talk about price and then talk about the relationship and early cooperation. I call on everyone to look at a wider range of cooperation opportunities, establish long-term cooperation relations, jointly improve product quality, avoid only staying at the imitation level, achieve deep cooperation in the supply chain, and common development.

China Equipment Management Association new energy automobile industry Development Promotion Center Xie Yu:

As long as your product has the core competitiveness, can help the OEM effectively improve its technology or function, the OEM will take the initiative to find you, light public relations is meaningless, the key is in the value. The software defines the car, the hardware hosts the software, and the hardware must be combined with the software, otherwise it will be difficult to focus only on the hardware.

Xi'an Lingchong Li Guangbao:

Don't be conservative with each other, share information and integrate with each other.

Beiwei Sensing Wang Yuan:

There are four points for breaking a scroll: First, do not roll the moment, to put the long line, catch the big fish. Second, the development of different agents, more flowering. Third, jointly establish ecology, report group heating. Fourth, aiming at the international market and laying out overseas business.

Host Chang Cheng:

There are fewer and fewer good tracks now and it's hard to find them.

Zhang Shengjie of Redstone Tiandi:

Intelligent ecology is a phenomenon-level ecology, and we hope to do some different ecological content with traditional manufacturers, manufacturers and other mainstream supply chains in the car.

Jing Dou Technology Wang Yifei:

The reasonable state of company competition is in the process of competition, at a reasonable margin to get business, to ensure the normal operation of the company.

Wei Wu Photon Wang Zhanfeng:

Enterprises want to break the game in the competition, first of all, there must be a breakthrough in original technology, followed by the establishment of industry barriers with excellent friends and enterprises, and finally do their own technology, which is the most important thing.

Changjing Technology Chen Guodong:

The industry is indeed volume, but not only volume price, first of all to survive, in the new technology, research and development innovation should be a "volume" place.

Microchain Road Love Zhang Yu:

No matter what means, to establish a higher threshold, a higher technical ability, to roll others. Relying on technology to make money must be a high technical threshold of mature enterprises. In this fast-paced market, 80% of enterprises should not spend their energy on technology, more enterprises should improve human efficiency, manage the market, and let themselves survive first. Not all enterprises can be small and beautiful, small focus and beauty depends on the integration ability of enterprises and resources. Therefore, the market in the volume is more about cost control, who can control the cost, who can survive. If you want to make a high profit, you must be prepared to invest upfront. If you are not willing to pay to invest in the future, you will buy blood strips in the country to see who has thick blood strips. Non-standard business is hard to make money. Many big tracks actually contain countless small tracks, and the scale of a single small track is very small, which is the difficulty of non-marking. Large models can solve this dilemma, and large models have strong compatibility.

Enterprise management

Independent automotive expert and former CEO of BMW Brilliance Dr. Johann Wieland:

Oems have a unique way of doing things, and despite many current political issues and challenges, there are no clear signs of transformation or ideas in R&D and supply chain.

Qin Yong of the Scent Kingdom:

To innovate with differentiated thinking, we need to understand innovation and differentiation from multiple perspectives. At the application level, make good use of addition thinking, such as the integration of hearing and smell in KTV, innovative linkage ways, and form a new way of thinking.

Huitong West Power Xu Shanjun:

In the natural development process of the market, the volume is reasonable, and can only rely on innovation to create market increment and create diversified business to solve the volume problem, in addition, there is no better path, and we must persevere and continue to explore.

Yuxing Electronic Fu Hong Qiang:

Enhance the core competitiveness of enterprises: products, markets, the entire supply chain manufacturing. Any one of them is good, if all three are good, you are better.

Zhang Shengjie of Redstone Tiandi:

If enterprises want to make lasting profits, they should not only rely on the ToB company, but also rely on the C-end income. For this reason, the product should grasp the user's needs and actual pain points, and with the help of this wave of potential energy, it can reverse obtain B-side customers.

Wei Bang transmission CAI Wei:

In the past, all the Oems called supply chain companies called suppliers, and now almost all call them partners. Because with the changes of the market, we have become a community of destiny.

Anglis Chang Song:

There is more equality between the main engine factory and the supplier, especially in the highly internal volume environment, the main engine factory pays attention to efficiency, and the rapid landing of the model even needs to actively seek the cooperation of the supplier in turn.

Clear car Zhixing peak:

Now and a lot of Oems to cooperate, the key contradiction is the Oems for technology openness and integrity, which also determines whether we choose white box, gray box or black box production services.

Wei Bang transmission CAI Wei:

Not only China and the West need to communicate, but also the Oems and the supply chain, and the supply chain and the supply chain need to communicate frankly. Only through communication and dialogue can we solve the doubts and even the incomprehension on some issues.

Anglis Chang Song:

24 years, 25 years, it's bound to roll. Everyone roll up their sleeves to work hard, can stick to it, will become an excellent enterprise.

Xi'an Lingchong Li Guangbao:

If the pile does not subdivide the track, it must have no future. At the same time, it is necessary to combine with the national team, but also to maintain the mutual combination of private enterprises, industry joint, there will be room for symbiosis and mutual appreciation.



Master Model Micro Meng Xiangquan:

Do differentiated products, this is very key. If you do new products according to the needs of customers, it will always be able to get relatively high profits.

Liu Zhanfeng of Dingyu Automobile:

As a test instrument manufacturer, we do not always do integrators, we need to do more research and development. Design, software investment is large, but the savings are also large.

Jingneng New Energy Guo Yonggang:

Volume price volume can not be a brand, if enterprises want to find a way to survive, it must be a better balance in technology, quality and price.

Tanyi Technology Xu Guanjie:

I think now autonomous driving, maybe we really need to go back to the essence of business together, to solve real scenario problems, to solve the concerns of actual end users.

Enterprise management

Medium magnet core Cao Minghong:

Do the parts industry, slow is not good, slow will exist internal friction, fast will improve the efficiency, so everything in the future is changing, but we must change the case.



Iridium Technology Gao Taikang:

In the matter of localization, from today's point of view, the entire industry or the entire industrial chain, in fact, everyone has a consensus that localization is something that must be done.

Yuyang Technology Chen Yongxue:

At present, domestic component enterprises can not completely replace some foreign manufacturers, but to make good use of the catfish effect, the technical ability of the entire enterprise, quality control, delivery to ensure that there must be a higher pursuit.

Small blue fast charging Li Xiaoping:

Rely on low prices can beat peers, I do not agree with this view, the industry ultimately, it is PK heritage, PK management level, and then PK price. This is a final trend and it needs a process.

Shangou Technology Krelan:

Because our domestic enterprises are getting bigger and bigger, the industry is doing more and more, and the more surplus land is selected for customers. But in a vertical field it does a lot on its own, which will give us next to the business, squeezing the space. I feel that for many large enterprises in our country, it leaves too little room for many small and medium-sized enterprises to develop.

Flag core Micro Huang Zhengqin:

From the perspective of new companies, there is no scale, there is no cost, and it is difficult to go to sea. Should focus on product research and development, establish their own technical barriers, better.

Subcheng microelectronics Luo Zhenyu:

The core of the semiconductor field is still technical strength, but these three years are the volume of the industry, the three years of fantasy, no matter how technical strength, we must first survive before there is a future.

Moderator Tan Beiping:

In fact, enterprises are like people, people say that I don't care how you live now, just look at the last who lives longer.

Jie Fa Technology Wang Lu:

Domestic semiconductors entered the coldest time of the season, but in fact spring is coming soon. In this case of winter, the decision to survive must be your cost, if you have a cost advantage is a natural advantage, and finally can survive the winter.

Steady first micro Lulun super:

The account period will become the embodiment of competitiveness, the current material and semiconductor discourse power is relatively weak, so there is no pricing power, we must be a person without my own products, and do not easily do direct supply.

Jialin Electronics:

The new growth point in the field of charging piles is that the current charging piles have mastered a large number of user usage data, and the data is processed and analyzed to provide value-added services according to user usage habits.

Mr. Liu, Kenshi Heavy Industry:

Now we can't just fight the price war, but also make some brands. Only if we have a standard, the exit can be self-disciplined, and the country can be self-disciplined to do it.

Huabin Sun, Hongda Electronics:

How to strike a balance between price war and quality? There should be some specific methods and measures. Through the industry publicity, the quality of this malicious price war kicked out of the industry.

Gaopin Automation Qian Jie:

Relying on the output value piled out by technical personnel, to do the output value, you need to constantly expand the team and constantly take orders. Then each order needs to have a team to complete, with the preparation cost is getting higher and higher, which is a pain point for all companies that do non-standard equipment. Therefore, many companies find another way out and want to do overseas markets.

效果源自专业 首展即 行业大展

THE EFFECT COMES FROM THE PROFESSIONAL DEBUT INDUSTRY EXHIBITION

Big data to see more
professional new energy
vehicle supply chain exhibition



Professional exhibition of the whole industrial chain

Exhibits cover vehicle (Oems), intelligent cockpit, intelligent network, automatic driving, motor, electronic control, battery, Charging and replacing, intelligent manufacturing, lightweight, wire chassis, air conditioning system, brake system and other plates, more than 3,000 + exhibits are displayed on the same stage, forming a comprehensive display window of the whole industry chain.

Eight exhibition areas - the most extensive professional exhibition covering the industry

According to the different ecology of exhibits and new energy vehicles, it is divided into eight exhibition areas: "Smart energy exhibition area, battery management exhibition area, power supply exhibition area, structure and energy consumption exhibition area, technological breakthrough exhibition area, intelligent industrial development exhibition area, new energy vehicle popularity exhibition area, and future automobile exhibition area".

The perfect place to debut a new product

The exhibition saw 157 companies release 283 new products and technologies, providing a one-stop purchase for the industry. And the ideal place to grasp the latest technology and trends in the industry. Here, it is more efficient and convenient to talk about cooperation, expand business opportunities and build an ecological environment.

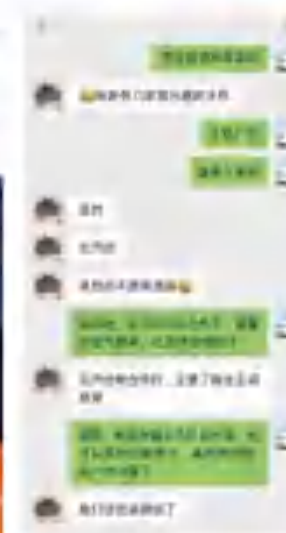
The effect comes from the professional first exhibition that is the industry exhibition

中国国际新能源汽车技术、零部件及服务展览会
CHINA'S INTERNATIONAL NEW ENERGY VEHICLE TECHNOLOGY, PARTS AND SERVICE EXHIBITION

Big data to enrich the professional new energy vehicle supply chain exhibition



Car companies come to visit with demand



Exhibitors will gain business opportunities

A number of companies said that they have further cooperation with car companies to discuss

Wuhan Changyou New Energy Co., LTD. General manager Han Bin
"In the Linkong hotel reception plus the dawn of the solution general manager, the president of the private meeting behind also carried out in-depth exchanges "

Zhengzhou Flash star Wanxiang collision Technology Co., LTD. General manager Li jiekui
"In the booth and Red flag car docking, visited the collision sensor is very interested, let the sample to test "

Yang Hongrui, sales manager of Baoshan Iron and Steel Co., LTD
"Mercedes-benz, Dongfeng Motor, MOTUZ AVTO of Uzbekistan, etc. "

Zhang Ruihao, technical director of Jingcheng Engineering Automotive System Co., LTD
"Has had in-depth discussions with a number of car companies, it is not convenient to disclose"

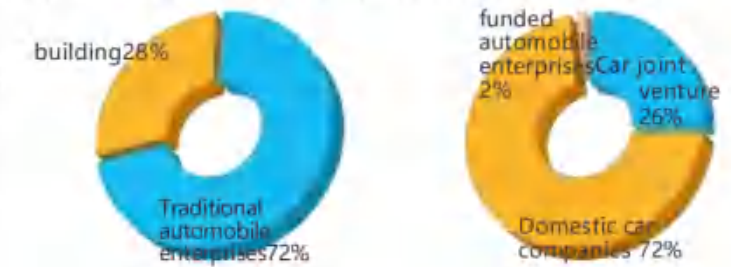
62 Oems, 216 department heads have clear goals, go to the scene to see technology, find new products, talk about cooperation

Beijing Automobile: modification and upgrading, new energy vehicle battery, chassis will pay attention to the technical application of partial performance Zero run car: Zero run has released battery chassis integration technology, want to go to Beijing to communicate with you more

Great Wall Motor: I am an engineer, I mainly focus on intelligent cabin, intelligent driving, artificial intelligence and other intelligent related technology products

Traditional car enterprises accounted for 72% of the new forces of car manufacturing accounted for 28% are seizing the new energy vehicle supply chain market!

There are 62 car factories There are 45 traditional car companies Car building new forces 17216 department heads



80% of the car companies to the main force, from the procurement department, R & D department, design department. The purchasing department pays more attention to price and output, and the research and development department focuses on new technology demonstrations and finding new products. The design department looks at product specifications and application scenarios, with special attention to new technologies.



The most concerned sectors: major three power, intelligent cabin, lightweight, intelligent manufacturing

The most bright plate: domestic chip, automatic driving, intelligent network connection, spare parts, small three electricity

The most advanced plate: chassis system, charging and replacement, special afterassembly for new energy vehicles

Third Space CEO Retreat: Smart Cockpit

Trolley Brain CEO Retreat: Chip

Software-defined Automotive President's retreat: Autonomous driving, connected vehicles

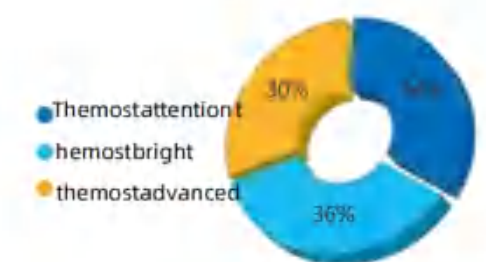
Car and electricity one president private meeting: charge and change

Industrial Pearl President Private meeting: Intelligent manufacturing

Double carbon Pilot President private meeting: lightweight, parts, small three electricity

Trolley Heart CEO Private Meeting: Battery

Smart Center President private meeting: motor, electronic control, chassis, brake, air conditioning



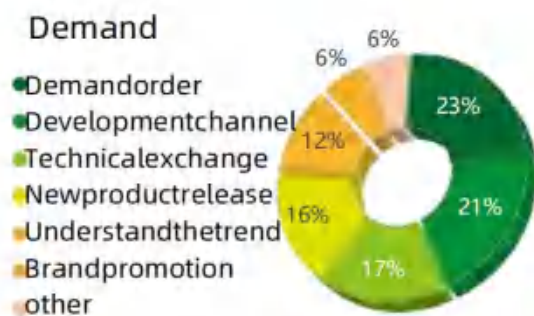
The effect comes from the professional first exhibition that is the industry exhibition

中国国际新能源汽车技术、零部件及服务展览会
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1% chance, 100% effort. A selection of 283 new products and technologies were announced at the show, 68 of them. Enterprise reception staff in more than 5 people, as long as there is a chance, must firmly grasp



EXHIBITOR FEEDBACK



Doubledirection Detection Technology (Shanghai) Co.,

LTD General Manager Jiang Xiaoyan:

"This event links a lot of resources, exhibiting for the first time. Thank you very much and we will have more opportunities to work together in the future."

Jiangsu Yibang New Energy Technology Co., LTD General Manager Ma Tianyi:

"A lot of resources have been connected to the scene, and also to the embassy."

Beijing Hummingbird Interactive Technology Co., LTD Marketing Director Ma Xin:

"This exhibition is very good, we are very busy, some departments did not come, specially built a group classification to follow up customers, and modified enterprises to consult the car machine game after installation, but also to open a new wide forum."

Zhengzhou flash star universal collision technology Co., LTD General Manager Li Jiekui:

"Thank you very much for Manager Li's invitation, otherwise I would miss a chance to participate in the grand event. After the meeting, I also met the person in charge of Red Flag at the booth, who was very interested in the product and asked me to send the sample."

Chengdu Jingbao Time frequency Technology Co., LTD Director Liu Guinan:

"Private meetings are fun and people can collide more. The exhibition is very satisfied, half of the enterprises on the site are our customers, and it is expected that 10 customers can cooperate. The only regret is that we did not know that it is so close to the exhibition, if we had known, we would have arranged more people to participate, and the effect would have been better."

Dongjing Electronics Jinhua Co., LTD Deputy General Manager Lin Tuquan:

"The effect of this meeting is very good, with many customers have established contact, the exhibition effect is very good, 25 years will also sign up."

Pengding Holdings (Shenzhen) Co., LTD General Manager Chen Zhangyao:

"The exhibition is very professional, the exhibition hall is very large, and many lidar companies have established contacts."

Shenzhen Seikoon-line electronics Co., LTD General Manager Shim Cheong-kwon:

"Received more than 70,000 deposits, or just the intention of gold, there may be orders far more than this, the entire exhibition arrangement is still very satisfactory."

Pan Min, Deputy General manager of Arte Enterprise Management (Beijing) Co., LTD.:

"Most of the exhibitors are our customers, and we must cooperate deeply in the future."

Zhejiang Dafeng Technology Co., LTD Sales Manager Zhang Huaishu:

"Events and exhibitions are good, how do you put your supply chain manual?"

Ningbo Baoorange Electronics Co., LTD General Manager Zhang Cuifang:

"Very satisfied, there are many of our customers, did not attend the main forum, busy handing out business cards."

Beijing Liyou Technology Co., LTD Marketing Director Liang Jin:

"I saw a lot of companies that want to cooperate, electric drive electronic chassis, such as win double, Jingcheng Engineering, Weibang transmission, Super power, TCL, etc., and I want to know them later."

Jiaxing Shangou Technology Co., LTD Chairman Krelin:

"Thank you for the invitation, our booth next door is our cooperation customers, several exhibitors are familiar with, the head pile enterprises are basically here, and some of us are providing materials, your influence is still great."

Shenzhen Kemin Sensor Co., LTD Deputy General Manager of Business Department Kang Xing:

"At the beginning, I did not care about this activity, encountered too many fool activities with us when the number, after this time to find that you do very well, many of the first pile enterprises have come, there are many cooperation customers in other places to hold activities, remember to synchronize to me."

The effect comes from the professional first exhibition that is the industry exhibition

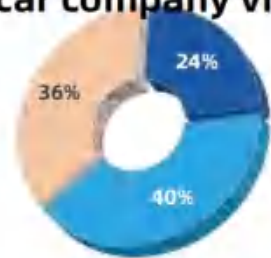
中国国际新能源汽车技术、零部件及服务展览会
CHINA'S INTERNATIONAL NEW ENERGY VEHICLE TECHNOLOGY, PARTS AND SERVICE EXHIBITION

On-site inspection of 284 supply chain enterprises
More than 1280 kinds of products, the main purpose of car companies to visit is to see products, talk about technology, talk about cooperation

New products: Look for products of the same quality and better cost performance
New technology: Look at new products, new technologies, new trends of products that can enhance the value of car companies: understand the representative and trend products that have been developed, but have not been mass-produced

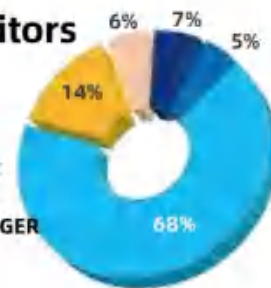
Purpose of car company visit

- New trend
- New product
- New technology



Crowd of visitors

- president
- CEO
- The incumbent
- Vice president
- General MANAGER



456 corporate decision-makers, 16 ecological activities in the same period, high yield and release of 728 industry hot views!

The only whole industry chain exhibition

Global interaction, international event

Great people gather together

More than 80% of the participants are presidents, from the three major power, intelligent cabin, automatic driving and other 11 sectors of the leading enterprises, jointly established the battery, intelligent cabin, chip, automatic driving and other eight ecosystems

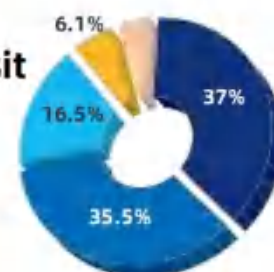
3,329 professional visitors gathered in Beijing

Find new products, test technology, promote cooperation, make friends

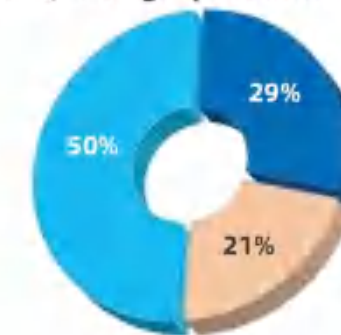
China's first professional tram supply chain exhibition Industry attention, big coffee gathered, link global resources for you!

Purpose of visit

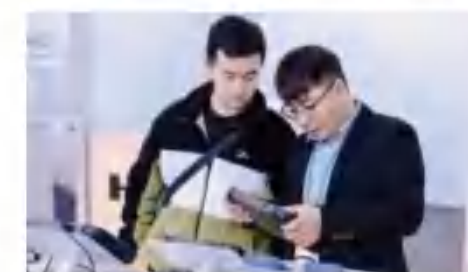
- See the new product
- Purchase product
- Get a quote
- See the trend
- Investor



699 decision-makers live chat cooperation, quick!
1665 responsible for the selection of products, fast transaction!
965 industry buyers talk about orders, strengthen procurement!



Talk about cooperation to choose products to talk about orders



A full range of buyers to meet the procurement needs!

59% supply chain companies look for products to purchase, 12% car companies look for technology to talk about cooperation 3% government units to research, 4% overseas audiences to expand the international market 9% industry media to hear about, 6% investment and financing institutions to find opportunities 4% business associations to study and exchange, 3% scientific research institutions to find research projects



专业展会 全球焦点

PROFESSIONAL EXHIBITION GLOBAL FOCUS

284 participating companies spoke for the exhibition

102 international and industry mainstream regional media 360-degree stereo propagation



以上合作单位排名不分先后且不止于此.....