

China Concrete Mixer Industry Report, 2010-2011

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Abstracts

In 2010, with the construction of real estate, highways and other large projects, China concrete mixer industry entered a rapid development stage. In the same year, the output reached 71,000, up 95.4% year on year; the sales volume surpassed 60,000, up 100% year on year; the export volume was 1,910, up 14.6% year on year.

During the period of "Twelfth Five-year Plan", China will focus on promoting the construction of indemnificatory housing. With the progress of urbanization process and the increasing demand for updating concrete mixers, it is expected that Chinese concrete mixer market will continue to grow in the next five years.

The report analyzes the supply and demand in Chinese concrete mixer market, and discusses 15 major concrete mixer enterprises.

In 2010, top 10 enterprises (by concrete mixer output) in China produced 42,898 concrete mixers totally, accounting for 60.2% of the total output. An Hui Xing Ma Automobile Co., Ltd. ranked first, followed by SANY and Foton.

In 2010, the concrete mixer output of An Hui Xing Ma Automobile Co., Ltd. set a record with 8,567, and its sales volume was 8,300. 86.79% of the concrete mixers of Xing Ma Automobile were equipped with the chassis of Hualing Star. In 2011, Xing Ma Automobile reorganized Hualing Motor. If the revenue of internally supplied heavy-duty truck chassis is included into the special vehicle revenue after reorganization, heavy-duty truck business will contribute 51% to the total revenue in 2011, becoming a new profit growth point of the company.

The main product of SANY is concrete machinery, and SANY is a leading concrete machinery manufacturer in the world. In 2010, concrete machinery generated operating revenue of RMB17.83 billion, up 88.28% year on year. In the same year, SANY

produced 6,706 concrete mixers, up 92% from 2009. 94.04% of the chassis of SANY's concrete mixers came from SANY.

SANY plans to go public in Hong Kong and raise USD3 billion in 2011, as a move in its global strategy, the raised funds will be used to improve its international sales network and construct international industrial parks.

In 2010, Foton's concrete mixer output grew by 69.18% year on year. Foton focuses on the production of commercial vehicles, together with modified cars. Foton applies its own chassis to most of its concrete mixers. In 2010, Foton acquired the special-purpose vehicle business of Foton Heavy Machinery for RMB480 million.

Contents

1.OVERVIEW OF CONCRETE MIXERS

- 1.1 Introduction
- 1.2 Classification
- 1.3 Characteristics

2. DEVELOPMENT ENVIRONMENT

- 2.1 Economy
- 2.2 Policies

3. STATUS QUO OF CONCRETE MIXER MARKET

- 3.1 Overview
 - 3.1.1 Output & Sales Volume
 - 3.1.2 Import & Export
- 3.2 Market Patterns
 - 3.2.1 Competition among Enterprises
 - 3.2.2 Qualification of Manufacturers

4. MAIN COMPONENTS

- 4.1 Chassis
- 4.2 Mixing Drum
 - 4.2.1 Introduction
 - 4.2.2 Classification
 - 4.2.3 Characteristics
- 4.3 Feeding Equipment
- 4.4 Water Supply System
- 4.5 Hydraulic Transmission System

5. KEY ENTERPRISES

- 5.1 An Hui Xing Ma Automobile Co., Ltd.
 - 5.1.1 Profile
 - 5.1.2 Operation
 - 5.1.3 Development Strategy

5.2 SANY

5.2.1 Profile

5.2.2 Operation

5.3 Foton

5.3.1 Profile

5.3.2 Operation

5.3.3 Development Strategy

5.4 Changsha Zoomlion

5.4.1 Profile

5.4.2 Operation

5.5 Tangshan Yate Special Vehicles Co., Ltd

5.5.1 Profile

5.5.2 Operation

5.6 CIMC Vehicle Co., Ltd

5.6.1 Profile

5.6.2 Operation

5.7 Bao Tou Bei Ben Heavy-Duty Truck Co., Ltd

5.7.1 Profile

5.7.2 Operation

5.8 Shaanxi Automobile Group Co., Ltd

5.8.1 Profile

5.8.2 Operation

5.9 CNHTC Jinan Truck CO., LTD.

5.9.1 Profile

5.9.2 Operation

5.10 Luoyang CIMC LinYu Automobile Co., Ltd

5.10.1 Profile

5.10.2 Operation

5.11 Shantui Chutian Construction Machinery Co. Ltd.

5.11.1 Profile

5.11.2 Operation

5.12 Shanghai Huadong Construction Machine Factory Co., Ltd

5.12.1 Profile

5.12.2 Operation

5.13 Xuzhou Liebherr Concrete Machinery Co. Ltd

5.13.1 Profile

5.13.2 Operation

5.14 Tangshan Hongda Automobile Refit Co., Ltd

5.14.1 Profile

5.14.2 Operation

5.15 Anhui Jianghuai Automobile Co., Ltd

5.15.1 Profile

5.15.2 Operation

6. DEVELOPMENT PROSPECT OF CONCRETE MIXERS IN CHINA

6.1 Market

6.1.1 Supply and Demand

6.1.2 Marketing Modes

6.2 Development Trends

6.2.1 Industrial Trends

6.2.2 New Technology

Selected Charts

SELECTED CHARTS

Output of Commercial Concrete in China, 2006-2010
Output of Commercial Concrete in China by Region, 2010
Area of New Houses in China, 2006-2010
Concrete Mixer Output in China, 2008-2010
Monthly Concrete Mixer Output in China, 2009-2010
Sales Volume of Concrete Mixers in China, 2002-2009
Import & Export Volume of Concrete Mixers in China, 2000-2009
Market Shares of Top 10 Concrete Mixer Manufacturers (by Output), 2009
Market Shares of Top 10 Concrete Mixer Manufacturers (by Output), 2010
Chartered Manufacturers of Concrete Modified Vehicles in China
Chassis for Concrete Mixers in China by Brand, 2010
Operating Revenue and Net Income of Xing Ma Automobile, 2008-2010
Operating Revenue and Gross Margin of Xing Ma Automobile from Concrete Mixers, 2008-2010
Sales Volume of Concrete Mixers of Xing Ma Automobile, 2004-2010
Monthly Output of Concrete Mixers of Xing Ma Automobile, 2010
Concrete Mixer Chassis Brands Used by Xing Ma Automobile, 2009
Operating Revenue of Xing Ma Automobile by Product, 2011E
Operating Revenue and Net Income of SANY, 2008-2010
Operating Revenue and Gross Margin of SANY from Concrete Machinery, 2008-2010
Monthly Output of Concrete Mixers of SANY, 2010
Concrete Mixer Chassis Brands Used by SANY, 2009
Operating Revenue and Net Income of Foton, 2008-2010
Monthly Output of Concrete Mixers of Foton, 2010
Operating Revenue and Net Income of Changsha Zoomlion, 2008-2010
Operating Revenue and Gross Margin of Changsha Zoomlion from Concrete Machinery, 2008-2010
Monthly Output of Concrete Mixers of Changsha Zoomlion, 2010
Concrete Mixer Chassis Brands Used by Changsha Zoomlion, 2009
Operating Revenue and Total Profit of Tangshan Yate ,2007-2009
Monthly Output of Concrete Mixers of Tangshan Yate, 2010
Concrete Mixer Chassis Brands Used by Tangshan Yate, 2009
Operating Revenue and Net Income of CIMC Vehicle, 2008-2010
Monthly Output of Concrete Mixers of CIMC Vehicle, 2010
Concrete Mixer Chassis Brands Used by CIMC Vehicle, 2009

Monthly Output of Concrete Mixers of Bao Tou Bei Ben, 2010
Operating Revenue and Total Profit of Shaanxi Automobile, 2007-2009
Monthly Output of Concrete Mixers of Shaanxi Automobile, 2010
Operating Revenue and Net Income of CNHTC Jinan Truck, 2007-2009
Monthly Output of Concrete Mixers of CNHTC Jinan Truck, 2010
Monthly Output of Concrete Mixers of CIMC LinYu, 2010
Concrete Mixer Chassis Brands Used by CIMC LinYu, 2009
Assets and Net Income of Shantui Chutian, 2008-2010
Concrete Mixer Chassis Brands Used by Shantui Chutian, Dec.2010
Operating Revenue and Total Profit of Shanghai Huadong, 2007-2009
Chassis Brands Used by Shanghai Huadong, 2009
Operating Revenue and Total Profit of Xuzhou Liebherr, 2007-2009
Concrete Mixer Chassis Brands Used by Xuzhou Liebherr, 2009
Operating Revenue and Total Profit of Tangshan Hongda, 2007-2009
Concrete Mixer Chassis Brands Used by Tangshan Hongda, Dec.2010
Operating Revenue and Net Income of Jianghuai Automobile, 2008-2010
Fixed Asset Investment in Cities and Towns of China, 2005-2010
Fixed Asset Investment and Commercial Concrete Output in China, 2010-2015E
Sales Volume of Concrete Mixers in China, 2005-2015E

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