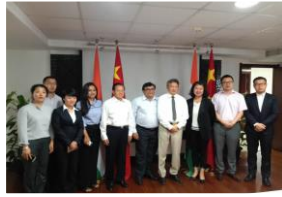




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# CHINT Electrics Newsletter 2018



## CHINT Photovoltaic Power Station in Netherlands

On March 20, a grand ribbon-cutting ceremony of CHINT Veendam photovoltaic power station was held in Groningen Netherlands. The project site was contaminated before it was developed, by virtue of CHINT photovoltaic technology, the unusable land has been transformed into a sustainable economic development area, even though it is no longer suitable for agriculture. The project will offset 240,000 tons of carbon dioxide during its operating life, while it generates enough energy to 4,900 households to power supply each year.

Since 2016, CHINT 10-year investment into energy industry equipment technologies to targeted companies has resulted in a vertical integration model that will benefit the overall industry. By formulating a two-prong strategy of 'low-voltages & photovoltaic new energy' CHINT can supply value-add to the entire supply chain through its products & technology. As result of the hard working and highly efficient staff for the international power station, the brand recognition of CHINT overseas has been rapidly enhanced.

In addition to the Veendam project, CHINT has also completed 160MW PV projects in the Netherland in mature EPC model. In addition, CHINT won the bid for three Egyptian PV EPC projects in January, with a total of 120MW for the three projects in \$147 million.

## CHINT Has Successfully Become a Key Supplier for a Uzbekistan Pharmaceutical Company

In March 2018, CHINT reached an agreement with Merrymed Farm, a private pharmaceutical company in Namangan, Uzbekistan. Merrymed's construction of 10KV power station and supporting facilities will be expanded by CHINT. The project will include a 110KV oil immersion Transformer, 110KV SF6 circuit breaker, isolation disconnecter, 10KV mid-voltage switchgear, lightning arrester in addition to other equipment requirements. CHINT segment focus and globalization strategy are key factors for being a preferred supplier.

Merrymed Farm was founded in 2010, and is a private pharmaceutical company with 200 employees in Uzbekistan, the products sales in Central Asia. The expansion of the Merrymed Farm pharmaceutical plant will start from August and will be completed within three months. This is the first time for CHINT to cooperate with Merrymed Farm to leverage its technology and comprehensive services. CHINT believes being customer-focused is the best way of creating value and providing return on investment for customers.

The project with Merrymed, further expands CHINT plan in the Belt and Road initiative. It is expected that this kind of project, will require cooperation of local government and industries, will result in accelerating CHINT brand awareness globally.

## CHINT VP Visits China Consulate General in Mumbai - INDIA

CHINT delegation led by VP, Ms. Lily Zhang visited the Chinese Consulate General, Consul General Mr. Zheng, Counsellor Mr. Wang Shicai and Vice consul Dr. Lei in Mumbai.

Ms. Zhang briefed the government officials on the business development plans and market achievements of CHINT Group, namely CHINT is one of the largest clean energy supplier and energy efficiency management solution provider with the most complete product ranges of Low Voltage, Medium and High voltage in the world CHINT products have been distributed in more than 140 countries and regions, including Europe, Asia, Middle East, Africa, and others.

Furthermore, Ms. Zhang introduced CHINT Group's presence in the Indian market, with Low-voltage switchgear, high-voltage transmission and distribution equipment, photovoltaic new energy equipment etc.- Ms. Zhang also expressed appreciation for the consulate general for their always supports and concerns.



Mr. Zheng, the former consul general learned about CHINT business development efforts in India, and it Ms. Zheng also updated on the organization of the India-Jaipur Rural Photovoltaic Water Project, and introduced to the geographical and regional location of the project, as well as poverty alleviation projects on China-India friendship. CHINT is willing to cooperate with the consulate to carry out more social responsibilities in the future.

## CHINT Participated the Korea Smart Factory EXPO



On March 20-30, 2018, CHINT participated in the Korea Smart Factory Expo organized by the Korea Intelligent Manufacturing Industry Association, which can accommodate nearly 500 companies and 30,000 visitors from all over the country. In this exhibition, CHINT exhibited two series of products: NEXT new products and SUNLIGHT series. The event was an opportunity to consolidate the relationship between the company and its existing partners, and exploit a number of new potential customers.

At the exhibition, CHINT displayed the information of company profile, solution of industrial automatic control, NEXT series and SUNLIGHT DB. This was a new approach, which changes the traditional product positioning message with simple components and parts booth displays. This new marketing approach combined professional support by staff, resulted in a broader message and deeper understanding about CHINT's core strategy and vision, which afforded better information to support CHINT in product and technology.

The CHINT booth display attracted many small and medium-sized enterprises visitors, and resulted in highly-qualified sales leads for CHINT. The exhibition also provided a platform for business to business discussions among attendees. By participating in the trade show with an exhibit, CHINT staff was able to further extend its understanding of the industry trends, and collect real-time current industry information. This voice –of –customer data is critical for CHINT's continued investment future preparation for development in this market.

## Ain Shams University Visit CHINT EGEMAC Factory in Egypt



From the 15th to 20th of April 2018, the CHINT office in Egypt welcomed a group of professors and students from the engineering and electricity department in Ain Shams University. This is an initiative being driven by Ains Shams University to promote university-enterprise cooperation in Egypt which CHINT eagerly supports. As part of the initial agreement with the University, the training initiative will invite of hundreds of students to visit CHINT EGEMAC factory every 3 months, on a guided tour.

Ain Shams University is the third largest university in Egypt and also one of the top universities in the Middle East. Many acclaimed professors of electricity and energy have been educated at Ains Shams University, and many of whom are working directly with the Egyptian Electricity Authority or holding companies in Egypt, on active projects. CHINT's intent of this training. Sponsored by CHINT, is to educate students through hands on site visits to the CHINT office and CHINT EGEMAC factory, and give exposure to CHINT product offerings, services, and technologies available to Egypt and the larger global market place.

Through the one-week training, the director of CHIN EGEMAC shows students the complete manufacturing & assembly, starting from the assembly lines and ending in the Show Room with exhibited product display samples, like the NGC8 product line. The training and on-site learning experience includes the solar cells on the rooftop, which is one of the most popular portion of the one-week training. Small single -topic seminars are held to give a brief introduction of CHINT as a company and its industry market focus, and also includes a timeline history CHINT milestones. The feedback so far is very good. Students have reported that they have a new, positive impression, not only of CHINT, but of Chinese-based manufacturer in Egypt in general, the training is a great platform for CHINT to display its brand image and capabilities. The director feels that these students can carry this positive image of CHINT when they become the technical consultant engineers, site engineers or other specialists in the energy and electrical industry after graduation, It is in CHINT's best interest to promote learning and brand marketing through this kind of training, that will have payoff later, and CHINT plans to continue more marketing similar activities in the future.

These students are the decision makers of the future, and CHINT will continue to work on more University initiative programs going forward.

