

About SUMEC

Oct 28, 2021

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Tier 1 (Parent Company) China National Machinery Industry Corporation Ltd

- No. **1**, China Machinery Corporation (2020)
- No. **284**, Fortune Global 500 (2021)
- No. **31**, China State-owned Enterprise (2021)
- No. **25**, Engineering Contractor (ENR 2020)
- Revenue, \$**45** billion (2020)



Tier 2 SUMEC Group Corporation

- The biggest subsidiary of SINOMACH
- Revenue, \$15 billion (2020)
- No.111, Fortune China 500 (2021)



Tier 3 SUMEC International Technology Co., Ltd.

- Revenue, \$11 billion (2020)
- China's largest import agent of machinery



Tier 4 Shanghai SUMEC Business Consulting Co., Ltd.

- China largest financing platform for imported machinery
- China leading financial adviser for fixed assets investment

Development History

1978



SUMEC Group was established in Nanjing, Jiangsu Province

1997



SINOMACH was established in Beijing

1999



SUMEC ITC was established in Nanjing

2016



Mr. Jacky Yang co-founded SUMEC Consulting in Nanjing

2017



SUMEC Group was listed with ticker 600710.SH

Main Challenges to Chinese Buyer



1. *Find proper suppliers of machinery*
2. *Face ever changing polices and regulations*
3. *Secure additional credit line for procurement*
4. *Acquire financing support for machinery*



One-Stop Import Agent Service Provider

- **International bidding agent service**
Meet compliance requirement of Chinese government
- **Opening L/C on behalf of buyer**
Release credit line of buyer in Chinese banks
- **Application of import license, end-user license, ...**
Meet compliance requirement of China government
- **Application of tax relief**
Leverage SUMEC's experts and experience
- **Logistics & insurance**
Provide door-to-door service
- **Commodity inspection and customs clearance**
Leverage SUMEC's strong relationship with China Customs
- **Financial leasing services and export financing**
Easily access to various financing offerings

Reliable, Professional, High Efficient and Cost Saving

SUMEC Online (WeChat Platform)

Our **Online Product Exhibit Hall** which has near **100,000** end-users, is a **free** platform for exporters to showcase their market competency which ultimately help the buyer to identify and match with the optimal exporter in their requests



Front Page of SUMEC Public WeChat Account



Front Page of Exhibition Hall



Home Page of Exporter/ Supplier



Selected Machinery Introduction & Promotion



Financial Leasing
+ Local Production
+ Imported Machinery

Financial Advisory Service



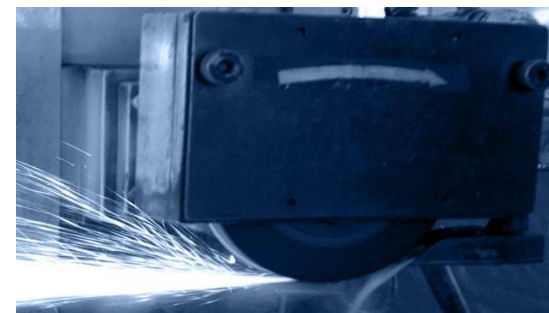
ECA Supplier's Credit
+ Imported Machinery

Local Facilitation Service



ECA Buyer's Credit
+ Imported Machinery

Local Facilitation Service



China Export Finance
China & WW Procurement

Financial Advisory Service

Our Market Presence

Top 3

China Bidding
Agency

20

of
Subsidiaries

59

Sectors

70%+

Market Share
Import Agent

780

Total
Employees

CNY 70B

Sales Turnover
of 2020

CNY 10B

Annual Financing
Amount to Customer

70%+

Rev. Contributed by
Listed
Companies

3,500

International
Suppliers

38,000

Loyal
Customers

SUMEC in Petrochemical (2019-2021)

China Market Insights

- » China private companies are leading fixed assets investment
- » Most of Chinese companies were benefited by COVID-19
- » Import replacement of chemical products is one of growth engines
- » Industry upgrade is ongoing led by state-owned giants and top private companies
- » Strong investment on BDO, PBAT, PBS and recycled materials driven by Green China strategy

12

Italian Suppliers

81

Global Suppliers

5

Overseas Projects

259

Local Projects

\$ 206mIn

Italian Contracts

\$ 3,182mIn

Total Contracts

BRIDGING THE TRADE

架起中意贸易的桥梁

Chinese Buyer ←———— SUMEC —————→ Italian Supplier

Procurement Agent

Import
Domestic Trade
Export

Financial Services

L/C
Leasing
ECA Financing

Consulting Services

Bidding
Tax
Marketing

WE DO EVERYTHING ON BEHALF OF THE BUYERS

Be Your Most Reliable Partner
in China