



SANY MAGAZINE BREAKING GROUND

2021
August 01

Quality Changes the World

TOPIC

A Digitalized SANY

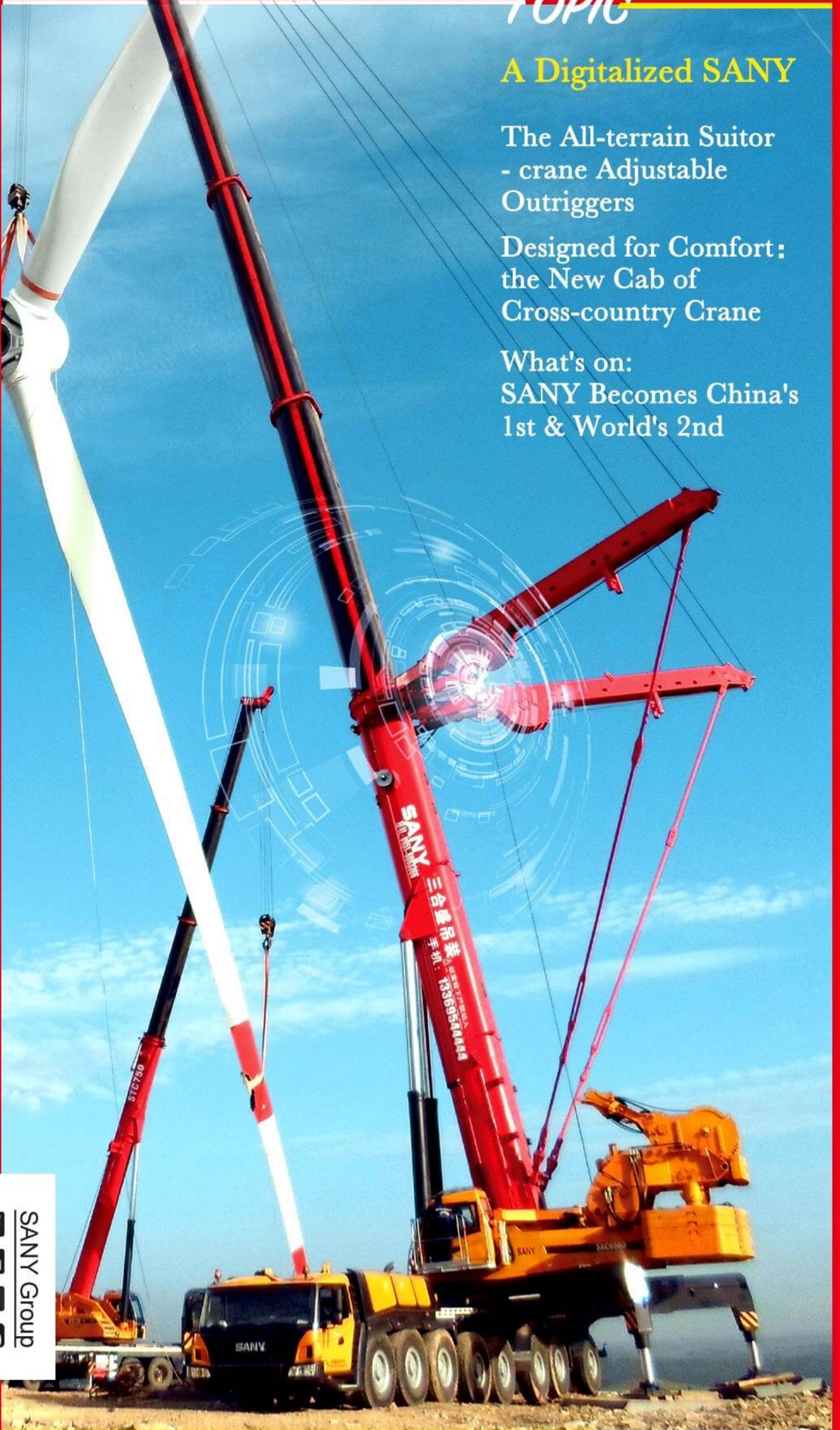
The All-terrain Suitor
- crane Adjustable
Outriggers

Designed for Comfort:
the New Cab of
Cross-country Crane

What's on:
SANY Becomes China's
1st & World's 2nd



SANY Group



DIGITIZATION

A man in a dark suit, white shirt, and striped tie is speaking at a podium. He is gesturing with his right hand, pointing upwards. A microphone is positioned in front of him. The background is dark.

“ To implement the 'three highs and four new' strategy, build an important national advanced manufacturing highland, and accelerate the digital transformation of traditional manufacturing enterprises is the key.”

Liang Wengen, Chairman of SANY Group

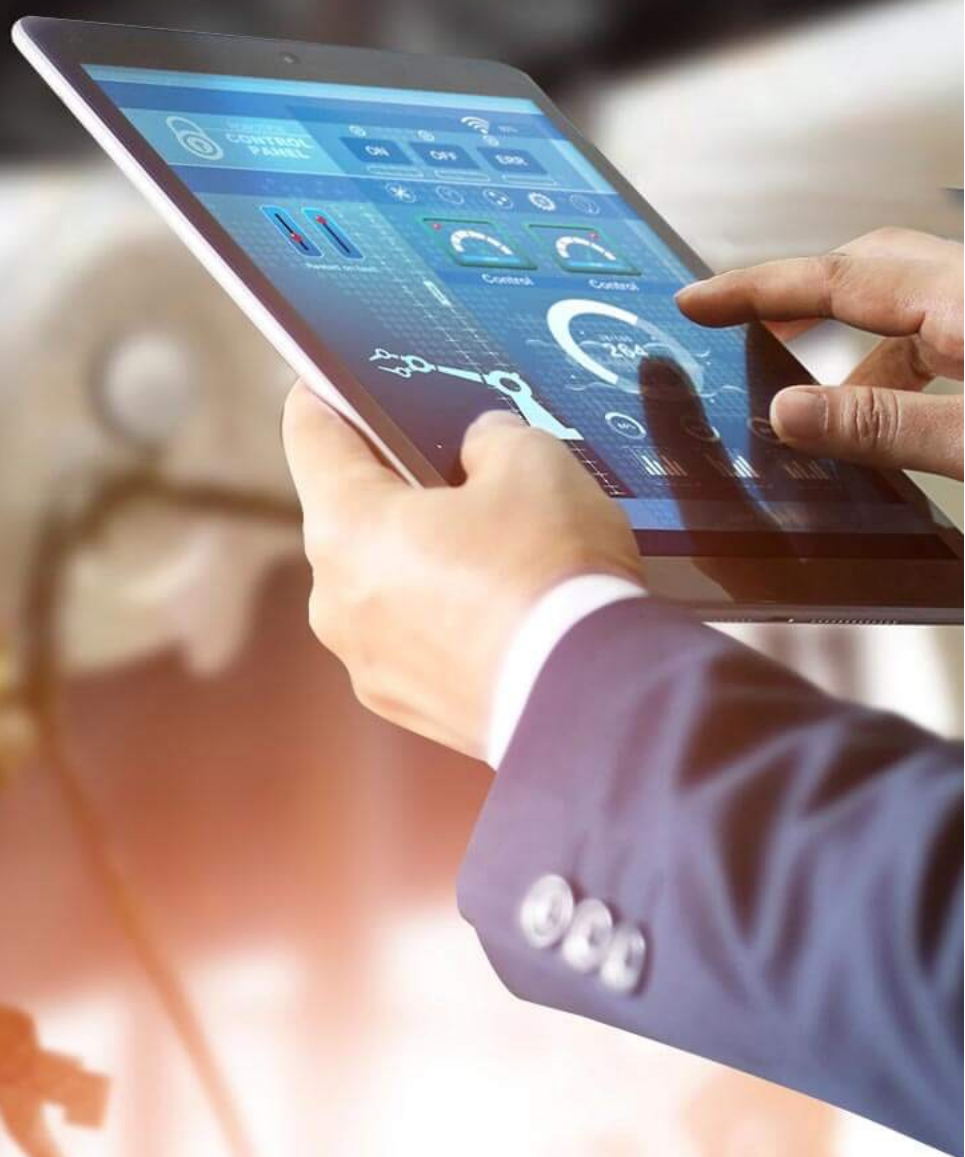


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01 INDUSTRY INSIGHT

■ A Digitized SANY



A DIGITIZED SANY

SCENARIO I

On October 15th, 2020, at a section of railway under construction in Fujian Province, China, Mr. Zhang, an equipment manager, was baffled by a malfunctioning pump truck which failed to accelerate and operate. Time was ticking but the source of the malfunction was still unknown. After failed attempts of field repairs, Zhang called in a service request on the mobile application “Client Cloud”.

A while later, a team of SANY service engineers, dispatched by the ECC (Electric Control Center), arrived on the scene and retrieved the truck’s IoT operating data from the system and made a preliminary diagnosis: “No error was detected in the data, and the problem likely occurred in the control module.” Using AR (augmented reality) technology, a remote group consultation was then conducted with the participation of technical experts hundreds of miles away. The fault was discovered within thirty minutes: the speed sensor was overloaded and needed to be replaced.

“

The digitized troubleshooting process cut down on the problem-solving time by over seventy percent compared to the traditional practice, which used to be a several-hour-long investigation of the filter element, oil and engine,” said Zhang.



SCENARIO II



One day during the 2020 Spring Festival holidays, locked down in his hometown due to COVID-19, Mr. Cao received a call from the SANY service center telling him that, based on the analysis by his machines' "health model", the bucket shaft sleeves on his three SY485 excavators were at a high risk of damage given the workloads recorded during the recently paused mining project and, therefore, maintenance and part replacements were recommended. Upon notice, Cao booked services and ordered spare parts on the client side of the mobile application "Easy Service", with which he can track the progress of all the logistics and services.

When the mining work resumed, his excavators were the only ones able to work at full force while many others were worn down due to shortages in spare parts supplies due to the pandemic.

“

Fault warning and optimization reporting really helped eliminate many hidden dangers,” said Cao.

These are two scenarios which show how SANY's "digitized service" works. Digital applications have become ubiquitous not only in the service sector but in all aspects of the company's operations and business.

A DIGITIZED SANY

Speaking of SANY's resolve on digitization, many in China will recall the statement, "Either say goodbye to the past, or say goodbye to the industry," made by Chairman Liang Wengen of SANY group during China's National People's Congress back in 2018.

2008

However, ten years earlier in 2008, when the concept of "digitization" was still far from reality for most heavy-equipment industry members, SANY took a first step forward, incorporating the use of intelligent welding robots.

2013

This was followed by another milestone in 2013 when SANY put forward its "Internet+" strategic blueprint.

2018

Then in 2018, when Wengen made the famous aforementioned live-or-die statement, digitization was not just a fresh proposal or a motto for SANY but already a reality in the company's entire process of operations encompassing procurement, research and development, manufacturing, sales, equipment data collection, feedback and service. As this article is being written, SANY's level of "smart" technology is on par with that of Caterpillar.

By Wengen's standards, a smart and digitized SANY should have achieved at least the three following key factors: all core business operations are conducted online, all internal management is software-based, and a large proportion of intelligent products are offered. In other words, smart connections are to be established between SANY and all our customers, dealers, suppliers and employees. The digital reform is also taking place at the levels of culture and knowledge, with a select collection of must-reads and must-watches on digitization and intelligent manufacturing being recommended to all SANY employees, mentally preparing them for a digital future.

A DIGITIZED SANY

DIGITIZED MANUFACTURING

Today, the No.18 Lighthouse factory, which represents one of SANY's many smart factories, and ROOTCLOUD, the world's leading industrial IoT (IIoT) platform, are two pillars supporting SANY's digitized manufacturing.

Exemplifying a new version of the workshop in the digital era, the No.18 factory is like a conscious, living being with mechanical operating arms and a large computing brain that records, archives and analyzes every detail of every manufacturing process, quality control operation and laborer input. Being the largest intelligent manufacturing workshop in Asia and SANY's general assembly workshop, the No.18 factory integrates multiple assembly lines for concrete machinery, road machinery, port machinery and more, covering one hundred square kilometers or sixty-two square miles.



NO.18 LIGHTHOUSE FACTORY



This digitized super manufacturing center transformed the traditional model of discrete manufacturing and centralized assembly into “mixed-model assembly”, which saves space, material and human resources and therefore substantially simplifies manufacturing processes. The number of SANY Group employees has been reduced by over 20,000 since 2012, when the No.18 factory, SANY’s first smart factory, was built.

Consisting of six functional areas, an assembly area, a high-precision machining area, a structural components area, a stereoscopic warehouse and a landscaped area, the factory automates to a great extent all links involved in the manufacturing process, realizing unmanned material cutting, intelligent sorting, automatic welding, unmanned machining, intelligent painting and personalized customization. The following are the typical working scenes inside the venue: a single worker handling the supply of materials and spare parts to all stations; smart welding robots equipped with a visual recognition module to distinguish and weld materials automatically; numerous heavy AGVs (automated guided vehicles) loaded with materials, streaming across the premise; and new employees learning the assembly operations through VR(Virtual Reality) and 3D teaching devices. Automation leads to an incredible increase in productivity; for example, a pump truck can be manufactured within one hour and an excavator within five minutes.

ROOTCLOUD

In the global wave of the industrial revolution 4.0, the Industrial Internet of Things (IIoT) has been introduced as a new infrastructure to some pioneering countries and proven effective. This set an example for China's manufacturers, who felt a growing urge to keep up and called for a capable industry insider to forge a low-threshold IIoT platform in China to which all Chinese manufacturers, including medium and small ones, can gain easy access. This is how SANY's ROOTCLOUD came into being, which is positioned as a public and independent third-party IIoT platform.

Interconnected within this platform are manufacturing equipment and devices, the data of which is collected and analyzed to show their detailed running status and provide optimized operation and management solutions accordingly to owners and operators. It supports over 400 industrial protocols which enable connectivity to a series of PLCs, computer numerical controlled (CNC) routers, sensors, and special devices from OEMs. By September 2020, 720,000 units of equipment were included in the platform, empowering eighty-one sub-sector industries and covering assets worth RMB 500 billion.

For owners, an average investment of a few hundred RMB for each unit or device can offer ten to fifty percent potential growth in profit—the magic of digitization.



DIGITIZED PRODUCTS

At Mobile World Congress 2019, the world's first unit of a 5G teleremote controlled excavator made its debut. This was a next-generation model jointly developed by SANY, Huawei and Henan Yuexin Intelligent Machinery. The world's first 5G application in mining machinery attracted flocks of guests through an on-site teleremote control demonstration.

One thousand kilometers away, hydraulic SANY excavators in the unmanned Sandaozhuang moly mine operated by China Molybdenum in Luanchuan County, Henan are being remotely controlled simultaneously from both the main operations center at the mining site and from Shanghai at the 2019 MWC show. The machines performed a complete course of complicated operations including digging, 180-degree turns and loading, drawing rounds of applause after each operation was done with perfect precision and dexterity.



Cutting-edge digital technologies have been SANY's main focus. The "unmanned" concept is becoming the new normal in all of SANY's product lines, as driverless truck mixers, driverless heavy trucks and driverless container trucks have rolled off the lines, equipped with sensors which collect working data for analysis.

Two examples of SANY's latest autonomous machines are the autonomous road machine fleet and the electric unmanned wide-body mining truck. Learn more about their updates at https://www.sanyglobal.com/press_releases/673/ (road machine fleet) and https://www.sanyglobal.com/press_releases/647/ (wide-body mining truck).

DIGITIZED MARKETING, SALES AND SERVICE

The two scenarios in the opening section are not isolated cases but the epitome of the company's thoroughly digitally-reformed service sector. SANY's 2020 Service Tour, an annual global service campaign, differed from previous ones in that the examination of all 20,000 serviced excavator units were autonomously conducted with the OBD (on-board diagnostics) system. Labor costs were halved but speed was doubled. This unprecedented approach has reformed the way service is carried out across the industry. With a database of 480,000 units of active SANY machines, SANY service engineers have shifted their customer service approach from reactive to proactive by spotting or anticipating equipment faults in advance and extending support to resolve them. An example of this approach is the 2020 SANY annual service campaign in Indonesia.

On the client side of the "Client Cloud" platform, all relevant information and resources needed by machine owners is integrated, including supervision of working conditions, spare part supply, repair and maintenance requests, project seeking, operator hiring and customer community. For the convenience of machine owners, a corresponding dynamic digital model is created of each newly-purchased unit, displaying all key operating parameters such as engine speed, oil pressure and fuel level, along with analytical reports, operation suggestions and warnings based on these parameters.



Learn more
about it at

https://www.sany-global.com/press_releases/672/.

A DIGITIZED SANY

DIGITIZED THIS AND THAT...

Apart from the above, SANY has been working on the application of ERP-based supply chain management and smart design software for research and development.



In the context of the fourth industrial revolution, digitization has become a general trend of the times. Rather than a “should”, it is a must for manufacturers who want to survive in the new era. In fact, enterprises like GE, Siemens and Bosch have experienced the shift from industrial manufacturing to “industrial intelligence plus intelligent manufacturing”.

For heavy equipment manufacturers like SANY, the vision of intelligent manufacturing should be built on a firm foundation: a comprehensive digital upgrade applied to the entirety of the enterprise, including management, service, marketing and sales. In this sense, SANY has set an example for those to come after.

02 WHAT'S NEW

- Forbes: SANY Becomes China's 1st & World's 2nd
- Building the World's Largest Shipyard in Saudi
- SANY Released Its 2020 Annual Report
- SANY Day 2021
- Annual Service Campaign in Indonesia Concluded
- Building the South Muttrah New City in Kuwait

WHAT'S NEW

FORBES: SANY BECOMES CHINA'S 1ST & WORLD'S 2ND

June 10th

The 19th Annual Forbes Global 2000 list ranks the world's largest public companies by metrics including market value, sales, profits and assets. SANY, at 468th, ranks the first among heavy equipment manufacturers in China and the second in the world, after only Caterpillar.



It is expected to create more than 80,000 job opportunities and drive a GDP growth of **USD 17 BILLION** in Saudi Arabia.

BUILDING THE WORLD'S LARGEST SHIPYARD IN SAUDI

May 26th

77 units of SANY equipment, including crawler cranes and rough-terrain cranes, among others, are involved in the project, the construction of King Salman Global Maritime Industries Complex, which will be the world's largest shipyard upon completion.

WHAT'S NEW



SANY RELEASED ITS 2020 ANNUAL REPORT

April 1st

Last year, SANY's total sales revenue reached 15.14 billion USD with 31.29% year-on-year growth. Total assets increased to 19.25 billion USD, and net assets attributable to shareholders of the public company were 8.62 billion USD. Year 2020 was a year of harvest, with huge progresses made in digital transformation, internationalization, R&D and innovation.



SANY DAY 2021 A TIME TO HONOR OUTSTANDING CONTRIBUTIONS

March 1st

Also known as “the SANY Festival”, this day is a celebration for all SANY team members. This year, 33 founding members were granted the 100 Billion Gold Medal Employee prize of RMB 1 million each in cash. The Anti-COVID prize and the Earthquake Relief Fighter prize were also given away to those who rose to the challenge when the nation called.

SANY is a place where each employee's potential will be realized—a place we are proud to call home.

WHAT'S NEW



ANNUAL SERVICE CAMPAIGN IN INDONESIA CONCLUDED

January 2nd

2020 SANY Global Service Action, the annual service campaign held across 6 islands in Indonesia, ended in January 2021. Starting July 8th, 2020, the campaign worked with 3,697 SANY units, including excavators, rotary drilling rigs, cranes, concrete machines and mining machines. A total of 631 employees from 4 major client companies received professional training on safety operating procedures, maintenance, and troubleshooting.



BUILDING THE SOUTH MUTTRAH NEW CITY IN KUWAIT

Ongoing

20 units of SANY truck-tractors and other machines are currently involved in the construction project of South Muttrah New City in Kuwait, a new modern city is on the rise on a stretch of no-mans land used to be covered in sand and blown by winds. Smack in the middle of the dessert, the city being built is one of the key livelihood projects that is part of China's global infrastructure development strategy "One belt and One road".

03 THE NEW ROLLOUTS

- Concept to Realization:
the World's First Licensable Electric
Truck Crane from SANY
- New Generation of CAB for the RT Cranes



CONCEPT TO REALIZATION: THE WORLD'S FIRST LICENS- ABLE ELECTRIC TRUCK CRANE FROM SANY



Pioneering the future, SANY has been at the forefront of the era of new energy. Early in 2013, the electric truck crane STC75EV, a conceptual prototype, came into the public eye. At bauma 2020, an upgraded model, the purely electric 25 t truck crane STC250HBEV, was introduced, being seen by many visitors. But it is only recently that SANY's latest version of this model became licensed for the road, marking another "world first".

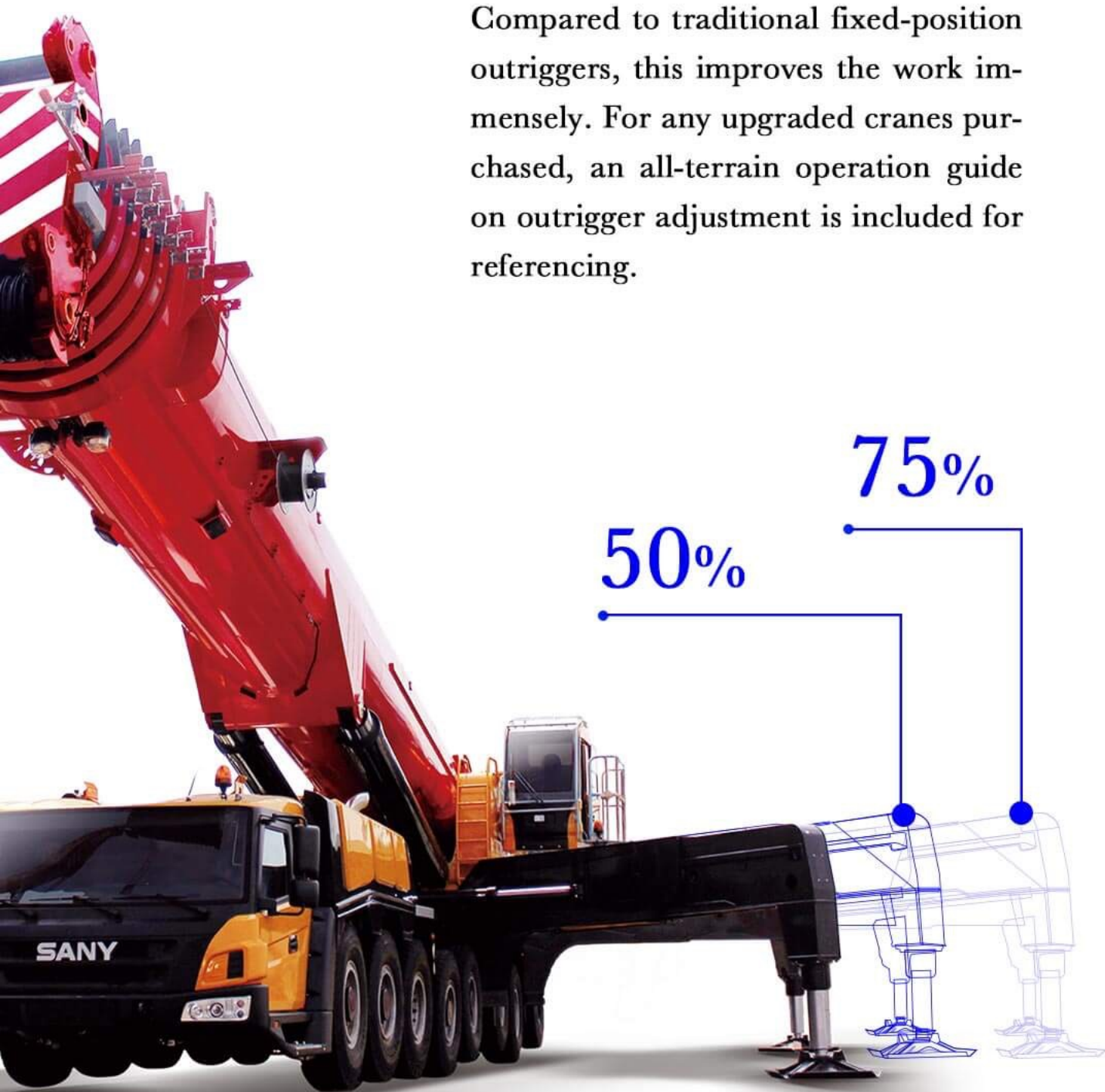
Compared to the traditional 25 t truck crane, the STC250HBEV adopts a purely electric chassis, enabling it to outperform the former with new features including substantial noise reduction, multiple work modes, and AI smart battery management.

The battery, being the definer of this next-generation truck crane, is the key to this technological upgrade. The high-energy, high-density lithium iron phosphate battery is safe and can be charged at both public charging stations and industrial charging stations, supporting both double-gun quick charging and the ability to charge while working. The crane truck's mileage with this battery can reach 105 miles (170 kilometers) while operation time can exceed 20 hours.

Previous data analyses based on 30,000 truck crane units indicate that the average daily travel distance is about 25 to 31 miles (40 to 50 km), far from the 105-mile limitation. In addition, the relatively lower cost of charging the battery than traditional fueling makes the model more economical and therefore more competitive.

CONCEPT TO REALIZATION: THE WORLD'S FIRST LICENS- ABLE ELECTRIC TRUCK CRANE FROM SANY

The new adjustable outrigger technology has been applied to SANY crane models SAC1300T2 and SAC600E. Such adjustability is achieved through the introduction of five gears in the extension length of the outriggers: 0%, 25%, 50%, 75% and 100%, which means the crane's four outriggers can flexibly adapt to various topographies by adopting different limb postures. Compared to traditional fixed-position outriggers, this improves the work immensely. For any upgraded cranes purchased, an all-terrain operation guide on outrigger adjustment is included for referencing.



NEW GENERATION OF CAB FOR THE RT CRANES

Safety & Reliability

Safe access

The front windshield can be opened by 70 degrees, providing better ventilation and a second emergency exit. Getting in and out is made more convenient with the electric sliding side step.



Strengthened structure

Profile and sheet metal are adopted for main structure verified by FEA at various extreme conditions. The structural strength shows no fear on tough work sites.

Roof guard

High density removable lattice fence blocks out falling objects from high, conforming to EN13000 standard.

NEW GENERATION OF CAB FOR THE RT CRANES

Comfort & Convenience

New driving experience

The steering column can be adjusted in 4 dimensions. Automobile style pedals are designed in the concept of Ergonomics.

New riding experience

Featuring mechanical suspension and shock absorption, the seat can be adjusted at multiple points for comfortable experience. (Adjustment in headrest by 6 levels, backrest angle, cushion extension, cushion inclination, mechanical suspension, seat position, weight adaptation)

New HVAC

Highly efficient 5kW Denso air conditioner with 5 different modes. Airflow is distributed from 8 vents, taking the operator experience to the next level. Pull out sunshades, and improved defrosting. Optional: additional electric fan to facilitate indoor air circulation

NEW GENERATION OF CAB FOR THE RT CRANES

Simplicity & Efficiency

Load Moment Indicator

Large 10.1 inch color touch screen display with a user-friendly interface. Incorporated capacity charts and diagnostics with an additional navigation knob.



Modular control panels

The control panels are ergonomically positioned allowing ease for operator visibility and access.



05 SUCCESS AROUND THE GLOBE



SUCCESS AROUND THE GLOBE

“

Impressed by the attitude of
SANY people”



Le Manh Hung

General Manager of TCE
Service and Equipment
JSC in Vietnam

Our story with SANY started back in 2006 at Bauma Trade Fair. I still recall the red “SANY” glowing logo that popped up in my vision. I was drawn to the booth, impressed by the exhibits at the booth. Though at that time, from the area of the booth and the diversity of the product lines, SANY still had a longway to go to become today’s SANY, I did smelt out and got a sense that this is a company with potential. Maybe it is a thing we in Asia call “fate” or something. Then in 2008, our company started to buy equipment from SANY for the use of our business in Vietnam. The scale of our cooperation has grown since then up the way up to May, 2020, when we entered a milestone contract with Trung Nam Group for provision of a shipment of equipment including 57 crawler cranes and truck cranes. Most recently, both sides concluded the second contract, under which TCE and Sany would supply Trung Nam with 80 equipment units and the total amount of such two contracts is roughly 100 million USD.

Right from the very first days, working with Sany, I have always been impressed, with the spirit of Sany and especially with Sany people. Our Sany co-workers have always shown great attitudes and performances during their work. As a member of the SANY community, we promise to fulfil our duties and assure that Sany's brand and reputation will grow in Vietnam.

SUCCESS AROUND THE GLOBE



My name is Ergün Esen, I am currently the head of the department of supply and logistics involving equipment construction materials and other stuffs.

In 2005, we bought the first concrete pump from SANY, the first deal we made with SANY dealer in Russia. After we made the purchases, we constantly got asked by others regarding the status of the machine, “is this equipment reliable? Is it convenient to buy locally? What are the pros and cons of the product”. We always gave positive answers to them, based on our own experience - Since the first unit, we have followed with the second, third and fourth order from SANY dealers, and we are now very sure about the quality of your equipment. Now, we possess 40 units of SANY concrete pumps in our fleet, and also other types of machines that started to enrich our SANY product lines, such as cranes and loaders. Sany has been indeed very close to us and very important in our career.

06 WE ARE SANY

■ Those eventful years of SANY



THOSE EVENTFUL YEARS OF SANY

In a cozy afternoon of the other day, we held a salon in the second floor of SANY's cafeteria building, under the theme of "those eventful years of SANY". Working at SANY, we've learned the storyline of the country's history at the new employee orientation training, coming to know the four founders, the "garage enterprise" selling welding materials, the "marching into big city" ambition, and the twists and turns in the company's development course. But we had never heard such a fleshed-out story, in that afternoon, with the presence of 7 employees of different ages and seniority telling their first-person-view story about SANY and themselves.



Tong Guoqing

"Gold metal" lecturer of
Hunan SANY Polytechnic
College



My name is Tong Guoqing. It was on the 2nd of March in the year 2000 that I came to Sany. SANY Group started its business in Lianyuan City, Hunan Province. The predecessor of Sany was called Lianyuan Maotang Welding Material Factory. By the end of 1993, our market sales had reached 100 million. And our profit exceeded 10 million. Because of this, the solder material market had basically reached saturation. Another problem was that the talents we recruited all wanted to stay in the big cities. In 1994, after a careful study, our board of directors made a decision to move the company to Changsha, the provincial capital.

In 1998, we developed the first pump truck in China. In 2002, our trailer pump was on site at the Hong Kong International Business Center, the world's fourth tallest building, the tallest in China at that time. With a height of 406 meters. We earned the name: "China's pump king". In 2011, our pump boom reached 86 meters, a world's first!

THOSE EVENTFUL YEARS OF SANY



Li Zhaolong

Electrical Engineer of R&D
Institute of SANY Concrete
Machinery Business Unit

My name is Li Zhaolong, I joined the SANY Group in 1998. At that time, I was mainly in the pump truck research institute engaged in the electrical development of the product design. By 1998, the sales of the whole towed concrete pump rose from zero to a staggering 1.8 billion! From that time onwards our country gradually moved away from the reliance on foreign imports to self reliance.

Between 2010 and 2011, we independently designed and developed a heat treatment production line. Since then, we have moved away of the historical behaviour of importing high strength steel plates from abroad to complete self reliance. We have created hundreds of millions of dollars of output value and profit for the company every year.



Wu Hong

Director of Technology
Management Institute of
SANY Truck Business
Unit

I joined SANY on March 31, 1998. So far, it has been 23 years. When I came in, there were only about ten people in the research institute. But now, this section holds thousands of R&D staff.

THOSE EVENTFUL YEARS OF SANY



Hou Yaxi

Senior Service Engineer
of SANY Latin America
Business Unit

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I joined SANY on March 18, 2000. For 21 years, I have been engaged in after-sales service work. In 2006 I went to South America to do after-sales service. There was a customer from another country who had a pump truck that was out of warranty. They had experienced an electrical problem during construction. It couldn't be solved. After I received this service request from the customer, I was quickly able to help them solve this problem. The customer's gratitude and joy were overwhelming.



Max Kern

Engineering Dept. Manager

“

I have been working with master artisans for 7 years. I started my career in Germany at the Putzmeister headquarters as a boom design engineer. As a German engineer here working in China, of course, 11 times out of 10 the major topic is the cultural differences that we are experiencing. But there's something that I've found quite interesting here and that is, on an engineering level, these cultural differences somehow seem to be less prominent.' We still have a lot of interesting discussions about Germany and China and it's really a very open minded and productive work environment. I noticed that here at SANY, we are all engineers. They are highly educated. They are really smart guys. And therefore most of the time, the discussions we have are on a similar level.

THOSE EVENTFUL YEARS OF SANY



Zhou Huimin

Office Administrator of
SANY International Head-
quarters



I joined SANY on June 29, 2020. Currently, I'm the assistant to the General Director at our international headquarters. Last year, the bauma exhibition was held in Shanghai. But because of the COVID-19 pandemic, for the first time, we held an online and an offline version. We also adopted this VR live broadcast. Within two hours of that broadcast, we successfully raised an amazing 23.5 billion yuan.



Jack Tang

Deputy Director of SANY
International Headquar-
ters



I joined SANY in 1995. I am a Deputy Director of SANY Group at the International Headquarters. SANY Group's corporate mission is to change the world through a resolute commitment to quality! From the very beginning of its establishment, the leaders of our enterprises have had a dream of changing the world's impression of Chinese products when they see quality Chinese SANY products. This mission drives us to put quality first when we build our business teams, develop our products, dealing with our customers as well as our competitors. In the past 11 years, we have steadily grasped market opportunities and actively participated in this highly competitive market. Providing our customers with generation after generation of the latest products, we are still the first in China. And we hope to bring our excavator products to customers all over the world. SANY will become a global enterprise and make first-class contributions to the improvement of human infrastructure!

07 MAKING A DIFFERENCE

- Equal opportunity for every child
- SANY Foundation helps talented underprivileged students get the education they deserve



MAKING A DIFFERENCE

EQUAL OPPORTUNITY FOR EVERY CHILD

Today is World Red Cross and Red Crescent Day, a day when humanitarian activities are encouraged around the world.

The SANY Foundation, the philanthropic arm of SANY Group, has been giving back to the community for years through various kinds of non-profit social welfare campaigns.



In infants, the first three months after birth, defined as “early infancy”, is a crucial stage of development. To ensure that quality early infancy education is accessible to every family is to create an equal starting point for every child and thus, at a macro level, promotes social equality.

The SANY Foundation has embodied this idea by funding a childcare institute in Sichuan Province that translates as “kiddies’ parent-child garden” which aims to provide affordable early education services to more households. Originally a non-profit organization, the institute was transformed into a self-financing company after SANY began funding it in 2018 so that it could expand the coverage of its services and benefit more families. Low and middle-income parents especially benefited, as the service was able to be offered for only one-third the average market price.

MAKING A DIFFERENCE

EQUAL OPPORTUNITY FOR EVERY CHILD

In 2019, in cooperation with county and village welfare organizations for women and children, the company expanded from cities into towns and villages, aiming to mobilize more early education resources in underdeveloped areas.

A sustainable and feasible operational pattern featuring a community center, a systemic curriculum and a parent network has been established, which together is able to provide scientifically founded and comprehensive early infancy education services and parental guidance to babies aged 0-3 months and their parents, both in cities as well as in villages and towns.

As the sponsor behind the initiative, SANY is gratified to see how the “kiddies’ parent-child garden” has been transformed from a small non-profit, with their operations limited to a single city, to a fast-growing chain with over 100 sites across China. There is nothing better than to see tens of thousands of children grow healthily and happily through their infancy, all because of the right decision of a funding partner to carry out its charitable will, making it all possible.



Kiddies’
parent-child
garden”

MAKING A DIFFERENCE

SANY FOUNDATION HELPS TALENTED UNDERPRIVILEGED STUDENTS GET THE EDUCATION THEY DESERVE



At SANY, we strongly believe in the importance of education for children, especially the significance of not leaving any talented child undiscovered.

As poverty is still a social issue in hard-to-reach areas in rural China, the Dream Project, initiated by the SANY Foundation, delivers comprehensive programs that give good students from underprivileged families an equal chance for education.



Li Jingze and the founder of the SANY Foundation Liang Zaizhong

Over the past ten years since its establishment, the project has received applications for financial aid from over 5,000 students, from whom 1,215 were selected. The project facilitates access to quality education for children from 22 provinces and autonomous regions and 20 ethnic groups across China. Li Jingze, a 29-year-old young man, is the founder of COSTAR, a new and thriving design and jewelry studio in China. Before starting his own business, he worked at EY-PRODUCTS, one of four Chinese design companies that were invited to the 2017 Maison&Objet furniture and interiors exhibition in France. The Red Dot Design Award he received in 2018 for his entry “The Rule Breaker”, a bevel protractor of novel design, is another highlight in the resume of this promising designer.

MAKING A DIFFERENCE

SANY FOUNDATION HELPS TALENTED UNDERPRIVILEGED STUDENTS GET THE EDUCATION THEY DESERVE

Back in 2010, Li was a high school junior in Anren, Hunan, a national-level poor county. Though his artistic talent was yet to show, he had already gained the attention of his teachers with academic excellence. However, his poor family background meant he wouldn't get sufficient support to get on the right track.

Luckily, with his application to the Dream Project approved, he was among the first batch of students who were admitted into the program. While a yearly subsidy of RMB 10,000 improved his quality of life throughout his college studies, annual summer events held by the foundation provided networking opportunities that greatly benefited him in his later entrepreneurial journey.

Recalling his coming-of-age story, Li thanks the SANY Foundation not only for the financial aid but equally for the independence, self-esteem and opportunity for self-actualization made possible by the former.

Today, the SANY Foundation is making progress on its mission to empower more talented children from underprivileged families by getting them the education they deserve.



08 EVENT FORECAST

Stay tuned and
check out
SANY'S upcoming
events both online
& in person!



1. GIFT GUY video & comic series

For all you SANY fans longing for model excavators and other gifts, GIFT GUY will be your best friend! While journeying through a story of fun, danger and surprising twist and turns, he never forgets to hand out amazing gifts to you fans along the way of his adventures through the SANY universe.

The “GIFT GUY” live-action movie series and the “GIFT GUY” comic series have kicked off online. Win prizes by watching the GIFTGUY movie series at <https://www.facebook.com/groups/discoverany/> and answering a few questions! The comic series can be followed in our new magazine BREAKING GROUND. Have a read!

2. Introducing SANY's product family with our new Product Series Spectrum Brochure

With ALL the latest models included, the new 2021 brochure is your most up-to-date and detailed guide to all SANY product lines covering 369 models in eight categories: excavators, road machinery, piling machinery, concrete machinery, trucks, fire trucks, cranes and port machinery.

09 Q&A

WHAT DO YOU NEED TO KNOW ABOUT SANY



Find it on Q&A—the home for technical/business questions and answers. With each magazine issue, we will select three common questions from our Facebook Group page or from our YouTube video comments and invite our relevant professionals to give detailed answers.

Post your questions on our Facebook group page <https://www.facebook.com/groups/-discoversany/> or our YouTube channel <https://www.youtube.com/channel/UC-MV8vy8fng3im3sptsb4IFQ> to get the answers you need!



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