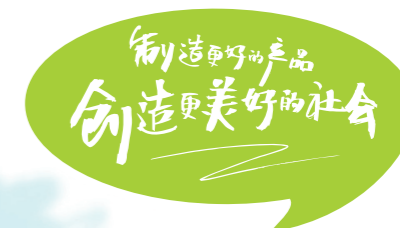


JAC 江淮汽车

2018

安徽江淮汽车集团股份有限公司
社会责任报告

SOCIAL RESPONSIBILITY REPORT 2018
Anhui Jianghuai Automobile Group Corp., Ltd.



2018 社会责任报告

SOCIAL RESPONSIBILITY REPORT

安徽江淮汽车集团股份有限公司
Anhui Jianghuai Automobile Group Corp., Ltd.

安徽江淮汽车集团股份有限公司
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本报告披露了江淮汽车2018年履行社会责任
推进可持续发展
追求综合价值最大化的理念、行为、绩效和2019年展望

This report discloses the theory, activities and performance of JAC
to fulfill its social responsibilities,
to propel the sustainable development and
to pursue the maximized comprehensive value in 2018
as well as its prospect for 2019.



REPORT PROFILE 报告概况

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公司保证报告内容不存在任何虚假记载、误导性陈述或重大遗漏，并对其内容的真实性、准确性和完整性承担责任。

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安徽江淮汽车集团股份有限公司（参见公司组织结构），报告中“公司”、“江淮汽车”、“JAC”均指安徽江淮汽车集团股份有限公司，特别说明的除外。

报告时间范围

公司第9份社会责任报告，报告时间范围为2018年1月1日至2018年12月31日，部分内容超出上述范围。

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报告参考标准

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Report reliability guarantee

The company guarantees the report does not include any false records, misleading statements or serious omissions, and is responsible of the truthfulness, accuracy and completeness.

Report structure range

Anhui Jianghuai Automobile Group Co., Ltd. (see the company structure), 'the company', 'JAC Motors' and 'JAC' in this report all refer to Anhui Jianghuai Automobile Group Co., Ltd. Expect the noted ones.

Report time range

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The Social Responsibility Report of Anhui Jianghuai Automobile Group Co., Ltd. is an annual report.

Report data

The financial data disclosed in this report is from a variety of financial statements, and other data is from the company's internal statistics; with the monetary amounts in RMB as the measurement currency, except as otherwise specified in this report.

Report reference standard

- 'China enterprise social responsibility report guidelines'
- 'China industrial enterprise and industrial associations social responsibility guidelines'

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FOREWORD BY THE CHAIRMAN

董事长致辞

董事长
安进

Chairman
An Jin

2018年是改革开放40周年，是决胜全面建成小康社会、实施“十三五”规划承上启下的关键一年，也是江淮汽车着力提质增效、深化转型升级的实干之年。在过去的一年，我们坚决贯彻落实党中央、国务院及省委、省政府的各项决策部署，牢牢把握稳中求进工作总基调，锐意改革、攻坚克难，不忘初心、牢记使命，为“十三五”持续快速发展奠定了坚实基础。

多年来，江淮汽车积极响应国家号召，主动履行社会责任，贯彻发展循环经济、完善生态产业链、创建资源节约型企业与环境友好型企业的发展思路。坚持把构建循环经济、建设绿色企业的发展思路系统贯彻于生产经营管理中，以精细化的环境管理，建设更加绿色和智能的现代化工厂，致力于汽车生产与生态文明和谐共融，实现人·车·社会和谐发展，共享生态文明。

江淮汽车始终以客户为中心，坚持“节能、环保、安全、智能、网联、舒适”关键技术研发路线不动摇，大力推进新技术、新材料、新工艺的运用，坚持传统节能技术、新能源汽车技术和智能网联技术的创新成果运用，积极为全球用户提供越来越优质的汽车产品和服务。

面对复杂多变的宏观经济形势和众多不利的竞争态势，江淮汽车坚守员工是企业发展的基石，持续提升员工就餐服务，坚持实施全员健康体检、互助帮困、大病救助等，实现员工收入稳定，将关爱员工的各项举措落到实处。

2019年是决胜全面建成小康社会的关键一年，更是江淮汽车转型升级、高质量发展的关键之年。面对汽车行业不断提速的“淘汰赛”，江淮汽车将继续聚焦“做强做大商用车、做精做优乘用车、大力发展新能源车”的发展战略，巩固优势业务，发展战略业务，为广大用户带来更好的产品和服务。在新的形势下，江淮汽车将不忘初心，砥砺前行，真抓实干，努力实现高质量发展，为奋力夺取新时代制造强国梦新胜利而不懈奋斗，以优异成绩向新中国成立70周年献礼！

安徽江淮汽车集团股份有限公司 董事长

The year 2018 marks the 40th anniversary of the reform and opening up, and is a crucial year for the establishment of a well-off society in an all-round way and the implementation of the "Thirteenth Five-Year Plan". In the past year, we have resolutely implemented the decisions and deployments of the CPC Central Committee, the State Council, the Provincial Party Committee and the Provincial Government, firmly grasped the overall tone of the work for steady progress, resolutely reformed and overcame difficulties, never forgot the beginning and kept in mind our mission, which laid a solid foundation for the sustained and rapid development of the "Thirteenth Five-Year Plan".

Over the years, Jianghuai Automobile has been actively responding to the national call, actively fulfilling social responsibility, implementing the development of circular economy, improving the ecological industry chain, creating resource-saving enterprises and environmentally friendly enterprises. Adhere to the construction of circular economy, the construction of green enterprise development ideas in production and operation management system, with refined environmental management, the construction of a greener and more intelligent modern factory, committed to the harmonious integration of automobile production and ecological civilization, to achieve harmonious development of people, cars and society, sharing of ecological civilization.

Jianghuai Automobile has always taken customers as the center, insisted on the unshakable R&D route of key technologies of "energy saving, environmental protection, safety, intelligence, network connection and comfort" vigorously promoted the application of new technologies, new materials and new techniques, adhered to the application of innovative achievements in traditional energy conservation technologies, new energy automobile technologies and intelligent network technology, and actively provided global users with more and more high-quality automobile products and services.

In the face of complicated and changeable macroeconomic situation and numerous unfavorable competitive situations, Jianghuai Automobile insists that employees are the cornerstone of enterprise development and progress, continuously improves the service of employees' dining, insists on implementing all-round health examination, mutual aid and relief, and rescue for critical illness, etc., achieves the stability of employees' income, and implements various measures to care for employees.

2019 is a decisive victory in building a well-off society in a comprehensive key year, but also Jianghuai car transformation and upgrading, high-quality development of the key year. In the face of the "knockout race" in which the auto industry continues to speed up, Jianghuai Automobile will continue to focus on the development strategy of "strengthening commercial vehicles, improving passenger vehicles, and vigorously developing new energy vehicles", consolidate its superior business, and develop its strategic business to bring better products and services to the majority of users. In the new development situation, Jianghuai motor will not forget the early heart, make progress, really work hard, strive to achieve high-quality development, strive to seize the new era manufacturing power dream new victory and unremitting struggle, with outstanding results to the 70th anniversary of the founding of new china salute!

Chairman
Anhui Jianghuai Automobile Group Corp.,Ltd.

An Jin



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FOREWORD BY THE GENERAL MANAGER

总经理致辞

总经理
项兴初

General Manager
Xiang Xingchu

江淮汽车已连续8年发布企业社会责任报告，这是江淮汽车的第9份社会责任报告。多年来，我们始终携手利益相关方，坚持全面、系统阐述公司的履责实践和责任历程。

回首2018年，国内经济稳中有变、变中有忧，中国汽车业出现28年以来首次销量下降，江淮汽车在转型升级、推动高质量发展的道路上也面临巨大挑战。面对严峻的考验，江淮汽车保持战略定力不动摇，积极应对风险挑战，努力抢抓发展机遇，全年销售各类汽车及底盘46.24万辆，营业收入500.92亿元，实现了销量基本稳定，销售收入正增长，保障研发投入和员工收入力度不减，为下一步发展创造了空间、积蓄了能量。

“为员工谋幸福，为社会做贡献”是江淮汽车坚定的社会责任感。江淮汽车坚守员工是江淮汽车发展的基石，将员工发展与企业发展紧密相连，不断完善人才工作机制，全面保障员工的各项合法权益。江淮汽车将参与社会公益活动作为履行社会责任的重要组成部分，坚持以“关爱弱

势群体”为主线开展公益活动，并倡导企业全价值链共同参与；坚持以脱贫攻坚为履行社会责任的一大抓手，以就业扶贫、产业扶贫、农业扶贫等举措，为打赢脱贫攻坚战贡献一份力量。

展望2019年，江淮汽车继续秉承“制造更好的产品，创造更美好的社会”的企业愿景，深入践行“敬客经营、质量为本、求真务实”的核心价值观，坚持将江淮汽车打造成为“有效益、有技术、有品质、有特色、有规模”的优秀企业，为“十三五”战略目标的顺利实现而努力奋斗，为建设美好新时代不断作出新贡献。

安徽江淮汽车集团股份有限公司 总经理

JAC has released the Corporate Social Responsibility Report for 8 consecutive years. This year is the 9th social responsibility report of JAC. Over the years, we have been working with the stakeholders, adhere to a comprehensive and systematic elaboration of the company's performance and responsibility process.

Looking back in 2018, the domestic economy has been steady but changing, changing but improving, China's auto industry for the first time in 28 years of sales decline, JAC in the transformation and upgrading, promoting high-quality development on the road is also facing great challenges. In the face of the severe test, JAC kept its strategic strength unshaken, actively responded to the risk challenge, and strived to seize the opportunity for development. It sold 462,400 vehicles and chassis in the whole year, with an operating income of 500.92 million yuan, which achieved a basically stable sales volume, positive growth in sales revenue, guaranteed R & D investment and staff income unabated, and created space and saved energy for the next step of development.

"Conducting Happiness for Employees and Making Contribution to Society" is a firm view of social responsibility of JAC. JAC insists that employees are the cornerstone of the development of Jianghuai Automobile, closely links the development of employees with the development of enterprises, constantly improves the working mechanism of talents, and comprehensively protects the legitimate rights and interests of employees. JAC regards participation in social public welfare activities as an important part of fulfilling social responsibilities, insists on "caring for vulnerable groups" as the main line to carry out public welfare activities, and advocates the joint participation of enterprises in the whole value chain; insists on promoting poverty alleviation as a major starting point for fulfilling social responsibilities, and contributes to the fight against poverty by taking measures such as employment poverty alleviation, industrial poverty alleviation and agricultural poverty alleviation.

Looking forward to 2019, JAC will continue to adhere to the corporate vision of "manufacturing better products and creating a better society", deeply implement the core values of "guest management, quality-based, truth-seeking and pragmatic", insist on building JAC into an "effective, technical, quality, characteristic and scale" excellent enterprise, strive for the smooth realization of the strategic objectives of the "Thirteenth Five-Year Plan" and make new contributions to the construction of a beautiful new era.

General Manager of
Anhui Jianghuai Automobile Group Corp., Ltd.

Xiang Xingchu



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COMPANY PROFILE

企业概况



安徽江淮汽车集团股份有限公司（简称江淮汽车或JAC），是一家集全系列商用车、乘用车及动力总成研发、制造、销售、服务及相关业务多元化于一体的“先进节能汽车、新能源汽车、智能网联汽车并举的综合型汽车企业集团”。是国家火炬计划重点高新技术企业、国家级创新型企业。位居中国企业500强、中国百强工业企业。公司现有主导产品包括：重、中、轻、微型卡车、多功能商用车、MPV、SUV、轿车、客车、专用底盘及变速箱、发动机、车桥等核心零部件。2001年在上海证券交易所上市，股票代码600418。

2018年公司销售各类汽车及底盘46.24万辆，实现营业总收入500.92亿元，纳税总额14.86亿元。截止2018年底，从业人员近3万人。

Anhui Jianghuai Automobile Group Corp.,Ltd.(hereinafter referred to as JAC) is a 'comprehensive auto enterprise group developing advanced saving-energy vehicle, new-energy vehicle and internet vehicle' with full-line independent brand vehicles in China, including commercial vehicle, passenger car, powertrain, R&D, manufacture, sales, service and relevant multi business. It's also one of the National torch program key high-tech enterprises and National-level innovative enterprises, and ranks on the list of China's top 500 enterprises and China's top 100 industrial enterprises. The main products of JAC include completed vehicle and bus chassis, and the completed vehicle include passenger car and commercial vehicle; passenger car include SUV, MPV, sedan, iEV pure-electric car and other models; commercial vehicle include light-duty truck, heavy-duty truck, van, bus and other models. JAC listed on the Shanghai Stock Exchange (600418) in 2001.

In the end of 2018, JAC had sold all kinds of vehicle and chassis 46.24 units; JAC achieved therevenue 500.92 billion Yuan, and the total tax reached 1.486 billion Yuan. And the employees nearly 30,000 at the end of 2018.

事业布局 BUSINESS LAYOUT

<p>整车生产基地 Vehicle production base</p>	<p>JAC合肥生产基地 JAC production base in Hefei</p>	<p>JAC遂宁生产基地 JAC production base in Suining</p>			
<p>两大海外研发中心 Two overseas R&D centers</p>	<p>JAC日本研发中心 JAC R&D center in Japan</p>	<p>JAC意大利研发中心 JAC R&D center in Italy</p>			
<p>超级工厂 Super factories</p>	<p>江淮高端轻卡生产基地 JAC production base in Hefei</p>	<p>新能源乘用车生产基地 JAC production base in Hefei</p>			
<p>三大事业 The big three business</p>	<table border="1"> <tr> <td data-bbox="1938 1460 2140 1680"> <p>零部件 Spare parts</p> </td> <td data-bbox="2147 1460 2349 1680"> <p>汽车服务 Automobile services</p> </td> <td data-bbox="2355 1460 2791 1680"> <p>整车 Complete vehicle</p> </td> </tr> </table>		<p>零部件 Spare parts</p>	<p>汽车服务 Automobile services</p>	<p>整车 Complete vehicle</p>
<p>零部件 Spare parts</p>	<p>汽车服务 Automobile services</p>	<p>整车 Complete vehicle</p>			

自1997年江淮汽车集团公司成立至今，江淮汽车不断优化产品结构和产业布局，已形成合肥、遂宁等整车生产基地、两大海外研发中心和合肥配套发动机生产基地布局，并新建江淮高端轻卡生产基地和新能源乘用车生产基地两大“超级工厂”，拥有整车、零部件和汽车服务三大事业。

JAC has continuously optimized the product structure and business layout since its foundation in 1997. Now JAC has built its completed vehicle production base layout in Hefei, Suining and other completed vehicle production base, two overseas R&D centers as well as its engine production base layout in Hefei, and has established two 'super factories' of JAC high-end light-duty truck production base and new energy passenger car production base, including complete vehicle, spare parts and automotive services.



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SHARING DEVELOPMENT
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● 轻型货车产品不断优化，竞争力显著增强

江淮轻型货车依托全球研发实力，全面布局国VI，优化产品结构，完善产品型谱，形成强大的产品矩阵优势，以客户价值为核心，从“节能、环保、安全、智能、网联、舒适”等方面进行全面的产品升级，精准高效满足市场需求。2018年江淮轻型货车实现销售20.35万辆，持续保持行业领军地位，中高端销量占比超七成，稳居中国中高端轻卡第一品牌位置。

● Light truck products are continuously optimized and their competitiveness is significantly enhanced.

Based on global R&D strength, JAC light truck comprehensively makes overall arrangements for China VI emission, optimizes product structure, improves product spectrum, and forms a strong product matrix advantage. Taking customer value as the core, comprehensive optimization of products are completed from the aspects of "energy saving, environmental protection, safety, intelligence, network connection and comfort" to meet market demands with precision and efficiency. JAC light truck has achieved annual sales of 203,500 units, maintaining its leading position in the automobile industry, among which medium and high-end light trucks account for more than 70% of the sales. JAC remained the No. 1 brand of medium and high-end light trucks in China.

● 重型货车结构调整成效显著

2018年，江淮重卡受到行业普遍下滑的影响，整体表现弱于2017年。但高端产品格尔发K7表现亮眼，以其经济高效、出勤率高、驾乘舒适等产品特点，深受广大卡友的喜爱，销量大幅增长，累计销售近2000辆，一举拿下“最具潜力杰出车型”、“最受用户关注车型”、“中国卡车意见领袖推荐车型”等权威大奖。

● The structural adjustment of heavy trucks has achieved remarkable progress.

In 2018, JAC heavy truck was struck by the general decline in the industry, and the overall performance was weaker than 2017. The high-end product Gallop K7 has an eye-catching performance due to its features of economy, high efficiency, high attendance rate and driving comfort. It has been well received by the majority of truck users. The sales volume has increased significantly, and the sales have been nearly 2,000 units, receiving authoritative awards such as "Most Outstanding and Promising Models", "Most Eye-catching Models" and "China Truck Opinion Leaders Recommended Models".

● 乘用车业务前景可期

乘用车不断推陈出新。2018年，江淮乘用车业务在艰难中走出新姿态，特别是瑞风S4一经上市，凭借超高颜值、超强动力、超大空间、超级智联、超炫设计等特点，即成为市场关注车型，受到业内人士的广泛赞誉，斩获多个重磅奖项，引领A级SUV发展新趋势。

● Passenger cars are constantly reinventing the wheel.

In 2018, JAC passenger car business took a new stance in the difficult situation. In particular, the Refine S4 was launched on the market. With its high-stunning exterior, super-power, super-large space, super-intelligent network, and super-awesome design, it became a market-focused model. Widely praised by the industry, it has won several heavy prizes and led the development of A-class SUVs.

● 商务车高端品质助力品牌向上

作为最早进入MPV市场的中国品牌，江淮瑞风MPV的产品线涵盖家用入门级到高端商务级MPV等多个领域，是国内产品线最长、车型最丰富的MPV品牌。江淮瑞风M6定位于高端豪华MPV，结合国内高端接待的商务环境，以及潜在人群的价值洞察，打造中国高端礼宾MPV产品，与瑞风M3、瑞风M4形成产品组合，满足不同消费者的用车需求。

● Multi-purpose vehicle's high quality helps promote the brand.

As the first Chinese brand to enter the MPV niche, JAC Refine MPV product line covers many fields, from home-use basic model to high-end business model. JAC forms a brand with the longest product line and the most abundant models in China. JAC Refine M6 is positioned at high-end luxury MPV. Combining with the business environment of high-end reception in China and the value insight of potential buyers, it aims to create high-end Chinese concierge MPV products and form a product portfolio with Refine M3 and Refine M4 to meet the needs of different consumers.

● 新能源业务快速增长

2018年江淮新能源乘用车在国家补贴标准退坡的情况下实销超出6万辆，同比上升125.28%，同时截止18年年底，江淮新能源累计示范推广超12万辆，累计行驶里程突破20亿公里，单车最高运行里程35万公里。在目前纯电驱动家轿市场，持续保持私人用车领域推广规模领先。

● The new energy business is growing rapidly.

In 2018, JAC sold more than 60,000 units new energy passenger cars in the case of declining state subsidy, achieving a 125.28% year-on-year growth. At the same time, by the end of 2018, the cumulative demonstration and promotion of JAC new energy exceeded 120,000 vehicles, the cumulative driving mileage exceeded 2 billion kilometers, and the maximum operating mileage of bicycles was 350,000 kilometers. In the current pure home-use electric car market, JAC continued to maintain the leading position regarding promotion scale.

● 国际业务表现突出

2018年，江淮汽车实现出口各类汽车7.48万辆，同比增长12.53%，出口排名位居行业第四位。其中，轻卡继续保持高端轻卡出口第一位次。乘用车业务聚焦SUV平台化战略方针，同步制定配置优化策略，持续提升产品竞争力，同时，统筹规划电动车平台产品开发，满足欧盟市场准入标准要求。在巩固和开拓传统优势市场和重点市场的同时，江淮汽车积极布局战略新兴市场，各个细分领域均取得不俗业绩。

● The oversea market business achieves an outstanding performance.

In 2018, JAC exported 74,800 units' vehicles of various types, up 12.53 percent year-on-year, ranking fourth in the vehicle export industry. Among them, light truck continues to maintain the first place in the export of high-end light truck. The passenger car business focuses on the strategy of SUV platformization, formulates the configuration optimization strategy simultaneously, continuously improves the product competitiveness, and at the same time, plans the electric vehicle platform product development as a whole to meet the EU market access standard requirements. While consolidating and developing the traditional advantageous markets and key markets, JAC actively lays out strategic emerging markets, and has made remarkable achievements in various segments.

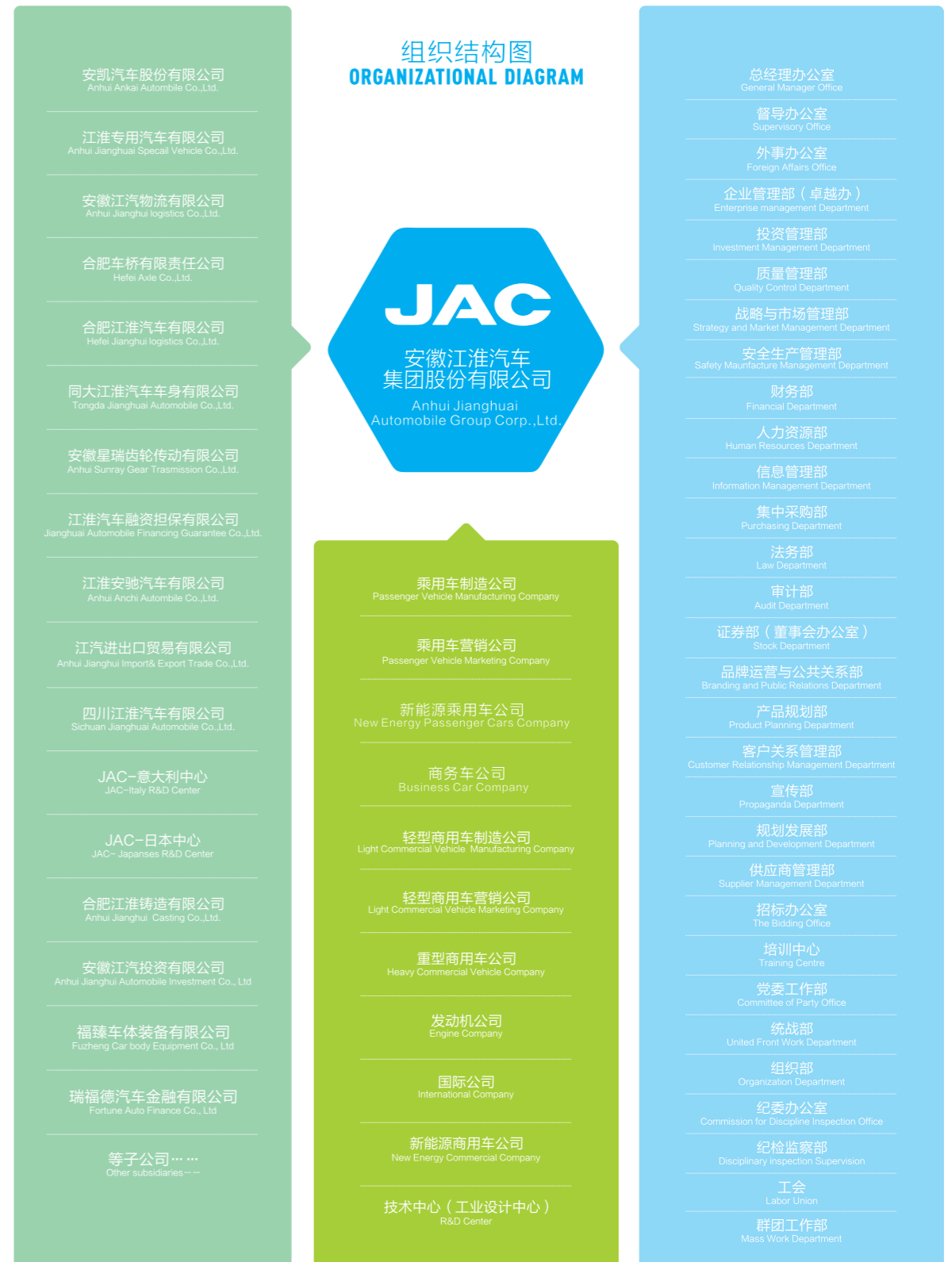
● 汽车金融业务蓬勃发展

汽车金融公司和汽车融资担保公司，扩充了江淮汽车的汽车服务事业，提供给客户量身定制的购车服务解决方案，为经销商库存和零售客户融资提供了更优质的服务。

● The auto finance business is booming.

The establishment of auto finance companies and auto financing guarantee companies has expanded JAC vehicle service business, providing customers with tailor-made car service solutions, and providing better service for dealer inventory and retail customer financing.

组织结构图 ORGANIZATIONAL DIAGRAM



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企业风险控制 CORPORATE RISK CONTROL

公司持续推进内控体系的建设和修订工作，保证了集团股份公司及其控股子公司内控体系的全覆盖。公司通过内部控制自我评价、外部审计等多种方式，对内控体系的建设及执行情况进行了全方位、多层次的评价，并对评价中发现的企业管理问题和缺陷进行了整改，提高了企业经营管理水平和风险防范能力。

公司重新修订了《全面风险管理办法》，深入推进“风险数据库”、“风险地图”的建设。公司通过日常的风险识别及评估，及时预警和汇报发现的重要风险，提出并落实风险管理的策略及解决方案，提高了风险管理水平，促进了企业健康和可持续发展。

报告期内，公司内部控制没有发现重大缺陷，内部控制设计合理、执行有效。

JAC has continued to push internal control system construction and revision work to ensure the full coverage of Group Co., Ltd and its holding subsidiaries. Through internal control self-evaluation, external audit and other methods, the company made multi-level and comprehensive evaluation for internal control system, and made the reform for company's management issues and defects, to enhance the company management level and risk prevention ability.

The company renewed 'Comprehensive risk management method' and deeply pushed the establishment of 'risk database' and 'risk mapping'. Through daily risk identification and assessment, the company timely early warns and reports the important risks and puts forward and implements risk management strategy and solution, to improve risk management level and promote the company's healthy and sustainable development.

During the period of the report, there is no major faultiness JAC internal control system and the design of internal control is reasonable and effective.

企业参与社团组织 COMMUNITY ORGANIZATIONS INVOLVED

序号 No.	协会名称 Associations	公司角色 As
01	中国汽车协会 China Automobile Association	副会长单位 Vice President
02	中国机械工业管理协会 China Machinery Industry Management Association	常务理事单位 Executive Director
03	中国企业联合会 China Enterprise Confederation	理事单位 Councilman
04	中国汽车人才研究会 China Automobile Talents Union	副理事长单位 Vice Director
05	中国机械工业教育协会 China Machinery Industry Education Association	理事单位 Councilman
06	中国汽车工程协会 China Automobile Project Association	常务理事单位 Executive Director
07	中国质量协会 China Quality Association	会员单位 Membership
08	中国工业经济联合会 China Industry & Economy Federation	主席团单位 Bureau President
09	中国汽车工业科学技术奖励基金委员会 China Automobile Industry Science Technology Reward Committee	理事单位 Councilman
10	中汽协市场贸易委员会 China Automobile Association Market Trading Committee	主任委员单位 Director Membership
11	中汽协汽车零部件再制造分会 China Automobile Association Spare Parts Re-Producing Branch	会员单位 Membership
12	安徽省企业家联合会 Anhui Entrepreneur Federation	副会长单位 Vice President
13	安徽省院士专家联谊会 Anhui Academicians & Experts Association	副会长单位 Vice President

领导关怀 LEADERSHIP CARE



2018年1月9日，国务院副总理张高丽莅临江淮汽车考察新能源汽车研发推广、企业创新等情况，勉励企业在创新发展、开放合作中，瞄准客户需求，把握市场机遇，赢得更大的发展空间。国务院副总理马凯，国务委员、国务院秘书长杨晶，国务院副秘书长丁向阳，国务院研究室副主任韩文秀陪同考察。

On January 9, 2018, Vice Premier Zhang Gaoli visited JAC to observe and study the research and development of new energy vehicles and enterprise innovation, and encouraged enterprises to target customers' needs, seize market opportunities and win greater development innovation and open cooperation. Vice Premier Ma Kai, State Councilor and Secretary-General of the State Council Yang Jing, Deputy Secretary General of the State Council Ding Xiangyang, and Deputy Director of the State Council Research Office Han Wenxiu accompanied the delegation.

2018年11月28日，在国家主席习近平和西班牙首相佩德罗·桑切斯的见证下，安徽江淮汽车集团股份有限公司与大众汽车集团（中国）、西雅特签署谅解备忘录。

On November 28, 2018, under the witness of President Xi Jinping and Spanish Prime Minister Pedro Sanchez, Anhui Jianghuai Automobile Group Co., Ltd. signed a memorandum of understanding with Volkswagen Group (China) and SEAT.



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2018 CSR大事件 CSR BIG EVENTS

5月20日 May 20th



以“文化铸就品牌”为主题的江淮汽车第五届企业文化周暨公众开放日启动仪式正式举行。江淮汽车向公众“敞开大门”，展示其独具魅力的汽车制造文化。

On May 20th, the launching ceremony of the 5th Corporate Culture Week and Public Open Day of Jianghuai Automobile with the theme of "Culture Casts Brand" was officially held. JAC "opens its doors" to the public to showcase its unique automobile manufacturing culture.

6月28日 June 28th



“2018中国工业行业企业社会责任报告发布会”在北京隆重举行。江淮汽车在会上正式发布了《2017社会责任报告》。

On June 28th, the "China Industrial Corporate Social Responsibility Report Conference 2018" was held in Beijing. JAC officially released the Social Responsibility Report 2017 at the conference.

3月初 March



江淮汽车旗下安凯宝斯通K7、安凯A9再次成为全国两会中行政座驾的标杆，继续承担代表及委员们在会场、驻地之间的通勤服务工作。

In early March, Ankaï Best K7 and Ankaï A9 once again became the benchmark for the administrative driving of the Two Sessions in the country, and continued to undertake the commuting services for the representatives and members between the venue and the station.

5月22日 May 22nd



世界制造业大会指定用车发车仪式暨动员大会正式举行，江淮汽车作为官方指定用车，为大会的顺利举行保驾护航。

On May 22nd, delivery ceremony and mobilization meeting of JAC vehicles for the World Manufacturing Industry Conference was officially held. JAC was officially designated as a car to escort the conference.

7月12日 July 12th



由江淮汽车与蓝海卡车之声携手打造的公益活动——“江淮平安行第三季”正式启航，继续传递对卡车人的公益关怀。

On July 12th, the public welfare activity jointly established by JAC and the voice of Blue Dolphin Truck by Anhui Radio and Television Station - "Safe Driving with JAC - the 3rd Season" officially set sail and continued to convey the public welfare care for truckers.

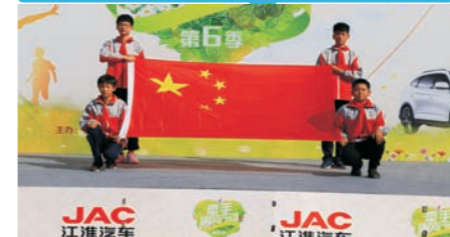
12月28日 December 28th



2018中国社会责任公益盛典暨第十一届中国企业社会责任峰会在北京隆重举行。江淮汽车凭借在公益事业、精准扶贫、热心教育等领域的出色实践，获得“2018中国社会责任杰出企业奖”。

On December 28th, China Social Responsibility Charity Gala 2018 and the 11th China Corporate Social Responsibility Summit were held in Beijing. JAC won the "China Social Responsibility Outstanding Enterprise Award 2018" for its outstanding practice in the fields of public welfare, precision poverty alleviation and enthusiastic education.

10月10日 October 10th



第六季“牵手·瑞风行动——让孩子不孤单”再出发，走进蒙城、六安、望江、桐城等4个地区，持续为留守儿童送去关爱与欢乐。

On October 10th, the sixth season "Hand in Hand, Let the children not be alone" proceed to four cities, including Mengcheng, Lu'an, Wangjiang and Tongcheng, and continue to send care and joy to left-behind children.

7月19日 July 19th



2017安徽省企业社会责任报告发布会在合肥召开，江淮汽车荣获“2018年度安徽省工业企业最佳社会责任报告”称号。

On July 19th, Anhui Social Responsibility Report 2017 conference was held in Hefei, and Jianghuai Automobile won the title of "Best Industrial Responsibility Report for Industrial Enterprises in Anhui Province 2018".

12月20日 December 20th



《中国汽车报》2018年度（第十一届）消费车型盛典暨新经济汽车产业主题演讲在北京成功举办，江淮汽车“牵手·瑞风行动”在品牌组评选中表现突出，荣获“年度社会责任奖”。

On December 20th, 2018 (Eleventh) Consumer Model Festival and New Economy and Automotive Industry Keynote Speech was successfully held by "China Auto News" in Beijing. "Hand in Hand · Refine Action" by Jianghuai Automobile won the "Annual Social Responsibility Award" in the brand evaluation due to its outstanding performance.

9月17日 September 17th



安徽卫视全国首档大型青年励志纪实节目《青春的征途》在人民日报社新媒体大厦一号演播厅正式启动，旨在输出积极向上的价值观，江淮汽车为其保驾护航。

On September 17, Anhui Satellite TV's first large-scale inspirational documentary program "The Journey of Youth" was officially launched in the No. 1 Broadcasting Hall within New Media Building of the People's Daily, aiming to deliver positive values. JAC escorted the program.



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企业文化

JAC文化体系模型
JAC culture system model


引领
guidance


支柱
support


基石
Cornerstone



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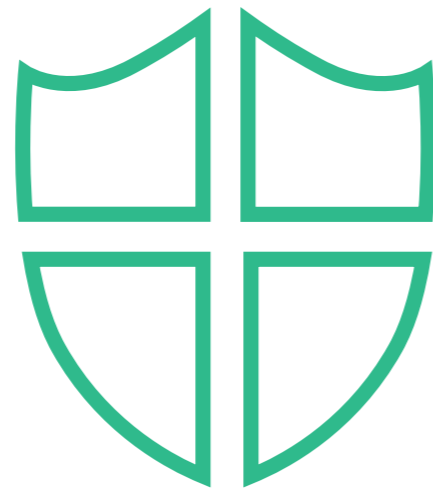
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全面推进社会责任管理

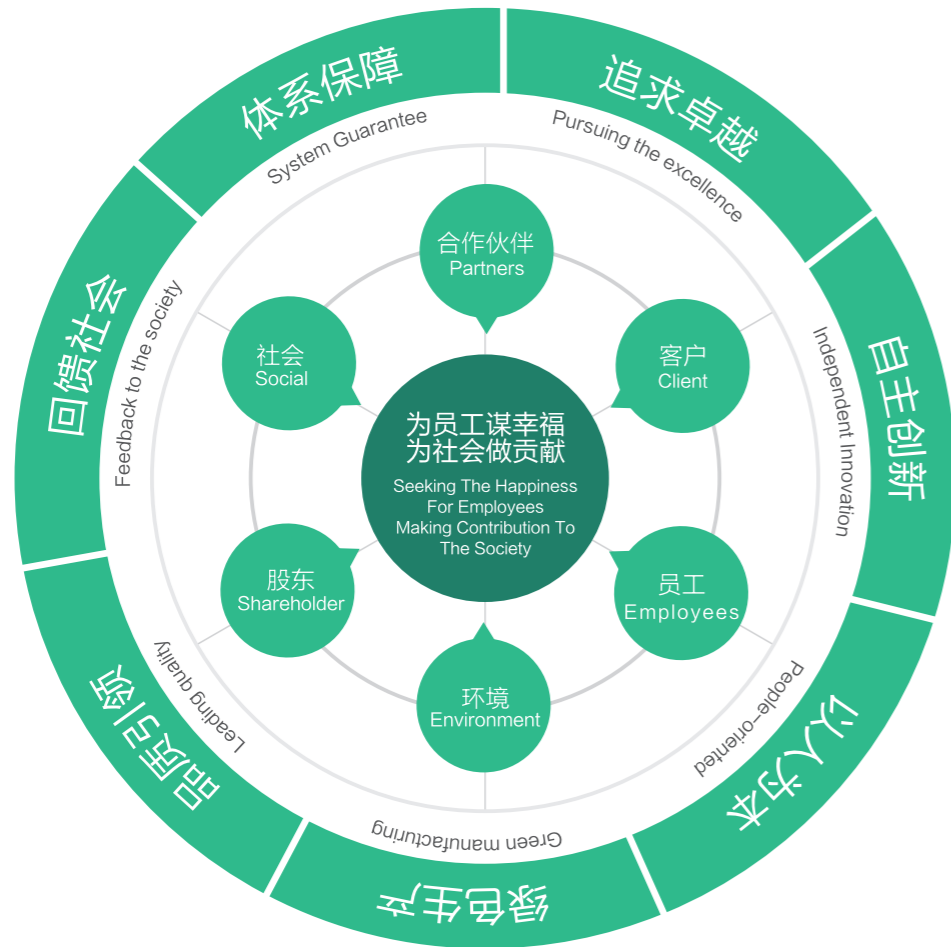
SYSTEM GUARANTEE

Comprehensively implementing social responsibility management



JAC CORPORATE SOCIAL RESPONSIBILITY

企业社会责任感



为员工谋幸福，为社会做贡献

Seeking the happiness for employees and making contribution to the society

责任管理模型具体内容 Liability management model

社会责任观 Social Responsibility	内涵理解 Connotation	具体举措 Specific Measures
<p>为员工谋幸福 Seeking happiness for employees</p>	<p>以员工为中心，不断追求员工的物质和精神幸福，在企业不断发展的同时，员工的利益及员工的幸福指数能够得到不断地提升和保障。“为员工谋幸福”是JAC每一任领导集体最朴素追求和最神圣的使命。</p> <p>Connotation: in order to ensure each of our employees to live a meaningful life while at work, JAC considers the constant pursuit of happiness both on material and spiritual as the center. Seeking happiness for employees is JAC each leader collective's most plain pursue and the most sacred mission.</p>	<p>建立“以人为本”的人力资源开发和管理工作系统、激励机制、员工培训和教育系统，以发挥和调动员工的潜能，并通过“待遇留人、事业留人、感情留人”营造充分发挥员工能力的良好环境。</p> <p>Creating an 'Employee-oriented' HR development and management, incentives, training and education system to develop and mobilize their potential ability. Creating good environment where employees can have a full play of their ability through 'treatment, career and affection'.</p>
<p>为社会做贡献 Making Contribution to the society</p>	<p>通过不断进步的产品和服务为环境的友好和社会的和谐作出贡献，以可持续的稳健发展为社会不断创造财富。</p> <p>Making contribution to a friendly environment and harmonious society by continuous improvement of products and service, as well as creating wealth for the society by continuous sound development</p>	<ul style="list-style-type: none"> <p>诚信经营 Integrity Management</p> <p>加强合规管理，诚信经营，完善公司治理，加强内控体系建设。</p> <p>Enhancing compliance management and credit management, improving corporate governance, strengthening the internal control system.</p> <p>技术创新 Technological Innovation</p> <p>以市场为导向，严格执行NAM流程，持续提升产品品质。</p> <p>Market-oriented, JAC strictly implies the NAM process and continuously improve product quality</p> <p>服务市场 Services</p> <p>持续提升服务品质，关注客户体验，持续开展用户满意度调查，缺陷产品召回。</p> <p>Focusing on the customer experience, ongoing customer satisfaction survey and defective auto recall, JAC continues to improve its service quality.</p> <p>地方贡献 Local contribution</p> <p>纳税稳定，增加就业机会。</p> <p>JAC contributes to the local market by stable tax payment and increasing opportunities of employment.</p> <p>社会公益 Social Welfare</p> <p>积极开展志愿者活动，以弱势群体为重点扶助对象，引导全体员工热心公益事业。</p> <p>Guiding all the employees to enthusiastically participate in charity, focusing on vulnerable groups as the assistance objects, JAC actively carries out volunteer activities.</p> <p>环境责任 Environment Protection</p> <p>加大新技术、新材料及新工艺的应用，坚持发展循环经济，实现绿色生产；倡导绿色办公，开展环保公益活动。</p> <p>Increasing the application of new technology, new materials and new craft, insisting the development of cycle economy, and realizing green production; proposing green office, as well as carrying out environmental protection public welfare activities.</p>



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COMPANY SOCIAL MANAGEMENT RESPONSIBILITY

企业社会管理责任

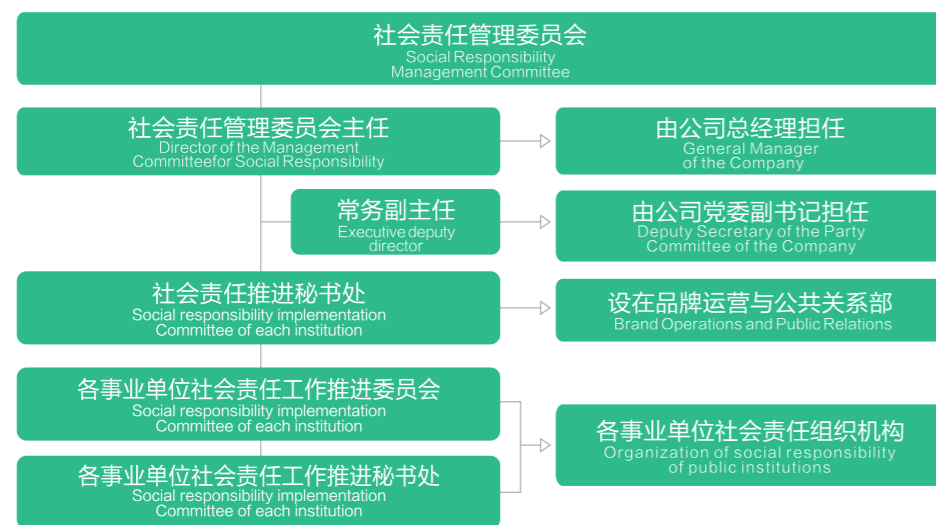
责任机构 RESPONSIBLE INSTITUTION

公司成立社会责任管理委员会，由总经理担任委员会主任，其主要职责是决定公司社会责任工作的管理方向和目标，审批公司社会责任工作总体推进方案，对重大事项进行决策。在公司品牌运营与公共关系部设立社会责任推进秘书处，负责协调社会责任整体工作，统一编制、发布社会责任报告。各事业单位设立社会责任工作推进委员会及秘书处组织实施，构建资源保障、过程指导、全面管控的业务机制，共同推进社会责任的履行和落实。

公司根据社会责任管理模式，建立了相应的社会责任管理制度，规范引导企业内部践行社会责任工作流程，同时也制定了相应的社会责任信息披露制度并在每年二季度定期对外发布。

The company sets up Social Responsibility Management Committee with the general manager as the committee chairman, and the Company's Brand Operators and Public Relations Department set up the Social Responsibility Secretariat, who is responsible for the overall coordination of the social responsibility work, the compile of the publish of social responsibility report, while each institution formed the Social Responsibility Promotion Committee and Secretariat to organize the implementation, build resources guarantee, process guidance, and comprehensive management and control mechanisms to jointly promote the implementation and fulfillment of social responsibility.

Based on the social responsibilities management pattern, JAC establishes the corresponding social responsibilities management regulations to guide the internal procedure to practice the social responsibilities standardly and also set up the rule of releasing the social responsibilities information every Q2.



文化培育 CULTURE CULTIVATION

公司积极参加中国工业经济联合会及安徽工业经济联合会召开的社会责任培训会议和活动，并根据企业自身发展特点，选择性导入国内外先进社会责任管理理念；同时以公司全员培训作为平台，定期进行全员社会责任培训及活动，促进全员进行社会责任意识提升。

The company actively attended the social responsibility training meeting and activities held by China Federation of industrial economics and Anhui industrial and Economic Association, and selectively introduced advanced social responsibility philosophy from home and abroad based on the characteristics of the company self-development; meanwhile, the company regularly carries on the training and activities of all staffs on the platform of the company staff training work, promoting the awareness of all staffs' social responsibility.



责任绩效管理 RESPONSIBILITY PERFORMANCE MANAGEMENT

公司认为社会责任绩效管理是对原有公司一体化管理的一种提炼，报告期内，公司完善绩效管理机制，并在借鉴以往业绩管理经验的基础上，结合公司实际经营要求，组织各数据来源单位共同探讨、拟定了各单位2018年度一体化业绩管理方案，从指标设计、权重分配、管控模式上进行适度优化和创新。公司在坚持“月度动态管控、季度自评、年度走访稽核”管控模式的基础上，将各单位到期重点工作纳入月度重点工作计划中，通过月度走访验证、点对点现场检查方式，提升了管理效果。

The company believes that social responsibility performance management is a refinement of the original company integrated management. During the reporting period, the company has improved the performance management system on the basis of the past performance management experience and combined with the company actual business requirements, the company has organized data sourced units to discuss and develop each unit 2018 integration performance management scheme, with the optimization and innovation from the index design, weight matching and control model.

The company insisted on bringing each institution due key work into the monthly key work plan on the basis of “Monthly Dynamic Management, Quarterly Self-assessment, Annually Visits and Audits” management mode. Besides, through the monthly visits and audits, point to point on-site inspections, the management effect has been improved.



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责任沟通 RESPONSIBILITY COMMUNICATION

2018年,公司继续坚持以“反馈、反思、共享”学习环为责任沟通途径,形成公司与利益相关方的良性互动,积极发挥企业社会资源优势,实现内外部有效的沟通与共享,并以责任绩效为准则,监督引导发挥企业履责最大效应,营造了和谐共赢的发展环境。

In 2018, the company took the system of “Feedback, Reflection and Sharing” as the responsibility communication channel, and has formed the benign interaction between the company and the shareholders, actively making use of the company social resources advantages to achieve effective communication and sharing of internal and external, moreover, with the performance management as the criteria, the biggest effect of corporate responsibility has been played by supervision and guidance, creating harmonious and win-win development environment.

立足现场收集事实

- 客户满意度调查; • 员工满意度调查;
- 400电话、网络论坛、用户座谈会、经销商座谈会。
-



Truth collection from the scene

- Customer satisfaction survey
- Employee satisfaction survey
- 400 hot-line, internet forum, customer meeting, supplier meeting
-

举一反三

- 汇编《JAC文化典藏》、《员工手册》、《寻梦江淮》等
- 开展40+4培训 • 组织各类技术交流会。
-

Draw inferences from former instances

- Editing <JAC Culture Collection>, <Employee Manual>, <Dreams in JAC>, etc.
- <40+4> Training • Technology Exchange Meetings
-

追问“为什么”,直到我们找到根本原因

- 工作改善;
- 质量曝光台、实物展示、案例反思。
-

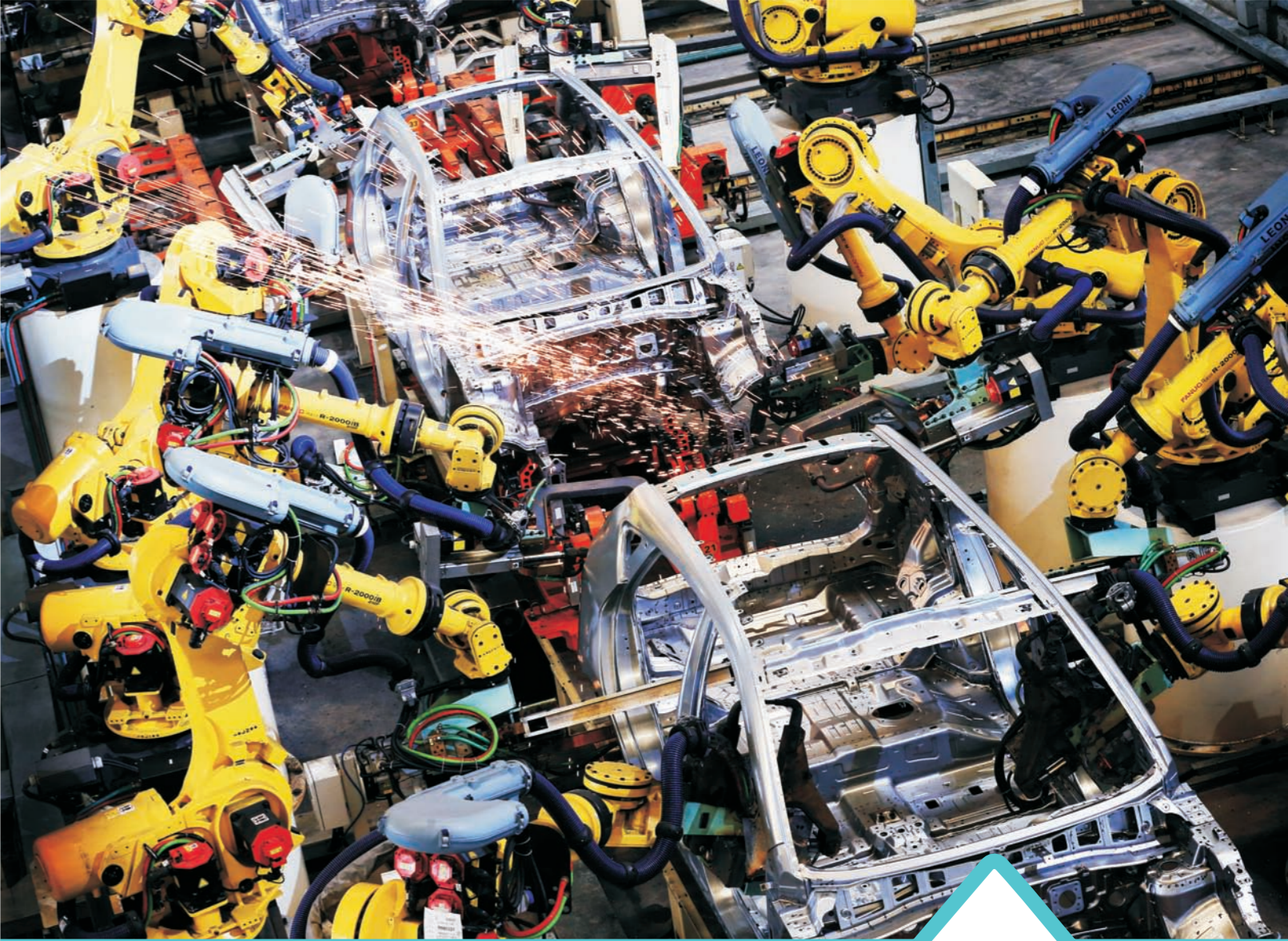
Keep asking “why”, till we find the real reason

- Work improvement
- Quality failure exposure, sample exhibition, case review
-

责任报告 RESPONSIBILITY REPORT

2011年以来,公司已连续8年发布社会责任报告,全面、客观地披露本公司社会责任理念及绩效。报告已成为公司加强利益相关方沟通、传播社会责任理念,完善企业管理模式的重要工具。

Since 2011, JAC has continuously released 8 annual Social Responsibilities Reports, which comprehensively and objectively disclose the concept and performance of its social responsibility. The report has become an important tool to strengthen the communication with stakeholders, spread the concept of social responsibility and improve enterprise management pattern.



创新发展 促进社会可持续发展

INNOVATIVE DEVELOPMENT
Driving Social Sustainable Development





公司积极响应国家号召，始终以“为消费者提供最满意的产品”为发展目的，坚持“节能、安全、环保、智能、网联、舒适”关键技术研发路线不动摇，大力发展新技术、新材料、新工艺的运用，全力打造自主品牌汽车的核心竞争力。

In purpose of providing the most satisfactory products to customers, JAC always adheres to the R&D guideline of key technology of “energy saving, environmental protection, safety, intelligence, network connection and comfort”, greatly developing new technologies, new materials and new art craft, and building up its own core competitiveness as the independent auto brand.

DEEPEN THE R&D SYSTEM CONSTRUCTION

深化研发体系建设

公司深化“一主四辅”的研发体系建设，完善组织结构，强化核心技术能力建设，不断提升正向的设计开发和试验验证能力，促进自主研发能力提升。

According to the 'one major and four assists' research system, JAC has continuously perfected its organization structure, strengthened the core technology capacity-building, improved and promoted positive design development and test verification capability., greatly enhancing independent R&D ability.

与“世”俱进

充分发挥海外研发中心的功能和作用
Advance with the "World" and give full play to the functions and functions of overseas R&D centers.

2018年公司成立新造型研究院，整合意大利、东京、合肥三地造型中心，统一设计理念，合力进行造型开发，聘请外国造型设计专家，全力实现惊艳设计目标，支撑公司品牌向上战略。三大设计中心按照外饰造型、内饰造型、数字造型以及物理模型造型进行专业化分组，相辅相成，充分发挥各自的功能和作用。

In 2018, JAC established a new modeling institute. In terms of design, it fully integrated the original Hefei headquarters design center and the Italian and Japanese design centers, and hired foreign modeling experts to fully realize the goal of stunning design and support JAC "brand upward" strategy. The three design centers are professionally grouped according to the exterior shape, interior shape, digital shape and physical model shape, complementing each other and giving full play to their respective functions and plays.

优势互补

产学研联合体充分互动
The advantages are complementary, and the industry-university-research consortium is fully interactive.

产学研合作进一步拓展和深入，与中国科学技术大学在科技协同创新、人才培养等领域开展全面战略合作；与天津大学内燃机研究所开展合作不断深入，其合资创办的天津特瑞捷动力科技有限公司正式揭牌并发布品牌。

The cooperation between industry, university and research institute has been further expanded and deepened. JAC has carried out comprehensive strategic cooperation with the University of Science and Technology of China in the fields of scientific and technological synergy and innovation, and personnel training. The cooperation with the Internal Combustion Engine Research Institute of Tianjin University has been further deepened, and their joint venture Tianjin Triiter Power Technology Co., Ltd. Was officially unveiled and released.

以“我”为主

强化核心技术能力建设
Focus on "self" and strengthen the construction of core technology capabilities.

2018年公司全面调整技术中心组织结构，突出智能网联建设，提高智能驾驶、智能互联、智能交互、智能服务技术研究水平；强化平台开发能力建设，进一步突出整车性能开发、功能开发和集成效率；强化整车安全性、动力性、操控性、环保、舒适性等重要性能指标达成，在功能实现的基础上使车辆性能更具竞争力。

In 2018, the company comprehensively adjusted the organizational structure of the technology center, highlighted the construction of intelligent network, improved the research level of intelligent driving, intelligent interconnection, intelligent interaction, and intelligent service technology, strengthened the platform development capability, and further highlighted the vehicle performance development, function development and integration efficiency. Strengthened the completion of important performance indicators, including safety performance, power, controllability, environmental protection, comfort and so on, and make the vehicle performance more competitive on the basis of function realization.

放眼全球

与全球优秀供应商开展交流活动
Focus on the world and exchange with outstanding global suppliers.

积极组织优秀供应商到公司开展产品路演和技术交流，深化众多顶级国际战略合作伙伴合作，“请进来”与“走出去”相结合，提升专业能力，不断拓展合作领域与专业深度。

JAC actively organizes excellent suppliers to the company to carry out product roadshows and technical exchanges, deepening cooperation with many top international strategic partners, "introduce in" and "go out" strategies are combined to enhance professional competence and continuously expand cooperation areas and professional depth.

贴近市场

快速响应终端用户需求
Close to the market and respond quickly to end-user needs.

各事业部生产技术部门针对顾客的个性化需求，进行快速反应和精准定位，公司高效配合及推进各事业部研发系统的产品验证工作、市场问题调查及问题解决等。

The production and technical departments of each business unit respond to the individual needs of customers in a quick and accurate manner. Various business units within the company efficiently cooperate with each other and promote product verification, market problem investigation and problem solving of R&D systems of.

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NAM

NAM流程围绕整车产品开发的规范性与有效性，基于产品开发运行情况以及组织结构变动进行适应性优化。围绕节点门关键指标、节点门审核模式等方面持续优化更新，提升节点门审核管理质量，提升NAM流程体系的指导力。

基于国际版产品开发需求，定义与完善相匹配产品开发流程与交付物，针对交付物模板、审核要求开展优化，整合国内与国际同步开发的节奏，节省资源，提高效率，提升流程体系对国际产品开发的适应性，提升平台产品系统开发的有序性，促进企业的产品开发更加系统、有效。

The NAM process concentrates on the normativeness and effectiveness of vehicle product development, and adaptively makes adaptations and optimization based on product development operations and organizational structure changes. Continuously optimize and update around the key indicators and audit mode of pitch points, improve the quality of the pitch points audit management, and enhance the guidance of the NAM process system.

Based on the international product development needs, JAC strives to define and improve the product development process and deliverables, optimize the delivery template and audit requirements, integrate the pace of simultaneous development for both domestic and international markets, save resources, improve efficiency, and promote the process system for international products as well as the adaptability of development. Moreover, efforts are made to improve the orderliness of platform product system development, and to promote enterprise product development to be more systematic and effective.

INCREASING THE R&D INVESTMENT BOOSTING THE RESEARCH ABILITY IMPROVEMENT 加大研发费用投入，助推研发能力提升

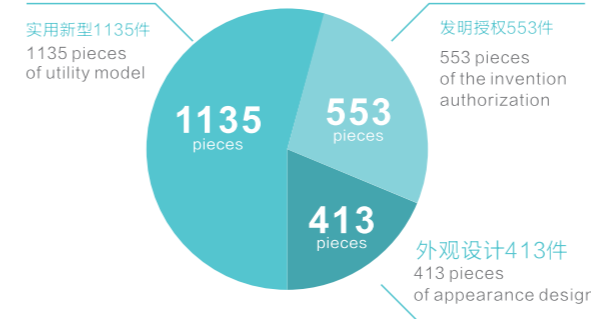
公司连续多年坚持以销售收入的3%~5%投入技术研发，2018年全年投入研发费用达14.41亿元。

The company has always adhered to investing 3% to 5% of sales revenue on research and development. In 2018, the annual R & D expense reached RMB1.441billion Yuan.

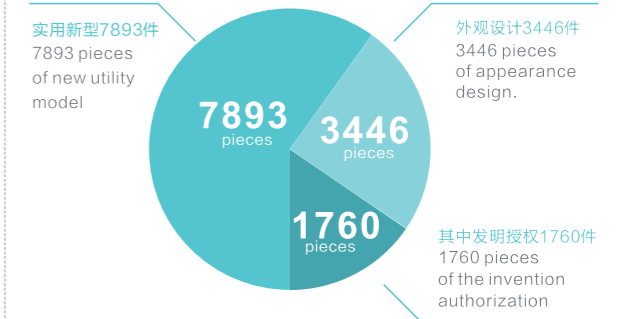
研发投入情况如下表
Research Investment Sheet

单位：万元
Unit: Ten thousand yuan

本期费用化研发投入 Current R&D Investment Cost	144,053.27
本期资本化研发投入 Current Capitalized R&D Investment	69,054.33
研发投入合计 Total R&D Investment	213,107.60
研发投入资本化的比重 Proportion of Capitalized R%D investment capital	32.40%
研发投入总额占营业收入比例 Proportion of R%D Investment in operating revenue	4.25%



报告期内，公司新增授权专利数
During the reporting period, the company has new patens 2101piece



截止2018年12月底，公司共拥有授权专利
Until the end of Dec.2018, the company has of authorized patents



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STRONGLY PUSHING THE NEW TECHNOLOGIES ACHIEVEMENT APPLICATION

大力推进新技术成果应用

2018年，公司牢牢把握关键技术研发路线，以客户为导向，强化新技术的成果运用，进一步突出按质、按期出成果的核心诉求，扎实推进产品开发和研发能力的提升，取得显著成效。

In 2018, the company firmly adhered to the key technology research and development routes, strengthened the use of new technology results based on customer-oriented strategy, further highlighted the core demands of quality and on-time results, and solidly promoted product development and research and development capabilities, and achieved remarkable results.

<01> 乘用车技术 PASSENGER VEHICLES TECHNOLOGY

瑞风S4产品
正向开发
设计能力建设
Passenger car technology—
Forward developing R&D and
design capacity of Refine S4



瑞风S4产品开发作为江淮汽车乘用车“一号工程”，产品定位A-级SUV，搭载自产1.5T+/1.6DVVT双动力，百公里加速仅需9.8s,最大功率110KW，全系标配科大讯飞智能语音车载3.5系统，全球首发J-link智联3.0车联网系统，为顾客提供智能语音管家、智能生活管家、智能远程管家全方位车载智能服务。同时车身系统高强度钢应用高达70%，配置同级独有安+汽车安全系统，TESS爆胎应急安全系统，为梦想一路守护。截止2018年12月底，项目已经通过G9门，性能达标率99.9%，图纸完成试行发放，试验累计历程超过25万公里，2018年11月16日在广州正式上市。

Refine S4 product development is the “No. 1 Project” of JAC Passenger Vehicle, the product is positioned as A-class SUV which equipped with self-produced 1.5T+/1.6DVVT dual power engine. The acceleration time of 100km is only 9.8s. The maximum output power is 110KW. The whole system is equipped with Keda Xunfei Intelligent Voice Car 3.5 System the world's first J-link Zhiling intelligent 3.0 version car networking system, providing customers with intelligent voice butler, intelligent life butler, and intelligent remote butler all-round vehicle intelligent service. At the same time, 70% of the body is applied with high-strength steel, equipped with high level car safety system and TESS tire emergency safety system to protect drivers all the way. By the end of December 2018, the project had passed the G9 door, the performance compliance rate was 99.9%, and the technical drawings have been completed and the trial is issued. The cumulative test period exceeded 250,000 kilometers and was officially listed in Guangzhou on November 16, 2018.

国际先进平台 样车性能解析 项目成果显著 The results of the International Advanced platform prototype performance analysis project are remarkable.

2018年6月，公司正式启动国际先进平台样车性能解析项目，积极推进项目进程，已完成A样车整车级性能测试和对比分析88项，发动机性能测试18项，总结学优清单32项，其中起步转速提升策略已应用在瑞风S4 1.5T车型，NVH性能、电气性能、标定策略、动力集成性能的技术方案将逐步应用在后续开发车型上。A的零部件性能解析和B整车级性能测试现已正式启动。

In June 2018, the company officially launched the International Advanced platform prototype performance analysis project, and actively promoted the project process. It has completed 88 prototype tests and comparative analysis of the prototype of the A prototype, and 18 tests of the engine performance. 32 items for improvement are listed, among which the starting speed improvement strategy has been applied to Refine S4 1.5T model. The technical solutions for NVH performance, electrical performance, calibration strategy and power integration performance will be gradually applied to the subsequent development models. Component performance analysis of A and B vehicle-level performance testing are now officially launched.



<02> 商用车技术 高强钢成型技术研究 COMMERCIAL VEHICLE TECHNOLOGY RESEARCH ON HIGH-STRENGTH STEEL TECHNOLOGY



基于汽车产业发展轻量化已是重点趋势的前提，公司积极推进轻卡高强钢变截面纵梁车架技术研究，已完成模压高强钢变截面纵梁可能存在张口及翘曲变形大、过渡区外止口缩颈和开裂、弯角处端头和连孔开裂、过渡区起皱和拉毛等工艺缺陷的分析和验证，为公司全面推广轻卡应用高强钢车架奠定基础。目前江淮轻卡等截面直纵梁车架均采用高强钢材料，实现大批量生产。

Based on the premise that the development of lightweight in the automotive industry becomes a key trend, the company actively promotes the research on the technology of variable-section longitudinal beam frame for light-duty high-strength steel. It has completed the deformation of the high-strength steel longitudinal beam and the warping deformation and the transition zone. The analysis and verification of process defects such as shrinkage and cracking, cracking and joints at the corners, wrinkling and pulling in the transition zone laid the foundation for the company to fully promote the application of high-strength steel frames for light trucks. At present, JAC Light Truck and other cross-section vertical longitudinal beam frames are made of high-strength steel materials for mass production.



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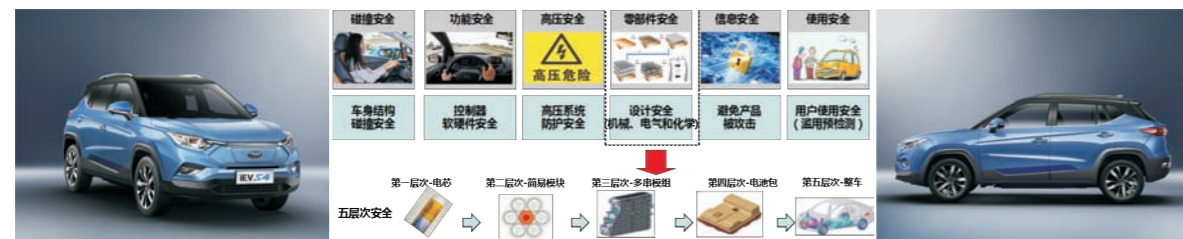


SHARING DEVELOPMENT
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<03> 新能源汽车技术 国内独家突破高比能电池热失控安全技术 NEW ENERGY VEHICLE TECHNOLOGY EXCLUSIVE BREAKTHROUGH IS MADE REGARDING SAFETY TECHNOLOGY IN CASE OF HIGH-ENERGY BATTERY THERMAL RUNAWAY.

面对高比能电芯大批量应用中总存在爆炸概率的问题，经过5年5000次热失控爆炸试验，江淮汽车研究出专有的技术方案，在国内独家突破一个电芯爆炸，电池包不起火、不爆炸技术，彻底解决高比能电池包安全问题，解决行业难题，推动行业良性发展。

Faced with the probability of explosion in high-volume energy cores in large-volume applications, after five years of 5,000 thermal runaway explosion tests, JAC has developed a proprietary technical solution that exclusively makes breakthroughs in battery explosion in China to ensure that the battery pack does not ignite or explode, completely solving the safety problem of high-energy battery packs which are industry problems, and promote the sound development of the industry.



<04> 发动机技术 ENGINE TECHNOLOGY



持续追求绿色环保，公司发动机产品开发团队历时4年，基于1.5T+ 高效增压直喷汽油发动机，融合48VBSG形成全新的混合动力技术，自主完成硬件集成、匹配和控制软件开发，并应用在瑞风M4上实现8升的百公里油耗。其搭载的1.5T+通过产业化验证，2017年11月作为国内首款48V混合动力MPV产品上市销售，并荣获“中国心”2018年十佳发动机。

积极响应国家“蓝天保卫战”，全面加速开发国VI产品，江淮汽车自主发动机产品排放目标全部提升到全球最严的国VIb排放法规，其中低温捕集NOX技术（NSC）的应用开发，有效地解决了3.5吨以下柴油车排放的问题攻关。

The company continues to pursue green environmental protection. Based on the 1.5TGDII high-efficiency supercharged direct-injection gasoline engine, the 48VBSG is combined to form a new hybrid technology, and the hardware integration, matching and control software development is completed independently by the company's engine product development team with nearly 4 years which are applied to Refine S4 to reach an oil consumption of 8 liters per 100 kilometers. The 1.5TGDII equipped with has been verified by industrialization. In November 2017, it was launched as the first 48V hybrid MPV product in China, and won the "China Heart top 10 engine award" in 2018.

JAC actively responded to the national "Blue Sky Protection Campaign" and comprehensively accelerated the development of China VI products. Jiang huai Automobile's independent engine products can meet the most stringent national 6b emission regulations in the world. The application development of low temperature capture NOX technology (NSC) effectively solves the problem of diesel vehicle emissions below 3.5 tons.



<05> 智能网联技术 SMART NETWORK TECHNOLOGY

车联网3.0系统
开发完成并在
瑞风S4上应用
Completing 3.0 version
Connected Vehicles system
development and
applying on Refine S4

基于公司车联网平台基础管理、信源管理、流量管理、OTA管理、账户管理5大核心板块的开发与应用，及新一代车联网终端开发与网联系统开发，以构建基础网联生态建设，为用户提供9大服务体验。

搭载的语音、远程、生活三大智能管家功能，为用户提供三大管家式服务；建立用户的超级ID，可实现汽车与手机间的无缝链接；在线视频、途记宝的差异化应用在同级别车型为行业首家，同级独有科大讯飞智能语音3.5系统，智能导航、远程车控的技术水平与用户体验行业领先，并实现车载软件的远程升级技术应用，可持续为用户提供个性化的用户体验与持续的服务；目前车联网3.0系统已全面在瑞风S4上应用。

Based on the development and application of the five core segments of the company's car networking platform basic management, source management, traffic management, OTA management, and account management, and the development of a new generation of vehicle network terminal development and network system, Jianghuai Automobile is committed to building the basic vehicle ecological construction and providing users with 9 service experiences.

The three smart butler functions of voice, remote control and life are provided by the vehicle to provide users with three major butler services; the user's super ID can be established to realize seamless link between the car and the mobile phone; JAC is the first in the industry to apply online video and driving record function, and the car is exclusively equipped with the Keda Xunfei intelligent voice 3.5 system, and the technical level and user experience of intelligent navigation and remote vehicle control are leading in the industry. The application and implementation of the remote upgrade technology of the vehicle software can provide users with personalized user experience and continuous service; currently the Internet of Vehicles 3.0 system has been fully applied on Refine S4.



自动驾驶系统
完成具备3级自
动驾驶功能的
实车研制
Autopilot system completes
the development of real
vehicle with 3 levels of
automatic driving function

第一代自动驾驶车型已实现由园区内固定路线的自动驾驶向开放道路自动驾驶的技术突破，以及在高速公路场景下的自动巡航、限速、转弯、跟车和辅助变道功能，并通过3千多公里实车道路测试；实车搭载的自动驾驶系统圆满完成世界制造业大会、改革开放四十周年演示任务，并在2018 i-VISTA自动驾驶汽车挑战赛中获得优胜奖。

The first-generation autopilot models have achieved technological breakthroughs in autopilot driving from fixed routes in the park to open roads, as well as automatic cruising, speed limit, turning, tracking and auxiliary changing functions in the expressway scene. And passed more than 3,000 kilometers of road testing; The self-driving system equipped with the car successfully completed the World Manufacturing Day Conference and the 40th anniversary of the reform and opening up demonstration mission, and won the winning award in the 2018 i-VISTA Auto Driving Challenge.



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<06> 车身技术 | 轻量化技术

BODY TECHNOLOGY | LIGHTWEIGHT TECHNOLOGY

承担国家重点研发专项课题，基于iEVA60车型的钢制减震器塔，设定铝合金压铸减震器塔的性能目标、标杆件结构解析、材料设计、结构设计、工艺设计、CAE仿真分析确认、模具结构设计及制造、三轮样件试制。最终开发的铝合金压铸减震器塔在性能不降低的前提下，相对钢制减震器塔实现减重2.98kg，减重率45.3%，达成减重率≥30%的技术指标，并通过科技部的检查。



The company undertakes the national key research and development special project, based on the steel shock absorber tower of the iEVA60 model, sets the performance target of the aluminum alloy die-casting shock absorber tower, structural analysis of the benchmark components, material design, structural design, process design, CAE simulation analysis, mold structure design and manufacturing, three-wheel prototype trial production. The finally developed aluminum alloy die-casting shock absorber tower has a weight loss of 2.98kg and a weight loss rate of 45.3% compared with the steel shock absorber tower. The technical index of weight loss rate ≥30% is achieved and passed the inspection by the Ministry of Science and Technology.

<07> 安全技术

SAFETY TECHNOLOGY

在乘商领域中，快速响应C-NCAP升级和中国保险汽车安全指数，基于复杂严格的碰撞标准，对未来可能实施的国内及海外安全标准及道路实际交通事故的工况进行对应的安全性能开发，全面提升产品安全性能水平。通过关键路径、关键断面优化，充分考虑成本与工艺的要求，制定出试制方案与量产方案，同时安全气囊开发设计涵盖高温高压、低温低压极限工况，在用户极限使用情况下全方位保护车内乘员。

In the passenger vehicle and commercial vehicle field, JAC responded quickly to the C-NCAP upgrade and the China Insurance Automotive Safety Index, based on complex and strict collision standards, and the corresponding safety performances for future domestic and overseas safety standards and road traffic accidents to comprehensively improve the level of productsafety performance. Through the optimization of critical path and critical section, the company fully considered the requirements of cost and process, and developed the trial production plan and mass production plan. At the same time, the development and design of airbag cover the extreme conditions of high temperature, high pressure, low temperature and low pressure, and fully protect the occupants in the car under the extreme user conditions.

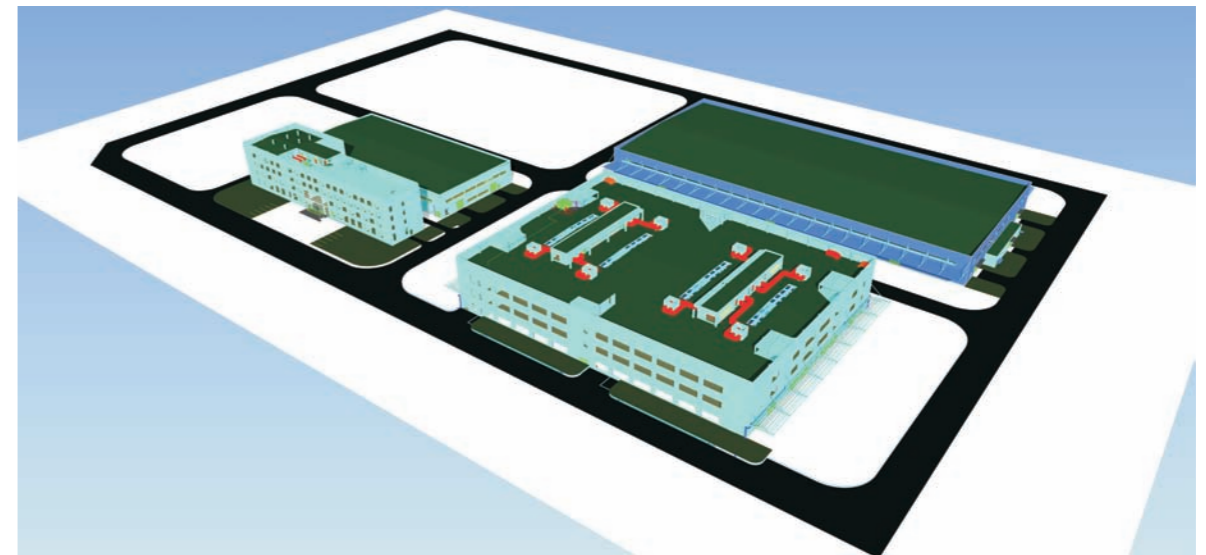


<08> 工艺技术 | 智能AGV自主研发

PROCESS TECHNOLOGY | INDEPENDENT RESEARCH AND DEVELOPMENT OF INTELLIGENT AGV

公司工程建设院联合江淮重工进行智能AGV自主研发工作，工程建设院负责控制系统研发；目前已成功开发出单向牵引式AGV及带辊道背负式AGV，可实现带负载1T，AGV的运行速度在0-40米/分钟之间可调，配置60AH大容量磷酸铁锂的电池，带1T负载可连续运行6小时，支持在线充电。在安全防护方面采用双重安全防护，配置SICK区域扫描仪加压力传感保护装置。现在已经量产交付工厂使用，实现了技术研究能力提升向实际成果运用的转换。

JAC Engineering Construction Institute cooperated with JAC Heavy-duty for the independent research and development of intelligent AGV, and the Engineering Construction Institute was responsible for the control system research and development. At present, unidirectional traction AGV and piggyback AGV with roller table have been successfully developed, which can realize 1T with load. The running speed of AGV is adjustable between 0-40m/min, equipped with 60AH large-capacity lithium iron phosphate battery, which can run continuously for 6 hours with 1T load and support online charging. In terms of safety protection, the company adopts double safety protection, equipped with the SICK area scanner plus pressure sensing protection device. Now it has been delivered to the factory for use in mass production, which has realized the transformation from the promotion of technical research ability to the application of practical results.



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TECHNICAL TALENT TRAINING

技术人才培养

公司通过系统策划，充分识别培训需求，精准培训计划，分类分层实施各类人才的培养工作，促进员工成长，提升技术人员的岗位技能水平，为新技术的开发和人才队伍建设提供有力保障。

Through systematic planning, the company fully identifies the training needs, precise training plan, classifies and implements the training of various talents, promotes the growth of employees, enhances the skill level of technicians, and provides a strong guarantee for the development of new technologies and the construction of talent teams.

01 技术管理类人才培养

TRAINING OF TECHNICAL MANAGEMENT PERSONNEL

2018年公司为加强干部学习，同时做好汽车设计技术的交流与分享，主要围绕智能汽车、标准法规及质量嵌入式软件等课题，共开展4期干部大讲堂培训。

In 2018, in order to strengthen the study of cadres, the company also exchanged and shared automobile design technology. It mainly focused on smart cars, standard regulations and quality embedded software, and carried out four training sessions for cadres.



02 技术骨干培养

TECHNICAL BACKBONE TRAINING

2018年公司开展技术类岗位培训1460次，专项培训502次，委外送培17人。依托专家型人才成立技术首席大师工作室和黑带大师工作室，培养各领域核心技术人员。通过“请进来”的方式与国内外知名供应商进行交流，分别开展百度自动驾驶、市场TOP问题等技术交流及产品展示会，开拓技术类员工视野。

In 2018, the company carried out 1,460 technical job trainings, 502 special trainings, and 17 external trainings. The company relies on expert talents to set up the technical master studio and the black belt master studio to cultivate core technical personnel in various fields. Through the way of "welcome-in" to communicate with well-known domestic and foreign suppliers, the company carried out technical exchanges and product exhibitions such as Baidu automatic driving and market top issues, and opened up the vision of technical employees.



03 新知识员工培养

NEW KNOWLEDGE EMPLOYEE TRAINING

成立新员工入职培训课程开发团队，开发必备知识培训课程，开展新员工入职培训，实施阶段化跟踪评价培养机制，开展新员工出师暨拜师大会。

The company set up a new employee on-the-job training course development team, developed the necessary knowledge training courses, launched new employee induction training, implemented a phased tracking evaluation training mechanism, and launched a new employee training and apprenticeship meeting.



04 技能类员工培训

TECHNICIAN STAFF TRAINING

依托“技能大师工作室”培养高技能员工，系统策划年度工作，围绕“技能练兵”、“知识共享”、“技能大赛”、“项目评比”等重点工作开展，通过技能大师工作室带动对技能人才的培养。2018年，公司在合肥市第十九届焊工技能大赛中荣获第一名。

The company relies on the "Technical Masters Studio" to train high-skilled employees, systematically plan annual work, and carry out key work such as "skills training", "knowledge sharing", "skills competition" and "project evaluation", which is driven by the skill master studio. The cultivation of skilled talents. In 2018, the company won the first place in the 19th welder skill competition in Hefei.



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Technician staff training



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AWARDS AND HONORS

获得奖项



2018年1-12月，获得的科技奖励及产品荣誉情况
Technology awards and product honors obtained from January to December 2018

<ul style="list-style-type: none"> 中国机械工业科学技术奖 China Machinery Industry Science and Technology Award 	基于汽车轻量化的充液成形工艺关键技术与成套装备及应用 Key Technology and Complete Equipment and Application Based on Automotive Lightweight Liquid Filling Process 水性单涂层工艺关键技术研究及应用 Automotive Lightweight Liquid Filling Process Research and Application of Key Technologies for Waterborne Single Coating Process 厢式车涂装线柔性共线关键技术研究及应用 Technologies for Waterborne Single Coating Process Research and Application of Key Technologies for Flexible Collinear Line of Cargovan Coating Line 智能生产线在EV5电动汽车上的应用 Cargovan Coating Line Application of Intelligent Production Line on EV5 Electric Vehicle
<ul style="list-style-type: none"> 中国物流与采购联合会科学技术奖 China Federation of Logistics and Purchasing Science and Technology Award 	2.0L CTI颗粒捕捉器方案的商用车高效清洁动力 2.0L CTI Particle Trap Solution for Commercial Vehicles with Efficient Cleaning Power HFC1030系列轻型载货汽车 HFC1030 Series Light Truck HFC1041P53系列轻型载货汽车 HFC1041P53 Series Light Truck 江淮8×2提升桥系列重型载货汽车产品开发 JAC 8×2 Lifting Axle Series Heavy-duty Truck Product Development
<ul style="list-style-type: none"> 中国内燃机科学技术奖 China Internal Combustion Engine Science and Technology Award 	2.0L CTI高效柴油动力产品开发 2.0L CTI High Efficiency Diesel Power Product Development
<ul style="list-style-type: none"> 安徽省机械工业科学技术奖 Anhui Machinery Industry Science and Technology Award 	年产15万台双离合自动变速器（DCT）建设项目 Annual Production of 150,000 Sets of Dual Clutch Automatic Transmission (DCT) Construction Project DCT软件开发和应用 DCT Software Development and Application 江淮J-Health系统开发 JAC J-Health System Development
<ul style="list-style-type: none"> 安徽省新产品 New Products Of Anhui Province 	1.9L国V柴油机油 1.9L V Diesel Engine HFC6504A1HC8V多用途乘用车 HFC6504A1HC8V Multi-purpose Passenger Car HFC6521A1C8S多用途混合动力乘用车 HFC6521A1C8S Multi-purpose Hybrid Passenger Car 帅铃6纯电动物流车产品 Shuailing i6 Pure Electric Logistics Products HFC1081P91K2C5ZV涉水清障车专用底盘 HFC1081P91K2C5ZV Wading Wrecker Chassis HFC4182P1K7系列新一代4×2重型牵引车 HFC4182P1K7 Series New Generation 6×4 Heavy Tractor 匹配AMT变速箱的HFC4252P1K7系列新一代6×4重型牵引车 HFC4252P1K7 Series New Generation 6×4 Heavy Tractor with AMT Gearbox HFC4251P12K5系列平地地板6×4重型牵引车 HFC4251P12K5 Series Flat Floor 6×4 Heavy Tractor IEVA50纯电动车产品开发 IEVA50 Pure Electric Vehicle Product Development HFC3311P12K5系列8×4建筑垃圾自卸汽车 HFC3311P12K5 Series 8×4 Construction Waste Dump Truck 帅铃i3纯电动物流车产品 Shuailing i3 Pure Electric Logistics Products
<ul style="list-style-type: none"> 安徽省科学技术奖一等奖 First Prize of Anhui Science and Technology Award 	基于迭代研发的纯电动汽车核心技术攻关及产业化应用 Based on Iterative R&D of Pure Electric Vehicle Core Technology and Industrial Application

截止2018年12月，承担的重大在研科技项目情况 Major research projects in science and technology undertaken by JAC by December 2018

<ul style="list-style-type: none"> 国家重点研发计划 National Key Research and Development Plan 	高比能量动力电池开发与产业化技术攻关 High Specific Energy Power Lithium-ion Battery Development and Industrialization Technology Research 复杂薄壁压铸铝合金零部件成型与应用关键共性技术 Key Common Technology for Forming and Applying Complex Thin-wall Die-casting Aluminum Alloy Parts 多材料连接建模分析、疲劳设计与性能评价方法 Multi-material Connection Modeling Analysis, Fatigue Design and Performance Evaluation Method 超高强度钢汽车零部件成型与应用关键共性技术 Key Common Technology for Forming and Applying Ultra-high-strength Steel Auto Parts 电子电气架构平台体系应用 Electronic and Electrical Architecture Platform System Application 燃料电池汽车动力系统环境适应性评估方法研究 Research on Environmental Adaptability Evaluation Method of Fuel Cell Vehicle Power System 高档内燃机油产品性能评价及自主评价技术开发 Performance Evaluation and Independent Evaluation Technology Development of High-grade Internal Combustion Engine Oil Products
<ul style="list-style-type: none"> 国家科技重大专项 National Science and Technology Major Project 	汽车大型铝合金覆盖件充液成形技术与装备 Automotive Large-scale Aluminum Alloy Cover Filling Technology and Equipment 基于国产高功率光纤激光器和机器人的白车身焊接自动化生产单元示范工程 Demonstration Project of Body-in-white Welding Automation Production Unit Based on Domestic High-power Fiber Laser and Robot
<ul style="list-style-type: none"> 安徽省战略性新兴产业集聚发展基地 Anhui Province Strategic Emerging Industry Cluster Development Base 	江淮汽车纯电动窄体商用车项目 JAC Pure Electric Narrow Commercial Vehicle Project 高端及纯电动轻卡建设项目 High-end And Pure Electric Light Truck Construction Project iEV7T纯电动产品开发项目 iEV7T Pure Electric Product Development Project 江淮A60高端纯电动轿车产品研发项目 JAC A60 High-end Pure Electric Product Development Project
<ul style="list-style-type: none"> 新能源汽车暨智能网联汽车创新发展工程 New Energy Vehicle and Intelligent Networking Automotive Innovation and Development Project 	智能网联电动汽车关键系统集成开发及产业化 Integrated Development and Industrialization of Key Systems for Intelligent Networked Electric Vehicles
<ul style="list-style-type: none"> 安徽省重点实验室 Anhui Provincial Key Laboratory 	安徽省汽车智能网联技术重点实验室 Anhui Key Laboratory of Automotive Intelligent Network Technology
<ul style="list-style-type: none"> 安徽省技术创新中心 Anhui Technology Innovation Center 	新能源汽车技术安徽省技术创新中心 New Energy Automotive Technology Anhui Technology Innovation Center



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INTEGRITY MANAGEMENT BECOME A LAW-ABIDING CITIZENS 诚信经营，做守法合规的企业公民

作为国有控股上市企业，公司始终坚持依法合规、诚信经营的理念，严格遵守国家法律法规、行业规范与职业道德，重合同、守信誉，励行企业自律、参与公平竞争，持续推进依法合规体系建设，全面提高依法治企的能力。

As a state-controlled listed enterprise, the company has always adhered to the principles of compliance and honest management. According to law, strictly observing the laws and regulations of the state, industry norms and occupations ethics, respect for contracts and reputation, encourage enterprises to exercise self-discipline and participate in fair competition, continue to promote the construction of a compliance system according to law, and comprehensively improve the ability to govern enterprises according to law.

14.86 亿元
2018年公司纳税额
In 2018, the total tax reached

守法合规体系建设 Compliance with the law-abiding system

完善公司治理结构，通过法律法规识别与评价机制，识别新出台或修订的法律法规及其给公司带来的影响，实现事前防范；

Improve the corporate governance structure, identify new and revised laws and regulations and their impact on the company through legal identification and evaluation mechanisms, and achieve pre-emptive prevention;

践行诚信经营 Practice integrity management

公司严格遵守商业伦理与契约精神，信守承诺，维护利益相关方的合法权益。走访先进企业，学习经验、对标管理、共同提高，同时积极参与构建行业合作平台，创新行业合作范式，为推动行业的整体发展与进步作出积极贡献。

The company strictly abides by the spirit of business ethics and contract, abides by its commitments and safeguards the legitimate rights and interests of stakeholders. The company visited advanced enterprises, learned from experience, benchmarked management, and jointly improved. At the same time, it actively participated in building industry cooperation platforms and innovating industry cooperation paradigms to make positive contributions to the overall development and progress of the industry.

砺行企业自律 Enterprise Self-discipline

公司遵守竞争的相关法律法规，恪守公平竞争规则，不诋毁、不贬低竞争对手，不使用不正当的手段谋求竞争优势地位，积极参与构建行业合作平台。

The company abides by the relevant laws and regulations of competition, abides by the rules of fair competition, does not discredit or undermine competitors, does not use unfair means to seek competitive advantage, and actively participates in building an industry cooperation platform.

完善法律风险管控 Improve legal risk management and control

公司秉承“融入决策、融入管理、融入文化”的法律理念，建立以“事前防范、事中控制和事后补救”为核心的法律风险防范系统，不断完善公司内部管理制度，提升全员的法律意识。

The company adheres to the legal concept of "integration decision-making, integration management, and integration into culture", and establishes a legal risk prevention system with "preexisting prevention, in-process control and after-treatment remediation" as the core, continuously improving the company's internal management system and enhancing the legal awareness of all members.

推进创新进阶 Advance the innovation of the company

公司着力完善企业知识产权管理，构建以创建发展自主品牌为核心，以提升自主研发能力为重点的知识产权管理体系。在维护自身知识产权成果的同时，公司也充分尊重他人的知识产权，对重点研发项目开展全面的知识产权调研与预警工作，避免侵权行为的发生。

The company is committed to improving the management of intellectual property rights of enterprises, and building an intellectual property management system with the core of creating independent brands and focusing on improving independent research and development capabilities. While maintaining its own intellectual property achievements, the company also fully respects the intellectual property rights of others, conducts comprehensive intellectual property research and early warning work on key R&D projects, and avoids the occurrence of infringements.

WORK INCORRUPTION 廉洁从业



公司党委坚持结合实际，适时开展时政学习、形势与任务教育等各种形式的教育宣传活动，对照党章党规“修剪枝叶”，清扫思想灰尘，引导党员干部树立正确的世界观、人生观和价值观。公司主动顺应新形势和新变化，把党风廉政建设作为从严治党、从严治企、从严管理的有力手段，着力打造廉洁企业新常态。

2018年，公司党委深入学习贯彻党的十九大精神，坚持以习近平新时代中国特色社会主义思想为指导，顺应新形势和新要求，把党风廉政建设和反腐败作为从严治党、从严治企的有力手段，多措并举，为生产经营营造了风清气正的政治生态。

The party committee of the company insists on combining various practical and timely educational activities, such as political study, situation and task education, to "pruning branches and leaves" in accordance with party constitutions, cleaning up ideological dust, and guiding party members and cadres to establish a correct outlook on world, life and values. The company actively responds to the new situation and new changes, and regards the building of the party's style and cleanliness as a powerful means of strictly administering the party, strictly administering the enterprise, and strictly managing it, and strives to build a new normal of clean and honest enterprises.

In 2018, the party committee of the company thoroughly studied and implemented the spirit of the 19th National Congress of the Communist Party of China, adhered to the guidance of Xi Jinping's new era of socialism with Chinese characteristics, followed the new situation and new requirements, and regarded the party's style of clean government construction and anti-corruption as a strict rule of the party. The powerful means of strictly administering enterprises and taking multiple measures creates a political ecology of production and management.



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SYSTEM GUARANTEE
体系保障



INNOVATIVE DEVELOPMENT
创新发展



COORDINATED DEVELOPMENT
协调发展



GREEN DEVELOPMENT
绿色发展



OPENLY DEVELOPMENT
开放发展



SHARING DEVELOPMENT
共享发展



公司紧紧围绕“十三五”发展战略，正确处理与客户、员工、经销商和供应商等相关方的关系，积极提升客户满意度和经销商满意度，不断改善员工工作环境，与供应商协同合作，促进公司协调、健康、稳健发展。

The company closely follows the “13th Five-Year-Plan” development strategy, correctly handles the relationship with customers, employees, distributors and suppliers, actively improves customer satisfaction and dealer satisfaction, and continuously improves the working environment and supply of employees. Business cooperation and cooperation to promote coordinated, healthy and steady development of the company.

LED BY CUSTOMERS' SATISFACTION, IMPLEMENT THE CUSTOMER-ORIENTED PHILOSOPHY

以客户为导向 落实敬客经营

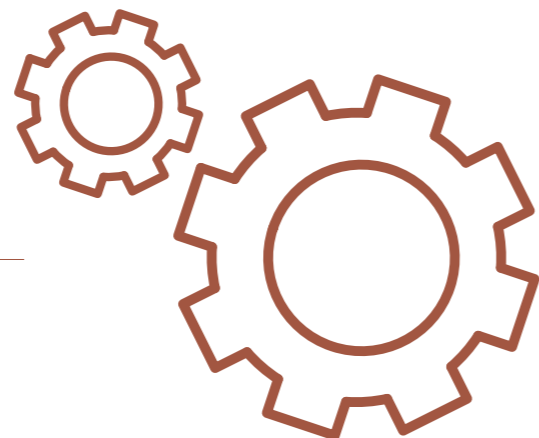
公司完善营销管理制度，注重消费者知情权管理，积极构建健康、公平、透明的营销环境，同时严格管理消费者的个人信息，杜绝一切商业非法行为的发生。

The company perfects the marketing management system, pays attention to the management of consumers' right to know, and actively constructs a healthy, fair and transparent marketing environment, while strictly managing the personal information of consumers and preventing all illegal business activities from happening.

- 01** 所有车型涉及新品上市、配置变更和价格变动等第一时间在官网更新，确保消费者了解产品最新状态；
 All models involved in the new product launch, configuration changes and price changes, etc. are updated on the official website for the first time to ensure that consumers understand the latest state of the product;
- 02** 杜绝虚假宣传，确保促销信息准确无误送达消费者；
 Eliminate false propaganda and ensure that promotional information is delivered to consumers accurately and without error;
- 03** 完善和规范购车、订车合同格式，对购车过程中承诺客户的事项必须在合同上注明；
 Improve and standardize the format of car purchase and contract booking, and must declare the contract on the contract during the car purchase process;
- 04** 规范商谈和报价过程，通过统一的商谈报价单，让客户在购车时明确所有购车相关费用；
 Standardize the negotiation and quotation process, and through the unified negotiation quotation, let the customer clarify all the car-related expenses when purchasing the car;
- 05** 建立多渠道的客户沟通提醒机制。
 Establish multi-channel customer communication and reminder mechanism.

协调发展

筑建和谐共赢的大协同体



COORDINATE DEVELOPMENT

Building a Harmonious Win-wir Synergic Unit



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顾客满意度调查 CUSTOMERS' SATISFACTION RESEARCH WORK

2018年，公司在敬客经营核心价值观的指导下，高度重视客户的满意度水平，持续强化客户满意度调研与结果应用工作。邀请行业知名咨询公司，开展终端客户满意度调研，根据客户关注点的变化动态优化调研体系，更好的识别客户需求与期望。通过坚持不懈的努力，销售满意度及售后满意度稳步提升，各产品业务PP100显著下降，客户对公司销售服务、售后服务及产品满意度持续提高，为公司巩固市场保有客户、改进并提升既有产品做出了一定贡献，为公司的稳步发展夯实了基础。

In 2018, under the guidance of the core values of customer-oriented management, the company attached great importance to the level of customer satisfaction and continued to strengthen customer satisfaction research and results application. Invite industry-renowned consulting companies to conduct end-customer satisfaction surveys, dynamically optimize research systems based on changes in customer focus, and better identify customer needs and expectations. Through unremitting efforts, sales satisfaction and after-sales satisfaction have steadily increased, PP100 has declined significantly in each product business, and customer satisfaction with the company's sales and service, after-sales service and product has continued to improve, which has strengthened the market for customers, improved and enhanced existing products. The product has made a certain contribution and laid a solid foundation for the steady development of the company.

营销执行力 Marketing Implementation Capacity	类型 Category	2016 得分 Scores	2017 得分 Scores	2018 得分 Scores
轻卡 Light-duty Trucks	SSI	924	961	962
	CSI	874	932	942
皮卡 Pick-up	SSI	919	941	948
	CSI	849	901	937
重卡 Heavy-duty Trucks	SSI	907	914	942
	CSI	868	883	914
乘用车 Passenger Vehicles	SSI	936	956	947
	CSI	890	925	911



2018年通过第三方满意度调研、微信服务号服务点评、经销商服务劳动竞赛、经销商客户触点管理等多种途径，全面识别客户不满意因子、服务力执行弱项，以进行针对性辅导提升；建立以日报、周报、月报为主体的服务投诉管控体系，新增微信公众号投诉渠道，快速响应客户需求，确保客户满意度稳步提升。

Through 2018, through third-party satisfaction survey, WeChat service number service review, dealer service labor competition, dealer customer touch point management, etc., comprehensively identify customer dissatisfaction factors, service force execution weaknesses, Targeted counseling improvement; establish a service complaint management system with daily, weekly and monthly reports as the main body, add WeChat public complaint channels, respond quickly to customer needs, and ensure customer satisfaction is steadily improved.



2018年公司在全国开展5期“经销商满意度提升”培训，提高终端“敬客经营”的服务意识，落实促进终端经销商满意度工作；持续推进营销创新和经销商能力体系建设，加强客户关系能力提升，促进客户满意度弱项分析整改，全年共开展5场区域专题培训。

In 2018, the company carried out five “Distributor Satisfaction Enhancement” trainings throughout the country, improved the service awareness of “Customer-oriented Management”, implemented the promotion of terminal dealer satisfaction, and continued to promote marketing innovation and dealer capacity system construction, strengthening the ability of customer relationship, promoting the analysis and rectification of weak customer satisfaction, and carrying out five regional special trainings throughout the year.



针对顾客满意度中的查找薄弱环节，制定专项改进计划，按计划时间节点进行推进、管控。通过组织开展客户座谈会、行销走访等活动，切身感受顾客的想法，立足客户切身利益，以客户价值为驱动，推动全价值链体系的改进与提升，2018年重卡顾客满意度提升显著。

Develop a special improvement plan for finding weak points in customer satisfaction, and promote and control according to planned time nodes. Through organizing customer seminars, marketing visits and other activities, we personally feel the customer's ideas, based on the customer's immediate interests, driven by customer value, and promote the improvement and improvement of the full value chain system. In 2018, the customer satisfaction of heavy trucks increased significantly.



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典型用户走进江淮

TYPICAL USERS REPRESENTATIVE ENTERING JAC

2018年公司继续开展了“典型客户进江淮”这一优秀主题活动，邀请各车型客户代表走进公司，与公司高管团队面对面进行交流。倾听客户的声音，充分听取用户在购买、使用及维修保养公司产品过程中的意见与建议，并制定详细的整改计划对问题进行追踪稽核。

In 2018, the company continued to carry out the excellent theme activity of “Typical customers entering JAC”, and invited customer representatives from various models to enter the company and communicate face-to-face with the company's senior management team. Listen to the voice of the customer, fully listen to the opinions and suggestions of the user in the process of purchasing, using and maintaining the company's products, and develop a detailed rectification plan to track and audit the problem.



海外市场售后服务

OVERSEAS MARKET AFTER-SALES SERVICE

2018年，公司紧密围绕“敬客经营”核心价值观和“服务销车”的经营理念，坚持“品牌向上”不动摇，为实现“全程呵护、专业服务”的国际市场服务品牌落地不懈努力。报告期内，公司立足服务根本，最大限度发挥主观能动性，强化服务竞争力，持续为顾客提供优质服务，提升用户满意度。

In 2018, the company closely focused on the core values of “Customer-oriented Management” and the business philosophy of “serving sales”, insisting on “brand upwards” and unremitting efforts to achieve the “full care and professional service” international market service brand. During the report period, the company is based on service fundamentals, maximizes subjective initiative, strengthens service competitiveness, and continues to provide quality services to customers and enhance user satisfaction.

<p>报告期内 During the report period</p>	<p>14 ↑ 验收重点市场星级服务网络14个 Acceptance of 14 key market star service networks</p>	<p>10 次 开展大型客户关怀服务活动10次 10 large customer care services activities</p>	<p>26 场 策划实施区域规模服务培训26场 Planning and implementation 26 regional scale service trainings</p>
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LED BY CUSTOMERS' SATISFACTION, IMPLEMENT THE CUSTOMER-ORIENTED PHILOSOPHY

以人为本 让员工在工作中活出生命的意义

“关爱员工”作为JAC的文化基石之一，JAC始终认为：每一位爱岗敬业的员工都是JAC发展的基石，是JAC最宝贵的财富。员工的成长、进步、幸福是企业技术进步、产品优良、服务一流的基础。企业是员工展示才能、贡献社会、成就自我的平台，员工发展与企业发展紧密联系。

“Caring for Employees” as one of the cultural cornerstones of JAC, JAC always believes that every dedicated employee is the cornerstone of JAC development and is JAC's most valuable asset. The growth, progress and happiness of employees are the basis for technological advancement, excellent products and first-class service. The company is the platform for employees to show their talents, contribute to society, and achieve self. The development of employees is closely related to the development of enterprises.

规范公司用工管理 维护员工合法权益

STANDARDIZE COMPANY EMPLOYMENT MANAGEMENT SAFEGUARD EMPLOYEES' LAWFUL RIGHTS AND BENEFITS

2018年，根据公司长期发展战略，继续推进“总量控制，结构优化”专项工作，人员总量控制总体有效。

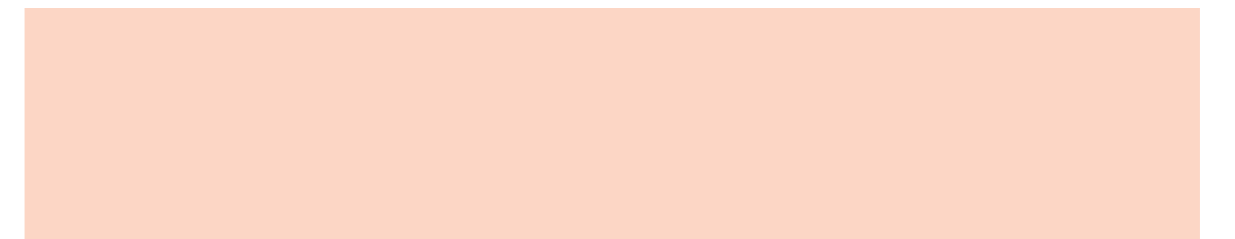
在员工招聘方面，按照人员需求状况开展校园招聘和社会招聘工作，增补所需人才，并对所有新入职员工统一规范管理，严格按照制度和流程办理入职、社保备案等手续。

在员工管理方面，公司认真遵守和落实国家法律法规，依法合规为员工交纳养老、医疗、工伤、生育和失业保险等社会保险及住房公积金，依法合规让员工有计划的享受带薪年假，维护员工产假、护理假、探亲假等各类假期权益；严格按照国家法律法规，实施劳动合同到期续签，从制度上保障员工的合法权益，不断提升企业凝聚力。

In 2018, according to the company's longterm development strategy, the special work of “capacity control and structural optimization” was continued, and the total personnel control was generally effective.

In terms of employee recruitment, we will carry out campus recruitment and social recruitment according to the needs of personnel, supplement the required talents, and standardize and manage all new employees, and strictly follow the procedures and procedures for entry and social security filing.

In terms of employee management, the company earnestly abides by and implements national laws and regulations, and provides employees with social insurance and housing provident fund for pension, medical care, work injury, maternity and unemployment insurance according to law and compliance, and allows employees to enjoy paid annual leave in accordance with laws and regulations. To protect employees' maternity leave, nursing leave, family leave and other holiday interests; strictly follow the national laws and regulations, implement the renewal of labor contracts, protect the legitimate rights and interests of employees from the system, and continuously enhance the cohesiveness of enterprises.



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招聘 RECRUITMENT



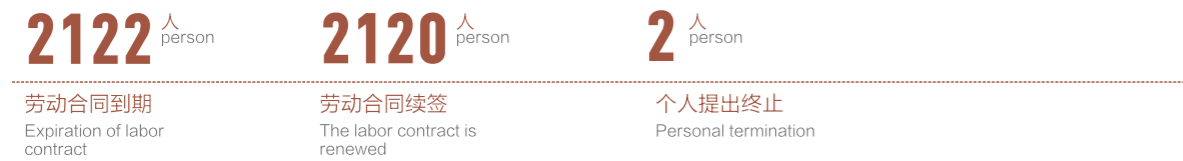
社会保险 SOCIAL INSURANCE



公积金 HOUSING FUND 带薪年假 PAID ANNUAL LEAVE



劳动合同续签 LABOR CONTRACT RENEWAL



多策并举支撑员工成长 立足需求培养人才 SUPPORT STAFF GROWTH THROUGH VARIOUS POLICIES CULTIVATE TALENTS BASED ON STAFF DEMANDS

公司立足发展战略需要,不断完善员工成长体系,建立了以素质测评为基础,以见习培养、主动成长(成长路径、内部竞聘、自学成长)为手段,自主择岗、合理变岗为支撑的员工职业生涯管理体系,助力员工不断提升自我,实现人力资源合理配置。同时,公司积极探索基于岗位实践的人才培养模式,开展了经营管理人才、车间主任后备、高技能人才、科技研发人才、质量专家队伍等专项人才培养,为公司关键人才储备提供了战略支撑。

Based on the needs of development strategy, the company has continuously improved the employee growth system, and established employees who have been evaluated by quality assessment, with the training of trainees, active growth (growth path, internal competition, self-learning and growth) as their means, self-selected and rationally changed. The career management system helps employees to continuously improve themselves and achieve rational allocation of human resources. At the same time, the company actively explored the talent training model based on post practice, and carried out the training of special talents such as management and management talents, workshop director reserve, high-skilled talents, scientific and technological research and development talents, and quality expert teams, which provided strategic support for the company's key talent reserves.





荣誉 HONOR

5 个
unit
人才工作先进单位
Talents Work Advanced
Units

29 人
person
人才工作先进个人
Talents Work Advanced
Individuals

48 人
person
优秀培训教师
excellent trainers

28 人
person
人才工作干部典范
Talents Work Advanced
Cadres Models

69 人
person
传帮带师傅典范
Mentoring Models

69 人
person
岗位成才员工典范
Position Growing Models

40th

中国汽车产业改革开放40年 杰出人物评选

The selection of outstanding figures
in the 40 years of China's reform and
opening up in auto industry

卓越人物
Outstanding person



安进同志
Comrad
An Jin

杰出人物
Outstanding person



项兴初同志
Comrad
Xiang Xingchu

省属企业第四批

“538英才工程”

The fourth batch of “538 Talent
Projects” of provincial enterprises

领军人才
leading talents



张先华同志
Comrad
Zhang Xianhua

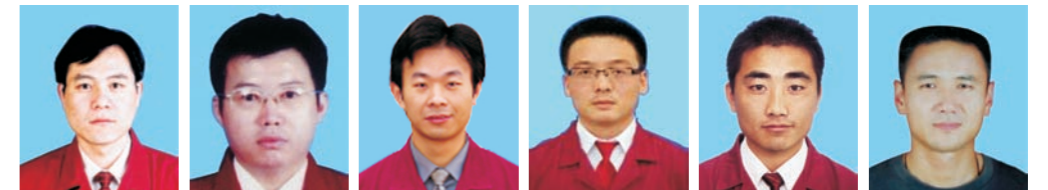
高端人才
High-end talents



汪旭明同志
Comrad
Wang Xuming

王泽平同志
Comrad
Wang Zeping

拔尖人才
Top-notch
personnel



刘江波同志
Comrad
Liu Jiangbo

束丛云同志
Comrad
Shu Congyun

姜正军同志
Comrad
Jiang Zhengjun

李海亮同志
Comrad
Li Hailiang

赵久志同志
Comrad
Zhao Jiuzhi

丁延松同志
Comrad
Ding Yansong

安徽省省政府特殊津贴
Special allowance of the provincial
government of Anhui Province



张友皇同志
Comrad
Zhang Youhuang

第七批安徽省战略性新兴产业技术领军人才
The seventh batch of strategic emerging industry technology
leaders in Anhui Province:



李卫兵同志
Comrad
Li Weibing



王少凯同志
Comrad
Wang Shaokai



张欢欢同志
Comrad
Zhang Huanhuan

安徽省创新争先奖
Anhui Province Innovation
First Prize



沙伟同志
Comrad
Shawei

庐州英才
Hefei Talent



王文俊同志
Comrad
Wang Wenjun

安徽省“115产业创新团队”：江淮新能源汽车产业化团队
“115 Industry Innovation Team” in Anhui Province: JAC New Energy Automobile Industrialization Team

安徽省平台引进高层次人才资助：江淮汽车变速箱工程技术研究中心荣获二类平台
The introduction of high-level talents in the platform of Anhui Province: JAC Transmission Engineering Technology Research Center won the second-class platform



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倾听员工心声 提升员工满意度 PAYING ATTENTION TO STAFF'S THOUGHTS IMPROVING STAFFS' SATISFACTION

公司注重多种渠道倾听员工心声，通过职工代表大会、领导接待日、员工座谈会、总经理信箱和OA留言板等沟通渠道，想方设法解决员工最关心、最直接、最现实的问题，认真对待并及时采纳员工的合理化建议。

The company pays attention to the voices of employees through various channels. Through the communication channels such as employee representative conference, leader reception day, employee symposium, general manager mailbox and OA message board, we try our best to solve the most concerned, most direct and most realistic problems of employees, and take them seriously for timely adoption of staff rationalization recommendations.



公司注重员工敬业度、员工满意度管理工作，每年定期组织公司级员工敬业度、员工满意度调查工作，以此全面了解公司运营管理现状与员工思想动态，并以员工敬业度、员工满意度管理工作为抓手，从企业和个人两个方面实施有效改进，不断提升全体员工的职业化素养，增强企业的整体竞争优势。

The company pays attention to employee engagement and employee satisfaction management. It regularly organizes company-level employee engagement and employee satisfaction surveys every year to fully understand the company's operational management status and employee thinking dynamics, and to manage employee engagement and employee satisfaction as a starting point, to implement effective improvement from both the enterprise and the individual, continuously improve the professionalism of all employees, and enhance the overall competitive advantage of the company.



注重人文关爱 营造和谐温馨氛围 PAYING ATTENTION TO HUMANISTIC CARE CREATING HARMONIOUS AND WARM ATMOSPHERE

公司历来重视员工职业安全、职业健康与心理健康，不断增加员工安全教育培训，主动识别危险源及有害作业点，提升员工安全意识和技能，保证劳保用品及时发放到位。建立了入职、在职、离职的体检体系，建立永久性的电子化健康体检档案，针对体检结果制定个性化的改善方案，保障员工的身心健康。

公司尊重和关心特殊群体，广泛开展关爱女性员工、关爱离退休员工、困难员工帮扶等暖心工程，将对员工的关怀落到实处。

The company has always attached great importance to employees' occupational safety, occupational health and mental health, continuously increased employee safety education and training, actively identified dangerous sources and harmful operating points, improved employee safety awareness and skills, and ensured timely delivery of labor insurance products. JAC established a medical examination system for on-the-job, on-the-job, and resignation, built a permanent electronic health checkup file, and developed a personalized improvement plan for the physical examination results to protect the physical and mental health of employees.

The company respects and cares for special groups, and extensively carries out warm-hearted projects such as caring for female employees, caring for retired employees, and helping employees with difficulties, and will implement the care of employees.



<p>特色福利 Exclusive Welfare</p> <p>发放就餐补贴费用2200万元; The meal subsidy fee reached 22 million yuan</p> <p>帮助员工成功新租续租公租房450套; JAC helped employees successfully rent 450 new rented or renewal houses</p> <p>参与员工在职健康体检9204人; 9204 employees participated in on-the-job health checkups</p> <p>开展各种节日慰问、高温慰问、福利品发放等共计金额 1164万元 JAC carried out a total of 11.64 million yuan of holiday condolences, high-temperature condolences, and welfare products</p>	<p>免费午餐、单身（青年）公寓、购车优惠、节日慰问金等暖心福利。 Free lunch, single (youth) apartment, car discount, festivals subsidies and other warm heart benefits.</p> <p>成功购买内部试销车1020人; 1020 units internal trial sales vehicles were successfully purchased</p> <p>申请入住单身（青年）公寓141人; 141 people applied for single (youth) apartments</p>	
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关爱离退休职工 Caring for retired employees

- 开展离休老干部“我看改革开放新成就”的调研活动和主题征文；
In 2018, the research activities and theme essays of the retired veteran cadres "The new achievements of reform and opening up in my eyes";
- 组织离休干部、原退休厂领导、抗美援朝老同志迎春茶话会，公司主要领导参会；
JAC organized retired cadres, former retired factory leaders, and elder members who attended "anti-American to aid Korea" war to the tea party of "Welcoming Spring", the company's main leaders attended the meeting
- 策划、建成老干部活动室，签发老干部《爱心服务卡》，满足老干部专属需求；
In 2018, the company planned and built an old cadre activity room and issued the "Caring Service Card" of the old cadres to meet the exclusive needs of the veteran cadres
- 组织离休干部参观江淮轻卡新港基地；
JAC organized the retired cadres to visit JAC Light Truck New Port Base
- 看望异地安置离休老干部聂中才同志；
JAC visited the resettled retired veteran cadre Nie Zhongcai
- 组织离、退休职工开展“春节、五一、迎中秋庆国庆”娱乐活动
JAC organized the retired employees to carry out "Spring Festival, May Day, Mid-Autumn Festival National Day" entertainment activities
全年总计办理退休人员大病救助申报35人，申报总额23.03万元。去世慰问32人，慰问金 16860元。按规定办理待遇退员工、伤残军人、53年前参军转业复员军人药费报销，预计全年共发生药费4.3万元。
In the whole year, a total of 35 retirees were reported for the rescue of major illnesses, with a total declared value of 230,300 yuan. JAC expressed solicitude to 32 people with condolences of 16860 yuan. According to the regulations, the employees who are retired, the disabled soldiers, and the demobilized military personnel who were attended to the army before 1953 are reimbursed. It is estimated that a total of 43,000 yuan will be incurred for the whole year.



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BUILD A WIN-WIN COOPERATION BETWEEN MANUFACTURER AND DISTRIBUTORS

建设厂商共赢的合作关系

重视经销商满意度

PAY ATTENTION TO DEGREE OF DISTRIBUTORS SATISFACTION

2018年，公司策划并开展了两期经销商满意度调查工作。两期均采用在线的调研方式，增加了经销商问卷填写的灵活性与保密性，节省调研的时间与成本。调查范围全面覆盖公司各业务，深入挖掘经销商对公司的意见与建议，科学分析公司在经销管理各环节中的薄弱项并加以改进，促进经销商与厂家的互利共赢、融洽合作。

In 2018, the company planned and conducted two phases of dealer satisfaction surveys. Both phases use online research methods, which increases the flexibility and confidentiality of the dealer questionnaires, saving time and cost of research. The scope of the investigation covers all aspects of the company's business, deeply explores the opinions and suggestions of the dealers on the company, scientifically analyzes the weak items in the company's distribution management and improves them, and promotes mutual benefit and win-win cooperation between dealers and manufacturers.

渠道 Channel		2016年 Year of 2016	2017年 Year of 2017	2018年 Year of 2018
乘用车 Passenger Vehicles	全国 Nationwide	887	834	829
	经销商 Distributors	937	920	925
轻卡 Light duty truck	服务站 Service Station	911	923	933
	经销商 Distributors	936	915	916
皮卡 Pickup	服务站 Service Station	917	924	936
	经销商 Distributors	830	872	859
重卡 Heavy duty truck	服务站 Service Station	923	911	913
	总体 Overall	785	812	820
国际公司 JAC International				

乘用车营销公司 Passenger Vehicles Marketing Company 01

2018年公司联合经销商，全面导入合伙人营销经营理念，多形式多渠道建立与保客的互动，深入发展潜客，将保客、潜客发展成为企业经营伙伴，让厂家、经销商、客户逐步形成良性循环的合伙人关系。创新转介绍方式，通过微信一对一沟通管理，提升转介绍积极性，借助展厅推介、外拓寻找等方式积极发展合伙人，同时借助微信朋友圈进行裂变式传播。通过合伙人工作的开展，持续提升了营销力建设和销售团队专业化建设，促进江淮汽车品牌高效传播和产品销量稳步提升，开创营销新模式。

In 2018, the company cooperated with dealers, fully introduced the concept of partner marketing and operation, established the interaction with customers through multiple forms and channels, deeply developing potential customers and based customers into business partners, and gradually forming a virtuous circle of partnership among manufacturers, dealers and customers. Through WeChat one-to-one communication and management, the initiative of WeChat referral can be enhanced. Partners can be actively developed by means of exhibition hall promotion and outreach search. Meanwhile, WeChat friend circle can be used to carry out split communication. Through the work of the partners, JAC has continuously improved the construction of marketing force and the professional construction of sales team, promoted the efficient communication of JAC brand and the steady increase of product sales, and created a new marketing model.

In order to promote the satisfaction of the terminal dealer satisfaction work and improve the service awareness of the terminal "Customer Management", the company launched five "Reseller Satisfaction Improvement" training in the country in 2018; Encourage the conversion of competitive resources; rigorously review the qualifications of new distributors for network access, review by regular network authorization committees, strictly enforce network authorization and exit, and improve the quality of new network operations. Strengthen the special evaluation and clearing of invalid networks and improve the core competitiveness of JAC light truck marketing network. as of the end of December 2018, there were 925 effective commercial network of light commercial vehicles, accounting for 86.3% of the total network. In the same period of last year, it increased by 6.2%; from January to December, it has authorized a total of 108, and a total of 161 invalidated networks have been cleared, effectively protecting the vitality of the overall marketing network.

轻型商用车营销公司 Light Commercial Vehicle Marketing Company 02

为促进终端经销商满意度工作的切实落地，提高终端“敬客经营”的服务意识，2018年公司在全国开展5期“经销商满意度提升”培训；通过精准网络布局，鼓励竞品优秀资源转化；严格审核新建经销商入网资质，通过定期网络授权委员会评审，严格网络授权与退出，提高新建网络运营质量。加强对无效网络进行专项评价、清退，提高江淮汽车轻卡营销网络核心竞争力。截止2018年12月底，轻型商用车营销网络有效网络数925家，占总网络数的86.3%，较去年同期提升6.2%；1-12月累计授权108家，累计清退无效网络161家，有效保障了整体营销网络的活力。

重型商用车公司 Heavy-duty Trucks 03

2018年公司主要通过召开重点经销商交流会、区域经销商座谈会、销售网络运营质量分析会、商务政策调查问卷等多种形式收集经销商对厂家的意见和建议，并针对经销商的意见进行回复反馈，不断改进提升、协同发展。

In 2018, the company mainly collected opinions and suggestions from distributors to manufacturers through various key dealer exchange meetings, regional distributor seminars, sales network operation quality analysis meetings, and business policy questionnaires. The feedback from the dealers responded with feedback, and continuously improved and promoted.

Closely focus on the annual dealer service training implementation plan, continue to guide and encourage dealers to improve the service capacity of terminal outlets, and prepare and publish the incentive policy 2018 of the star service store, and complete 14 star rating evaluations of service outlets throughout the year and give incentives for labor working hours; taking the South American market as a pilot, holding the first dealer service skill competition, creating a good atmosphere of "comparing, learning, catching, and surpassing" and improving the enthusiasm of dealers.

国际公司 JAC International 04

紧密围绕年度经销商服务培训实施计划，持续指导和鼓励经销商提升终端网点的服务能力，编制发布2018版星级服务店激励政策，全年共完成14家服务网点星级评价并给予工时激励；以南美市场为试点，举办首届经销商服务技能大赛，营造“比、学、赶、超”的良好氛围，提高经销商的积极性。



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打造优质供应链——供应商合作 CREATE HIGH QUALITY SUPPLY CHAIN - SUPPLIERS COOPERATION

公司建立供应商分层分级授权管理机制，制定供应商管理的相关制度，严格供应商准入及绩效管理，着力提质增效，打造高效协同供应链。倡导阳光交易，践行廉洁从业，与供应商签署《阳光协议》；公司履行社会责任，注重环境保护，并将供应商是否履行社会责任纳入供应商准入过程评价，定期开展二方审核，传导共同履责的责任与意识，构建依法合规的管理体系。

公司坚持与产业链优秀供应商开展深度合作，建立紧密的战略联盟关系，共同在品牌推广、技术协同、市场合作等领域携手并进，增强供应链整体竞争力，提升供给质量。2018年，公司先后与供应商开展技术交流325场次，品牌联合推广599场次，高层互访百余场次。

The company has established a hierarchical supplier authorization management mechanism, formulated relevant systems of supplier management, strictly controlled supplier access and performance management, focused on improving quality and efficiency, and created an efficient collaborative supply chain. The company advocates sunshine trading, practices honesty, and signs "Sunshine Agreement" with suppliers. The company fulfills its social responsibility, pays attention to environmental protection, and includes whether the supplier fulfills its social responsibility into the evaluation of the supplier access process, regularly carries out the two-party audit, conducts the responsibility and consciousness of common responsibility fulfillment, and constructs the management system in accordance with laws and regulations.

The company insists on carrying out in-depth cooperation with excellent suppliers of the industrial chain, establishing a close strategic alliance, and jointly advancing hand in hand in brand promotion, technical cooperation, market cooperation and other fields, so as to enhance the overall competitiveness of the supply chain and improve the quality of supply. In 2018, the company has carried out 325 technical exchanges with suppliers, 599 brand joint promotions and more than 100 high-level visits.



FOCUS ON QUALITY BUILD EXCELLENT MANUFACTURING SYSTEM 注重质量 打造卓越生产制造体系

2018年公司紧紧围绕十三五战略，全面组织推进《十三五品质发展规划》，坚守依法合规的底线，追求客户满意的高线；以大众合作为契机，深入学习大众先进质量管理经验，取长补短，持续健全产品全生命周期质量管控，不断明确质量责任；持续优化质量机制，严格督促主动站位，提升产品质量水平和质量管理水平，助力公司品牌向上。报告期内，公司未发生重大产品质量和产品质量安全事故。

In 2018, the company closely organized the 13th Five-Year Strategy, comprehensively organized and promoted the "13th Five-Year Quality Development Plan", adhered to the bottom line of legal compliance, and pursued the high line of customer satisfaction. The company took the opportunity of cooperation with Volkswagen to thoroughly study the advanced quality of Volkswagen to continue to improve the quality control of product life cycle, and constantly clarify quality responsibility; the company continues to optimize the quality mechanism, strictly urge the active position, improve product quality and quality management, and help the company's brand. During the report period, the company did not have major product quality and product safety accidents.

质量管控机制 QUALITY CONTROL MECHANISM

持续开展《质量责任书》签订工作，从质量红黄线责任、干部挂牌督办质量改进责任和质量目标绩效责任三个方面入手，强化质量责任意识，传递质量压力；强化领导干部挂牌督办的质量改进机制，从公司高层领导开始，逐层向基层干部员工组织签订，质量红黄线责任增强各单位依法合规的责任意识；2018年公司挂牌督导项目得到了高度重视，改进效率明显提升。

The company continued to carry out the work of signing the "Quality Responsibility Letter", starting from the three aspects of quality red and yellow line responsibility, cadre listing supervision quality improvement responsibility and quality target performance responsibility, strengthening quality responsibility awareness, transmitting quality pressure; strengthening the quality of leading cadres' supervision. The improvement mechanism starts from the senior leadership of the company and is signed to the grassroots cadres and employees. The responsibility of the quality red and yellow line enhances the sense of responsibility of all units in compliance with laws and regulations; in 2018, the company's listed supervision project has been highly valued and the efficiency of improvement has been significantly improved.



质量体系建设 QUALITY SYSTEM ESTABLISHMENT

2018年公司体系管理以专业职能、分级管理为抓手，通过体系文件修订整合汇编、审核员队伍建设、内审和管评等活动的开展，有效支撑了体系运行和绩效达成。2018年公司策划实施质量管理体系再造工作，系统对业务过程、体系文件进行结构设计和修订，顺利通过认证机构外部审核。

In 2018, the management of the company system took the professional functions and hierarchical management as the starting point. Through the system document revision and integration, the auditor team building, internal audit and management evaluation activities, it effectively supported the system operation and performance achievement. In 2018, the company planned to implement the reengineering of the quality management system. The system designed and revised the business process and system documents, and successfully passed the external audit of the certification body.



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质量法规管理 QUALITY LAW AND REGULATION MANAGEMENT

2018年公司坚持依法合规管理，强化各项法规检查力度。系统梳理国家最新产品法规标准，修订公司产品法规检查标准，编制图文并茂的市场改装法规手册，制定年度法规一致性检查方案，重点从经销商/改装厂意识提升、委改产品监督管理、合格证更换管理系统推进委改产品合规性，对重点产品、问题产品、市场通报重点区域加大检查力度和频次。

积极落实工业和信息化部乘用车双积分要求，构建满足合格证双积分配置ID上传的信息化系统，建立内部管理规范；积极响应国务院《打赢蓝天保卫战三年行动计划》，在产品研发、生产制造、售后服务环节建立相应环保管控措施和流程，建立环保管控体系，全面排查环保风险，开展环保专项审核，规范环保管理。

In 2018, the company adhered to legal compliance management and strengthened the inspection of various laws and regulations. In 2018, the company systematically sorted out the latest national product and regulation standards, revised the company's product and product inspection standards, compiled a picture-modification and regulatory manual, and formulated an annual regulatory consistency inspection program, focusing on the promotion of distributors/reformers, and the supervision and management of products. The certificate replacement management system promoted the revision of product compliance, and intensified the inspection intensity and frequency of key products, problem products, and market notification key areas.

The company actively implemented the double integral requirements for passenger vehicles in the Ministry of Industry and Information Technology, built an information system that meets the double-point allocation ID of the certificate, and established internal management specifications; actively responded to the State Council's "Three-Year Action Plan to Win the Blue Sky Defence War". The company established corresponding environmental protection control measures and processes in product development, manufacturing, and after-sales service, established an environmental management and control system, comprehensively checked environmental risks, conducted environmental protection special audits, and standardized environmental management.

质量工具方法推广及人才建设 QUALITY TOOL METHOD PROMOTION AND TALENT CONSTRUCTION

2018年群众性质量活动持续开展，公司在质量管理小组评比、质量信得过班组创建、优秀六西格玛项目评比和QC小组故事演讲等各类质量活动中，荣获国际级奖项2个、国家级奖项6个、省市级奖项42个，其中国际公司“啄木鸟”QC小组荣获“国际质量管理小组会议金奖”，轻型商用车制造公司“旭日”QC小组荣获“国际质量管理小组会议银奖”。



In 2018, mass quality activities continued to be carried out. The company won 2 international awards and 6 national awards in various quality activities such as quality management team evaluation, quality trustee team creation, excellent Six Sigma project evaluation and QC group story presentation. There are 42 provincial and municipal awards, among which the JAC international company "Woodpecker" QC Group won the "International Quality Management Group Meeting Gold Award", and the light commercial vehicle manufacturing company "Sunrise" QC Group won the "International Quality Management Group Meeting Silver Award".

产品适应性试验 PRODUCT ADAPTABILITY TEST



公司坚持加大整车试验验证投入，持续开展环境适应性试验、可靠性试验、回购车试验和超长里程耐久性试验。2018年可靠性试验策划里程圆满完成，试验车型首次故障里程、平均故障间隔里程表现优异，其中发动机、变速箱和车桥等核心零部件首次故障里程和平均故障间隔里程均超过试验总里程；“四高一山”环境适应性试验已完成高湿山区环境适应性试验和高温高原环境适应性试验。

The company insists on increasing the investment in vehicle test verification and continues to carry out environmental adaptability test, reliability test, repurchase car test and super long-range durability test. In 2018, the reliability test planning mileage was successfully completed. The first fault mileage and average fault interval mileage of the test vehicle were excellent. The first fault mileage and average fault interval mileage of core components such as engine, gearbox and axle exceeded the total test mileage; The environmental adaptability test of the "4 High(High temperature/ high cold/ high land/ high humidity) And Mountainous Areas" has completed the environmental adaptability test in high humidity mountain areas and the high altitude plateau environmental adaptability test.



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公司坚决履行社会责任，积极响应国家号召，贯彻发展循环经济、完善生态产业链、创建资源节约型企业 and 环境友好型企业的发展思路；始终坚持把构建循环经济、建设绿色企业的发展思路系统贯彻于生产经营管理中，做到在发展中保护环境，在保护环境中促进生产发展，实现经济、社会、环境三个效益的统一与健康发展。报告期内，公司未发生重大环境污染与破坏事故。

JAC has always adhered to systematically implement the development ideas of constructing recycling economy and building a green enterprise into the production, management and management to protect the environment in the development of production and operation management, in order to protect the environment during the development of production and promote the development of production in the protection of the environment, and achieve the unified and healthy development among economic, social and environmental benefits. During the reporting period, JAC did not experience major environmental pollution and damage accidents.

ENERGY CONSERVATION AND EMISSIONS REDUCTION SYSTEM GUARANTEE

节能减排体系保障

公司节能减排领导小组为常设机构，由公司总经理任组长、总经理助理为常务副组长，各事业部总经理为副组长、事业部分管领导为成员，并设立相关职能部门负责具体实施的工作小组，系统协调部署全公司的节能减排工作。

JAC establishes the energy saving and emission reduction leading group and sets up the relevant functional departments to be responsible for the special works and coordinated all the company's energy conservation and emissions reduction work. What's more, JAC general manager is elected to be the leader of this group, assistant general manager to be first deputy group leader, and business unit general manager be as the deputy supervisor of this group.

公司分层级制定节能管理目标，分解纳入各事业部年度KPI业绩合同。同时结合目标指标和年度节能重点工作及政府节能、节水管理两项标准要求，形成内部环保、节能、节水评价标准，并将考评结果纳入年度管理评价稽核范畴，责任落实机制不断得到完善，节能降耗水平不断提升。

JAC formulated grade-based energy conservation and emission reduction management goal, and resolve into annual KPI contract of each division. In the meantime, combining target index and annual energy conservation and government energy conservation and water conservation management, formulate internal environmental protection, energy conservation, water saving evaluation standard, and bring assessment result into annual management evaluation. The responsibility implementation mechanism has been continuously improved, and the level of energy saving and consumption reduction has been continuously improved.

定期识别国家、地方、行业有关节能减排的法律法规，组织制定和完善公司节能减排规章制度和管理标准。深入推行公司能源管理体系，事业部层面已推进10类重点耗能设备能源绩效参数的优化设定。子分公司层面持续推进年耗标煤1000吨以上的托管子分公司导入能源管理体系，目前已有五家子公司通过能源管理体系认证。

The company regularly identifies national, local, and industry laws and regulations on energy conservation and emission reduction, and organizes and improves the company's energy conservation and emission reduction rules and regulations and management standards. The company has deepened the implementation of the energy management system, and the department has promoted the optimization of the energy performance parameters of 10 key energy-consuming equipment. At the sub-branch level, the sub-branch, which has an annual consumption of more than 1,000 tons of standard coal, has been introduced into the energy management system. At present, five subsidiaries have passed the energy management system certification.



分级制的节能减排技改方案，定期征集评选公司优秀节能减排项目，展示节能减排管理、技改成果，并在全公司进行分享及应用推广。

The company formulates energy saving and emission reduction technological reform plans at different levels, regularly collects and evaluates excellent energy saving and emission reduction projects of the company, displays the achievements of energy saving and emission reduction management and technological reform, and shares and promotes them in the whole company.

公司分层级制定节能管理目标，分解纳入年度KPI业绩合同，结合目标指标和年度节能重点工作及政府节能、节水管理两项标准要求，形成内部节能、节水评价标准。2018年公司开展两次综合评价，并将考评结果纳入年度管理评价稽核范畴兑现。

The company establishes energy conservation management objectives at different levels, decomposes and incorporates annual KPI performance contracts, and forms internal evaluation standards for energy conservation and water conservation by combining target indexes, annual energy conservation key work and government energy conservation and water conservation management. In 2018, the company carried out two comprehensive evaluations, and included the results of the evaluation into the annual management evaluation audit area.

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ACTIVELY PROMOTE THE APPLICATION OF ENERGY-CONSERVATION AND ENVIRONMENTAL PROTECTION NEW TECHNOLOGY 积极推进节能环保新技术应用

公司不断探索，研发节能环保新技术，采用先进工艺和设备，持续提高资源利用率，恪守企业社会责任，积极参与节能减排行动。

The company has been exploring, developing new energy saving and environmental protection technologies, adopting advanced technologies and equipment, continuously improving the utilization rate of resources, abiding by the corporate social responsibility, and actively participating in the action of energy saving and emission reduction.

低温箱式干燥技术应用 APPLICATION OF LOW-TEMPERATURE BOX DRYING TECHNOLOGY

探索推广资源化、减量化、精益化减排新技术，在公司范围内推广采用低温箱式干燥技术进行空气脱湿加热达到污泥减量化目的，试点应用漆渣干化项目，约减重40%。2018年全年累计实现污泥、漆渣干化总效益123万元。

Explore and popularize new technologies of resource utilization, reduction and lean emission reduction; promote the use of low-temperature box drying technology for air dehumidification and heating to achieve sludge reduction within the company; pilot application of paint residue drying project reduces weight by about 40%. In 2018, the total benefit of sludge and paint slag drying was 1.23 million yuan.



大力推进太阳能光伏项目 VIGOROUSLY PROMOTE SOLAR PHOTOVOLTAIC PROJECTS

947.17 万元
全年光伏项目共产生效益
Communist Benefits of the Year-round Photovoltaic Project



2018年在政府补贴政策退坡情况下，公司光伏项目完美收官。截止年底，实现安装45MW；其中：轿车光伏全年共发电1816.5万度；新港车棚光伏已全部并网，新港基地全年共发电1140万度；蔚来汽车光伏已全部并网，全年共发电36.312万度；零部件基地光伏项目已完成华霆动力区域及高压侧并网，其他区域预计2019年2月底前完成并网。全年光伏项目共产生效益947.17万元。

In 2018, the company's photovoltaic projects completed perfectly under the circumstance of declining government subsidy policies. By the end of the year of 2018, 45MW has been installed. Among them, the annual photovoltaic power generation of cars is 18.165 million KWH. All the roof pv in xingang has been connected to the grid. The annual power generation of xingang base is 11.4 million KWH. Nextev pv has been fully connected to the grid, generating a total of 363,120 KWH in the whole year. The photovoltaic project of the parts base has completed the grid connection of the hua ting power region and the high voltage side. The grid connection of other regions is expected to be completed by the end of February 2019. The annual photovoltaic projects generated a total benefit of 9.4717 million yuan.

涂装冷冻水节能 ENERGY-SAVING OF FROZEN WATER FOR PAINTING

由于涂装工艺要求的特殊性，公司对车间空气温湿度进行调节，将制冷设备两套系统进行并网改造。通过阀门进行控制，做到并网运行，可年节约费用751104元。

Due to the particularity of coating process requirements, the company adjusted the air temperature and humidity in the workshop, and made grid-connected transformation of two sets of refrigeration equipment systems. Through the valve control, to achieve grid-connected operation, can save the annual cost of 751104 yuan.



营造绿色文化氛围 CREATING A GREEN CULTURAL ATMOSPHERE

公司全面开展绿色文化建设，在公司全体员工中形成共同节约有效利用资源、保护和改善环境价值观念，并贯彻于生产经营管理的实践中。同时坚定不移地走可持续发展之路，打造公司特有的“绿色文化”氛围。

The company carries out the construction of green culture in an all-round way, forms the value concept of jointly saving and effectively using resources, protecting and improving the environment among all the staff of the company, and implements it in the practice of production, operation and management. At the same time, JAC takes unswervingly the road of sustainable development to create a unique "green culture" atmosphere.



2018年5月13日—19日开展第27届全国城市节水宣传周活动，此次活动以“实施国家节水行动，让节水成为习惯”为主题。根据合肥市节约用水办公室下发的《关于开展2018年全国城市节水宣传周活动的通知》通知要求，公司积极策划2018年节水宣传周专项活动规划，自主开展形式多样的节水宣传活动，对节水器具整体运行情况进行检查并完善计量器具台账。

Water-saving publicity: the 27th national city water-saving publicity week will be held from May 13 to 19, 2018, with the theme of "implementing national water-saving actions and making water-saving a habit". According to the notice of the "Notice on Launching the 2018 National Urban Water Conservation Publicity Week" issued by the Hefei Municipal Water Conservation Office, the company actively planned the special activities of the 2018 Water Conservation Publicity Week and independently carried out various forms of water conservation publicity activities. Check the overall operation of the water-saving appliance and improve the metering account.



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节能宣传
Publicity of energy conservation

全国第28个节能宣传周于2018年6月10日-16日期间开展，公司编制“2018年世界环境日及节能宣传周活动计划”，并按计划积极推进并落实。

Publicity of energy conservation: the 28th national energy conservation publicity week will be held from June 10 to 16, 2018. The company will compile the "2018 world environment day and energy conservation publicity week activity plan", and actively promote and implement it as planned.



ENERGY SAVING AND EMISSION REDUCTION PERFORMANCE

节能减排绩效



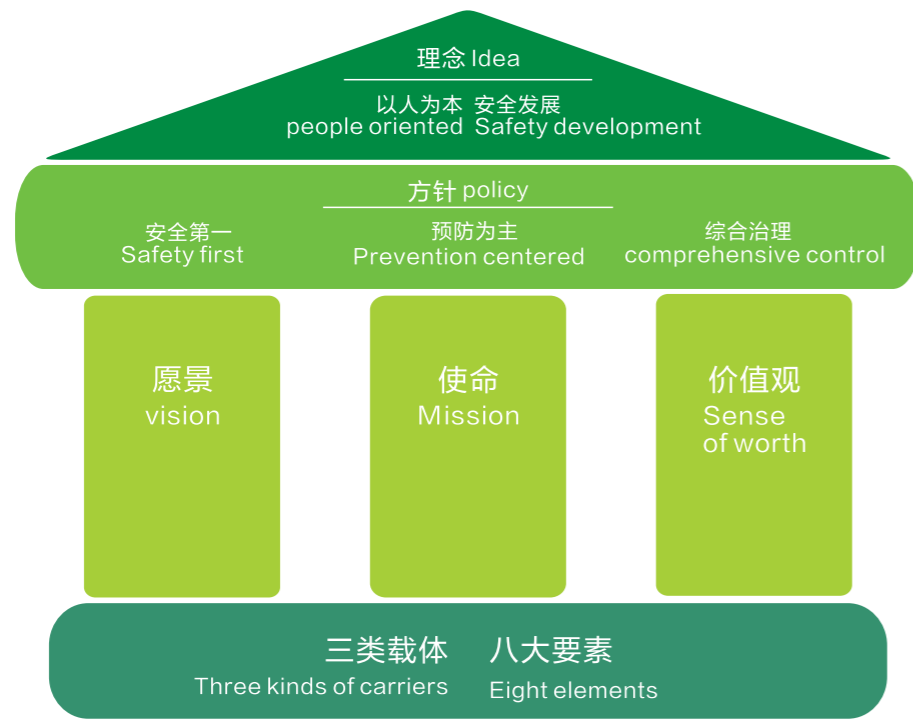
指标 Index	2018年 Year of 2018	2017年 Year of 2017
环保总投资 (万元) Total investment of environmental protection (ten thousand Yuan)	2812.17	2915.6
COD排放量 (吨) COD emissions (ton)	43.8	57.19
废水排放量 (吨) Discharge amount of wastewater (ton)	985105	825003
废渣排放量 (吨) Discharge amount of slag (ton)	2252.35	2297.2
单位产值水耗 (吨水/万元) Water consumption (ton/ten thousand Yuan)	0.32	0.26

指标 Index	2016年 Year of 2016	2017年 Year of 2017	2018年 Year of 2018
工业固废综合利用率 Comprehensive utilization of industrial solid waste (%)	93	89	89
工业用水重复利用率 Industrial water reuse (%)	92.5	93.7	86.67

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SOLID GUARANTEE FOR SAFE PRODUCTION AND SMOOTH OPERATION

坚实保障安全生产平稳运行



公司贯彻落实省、市及行业主管部门安全生产相关要求，坚持“依法合规安全发展”理念，遵循“安全第一、预防为主、综合治理”方针；构建安全文化建设“引领模块”，引领安全文化建设三类载体推进，严格按照导则八要素，拉动过程建设、系统评审工作，落实企业主体责任。

The company implements the relevant requirements for safety production of provincial, municipal and industrial authorities, adheres to the concept of “legal compliance and safety development”, and follows the principle of “safety first, prevention first, comprehensive management”; the company builds a “leading module” for safety culture construction, leading the three types of carrier construction in the construction of safety culture, strictly in accordance with the eight elements of the guidelines, stimulating the process construction and system review, and implementing the main responsibility of the enterprise.

安全主题活动 SECURITY THEMATIC ACTIVITIES



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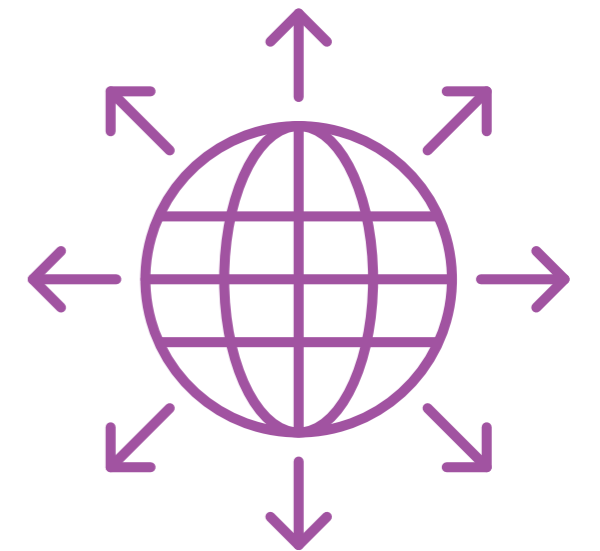
安全管理绩效 SAFETY MANAGEMENT PERFORMANCE

危险源识别管理 Hazard source identification management	一般危险源 General hazards	三非及特别意外模式危险源项 Three non and unexpected hazards	重要危险源项 Important hazards	分布 Distribution
	21843 项 items	1213 项 items	32 项 items	681 个点 places
公司级安全检查 Corporate level safety check	各类安全检查 All kinds of safety inspection	排查安全隐患 Troubleshooting potential safety hazard	完成整改 Rectification	整改率 Rectification rate
	90 次 items	1626 项 items	1626 项 items	100%
事业部级自查自改 Self-examination and self-improvement for departments	累计排查重大安全隐患 Investigating potential safety problems	累计排查一般安全隐患 Investigating general safety problems	累计整改 Rectification	整改率 Rectification Rate
	无	16650 项 items	16650 项 items	100%
职业健康管理 Occupational health management	职业危害作业点 Occupational hazards operating places	检测达标率 Rate of reaching the standard	职业健康体检人数 The number of people having occupational health examination	体检率 Physical examination rate
	741 个 units	95%	2427 人 person	100%
教育培训 Education training	专业培训 Professional Training	参培人数 Participating people	操作类资格取证 Certification acquisition for operation class	管理类资格取证 Certification acquisition for management class
	60 次 times	2050 人 person	857 人 person	153 人 person
安全正激励 Positive inspiration of safety	一线安全奖励 Safety rewards	安全主题活动 Safety theme activity	安全QC项目 Safety QC projects	
	1200 万元	130.2 万元	10.6 万元	
安全投入 Safety investment	安全投入计划项目 Safety investment plan projects	计划完成率 Fulfillment completion rate	安全投入资金 Safety investment capital	预算完成率 Budget completion rate
	285 项 items	93%	3323 万元	95.2%
事故管理 Accident management	工伤事故 Work injury accident	千人负伤率 Injury rate/one thousand people	公司控制指标 Company control index	
	轻伤4起	0.21‰	不大于1.7‰	
交通管理 Traffic management	联合检查 Joint inspection	查处违章 Investigate and punish the violation of traffic rules	驾驶员考评 Driver's evaluation	合格率 Percent of pass
	68 次	54 起	1224 人	94.8%



开放发展 共创互利合作新格局

OPEN DEVELOPMENT
Create a new era of mutually beneficial cooperation



MARKET COMPETITIVENESS HAS BEEN STEADILY IMPROVED. 市场竞争力稳步提升

2018年公司经营指标概述
OVERVIEW OF THE COMPANY'S BUSINESS INDICATORS IN 2018



获奖情况 AWARDS

颁奖单位 Reward bureau	获得奖项 Award
中国工业经济联合会 China Federation of Industrial Economics	中国工业大奖 China Industrial Awards
政府采购信息网 Government Procurement Information Network	政府采购十五年十大车型 - 瑞风M4 Government procurement of fifteen years of the top ten models - Refine M4
中国汽车研究中心 China Automotive Research Center	纯电动SUV综合性能金奖 - iEV7S Pure electric SUV comprehensive performance gold award - iEV7S
中国社科院经济学部企业社会责任研究中心 Research Center for Corporate Social Responsibility, Department of Economics, Chinese Academy of Social Sciences	中国社会责任杰出企业奖 China Social Responsibility Outstanding Enterprise Award
新浪汽车 Sina Automobile	2018年度最佳家用SUV - 瑞风S4 2018 Best Home SUV - Refine S4
卡车之家 360che.com	最佳数字营销奖 - 轻卡 Best Digital Marketing Award - Light commercial vehicle
商用汽车新闻 Commercial vehicle news	节油冠军 - 格尔发V7 Fuel-saving champion - GALLOP V7

产品市场突出表现 OUTSTANDING MARKET PERFORMANCE OF THE PRODUCT

2018年1月26日
On January 26

“来驾共享 绿色出行”百台江淮新能源汽车交车盛典在山东潍坊举行。
100 Units JAC New Energy Vehicle Delivery Ceremony was held in Weifang, Shandong, taking "Shared Driving Green Travel" as the theme.

2018年3月29日
On March 29th

“科技引领 大众e行--江淮新能源&惠民早餐百台交车盛典”隆重举行。江淮新能源向临沂惠民早餐交付百台江淮iEV6E，助力临沂惠民早餐为市民提供更加优质的服务。
"Technology Leads the Public - 100 Units Vehicles Delivery Ceremony of JAC New Energy & Huimin Breakfast" was held. JAC New Energy delivered the 100 units iEV6E to Linyi Huimin Breakfast to help it provide better services to the general public.

2018年3月31日
On March 31

江淮新能源在山东再掀交车狂潮，以“科技引领 大众e行”为主题的江淮新能源汽车千台交车盛典正式举行。
Another delivery ceremony organized by JAC New Energy was officially held in Shandong, China, with the theme of "Technology Leads the Public".

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产品市场突出表现
OUTSTANDING MARKET PERFORMANCE OF THE PRODUCT

**2018年
4月12日
On April 12th**

备受关注的“科技引领 大众 e行”江淮新能源千台交车盛典隆重举行。
A high-profile delivery ceremony of 1000 units JAC New Energy vehicles themed “Technology Leads the Public” was held.



**2018年
6月2日
On June 2nd**

江淮新能源轻卡与大图物流交车仪式在昆明举行，为春城提供高效环保的绿色动力。
The delivery ceremony between JAC and Datu Logistics was held in Kunming, providing Kunming with efficient and environmentally friendly green power.



**2018年
6月25日
On June 25th**

400台瑞风M4交车盛典在重庆隆重举行。
the delivery ceremony of 400 Refine M4 was held in Chongqing.



产品市场突出表现
OUTSTANDING MARKET PERFORMANCE OF THE PRODUCT

**2018年
8月20日
On August 20**

江淮汽车向小黄狗环保科技有限公司首批交付20台纯电动帅铃i6物流车。
JAC delivered 20 patches of pure electric Shuailing i6 logistics vehicles to Xiao huang gou Environmental Protection Technology Co., Ltd.



**2018年
9月14日
On September 14**

江淮格尔发 & 中通快运百台交车仪式暨后续采购战略协议签订仪式在杭州举行。
The delivery ceremony of 100 units JAC GALLOP to Zhongtong Express and signing ceremony of follow-up procurement strategy agreement was held in Hangzhou.



**2018年
11月22日
On November 22nd**

江淮汽车在温州瑞安举行200辆星锐厢式物流车的交车仪式。
JAC held a delivery ceremony for 200 Sunray cargo vans in Rui'an, Wenzhou.



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INTERNATIONAL MARKET POSITION IS FURTHER CONSOLIDATED

国际市场地位进一步巩固



国际业务表现

7.48 万辆
Thousands of cars

2018年,公司共实现出口各类汽车
In 2018, the company will export all kinds of cars

12.53%

同比增长
Year-on-year increase

4

出口排名位居行业第四位
Ranking fourth in the industry

其中, N721系列高端轻卡出口量同比增长超过8%; 皮卡产品形成T6+T8的产品组合, 覆盖柴油、左右舵细分市场, 出口量同比增长近50%, 行业排名跃居第四位; 乘用车业务聚焦SUV平台化战略方针, 同步制定配置优化策略, 持续提升产品竞争力。2018年度, 瑞风S3实现出口近2万辆, 同比增长88%, 瑞风S2出口破万, 同比增长37%, iEV7S导入意大利、比利时、哈萨克斯坦等14个国家和地区。

In 2018, JAC exported 74,000 units vehicles of various types, up 13 percent year-on-year, ranking fourth in the vehicle export industry. Among them, the export volume of N721 series high-end light trucks increased by more than 8% year-on-year; the pickup product formed T6+T8 product portfolio, covering both diesel and gasoline as well as left and right driving market segments, the export volume increased by nearly 50% year-on-year, and ranked fourth in the industry; The passenger car business focused on the SUV platformization strategy, and simultaneously formulated the configuration optimization strategy to continuously enhance product competitiveness. In 2018, Refine S3 achieved nearly 20,000 exports, an increase of 88% year-on-year. Refine S2 exports exceeded 10,000, up 37% year-on-year. iEV7S was introduced to 14 countries and regions including Italy, Belgium and Kazakhstan.

江淮汽车在全球多个市场保持着领先地位,并实现突破。

During the report period, JAC maintained its leading position in many markets around the world and achieved breakthroughs.

在南美地区, 2018年在智利市场累计实现出口近9千辆, 同比增长18%, 轻卡产品连续多年领跑中国汽车品牌, 乘用车保持中国品牌前三;
In South America, the total export volume in the Chilean market in 2018 was nearly 9000, an increase of 18% year-on-year. Light truck products led the Chinese automobile brand for many years;

墨西哥市场2018年出口超过4千辆, 较2017年实现了翻倍, 其中轻卡产品持续保持中国品牌第一的市场地位; passenger cars maintained the top three brands in China, and more than 4,000 vehicles were exported to Mexican market in 2018. Compared with 2017, sales to Mexican market have doubled, among which the light truck products continue to maintain a leading position among Chinese brand;

阿根廷市场的全面上市, 实现了乘用车和商用车的同步覆盖, 标志着江淮汽车实现了在整个美洲大陆的全面销售; The launching of comprehensive JAC products in Argentina has achieved the simultaneous coverage of passenger cars and commercial vehicles, marking that JAC has achieved comprehensive coverage throughout the Americas;

在亚洲地区, 江淮乘用车正式登陆菲律宾市场, 为菲律宾消费者带来全新的汽车出行体验; 斯里兰卡和孟加拉轻卡产品分别以61%和70%的占有率, 位居中国汽车品牌出口第一; In Asia, JAC passenger cars have officially landed in Philippines, bringing new car travel experiences to Filipino consumers; sales of light truck products in Sri Lanka and Bangladesh ranked first in China's auto brands with market share of 61% and 70% respectively;

在非洲地区, 埃及市场乘用车出口近2000辆, 整车出口位居中国汽车行业第一; In African region, nearly 2,000 passenger car has been exported to Egyptian market, and the whole vehicle export ranks first in the Chinese automobile industry;

在欧洲市场, 瑞风S3产品成功批量导入意大利市场, 标志着江淮汽车开始正式挺进欧盟高端市场。 In the European market, Refine S3 products have been successfully introduced into the Italian market in batches, marking that JAC has officially entered the EU high-end market.



国际市场大事件 EVENTS OF JAC OVERSEAS MARKETS

2018年
3月4日
On March 4

JAC S2荣获哥伦比亚2017年年度VIA最佳成本养护奖, 成为首家在当地荣获此殊荣的中国汽车品牌。
JAC S2 won the Columbia 2017 Annual VIA Best Cost Maintenance Award and became the first Chinese car brand to receive this local award.



2018年
3月21日
On March 21

JAC乘用车在菲律宾市场完成品牌首秀, 标志着JAC乘用车正式登陆东南亚市场。
The JAC passenger car completed its brand debut in the Philippine market, which means that the JAC passenger car officially landed in the Southeast Asian market.



2018年
4月2日
On April 2

帅铃X200小卡在巴基斯坦顺利实现组装下线, 这是帅铃X200小卡首次在海外工厂实现CKD组装。
The Shuailing X200 was successfully assembled in Pakistan. This is the first time that the Shuailing X200 has been assembled in overseas factories.



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国际市场大事件 EVENTS OF JAC OVERSEAS MARKETS

**2018年
4月10日**
On April 10th

800台江淮安凯高端客车出口沙特发车仪式隆重举行，江淮汽车全面打开沙特高端市场，成为中国制造的最好背书。
Delivery ceremony 800 units JAC Ankai high-end coaches which will be exported to Saudi was held, JAC fully opened the Saudi high-end market and became the best endorsement for products made-in-China.



**2018年
9月15日**
On September 15

JAC轻卡正式导入南非市场，标志着JAC全系卡车产品已正式登陆南非市场。
The JAC light truck was officially introduced into the South African market, which means that all JAC truck products have officially entered the South African market.



**2018年
10月9日**
On October 9

JAC正式进入阿根廷市场，标志着江淮汽车在整个美洲大陆实现了全面的销售。
JAC officially entered the Argentine market, marking the full sales of JAC across the Americas.



国际市场大事件 EVENTS OF JAC OVERSEAS MARKETS

**2018年
12月11日**
On December 11

JAC与中国机械进出口（集团）有限公司在哈萨克斯坦首都阿斯塔纳联合签署哈萨克斯坦ALLUR集团股权收购协议。
JAC and China National Machinery Import & Export (Group) Co., Ltd. jointly signed the Kazakhstan ALLUR Group Equity Purchase Agreement in Astana, Kazakhstan.



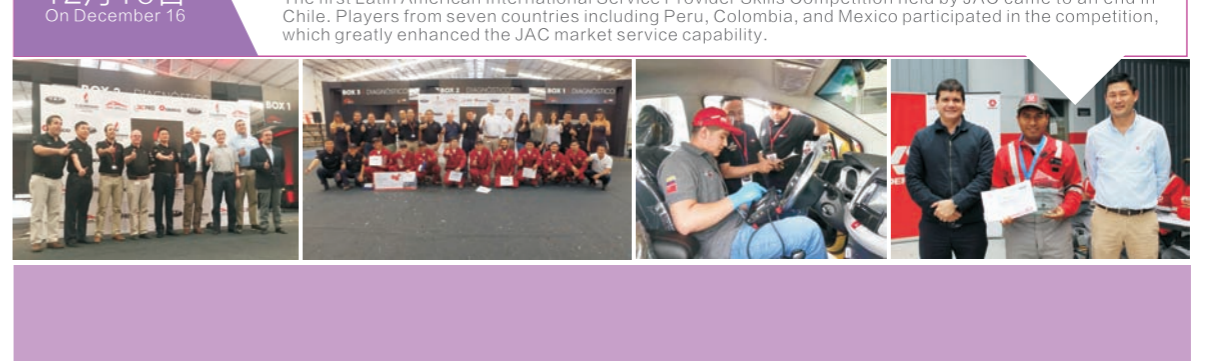
**2018年
12月12日**
On December 12

JACN系列高端轻卡再次荣获“经济商用车王”奖，这是JAC 高端轻卡连续第四年获此殊荣。
JAC N-series high-end light trucks won the “The King of Economic Commercial Vehicles” award again. This is the fourth consecutive year that JAC high-end light trucks won this award.



**2018年
12月16日**
On December 16

JAC拉丁美洲首届国际服务商服务技能大赛在智利落下帷幕。本次大赛来自秘鲁、哥伦比亚、墨西哥等7国选手参加了比赛，有力地提升了JAC市场服务能力。
The first Latin American International Service Provider Skills Competition held by JAC came to an end in Chile. Players from seven countries including Peru, Colombia, and Mexico participated in the competition, which greatly enhanced the JAC market service capability.



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CONSTRUCTION OF THE "BELT AND ROAD" “一带一路”建设



“一带一路”建设是我国在新的历史条件下，实行全方位对外开放的重大举措，推行互利共赢的重要平台，江淮汽车一直积极响应国家“一带一路”倡议，拓展“一带一路”沿线国家市场，为全球经济发展贡献安徽力量。2018年，江淮汽车出口覆盖“一带一路”沿线国家62个，出口量超过5万辆，同比增长12%，约占江淮汽车出口总量的72%，近三年累计出口近15万辆，19家海外KD工厂中，有15家分布在“一带一路”沿线。在“一带一路”沿线市场的开拓过程中，江淮汽车不是单纯的产品出口，也不是简单的产能转移，而是坚持“五个有”经营原则，提升品牌溢价能力，创造了较好的经济效益和社会效益。

江淮汽车哈萨克斯坦项目是国家“一带一路”政策以及中哈产能合作中重要的标志性项目，2018年取得了重大进展。12月11日，在哈萨克斯坦第一副总理马明等领导的见证下，江淮汽车与中国机械进出口(集团)有限公司联合签署了哈萨克斯坦Allur集团股权收购协议。江淮汽车将通过自身高质量发展，增强技术创新能力，持续加快产品及市场结构的转型升级，同时带动沿线国家参与国际汽车产业分工，实现双方共同发展。

The construction of the "Belt and Road" Initiative is a major measure for China's all-round opening up under the new historical conditions and an important platform for mutual benefit and win-win cooperation. JAC has been actively responding to the national "Belt and Road" strategic requirements and expanding the national market along the "Belt and Road" to make contributions to the global economic development of Anhui province. In 2018, JAC products were exported to 62 countries along the "Belt and Road", with an export volume of more than 50,000 vehicles, a year-on-year increase of 12%, which accounts for 72% of the total exports of JAC. In the past three years, it has exported nearly 150,000 vehicles. Of the 19 overseas KD factories, 15 are located along the "Belt and Road". In the process of opening up the market along the "Belt and Road", JAC is not simply exporting its products, nor is it a simple capacity transfer. Instead, it adheres to the "five-with" operating principle, enhances the brand's premium ability and creates better economic benefits and social benefits.

JAC Kazakhstan Project is an important landmark project of the "Belt and Road" policy and the cooperation between China and Kazakhstan. It has made significant progress in 2018. On December 11, under the leadership of the first deputy prime minister of Kazakhstan, Ma Ming and other leaders, JAC and China National Machinery Import & Export (Group) Co., Ltd. jointly signed the Kazakhstan Allur Group Equity Acquisition Agreement. JAC will enhance its technological innovation capability through its own high-quality development, and continuously accelerate the transformation and upgrading of its product and market structure. At the same time, it will drive the countries along the line to participate in the international automotive industry division of labor and achieve mutual development.



共享发展 创建幸福美好家园

SHARING DEVELOPMENT
ACHIEVEMENTS

Creating A Happy Home



CONTRIBUTION TO LOCAL ECONOMIC DEVELOPMENT 贡献当地经济发展

2018年，公司继续发挥地方经济发展的推动作用，并拉动了地区的人才及相关产业的发展，为当地的可持续发展贡献企业应尽的责任。

在合肥本部，形成了一个集制造、资本、品牌、物流和市场网络为一体的产业基地，配套零部件厂商数百家，带动周边就业人口10万多人。

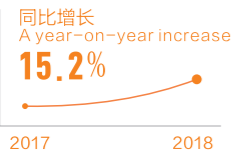
In 2018, the company continued to play a role in promoting local economic development, and promoted the development of talents and related industries in the region, contributing to the local sustainable development.

In Hefei headquarters, an industrial base integrating manufacturing, capital, brand, logistics and market networks has been formed, with hundreds of supporting parts manufacturers, providing jobs for more than 100,000 people for surrounding employment.

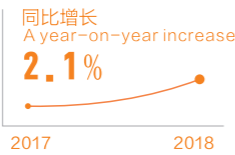
10 万多人
ten thousands
persons
带动周边就业
Boost peripheral
employment

四川江淮 SiChuan

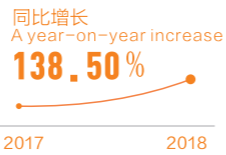
207200 万元
2018年公司实现产值
Company achieved an output value



243200 万元
全年实现营业收入
The annual operating income

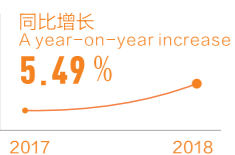


3551 万元
为地方贡献税收
The local contribution tax

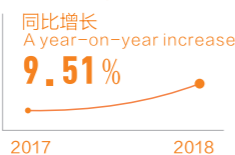


扬州江淮 YangZhou

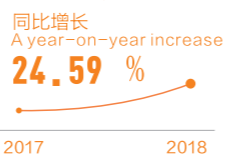
155304 万元
2018年公司实现产值
Company achieved an output value



166764 万元
全年实现营业收入
The annual operating income



3212.25 万元
为地方贡献税收
The local contribution tax

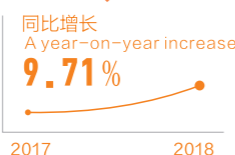


山东分公司 ShangDong

198518 万元
2018年公司实现产值
Company achieved an output value



201553 万元
全年实现营业收入
The annual operating income



3179 万元
为地方贡献税收
The local contribution tax



MAINTENANCE OF SHAREHOLDERS' INTERESTS 股东利益维护



2018年，公司共召开4次股东大会，对定期报告、关联交易、对外担保及合资合作等事项进行审议，充分发挥股东大会的决策作用，保证股东的合法权益。

In 2018, the company held 4 general meeting of shareholders to review matters such as periodic reports, related party transactions, external guarantees and joint ventures, and give full play to the decision-making role of the shareholders' meeting to ensure the legitimate rights and interests of shareholders.

投资者关系维护 INVESTOR RELATIONS MAINTENANCE

2018年，公司依托股东大会举办4场投资者交流会，通过多种交流会方式，全年共接待投资者38人次；安排投资者参观公司相关生产基地，展示瑞风S3、瑞风S7和iEV6E等车型；披露定期报告、每月产销快讯和其他临时公告，让投资者及时、全面、深入和客观地了解公司的生产经营情况。2018年公司组织实施2017年度利润分配，按公司总股本18.93亿股为基数，每10股派发现金股利0.7元（含税），共计派发现金132,531,848.19元。

In 2018, the company held 4 investor exchange meetings based on the shareholders' meeting. Through a variety of exchange meetings, it received 38 investors in the whole year. At the same time, investors were arranged to visit the company's production bases to show Refine S3, Refine S7 and iEV 6E models. Periodic reports, monthly production and sales newsletters and other temporary announcements are disclosed to allow investors to understand the company's production and operation in a timely, comprehensive, in-depth and objective manner. In 2018, the company organized and implemented the 2017 annual profit distribution. Based on the company's total share capital of 1.893 billion shares, the company found a cash dividend of 0.7 yuan (including tax) for every 10 shares, and distributed a total of 132,531,848.19 yuan.

“三会一层”及独立董事 “THREE MEETINGS ONE LEVEL” AND INDEPENDENT DIRECTORS

公司设立了“三会一层”及审计、战略、薪酬与考核、提名、风险管理五大专业委员会，建立起完善的法人治理结构。公司董事会中共有14位成员，其中独立董事4人，从而保障了董事会决策的科学性和相对独立性。

The company has established “Three Meetings One Level” and five professional committees of auditing, strategy, remuneration and assessment, nomination and risk management, and established a sound corporate governance structure. The company's board of directors has 14 members, including 4 independent directors, thus ensuring the scientific and relative independence of the board of directors.

公司稳定成长 THE STABLE GROWTH OF JAC

2018年公司销售各类汽车及底盘46.24万辆。
In 2018, the company sold 462,400 units vehicles and chassis of various types.

46.24 万辆
Ten thousands
units
vehicles



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CREATE A HARMONIOUS COMMUNITY ENVIRONMENT 营造和谐社区环境

公司积极结合周边社区搭建互动促进平台，组织各级党组织开展党员进社区活动，解决人民问题，服务广大群众。公司老年大学主动与所属社区研讨老年教育的崭新模式，组建老年大学健身队、合唱团及书画研究会等社会团体。多次应邀参加省、市政府及包河区举办的书画摄影展、广场文化节、社区文艺汇演等一系列活动。既彰显了公司的良好形象，又点缀着社区文化的绚烂篇章，构建了健康向上的和谐氛围。

The company actively cooperates with surrounding communities to build an interactive promotion platform, organizes party organizations at all levels to carry out party members' community activities, solve people's problems, and serve the masses.

The company's senior university took the initiative to discuss the new model of old-age education with its community, and set up social groups such as the elderly university fitness team, choir and calligraphy and painting research association. The company has been invited to participate in a series of activities such as calligraphy and painting photography exhibition, square culture festival and community cultural performance held by the provincial, municipal government and Baohe District. It not only highlights the company's good image, but also embodies the smashing chapters of the community culture, and builds a healthy and harmonious atmosphere.



PUBLIC WELFARE UNDERTAKINGS 热心公益事业

公司将参与社会公益活动作为履行社会责任的重要组成部分，坚持以“关爱弱势群体”为主线开展公益活动，并倡导企业全价值链共同参与。

The company regards participation in social welfare activities as an important part of fulfilling social responsibilities, insists on carrying out public welfare activities with "care for vulnerable groups" as the main line, and advocates the participation of all value chains of enterprises.

瑞风行动 REFINE ACTION

2018年，由江淮汽车与安徽广播电视台联手策划的大型公益活动第六季“牵手·瑞风行动”再次起航，目前已走进了20多所小学，为超过5000位留守儿童送上温暖和关爱，成为业内极具影响力的公益品牌。

In 2018, the sixth season of the large-scale public welfare activities jointly planned by JAC and Anhui Radio and Television Station, "Hand in Hand · Refine Action", set sail again. At present, it has entered more than 20 primary schools and sent warmth and care to more than 5,000 left-behind children, becoming an influential public welfare brand in the industry.



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“联合行动·江淮平安行”活动 “JOINT ACTION · JIANGHUAI SAFETY DRIVING” ACTIVITY

2018年公司联合安徽省交警总队、文明办等单位发起“联合行动·江淮平安行”第三季活动，在延续前两季活动成功经验的基础上，继续秉承“安全驾驶，文明出行”理念，提高中国商用车行业安全素养。

In 2018, JAC launched the third "Joint Action · Jianghuai Safety Driving" campaign initiated by the Anhui Provincial Traffic Police Corps and the Civilization Office. Based on the successful experience of the previous two seasons, the company continued to adhere to the "safe driving, civilized travel" concept to improve the safety literacy of China's commercial vehicle industry.



对口帮扶 COUNTERPART SUPPORT

公司始终坚持紧抓脱贫攻坚工作，坚持提高定点帮扶对象脱贫质量，切实扛起政治责任，履行社会职责。2018年对潜山县龙湾村、六安市先生店乡等结对帮扶点开展精准帮扶工作，履职尽责，积极谋划龙湾村发展思路，推进基础设施和发展村集体经济等项目建设，以高质量严要求按时完成村文化广场游客服务中心农家乐项目、龙湾村招待所项目、村支路路灯安装、村卫生室改造和医疗设施增添及村民图书阅览、文化活动室建设等五个项目村基础设施建设。同时，充分发挥企业优势，在就学、就业等方面给予最大力度支持。

JAC has always adhered to the work of getting rid of poverty and tackling the hard work, insisting on improving the quality of fixed-point assistance and poverty alleviation, effectively raising political responsibility and fulfilling society. In 2018, the company carried out accurate assistance work for directional assistance groups in Longwan Village of Qianshan County and Xianshengdian Township of Lu'an City, fulfilled their duties, actively planned the development ideas of Longwan Village, and promoted the construction of infrastructure and village collective economy. With high quality and strict requirements, several facilities construction were fulfilled, including the village cultural square tourist service center farmhouse project, Longwan village guest house project, village branch road lamp installation, village clinic renovation and medical facility addition, villager book reading, cultural activity room construction, etc.. At the same time, the company gives full play to its advantages and gives maximum support in terms of education, employment, and schooling.



CULTIVATE PROFESSIONAL VOLUNTEER TEAM 培育专业化志愿者队伍

为规范志愿者队伍建设，围绕企业和社会的双重需求，公司坚持“管理工作规范化、服务工作特色化”的工作目标，全面推广“志愿汇”APP，构建公司、二级团委、基层支部3层次青年志愿服务体系。截止2018年底，“志愿汇”app组织人数1038人，共计服务时长5364.5小时；分别从事大型赛事、重大活动礼仪、爱心车队及企业社会工作四个服务项目。

公司通过开展“牵手瑞风行动——让孩子不孤单”等各类公益项目，鼓励志愿者结合企业生产经营开展志愿服务活动，走进社区，走向社会，拓宽志愿服务领域，回报社会。

In order to standardize the construction of volunteer team and focus on the dual needs of enterprises and society, the company adheres to the work goal of "standardization of management work and specialization of service work", comprehensively promotes the development of "Volunteer Exchange" APP, and builds 3 levels of company, second-level league committee and grassroots branch youth volunteer service system. By the end of 2018, the "Volunteer Exchange" app had a total of 1,038 subscribers, with a total service time of 5364.5 hours; they were engaged in four major services: large-scale events, major event etiquette, caravan and corporate social work.

Through various public welfare projects such as "Hand in Hand Refine Action - Let Children Not Be Alone", the company encourages volunteers to carry out voluntary service activities in conjunction with enterprise production and management, enter the community, move toward the society, broaden the field of volunteer service, and repay the society.



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KEY PERFORMANCE LIST

关键绩效表

市场绩效指标 Market performance indicators	2018年 Year of 2018	2017年 Year of 2017	2016年 Year of 2016
营业收入 (万元) Business income (ten thousand yuan)	5009174.75	4914619.06	5249055.68
资产负债率 (%) Assets and liabilities(%)	71.10	65.74	68.57
研发投入 (万元) R&D investment (ten thousand yuan)	213107.60	199704.90	215831.17
合同履行率 (%) Contract performance rate (%)	100%	100%	100%
社会绩效指标 Social performance indicators	2018年 Year of 2018	2017年 Year of 2017	2016年 Year of 2016
纳税额 (万元) Tax amount (ten thousand yuan)	148600	200385	220719.30
员工总人数 (人) Total number of employees (person)	29877	30469	32899
劳动合同签订率 (%) Labor contract signing rate (%)	100%	100%	100%
社会保险覆盖率 (%) Social insurance coverage (%)	100%	100%	100%
工会覆盖率 (%) Union coverage	100%	100%	100%
女性管理者比例 (女:男) Ratio of female managers (female: male)	1:6.74	1:10.95	1:7.08
残疾人雇佣率 (%) Employment rate of disabled persons (%)	0.44%	0.44%	0.44%
员工体检覆盖率 (%) Staff medical coverage (%)	100%	100%	100%
职业病发生率 (%) Occupational disease incidence (%)	0%	0%	0%

员工培训总投入 (万元) Total staff training input (ten thousand yuan)	1198	1037	1742
员工培训覆盖率 (%) Staff Training Coverage (%)	100%	100%	100%
人均培训时间 (学时) Per capita training time (class hour)	80.4	94.62	80.9
员工满意度 (分) Employee satisfaction (points)	81.2	80.14	81.91
员工敬业度 (分) Employee dedication (points)	83.65	82.48	84.54
员工流失率 (%) Turn over rates (%)	11.2%	9.11%	7.19%
公益捐赠 (万元) Public welfare donation (ten thousand yuan)	1164	76.95	157
志愿者人数 (人) Number of volunteers (persons)	1038	600	482
环境绩效指标 Environmental Performance Indicators	2018年 Year of 2018	2017年 Year of 2017	2016年 Year of 2016
环保总投资 (万元) Total investment in environmental protection (ten thousand yuan)	2812.17	2915.6	2847
单位产值水耗 (吨水/万元) Water consumption of per unit output (tons of water/ten thousand yuan)	0.32	0.26	0.27
COD排放量 (吨) COD emissions (tons)	43.8	57.19	89.3
工业固废综合利用率 (%) Comprehensive utilization of industrial solid waste (%)	89	89	93
工业用水重复利用率 (%) Industrial water reuse (%)	86.67	93.76	92.58

2019 OUTLOOK

展望2019

2019年,公司将以习近平新时代中国特色社会主义思想为指导, 牢牢把握高质量发展的要求, 继续深入践行“敬客经营、质量为本、求真务实”的核心价值观, 强化社会责任管理体系建设, 矢志追求为全球客户制造更好的产品, 创建世界知名汽车品牌。用中国品牌, 讲中国故事, 造江汽好车, 谱江汽新篇。让环境因我们的不断进步而变得更加和谐, 让社会因我们的不懈努力而变得更加美好。

In 2019, the company will take Xi Jinping's "new era of socialism with Chinese characteristics" as the guide, firmly grasp the requirements of high-quality development, and continue to deeply practice the core values of "customer-oriented management, quality-oriented policy, truth-seeking and pragmatic" and strengthen social responsibility. The management system is built to pursue the creation of better products for customers around the world and to create world-renowned car brands. Choose Chinese brands, tell Chinese stories, produce better JAC vehicles, and spectrum new chapter of JAC. Let the environment become more harmonious with our continuous progress, and let the society become better because of our unremitting efforts.

责任指标 Responsibility indicator	展望2019 2019 Outlook
社会责任管理体系建设 Social responsibility management system construction	<ul style="list-style-type: none"> 健全和完善公司社会责任管理体系, 合理制定2019年社会责任年度绩效指标 Improve and complete the corporate social responsibility management system and reasonably formulate the 2019 social responsibility annual performance indicators 落实企业社会责任, 强化社会责任工作规划, 系统开展社会责任管理活动 Implement corporate social responsibility, strengthen social responsibility work plan, and systematically carry out social responsibility management activities 进一步强化社会责任工作与公司品牌建设工作的融合 Further intensify the integration of social responsibility and brand building 继续完善企业与利益相关方的沟通机制 Continue to improve the communication mechanism between enterprises and stakeholders, 继续完善社会责任报告指标体系 Continue to improve the social responsibility report indicator system 定期开展社会责任培训工作 Conduct social responsibility training regularly

经济发展责任 Economic development	<ul style="list-style-type: none"> 以效益为中心, 以变革为动力, 用求真务实的态度, 全面提升企业经营能力 Centering on efficiency, taking change as the driving force, and adopting the attitude of seeking truth and being pragmatic, fully improve the company's operating capability 促进产业结构升级, 推进经济增长方式进一步转变 Promote the upgrading of industrial structure and enhance the further transformation of economic growth mode 加大巩固产品在国内各细分市场占有, 牢固商用车在海外市场的领先地位, 推进乘用车在海外市场的优势地位 Strengthen market share of consolidated products in various domestic market segments, strengthen the leading position of commercial vehicles in overseas markets, and promote the superior position of passenger vehicles in overseas markets 注重周边地区建设, 为当地的经济发展和构建和谐社会贡献力量。 Pay attention to the construction of the surrounding areas, contribute to the local economic development and build a harmonious society.
自主创新责任 Independent innovation	<ul style="list-style-type: none"> 坚持走“五讲四养”研发路线, 深化“一主四辅”研发体系 Adhere to the R & D ideas and deepen the research and development system of "one main and four auxiliary" 强化NAM流程研发管理, 以市场为基础, 精准把握并控制研发项目的投入产出比 Strengthen the R&D management of NAM process, based on the market, accurately grasp and control the input-output ratio of R&D projects 推进GDI、DCT技术成果运用 Promote the application of GDI and DCT technologies
员工成长责任 Employee growth	<ul style="list-style-type: none"> 坚持“以人为本”的管理理念, 为员工创造更优的工作环境 Adhere to the "people-oriented" management philosophy to create a better working environment for employees 继续完善员工福利保障机制, 提高员工生活质量和幸福指数 Continue to improve employee welfare protection mechanism and provide employees with quality of life and happiness index 注重员工职业生涯规划, 完善员工培训体系, 加大培训费用投入, 搭建员工成长平台 Pay attention to employee career planning, improve employee training system, increase investment in training costs, and build a platform for employee growth 加强民主管理和民主监督, 维护员工合法权益, 丰富员工精神生活, 营造和谐企业氛围 Strengthen democratic management and democratic supervision, safeguard the legitimate rights and interests of employees, enrich employees' spiritual life, and create a harmonious corporate atmosphere

<p>节能环保责任 Energy-saving and environmental protection</p>	<ul style="list-style-type: none"> • 继续完善环境管理体系，全面实现2019年各项环境能源管理目标 Continue to improve the environmental management system and fully realize all environmental energy management goals in 2019 • 深耕企业绿色文化，倡导低碳环保，积极参加环境保护公益活动 Deeply cultivate green corporate culture, advocate low-carbon environmental protection, and actively participate in environmental protection charity activities • 加大环保总投资，继续推广绿色工程建设 Increase the total investment in environmental protection and continue to promote the construction of green projects • 继续实施绿色生产制造，推进能源资源循环利用、环保创新等举措 Continue to implement green production and manufacturing, promote energy resources recycling, environmental protection innovations and other initiatives
<p>精益生产责任 Refining production</p>	<ul style="list-style-type: none"> • 继续完善质量管理体系，强化产品质量管控机制，确保产品合格率 Continue to improve the quality management system, strengthen the product quality control mechanism, and ensure product qualification rate • 持续深入打造“品质JAC”，积极鼓励员工开展质量改善工作，提升全员质量责任意识 Continue to build "quality JAC" and actively encourage employees to carry out quality improvement work and improve the sense of responsibility of all employees • 继续完善安全生产管理体系，健全安全管理网络，以正激励为导向，提升全员安全生产责任意识，圆满完成2019年安全生产责任指标 Continue to improve the safety production management system, improve the safety management network, take the positive incentive as the guide, improve the awareness of safety responsibilities of all employees, and successfully complete the safety production responsibility index for 2019
<p>采购管理责任 Purchasing management</p>	<ul style="list-style-type: none"> • 继续完善和优化供应体系，建设主机厂商与配套企业的学习型供应链，确保竞争力优势 Continue to improve and optimize the supply system, build learning-oriented supply chains for manufacturers and supporting companies, and ensure competitive advantages • 继续打造绿色供应链，严格鉴别供应商运营资质，督促供应商加强资源节约和环境保护行为 Continue to build a green supply chain, strictly identify supplier operating qualifications, and urge suppliers to strengthen resource conservation and environmental protection • 继续提升本地化采购比例 Continue to increase the proportion of localized purchases

<p>守法规责任 Law compliance</p>	<ul style="list-style-type: none"> • 严格遵守国际法律法规，深入开展廉洁风险防控工作 Strictly abide by international laws and regulations and conduct in-depth prevention and control of integrity • 严格遵守合同法及商业规则，坚持诚信经营，加强战略合作，实现与利益相关方共同发展 Strictly abide by the contract law and business rules, adhere to integrity management, strengthen strategic cooperation, and achieve common development with stakeholder • 完善企业内控体系建设，降低企业运营风险 Improve the internal control system of the enterprise and reduce the operational risk • 加强守法规培训力度，规范企业管理准则 Strengthen law compliance training and standardize corporate management guidelines
<p>用户满意责任 Customer satisfaction</p>	<ul style="list-style-type: none"> • 坚持“敬客经营、服务销车”的营销理念，建立健全公司级以客户为中心的营销管理体系 Adhere to the marketing concept of "customer-oriented and service-oriented" and establish and improve the company-level marketing management system that is customer-centered • 强化售后服务能力，打造一流的服务品牌，为用户提供满意服务 Strengthen after-sales service ability, build first-class service brand, provide users with satisfactory service • 深耕质量文化建设，积极保持与用户沟通，建立信任的双方关系，提升品牌的忠诚度 Deepen the quality culture construction, actively maintain communication with users, establish trust between the two parties, and increase brand loyalty
<p>社会公益责任 Social Charity</p>	<ul style="list-style-type: none"> • 积极参与社区建设，建立良好的企业公民形象 Actively participate in community building and establish a good corporate citizenship • 积极参与重大社会问题的协助与帮困，努力创造就业机会 Actively participate in the assistance of major social issues and strive to create employment opportunities • 以“关爱弱势群体”为公益重点，开展有效的公益特色活动及项目 Taking "Care for vulnerable groups" as the main theme of public welfare activities, carry out effective public welfare activities and projects • 积极打造具有特色的志愿者队伍 Actively create a distinctive volunteer team

SUSTAINABILITY REPORT

GUIDANCE INDEX

可持续发展报告指南索引

GRI			GRI			GRI			GRI			GRI			GRI			GRI				
		索引 index			索引 index			索引 index			索引 index			索引 index			索引 index			索引 index		
战略与分析 Strategy And Analysis	G4-1	P1-P4	利益相关方参与 Stakeholder Participation	G4-24	P15		G4-52	P48		G4-EN9	无此类情况	劳工绩效指标 Labor Performance Indicators	G4-LA1	P42-P44	社会绩效指标 Social Performance Indicators	G4-SO1	P77		G4-EN10	不适用	G4-SO2	无此类情况
	G4-2	P2 P4 P8		G4-25	P16		G4-53	P48		G4-EN11	不适用		G4-LA2	P48		G4-SO3	P35					
公司概况 Organization Profile	G4-3	P5-P6		G4-26	P18-P19		G4-54	P48		G4-EN12	不适用		G4-LA3	P42		G4-SO4	P35					
	G4-4	P5-P6		G4-27	P18-P19		G4-55	P48		G4-EN13	不适用		G4-LA4	P44 P47		G4-SO5	无此类情况					
	G4-5	P5-P6	报告简介 About This Report	G4-28	报告概况	道德和合规 Ethics And Compliance	G4-56	P14		G4-EN14	不适用	G4-LA5	P42 P47	G4-SO6		无此类情况						
	G4-6	P70-P73		G4-29	报告概况		G4-57	P35		G4-EN15	未涉及	G4-LA6	P63-P65	G4-SO7		无此类情况						
	G4-7	P5-P6		G4-30	报告概况		G4-58	P35		G4-EN16	未涉及	G4-LA7	P63-P65	G4-SO8		无此类情况						
	G4-8	P5-P6		G4-31	报告概况		经济绩效指标 Economic Performance Indicators	G4-EC1		P67	G4-EN17	未涉及	G4-LA8	P63		G4-SO9	未涉及					
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	G4-10	P42	G4-33	P89-P90	G4-EC3	P42		G4-EN19		未涉及	G4-LA10	P43-P46	G4-SO11	无此类情况								
				公司治理 Corporate Governance	G4-34	P17		G4-EC4		P27	G4-EN20	未涉及	G4-LA11	P42-P44		产品绩效指标 Product Performance Indicators	G4-PR1		P42-P43			
					G4-11	P42	G4-35	P17		G4-EC5	P42	G4-EN21	P62 P81	G4-LA12	P42		G4-PR2	无此类情况				
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G4-13					P6-P7	G4-38	P17	G4-EC8		P51 P75	G4-EN24	无此类情况	G4-LA15	P49	G4-PR5		P39					
G4-14					P36	G4-39	P17	G4-EC9		P51 P75	G4-EN25	无此类情况	G4-LA16	无此类情况	G4-PR6		无此类情况					
G4-15					P62-P63	G4-40	P17	环境绩效指标 Environmental Performance Indicators	G4-EN1	不适用	G4-EN26	不适用	人权绩效指标 Human Rights Performance Indicators	G4-HR1	P81		G4-PR7	无此类情况				
G4-16					P75-P77	G4-41	P17 P76		G4-EN2	P58-P59	G4-EN27	未涉及		G4-HR2	P44 P82		G4-PR8	无此类情况				
实质性议题识别及边界 Substantive Issues Recognition And Boundary					G4-17	P81	G4-42		P15-P17	G4-EN3	不适用	G4-EN28		未涉及	G4-HR3		无此类情况	G4-PR9	无此类情况			
					G4-18	报告概况	G4-43		P15-P17	G4-EN4	不适用	G4-EN29		无此类情况	G4-HR4	无此类情况						
	G4-19	报告概况	G4-44	P15-P17	G4-EN5	不适用	G4-EN30	P56-P59	G4-HR5	无此类情况												
	G4-20	报告概况	G4-45	P15-P17	G4-EN6	不适用	G4-EN31	P81-P82	G4-HR6	无此类情况												
	G4-21	报告概况	G4-46	P15-P17	G4-EN7	不适用	G4-EN32	未涉及	G4-HR7	P65												
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	G4-23	报告概况	G4-48	P15			G4-EN34	无此类情况	G4-HR9	无此类情况												
			G4-49	P15-P17					G4-HR10	未涉及												
			G4-50	P15					G4-HR11	未涉及												
			G4-51	P42 P48					G4-HR12	无此类情况												

RELATED PARTY EVALUATION

相关方评价 EVALUATION FROM RELATED PARTIES

《报告》重点呈现江淮汽车在经济、环境和社会领域的重点履责绩效，彰显企业始终铭记企业公民的责任与义务，不遗余力地投身中国汽车工业发展和中国公益事业发展的信心与行动。突出了江淮汽车在责任管理、创新发展、诚信经营、和谐发展、绿色发展和共享发展等方面所做的工作，是一份推动企业不断创新改进、促进企业与社会和谐发展的社会责任报告。

中策橡胶集团有限公司

The "Report" highlights the key performance of Jianghuai Automobile in the economic, environmental and social fields, highlighting the company's responsibility and obligation to keep in mind corporate citizenship. And the report also spares no effort to demonstrate the confidence and actions of Jianghuai Automobile in the development of China's automobile industry and the development of China's social welfare.

The report highlights JAC's achievement in responsibility management, innovation development, integrity management, harmonious development, green development and shared development. It is a social responsibility report that promotes continuous innovation and improvement of enterprises and promotes the harmonious development of enterprises and society.

Zhongce Rubber Group Co., Ltd.

《报告》从不同维度生动、详实地展示了江淮汽车开展社会责任工作的情况以及取得的成效和进展，并对未来企业社会责任工作进行了展望。江淮汽车将社会责任理念践行至公司经营活动中，主动承担和履行了社会责任，为社会经济的和谐发展做出了积极贡献，树立了良好的企业形象。

宝山钢铁股份有限公司

The report vividly and comprehensively demonstrated the situation of JAC social responsibility work and its achievements and progress from different dimensions, and looked forward to the future corporate social responsibility work. JAC implemented the concept of social responsibility into the company's business activities, took the initiative to undertake and fulfilled its social responsibilities, made positive contributions to the harmonious development of the social economy, and established a good corporate image.

Baoshan Iron and Steel Co., Ltd.

OPINION FEEDBACK CHART

意见反馈表

为了持续改进安徽江淮汽车集团股份有限公司社会责任工作及社会责任报告编制工作，我们特别希望倾听您的意见和建议。请您协助完成意见反馈表中的相关问题，并发送到邮箱csr@jac.com.cn

In order to continuously improve the editing job on Anhui Jianghuai Automobile Group Corp.,Ltd. Social Responsibility Work and Social Responsibility Report, we especially hope to listen to your opinions and suggestions. Pls kindly answer the questions in the feedback chart and send it to csr@jac.com.cn

选择性问题：（请在相应的位置选择打“√”）

Optional questions (pls mark "√" in the corresponding places)

1.本报告全面，准确地反映了安徽江淮汽车集团股份有限公司的社会责任工作情况？

This report reflects the social responsibility work situation of Anhui Jianghuai Automobile Group Co., Ltd. completely and correctly?

很好/Well 较好/Better 一般/General 较差/Relatively Poor 很差/Poor

2.本报告对利益相关方所关心的问题进行了回应和披露？

This report answers and reveals the questions that the interest interrelated party concerns?

很好/Well 较好/Better 一般/General 较差/Relatively Poor 很差/Poor

3.本报告披露的数据清晰、准确、完整？

The information revealed in the report is clear, correct and complete?

很好/Well 较好/Better 一般/General 较差/Relatively Poor 很差/Poor

4.本报告的可读性，即报告的逻辑主线、内容设计、语言文字和版式设计？

This report is readable with its logic mainline, content design, language, and format design?

很好/Well 较好/Better 一般/General 较差/Relatively Poor 很差/Poor

开放性问题 Open questions:

1.您认为本报告最让您满意的方面是什么？
What do you think is the most satisfied to you?

2. 您认为还有哪些需要了解的信息在本报告中没有反映?
What do you think is not reflected in this report that is necessary to know?

3. 您对我们今后的社会责任工作及社会责任报告发布有何建议?
What suggestions do you have for our future social responsibility work and social responsibility report releasing?

如果方便, 请告诉我们关于您的信息:
If possible, pls let us know your information:

姓名/Name:	机构/Organization:	邮编/Postal Code:	电话/Tel:
职业/Profession:	地址/Address:	E-mail:	传真/Fax:



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