

OVER THE 2010 飞越 百年西子

XIZI UNITED HOLDING CORPORATION
西子联合控股有限公司

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XIZI UNITED HOLDING CORPORATION

中国杭州庆春东路1-1号, 310016

NO.1-1 East Qingchun Road, Hangzhou, P.R.China 310016

Tel: 86-571-85166111 Fax: 86-571-85069729

www.xiziuhc.com

XIZI
UHC 西子联合

从“穷则思变”走向“富而思进”

2010年对中国经济而言,是具有里程碑意义的一年。这一年,中国GDP达到5万亿美元,超过日本成为世界第二大经济体。而在10年前,中国还仅仅是世界第七大经济体。中国经济发展的速度和中国高铁飞驰的速度一样,令世界为之瞩目,令国人为之骄傲。

对西子联合而言,2010年同样是值得纪念的一年。西子联合继续保持较快发展,销售收入再上新台阶;杭钢集团IPO成功过会,西子联合的实业制造插上资本的翅膀;西子联合总部迁入新大厦,新的起点,新的高度也意味着新的视野,新的追求;位于天津滨海新区的综合制造基地顺利奠基,标志着西子联合在北方的战略布局正式启动,最令人难忘的是2010年的6月25日。在这一天,温家宝总理视察了西子联合,勉励我们“多出第一,勇闯第一,还要保持第一”,让我们十分激动和振奋。

2011年,将注定是具有特殊意义的一年。今年是“十二五”规划的开局之年,也是中国共产党成立90周年,对西子联合而言,今年恰逢创业三十周年。“三十而立”,如今西子联合已经成长为产业基础稳固,综合实力较强的企业集团,锻炼出了一支具有高度凝聚力和战斗力的团队。

“三十年河东,三十年河西”。过去的三十年,是“穷则思变”的三十年。我们西子联合白手起家,没有包袱,也没有顾虑,选定了行业,认准了方向,找好了伙伴,就一门心思拼命干。而现在,我们家底厚了,直白地说,我们有钱了,该怎么办?实际上,“有钱”之后责任更重了,特别是要对股民负责。

在“穷”的年代,我们管理者是冲锋陷阵的前线指挥官,是“将”;在“富”的年代,我们不光要会冲锋陷阵,还要学会做运筹帷幄、决胜千里的“帅”。

在“穷”的年代,我们的主要任务是满足市场需求,是学习和模仿;在“富”的年代,我们要学会引领市场需求,开展自主创新,但同时满足市场需求的本领也不能丢。

在“穷”的年代,我们关心的是能不能吃得饱,如何完成每一年的计划在“富”的年代,我们还要学会去分析五年、十年后的形势,搞清楚靠什么持续发展。

所以说,在“有钱”之后,我们的身份是双重的,角色更多,责任也更重。在“有钱”之后,更多的挑战来自于我们内部,来自于我们的思想,效益好了,领导表扬和社会荣誉也多了。如果没有正确的价值观,那么“温水煮青蛙”的危险也来了。

从“穷则思变”向“富而思进”转变,是我们走向百年企业的道路上必须跨过的一道坎。

要成为百年企业,一定要跨过三道坎,经历三次思想转变,或者说是三次“凤凰涅槃,浴火重生”。毛泽东在1958年提出的“穷则思变”指导了我们过去三十年的艰苦创业。江泽民同志2000年提出的“富而思进”,应该是我们在“十二五”、在未来三十年最根本的指导思想,我们必须要牢记温总理对我们的嘱托,无论是电梯部件还是余热锅炉业务,都要把细分市场的“世界第一”作为追求目标,牢牢抓住“十二五”这一企业转型升级的关键期。

“富而思进”之后三十年,我们的指导思想是什么?还有待未来的伟大人去总结提炼。不过我想可以从已经有上百年历史的世界500强企业那里得到启发,他们一致强调的是:安全、道德和内控。我相信,一个真正的百年企业,必定首先是一个优秀的企业公民,它会在商业实践中承担起社会责任,善待它的顾客、员工、社区、环境,合作伙伴以及股东,在回报社会的同时实现了自身的可持续发展。

在明确“富而思进”是我们未来三十年的指导思想之后,我们应该重点做以下三件事:

一、产品高档化

世界形势千变万化,对高品质产品的需求不会变。现在客户的需求在不断提升,高品质产品的前景越来越宽广。比如我们中国虽然早就成为家电大国、服装大国,但是大量有能力的消费者还是愿意为进口产品,

国际名牌付出几倍甚至十倍的代价。许多企业管理者也非常喜欢高品质的消费品,但同时只要求自己生产的产品仅仅满足低端市场的需求。他们必须认识到,高品质产品未来必定是市场的主流。

胡锦涛总书记和温家宝总理在2009年中央经济工作会议上分别讲了一段话。总书记讲:“如果增长粗放和产品质量不高问题不能得到有效解决,总有一天会引发系统性经济风险,甚至会引发信用危机和社会动荡,反过来影响发展进程。我们必须警醒,痛下决心加快解决我国经济发展质量不高的问题。”总理说:“要始终坚持质量第一意识,全面提高产品质量。”

在全国有20个省市自治区提出要“质量兴省”的情况下,浙江省第一个提出要建“质量强省”,并通过“实施三大战略,健全三大体系和推进六项工程”来落实质量强省建设。

我们为什么要进入航空制造业?也许很多人不知道,飞机实际上是最安全的交通工具。航空产品的不合格率是汽车、电梯、医疗器械产品的千分之一。如果一个人每天坐一次飞机,那么需要13698年才会遇上一次飞机事故。我们希望学习航空产品的设计理念,利用航空产业的质量管理体系,这将会对我们现有产品品质提升产生巨大的促进作用。

作为行业领先企业,我们不仅仅要提升自己产品的品质,还应该把推广高品质产品,引领行业发展作为自己的责任。例如,高层建筑在发生火灾后,电梯井道会产生“烟囱效应”,成为火势迅速蔓延的通道。如果把普通电梯门换成耐火隔热的电梯门,可以为在火灾发生时争取更长的人员疏散逃生和消防救援时间创造有利条件。推广这种耐火隔热的应用就是企业社会责任的体现。

二、服务精细化

品质的好坏归根结底是客户来评判的,所以我们务必重视与客户沟通,重视服务的质量。千万不能因为企业规模的扩大而染上反应迟钝、官僚作风横行,甚至“店大欺客”的“大企业病”。务必要学会“倾听客户的声音”,建立以客户为导向的流程,以客户满意度为基础来解决问题。要通过迅速灵活、细致周到的服务让我们兼具大公司和中小企业的优势。

我们要像对待家人一样对待客户。要记住:老婆的话永远是对的,客户的话也永远是对的;能给我们提意见的客户是真正对我们有帮助的。

我们还要坚持发展生产型服务业的方向,在节能电站,节能建筑,停车服务等领域继续向着整体解决方案提供商的角色转变。同时,还要探索其它的探索业务模式创新,学习日本企业的综合商社模式,国际500强企业的多品牌战略模式。我们特别要注意“采购代理”兴起的趋势,借鉴香港利丰行从中间商走向代购商,整合全球供应链的模式。从推销产品向代购产品的转变今后一定会在包括电梯在内的许多行业里发生。

三、资产证券化

资产证券化是不可逆转的大趋势。在“十二五”期间,国家还将大力支持为企业开辟更畅通的直接融资渠道。同时,“十二五”也将是企业实现资产证券化的关键期。决末期。我预计,十年后,全国500强企业,全国500强民营企业一定是上市公司的天下。如果没有登陆资本市场,那么到那时候再强的企业也会被边缘化。

最后,我想与大家分享世界著名质量管理大师朱兰的名言:“20世纪是生产率的世纪,21世纪是质量的世纪。质量是和占领市场最有用的武器。”我还想强调:尽管我们已经和艰苦创业的三十年挥手告别,但在未来三十年,艰苦创业的精神不能丢弃。因为我们面临的挑战远远超过了当年的创业,我们肩负的使命让我们决不能停歇。“雄关漫道真如铁,而今迈步从头越”,让我们吹响新的战鼓,踏上新的征程,朝着视线里日渐清晰的目标,风雨无阻,一路前行!

西子联合控股有限公司董事长



FROM FORCED CHANGE TO SPONTANEOUS CHANGE

The year 2010 was a milestone for Chinese economy. In this year, Chinese GDP reached USD 5 trillion by the year end, which surpassed Japan and became the 2nd largest economy in the world. Just 10 years ago, China was the 7th economic power. China's economy is growing as fast as the high speed train, drawing the world's attention and bringing pride to Chinese people.

For Xizi UHC, the year 2010 is also a memorable year. In 2010, Xizi UHC maintained a fast growth and achieved another record-high sales revenue. Hangzhou Boiler Group under Xizi UHC successfully passed the examination for stock market listing, which will further strengthen the manufacturing capabilities of Xizi UHC. In 2010, Xizi UHC relocated her headquarter into Xizi UHC building. The new starting point and new height also meant new perspective and new pursuit. The foundation laying ceremony of Xizi UHC's North-China Manufacturing Base in Binhai District of Tianjin was held, signifying that Xizi UHC has officially expanded the business presence into North China. The most memorable day was June 25, 2010, on which Prime Minister Wen Jiabao visited Xizi UHC and encouraged us to achieve and keep more No.1s of the industries. We are all very excited and inspired.

The year 2011 is meant to be a year of special meaning. It is the first year of China's 12th 5-year plan, as well as the 90th year of CPC foundation. For Xizi UHC, the year also celebrates the 30th anniversary since her establishment. After 30 years' development, Xizi UHC has grown into an enterprise group with solid industrial foundation, powerful overall strength, and a team of high solidarity and morale.

As the saying goes, things change in a fundamental way every 30 years. The past 30 years was a period in which we were forced to change. Starting from scratch, we had no burden and worry. We worked really hard once we chose our industry, our direction and our partners. But now, after years of accumulation, we become affluent. What shall we do? In fact, we shall shoulder more responsibilities, especially the responsibilities to our shareholders.

At the time of poverty, our managers were front line commanders, who assumed the role of generals. While at the time of abundance, we shall learn to become marshals, who not only give first line directions, but also devise strategies.

At the time of poverty, our main task was to satisfy market needs through learning and imitation. While at the time of abundance, we shall be able to lead market needs through independent innovation, and at the same time maintain our capabilities of satisfying market needs.

At the time of poverty, what concerned us most was how to feed ourselves and how to fulfill the yearly plan. While at the time of affluence, we shall be able to analyze the situation in five or ten years, and understand clearly how to grow in a sustainable way.

Therefore, when we become affluent, we have double identities, assume more roles and shoulder more responsibilities. Actually, more challenges are from the inside, from our thoughts. When we make some achievements, we will be given praises and honors, which will lead us to danger in an unnoticeable way if we do not have the right value.

The transformation from forced change to spontaneous change is a ridge that we must cross in our road of building a long lasting company.

To be a long lasting company, we must cross three ridges and change our way of thinking for three times, just like the phoenix Nirvana and rebirth. In 1958, Chairman Mao Zedong said that poverty made people think of change. It guided our hardship enterprising spirit during the first 30 years. In 2009, President Jiang Zemin said that we should continue to make progress even though we become affluent. This should be our fundamental guiding principle for the 12th 5-year and even for the next 30 years. We must remember the expectation of Prime Minister Wen Jiabao, to pursue more No.1s in the respective markets in both elevator components and waste heat boiler industries. We shall grasp the opportunity of the 12th 5-year, because it is a key period for enterprise transformation and upgrade.

What will the guiding principle be 30 years after the current one which calls for making progress at the time of affluence? We shall leave it to the future great minds. However, I think we can learn something from the global 500 companies, many of whom have already had a history of over 100 years. What they stress in common are security, moral and internal control. I believe that a long lasting company must be an excellent corporate citizen, which can carry out the social responsibilities in its business activities, be good to its clients, employees, community, environment, partners and share holders, and realize its own sustainable development in the process of giving back to the society.

After defining making progress at time of affluence as our guiding principle for the next 30 years, we shall focus on the following three things.

Firstly, improve our product quality.

The world changes constantly. However, the need for high quality product will not change. The clients' standard for product quality is continuously increasing, and high quality products are getting more and more popular. For example, China has long ago become a main production country for home appliance and garment. But lots of consumers with considerable buying power are willing to pay a couple times or even ten times more to buy imported products and international famous brands. Many company managers like high quality products themselves. But they are easily satisfied when their own products meet the needs of low-end markets. They must realize that high quality products will definitely become the market mainstream in the future.

President Hu Jintao and Prime Minister Wen Jiabao made speeches respectively on the 2009 CPC central committee's economic conference. President Hu said: "if we don't solve the problems of low efficient growth and low product quality, it will lead to systematic economic risks one day, or even credit crisis and social instability, which in return will undermine our development growth. Therefore, we must keep vigilant, and be determined to solve the problem of low quality economic development." Prime Minister Wen said: "we must stick to the principle of quality first and upgrade our product quality comprehensively."

So far, there are more than 20 provinces and municipalities in China that have stressed the importance of quality. Zhejiang is the first province that clearly set the goal of building a powerful province with high quality, which will be fulfilled by executing three strategies, perfecting three systems and pushing forward six projects.

Why did we enter into aerospace manufacturing industry? It may not known to many people that airplane is actually the safest transportation means. The defective rate of aerospace products is only one thousandth of that of vehicles, elevators and medical instruments.



If a person takes a flight one time a day, it will take 13,698 years for him to have an airplane accident. We hope that through learning the design concepts of aerospace products and the quality management system of aerospace industry, we can make substantial progress to our current product quality.

As an industry leading company, we should not only improve our own product quality, but also regard it as our responsibility to lead the industry development by promoting the use of high quality products. For example, when a high-rise building is caught on fire, the stack effect will occur in elevator shaft, which will accelerate the fire spread. If the ordinary elevator door is replaced by the fire-proof elevator door, it can create more time for evacuation and rescue. It is exactly a concrete action of corporate social responsibility to promote the application of such fire-proof elevator doors.

Secondly, refine our services.

Quality, in the ultimate sense, is judged by the clients. We must pay great attention to the communication with clients and the quality of our services. We shall never show the "large enterprise symptom" due to the growth of our size, which would make us be slow in reaction, and become bureaucratic and even arrogant to clients. We must listen to our clients, set up a client-oriented work flow, and solve problems on the basis of client feedback. We shall try to maintain the advantages of both large and small enterprises by providing quick, flexible, and considerate services to our clients.

We shall treat clients the same way that we treat our family members. We shall remember that wife is always right, so are clients. Clients who give us their ideas are the ones who can really help us.

We shall stick to the development direction of production services, and continue to transform to overall solution providers in energy saving power station, energy saving building and parking system areas. At the same time, we shall explore innovations of other business modes, and learn in particular the comprehensive business group mode of Japanese companies and the multi-brand mode of many global 500 companies. We shall especially pay attention to the recent rise of procurement agency mode, as the example of Li & Fung Group in Hongkong, which grew from a middle to a buying agent and integrated the global supply chain. The transformation from product sales to product procurement agency will definitely take place in many industries including elevator.

Thirdly, transform the assets into securities.

The transformation of asset into securities is an irreversible trend. During the 12th 5-year plan period, the state will build more convenient direct financing channels for the enterprises. It is also a key period for enterprises to transform their assets into securities. I believe that in 10 years, most of Top 500 Chinese Companies and Top 500 Chinese Private Companies will be publicly listed companies. Those companies, no matter how powerful they used to be, will not stay in the mainstream if they are not embraced by the capital market.

In the end, I want to share with you a famous remark by the world famous quality management master Joseph M. Juran: "the 20th century was a century of efficiency, and the 21st century is the century of quality. High quality is the most effective weapon to seize market." I also want to stress that even though we have bidden farewell to our first 30 years of enterprising in hardship, we shall never abandon the spirit of enterprising in hardship in the next 30 years. The challenges we face are much larger than we did before, and the mission that we shoulder does not allow us to take a break. Let us beat the new drums, set off on our new journey and marching toward our new goal!

Chairman of XIZI UHC

wang shuifu



西子联合年度TOP十大事件 XIZI UHC TOP 10 EVENTS IN 2010

- TOP.01 温家宝总理视察西子联合
Premiere Wen Jiabao Visited Xizi UHC
- TOP.02 西子联合总部乔迁新址
Xizi UHC Headquarter Relocation
- TOP.03 杭锅集团成功上市
Hangzhou Boiler Group Successfully Listed in the Stock Market
- TOP.04 西子联合北方综合制造基地奠基
Xizi UHC North-China Manufacturing Base Started Construction
- TOP.05 西子航空事业取得多项突破
Xizi UHC Achieved Many Breakthroughs in Aerospace Business
- TOP.06 新产品、新技术，创新结硕果
New Products, New Technologies, Innovation Brought Great Achievements
- TOP.07 重大装备项目佳报频传
Outstanding Achievements in Major Equipment Projects
- TOP.08 百大庆春广场破土动工
Baida Qingchun Square Started Construction
- TOP.09 西子奥的斯“绿色中国行”全国巡展
Xizi Otis Held Green China Tour Around the Country
- TOP.10 企业文化、品牌建设相得益彰
Enterprise Culture and Brand Building Shines upon Each Other



温家宝总理视察西子联合 PREMIERE WEN JIABAO VISITED XIZI UHC

2010年6月25日，温家宝总理在浙江省委书记赵洪祝，省长吕祖善、杭州市委书记黄坤明等陪同下，考察了西子联合旗下的浙江西子富沃德电机有限公司。温总理在参观了永磁同步无齿齿轮曳引机等各类节能电机产品和航空机加件后，勉励西子“多出第一，勇创第一，还要保持第一”。

On June 25, 2010, Chinese Premiere Wen Jiabao, accompanied by Zhejiang Provincial Party Secretary Zhao Hongzhu, Zhejiang Governor Lv Zhushan and Hangzhou Municipal Party Secretary Huang Kunming, visited Zhejiang Xizi Forward Electrical Machinery Co., Ltd., under Xizi UHC. After seeing the permanent magnetic synchronized gearless tractor and other energy saving electrical machinery products and aerospace mechanical processing parts, Premiere Wen encouraged the company to have more No.1s and keep the leading positions in industries.



2010年3月12日，杭州市委书记黄坤明和市委副书记王金财、副市长俞志宏等一行赴西子联合实地考察。

On March 12, 2010, Hangzhou Municipal Party Secretary Huang Kunming, Vice Party Secretary Wang Jincai, Vice Hangzhou Mayor Yu Zhihong visited Xizi UHC.



2010年4月19日，浙江省副书记夏宝龙、杭州市委书记黄坤明等省市领导莅临西子奥的斯视察调研。

On April 19, 2010, Zhejiang Provincial Vice Party Secretary Xia Baolong, Hangzhou Municipal Party Secretary Huang Kunming visited Xizi Otis.



2010年8月30日，杭州市委副书记、代市长邵占维到杭锅集团丁桥新工厂实地考察，参观了管件和膜式壁生产车间。

On August 30, 2010, Hangzhou Municipal Vice Party Secretary, Acting Hangzhou Mayor Shao Zhanwei visited the new factory of Hangzhou Boiler Group in Dingqiao.

西子联合总部乔迁新址

XIZI UHC HEADQUARTER RELOCATION



2010年8月28日，西子联合总部迁入位于钱江新城的西子联合大厦，正式开启钱江时代。站在新的起点，西子联合瞄准打造中国先进装备制造集团，实现500亿销售收入的宏伟目标，明确“全国布局、高端制造、资本运作、国际发展”的新时期发展战略。

2010年西子联合启动“十二五”规划编制，明确将掌握核心制造技术和应对未来能源挑战作为战略制高点，以科学发展观为指导，以提升品质为突破口，以技术和模式创新为手段，全面推进企业转型升级，力争为中国民族装备制造业的振兴做出更大的贡献。



On August 28, 2010, Xizi UHC moved into Xizi UHC Building near Qianjiang New CBD, opening her Qiantang River era. At the new starting point, Xizi UHC aims to building herself into an advanced equipment manufacturer in China, and achieve the sales revenue of RMB 50 billion. The development strategy in the new era is defined as: Domestic Expansion, High-end Manufacturing, Capital Investment and Global Development.

In 2010, Xizi UHC launched the 12th Five-Year Plan, which put core manufacturing technologies and future energy shortage challenges as the top priority in company strategy. Under the guidance of scientific development perspective, Xizi UHC will strive to make more contribution to the rejuvenation of China's national equipment manufacturing industry by improving product quality, undertaking technical and business mode innovation and implementing enterprise transform and upgrade.





杭锅集团成功上市 HANGZHOU BOILER GROUP SUCCESSFULLY LISTED IN THE STOCK MARKET

2010年11月10日，杭锅集团成功过会，标志着公司已经获得了进入中国资本市场的通行证。

2011年1月10日，杭锅集团（代码002534）在深交所中小板挂牌上市，开盘涨幅达26.88%。浙江省证监局局长王宝桐、浙江省国资委主任陈正兴、杭州市委常委副市长沈坚以及西子联合控股董事长王水福、总裁陈夏鑫、杭锅集团董事长吴南平等领导共同参加了杭锅集团上市仪式。本次发行杭锅集团共募集资金10.03亿元，用于杭锅重型装备生产基地建设和增资浙江西子联合工程有限公司。

2010年3月24日，西子联合总裁陈夏鑫、杭锅集团董事长吴南平与青岛捷能汽轮机集团股份有限公司签署合作协议。青汽集团始建于1950年，是一家专业从事各类汽轮发电机组设计生产的大型制造企业，是中国最大热电联产汽轮机供应商。双方以股权为纽带，强强联合，携手发展。

On November 10, 2010, Hangzhou Boiler Group successfully passed the examination for stock listing, indicating that Hangzhou Boiler Group has obtained the permit to China's financial market.

On January 10, 2011, Hangzhou Boiler Group (code 002534) was successfully listed in the SME Board of Shenzhen Stock Exchange. The price went up for 26.88% at market opening on the IPO day. Chief of Zhejiang Securities Supervision and Regulation Bureau Wang Baotong, Director of State-owned Assets Supervision and Administration Commission of Zhejiang Province Government Chen Zhengxin, Member of CPC Hangzhou Municipal Standing Committee, Vice Hangzhou Mayor Shen Jian, Xizi UHC Chairman Wang Shuifu, President Chen Xiaxin, and Hangzhou Boiler Group Chairman Wu Nanping attended the IPO ceremony. The IPO raised a sum of RMB 1.003 billion, which will be used for the construction of Hangzhou Boiler Group's heavy equipment manufacturing base, and for the capital increase of Zhejiang Xizi United Engineering Co., Ltd.

On March 24, 2010, Xizi UHC President Chen Xiaxin, and Hangzhou Boiler Group Chairman Wu Nanping signed a cooperation agreement with Qingdao Jieneng Steam Turbine Group Co., Ltd. Founded in 1950, Jieneng Group is a large enterprise specialized in the design and manufacturing of steam turbine power generation equipments, and is the largest supplier of combined heat and power generation steam turbines in China. By mutually holding shares, the two companies will work together to seek joint development.





西子联合北方综合制造基地奠基 XIZI UHC NORTH-CHINA MANUFACTURING BASE STARTED CONSTRUCTION

2010年7月24日，天津滨海新区西子联合北方综合制造基地正式签约。12月21日，该基地启动奠基仪式，标志着西子联合开启北方布局，正式加入天津滨海新区重要的发展引擎——空港经济开发区的建设。天津西子联合将以制造为背景，以创造节能减排效益为动力，开拓北方大市场，为空港经济区的建设添砖加瓦。

On July 24, 2010, Xizi UHC signed the official agreement for her North-China Manufacturing Base in Binhai District of Tianjin. On December 21, 2010, the construction commencement ceremony was held, signifying that Xizi UHC has expanded the business presence into North China by participating in the construction of Tianjin Airport Economic Development Zone, an important development engine of Tianjin Binhai District. With rich experience in manufacturing and the driving force of benefits from energy conservation and emission reduction, Xizi UHC is actively exploring the vast North China market and making contribution to the construction of Airport Economic Development Zone.



2010年3月1日，杭州西子石川岛停车设备有限公司整体落户余杭经济开发区土地签约仪式在杭州西子宾馆举行。该项目建成后年产值将达到20亿，成为西子石川岛杭州基地的重要组成部分。

On March 1st, 2010, the agreement signing ceremony of Hangzhou Xizi IUK Parking System Co., Ltd. moving into Yuhang Economic Development Zone was held in Xizi Hotel in Hangzhou. After completion, the project will have an annual output value of RMB 2 billion, making it an important part of Xizi IUK's base in Hangzhou.



2010年3月12日，西子绿色节能产业基地一期落成暨二期开工典礼在西子重工海宁新工厂举行。

On March 12, 2010, the ceremony for the completion of 1st phase and commencement of 2nd phase of Xizi green and energy saving industry base was held in the new factory of Xizi Heavy Industry in Haining.



2010年12月，位于成都双流航空港开发区的成都西子孚信科技有限公司一期厂房落成，预计2011年2月将正式投产运营，标志着西子联合西南制造基地完成布局。

In December 2010, Chendu Xizi Trust Tech Co., Ltd., which is located in Shuangliu Airport Development Zone in Chengdu, finished construction of its first phase factory building. Production and operation is expected to begin in February 2011. This indicated that Xizi UHC's has successfully completed the construction of her South-West China manufacturing base.



西子航空事业取得多项突破 XIZI UHC ACHIEVED MANY BREAKTHROUGHS IN AEROSPACE BUSINESS

2010年3月23日，浙江西子航空工业有限公司取得了浙江省首份航空工业有限公司工商营业执照。

3月30日，西子联合与沈阳飞机工业集团签订了500架份的塞斯纳L162飞机零部件委托加工协议，覆盖了塞斯纳L162飞机80%机加件和100%复材零件。

5月5日，西子联合与中国航空技术控股有限公司签署长期合作框架协议。

5月16日，浙江大学西子研究院授牌仪式在浙江大学国际会议中心举行。中国工程院常务副院长潘云鹤、浙江大学党委书记张曦、浙江省科技厅厅长蒋泰维、西子联合董事长王水福和中国工程院十多位院士共同出席授牌仪式。

7月22日沈阳西子航空产业有限公司、11月7日浙江西子航空工业有限公司分别通过法国BV公司国际检验集团AS9100B航空质量体系认证。

10月28日，浙江西子航空首次成功试制出ARJ21的APU舱门和RAT舱门样件，为今后试制C919大飞机的APU舱门和RAT舱门打下基础。

11月16日，中共杭州市委组织部、杭州市科学技术协会为西子研究院、万向集团公司等8家单位授牌“院士工作站”。

12月6日，以西子研究院、浙江省特种设备检验研究院、浙江大学、中国计量学院为核心层单位的“浙江省特种设备与能源环保计量行业技术创新服务平台”正式启动。



ARJ21



ARJ21的RAT舱门
RAT door for ARJ21

ARJ21的APU舱门
APU door for ARJ21

On March 23, 2010, Zhejiang Xizi Aerospace Industry Co., Ltd. was granted the first business license of aerospace industrial company in Zhejiang.

On March 30, Xizi UHC signed an aircraft component processing contract with Shenyang Aircraft Industry Group for 500 Cessna L162 planes, covering its 80% mechanical processing parts and 100% composite parts.

On May 5, Xizi UHC signed a long term cooperation agreement with AVIC International Holding Corporation.

On May 16, the establishment ceremony of Xizi Research Institute of Zhejiang University was held in the international conference center in Zhejiang University. Vice President of Chinese Academy of Engineering Pan Yunhe, Party Secretary of Zhejiang University Zhang Xi, Zhejiang Provincial Department of Technology Jiang Taiwei, Xizi UHC Chairman Wang Shuifu and a dozen of academicians attended the ceremony.

On July 22, Shenyang Xizi Aerospace Industry Co., Ltd. passed the AS9100B aerospace quality system certification by the international certification group French BV company. Zhejiang Xizi Aerospace Industry Co., Ltd. passed the same certification on November 7.

On October 28, Zhejiang Xizi Aerospace successfully produced the APU door and RAT door prototypes for ARJ21, laying a good foundation for trial production of APU door and RAT door of C919 jumbo jet in the future.

On November 16, Xizi Research Institute was among the 8 units including Wanxiang Group being selected as Academician Workstation plaque by Organization Department of CPC Hangzhou Municipal Committee and Hangzhou Science and Technology Association.

On December 6, Xizi Research Institute, Zhejiang Provincial Technical Innovation Service Platform for Special Equipment and Energy and Environment Measuring Industry, which was established by Zhejiang Special Equipment Inspection Research Institute, Zhejiang University and China Jiliang University, started operation.



Cessna L162



塞斯纳L162飞机零部件
Aircraft component of Cessna L162 plane



塞斯纳L162飞机零部件
Aircraft component of Cessna L162 plane



新产品、新技术，创新结硕果 NEW PRODUCTS, NEW TECHNOLOGIES, INNOVATION BROUGHT GREAT ACHIEVEMENTS

2010年4月，杭州西子孚信科技有限公司获得由中国合格评定国家认定委员会（CNAS）颁发的实验室认可证书，西子孚信成为中国电梯部件行业中唯一获得该证书的企业。

2010年5月，西子电梯集团聘请日本资深质量管理专家莅临指导，针对主机、电路板等多项课题，引进先进的制造和质量管理理念，打造国际一流产品。

2010年11月，浙江西子富沃德电机有限公司与国家稀土永磁电机工程技术研究中心签订《100KW变速恒压永磁风力发电机》合作协议。

2010年11月，西子光电成功研制X1A-6型LED路灯，达到全球最高光效113 lm/W。

2010年11月，西子石川岛申请的“小车阻车装置发明专利”获得授权，本产品开发填补了现有技术空白，将成为公司新的增长点。

2010年11月，西子联合工程产品获得燃煤烟气脱硫脱销系列国家标准及应用一等奖。

In April 2010, Hangzhou Xizi Trust Tech Co., Ltd. obtained the Laboratory Certification issued by CNAS. It is the only company in Chinese elevator component industry to have obtained this certificate.

In May 2010, Xizi Elevator Group invited senior Japanese experts to give directions for several tasks including elevator main machine, circuit board and so on. By introducing their advanced concepts in manufacturing and quality management, Xizi Elevator Group aims to producing the first class products in the world.

In November 2010, Zhejiang Xizi Forward Electric Machinery Co., Ltd. signed the cooperation agreement of 100KW variable speed constant pressure permanent magnetic wind power generator with national lanthanon permanent magnetic electric machinery technology research center.

In November 2010, Xizi Optoelectronic successfully developed X1A-6 model LED road lamp, which reached the world highest photoelectric efficiency of 113 lm/W.

In November 2010, the patent application of car braking device by Xizi IUK was approved. This product was a breakthrough on existing technologies and would become the company's growth power.

In November 2010, products of Xizi United Engineering won the first prize in the application of national coal smoke desulfurization and desaltpetre standards.



重大装备项目佳报频传 OUTSTANDING ACHIEVEMENTS IN MAJOR EQUIPMENT PROJECTS

2010年1月，JINDAL3X450T垃圾焚烧锅炉合同正式生效。该项目是印度的第一个垃圾焚烧发电工程，也是杭锅垃圾焚烧炉首次打入国际市场。

2010年5月，象征振兴民族工业新成果的首台国产30万吨/年甲醇气化炉制作完成，实现了杭锅集团在煤化工领域新的突破。（如图1）

2010年6月，杭起一举拿下福建鼎信实业有限公司镍合金项目二期工程起重机产品采购订单，合同包含100T铸造起重机及3台高精度定位起重机，标志着杭起在铸造专用起重机领域又取得突破性的进展。（如图2）

2010年11月，西子石川岛成功签约广州标志性建筑——珠江城烟草大厦立体停车库项目，该项目总计提供656个机械车位，是目前广州最大的机械车库工程。（如图3）

2010年11月，西子奥的斯成功服务第16届广州亚运会，为亚运主场馆海心沙、广州塔、亚运村、广州火车站、天河体育中心、广州体校及南方传媒大厦等众多亚运公建项目提供200多台电扶梯和运营保障服务。（如图4,5）



In January 2010, the contract of JINDAL3X450T trash incineration boiler took effect. It is the first project in India to generate power from trash incineration, and is also the first time for Hangzhou Boiler Group to export trash incineration boiler into the international market.

In May 2010, Hangzhou Boiler Group produced the 300 thousand ton/year methanol gasification boiler, the first such boiler ever produced domestically. As a symbol of China's national industry rejuvenation, it shows a breakthrough of Hangzhou Boiler Group in coal chemistry area. (In picture 1)

In June 2010, Hangzhou Hoisting Machinery won the contract of crane products for the 2nd phase of Fujian Dingxin Industrial Co., Ltd.'s nickel alloy project. The contract, which included one 100T founding crane and three high definition positioning cranes, represented a breakthrough by Hangzhou Hoisting Machinery in founding purpose cranes. (In picture 2)

In November 2010, Xizi IUK signed the contract for the parking system project of Zhujiang Town Tobacco Building, a symbolic building in Guangzhou. The project has 656 mechanical parking units and is presently the largest mechanical parking system project in Guangzhou. (In picture 3)

In November 2010, Xizi Otis successfully served the 16th Guangzhou Asian Games. It provided more than 200 elevators and escalators as well as operation services for many public buildings including the Haixinsha Stadium, Guangzhou Tower, Asian Games Village, South Guangzhou Railway Station, Tianhe Sports Center, Guangzhou Sports School, Southern Media Building, and so on. (In picture 4,5)



百大庆春广场破土动工 BAIDA QINGCHUN SQUARE STARTED CONSTRUCTION

2010年9月，百大庆春广场综合体项目举行试桩启动仪式，标志着项目建设已经从蓝图向实地施工阶段迈进，目前各项工作正有条不紊的进行，项目预计在2014年底前完工。该项目建成后将成为江干区乃至杭州城东地区标志性地标建筑、中国一流的城市综合体，庆春广场项目是百大集团整体发展战略转型后实质性的第一步。

2010年，西子房产集团继续深化与绿城等优秀房产企业的合作，成果丰硕。郁金香岸、嘉汇湖畔居、青山湖玫瑰园以及德清百合公寓等多个品质楼盘圆满交付，紫兰公寓、田园牧歌、西溪海等高品质项目华丽上市，均取得较好的销售业绩。

In September 2010, the trial piling ceremony of Baida Qingchun Square Complex Project was held, indicating that the project process has moved forward from blueprint to construction. When completed by the end of 2014, it will be the symbolic building in Jianggan District, even in East Hangzhou area, and also the nation's first class urban complex. It is the first and significant step of Baida Group after it formulated its transformation of company development strategy.

In 2010, Xizi Real Estate Group continued to deepen cooperation with excellent real estate companies, such as Green Town Group. High quality housing products including Tulip Bank, Jiahui Lakefront, Qingshan Lake Rose Garden and Deqing Lily Apartment have been handed over to clients. And good sales have been realized on the new projects such as Purple Orchid Apartment, Qingshan Lake Rose Garden, Tianyuan Pastoral, and Xixi Ocean.



2010年4月，绿城西子·杭州御园正式开工建设。该项目位于凤凰山麓、西湖之邻，在中式围合院落意境中，融法式风格于住宅功能格局，营造现代法式经典建筑。

In April, 2010, Green Town Xizi Hangzhou Royal Garden started construction. Located at the foot of Phoenix Hill and neighboring West Lake, Royal Garden integrates Chinese traditional courtyard concept with French style modern functional layouts, to create modern French classical buildings.



2010年5月，西子房产、绿城集团、紫元房产联合竞得田园24号地块。与2009年取得的田园40号、81号地块共同开发，将被精心打造为绿城西子·田园牧歌项目。

In May 2010, Xizi Real Estate, Green Town Group and Ziyuan Real Estate jointly won the Tianyuan No.24 land, which will be developed to the Green Town Xizi Tianyuan Pastoral project together with Tianyuan No.40 and No.81 lands.



2010年9月，位于京杭大运河畔的绿城西子·杭州紫兰公寓首次开盘销售，受到了购房者的一致好评和追捧。

In September 2010, Green Town Xizi Hangzhou Purple Orchid Apartment, located at the bank of the Great Hangzhou-Beijing Canal started its first sale and were highly praised and welcomed by clients.



西子奥的斯“绿色中国行”全国巡展 XIZI OTIS HELD GREEN CHINA TOUR AROUND THE COUNTRY

2010年7月，西子奥的斯“绿色中国行”全国巡展活动在北京正式启动。此次全国巡展活动将历时三年，以巡展巴士为移动展厅满载全套绿色建筑交通解决方案进行流动展示，普及绿色节能理念，通过与社会公众的零距离接触，践行其引领低碳生活的使命。

自启动以来，西子奥的斯绿色巡展巴士已先后到访河北、江苏、湖北、重庆、湖南等十个省份的数十个城市。访问期间，该巡展通过公众参观体验、客户交流等活动形式大力推广了前沿的绿色电梯技术和应用实践成果。

In July 2010, Xizi Otis Green China Tour officated started in Beijing. The countrywide tour will take three years, using the itinerant bus as the mobile exhibition hall to demonstrate green building traffic solutions. By popularizing green energy concepts and performing close interaction with the public, Xizi Otis is fulfilling its mission of leading low carbon livings.

So far, the itinerant bus has been to dozens of cities in ten provinces, including Hebei, Jiangshu, Hubei, Chongqing, Hunan, etc. In this period, green elevator technologies and pratical applications were spreaded to the general public through activities such as public demonstration, client exchange, and so on.



2010年4月，西子奥的斯成功服务上海世博会日本产业馆、委内瑞拉波利瓦尔共和国馆

In April 2010, Xizi Otis successfully served the Japanese Industrial Pavilion, Venezuela Pavilion and Bolivia Pavilion in Shanghai World Expo.



2010年，西子奥的斯成功服务北京火车新南站交通枢纽项目。

In 2010, Xizi Otis successfully served the traffic pivot project of the new South Beijing Railway Station.



2010年10月，西子奥的斯成功服务大连周水子机场航站楼采购及安装工程项目。

In October 2010, Xizi Otis successfully carried out Dalian Zhoushuizi Airport Terminal recruitment and installation project.



企业文化、品牌建设相得益彰 ENTERPRISE CULTURE AND BRAND BUILDING SHINES UPON EACH OTHER

2010年2月，西子联合新春团拜会在杭州剧院举行，来自西子联合各公司的1600多名干部和员工欢聚一堂。董事长王水福提出了“品质改变命运”的发展目标，希望通过全面提升品质将西子铸就成为享誉世界、恒久流传的品牌。（如图1,2）

2010年7月，西子联合半年度交流会在青岛召开，此次会议紧扣“洞悉时机、谋定未来”主题，与会的200多位管理精英共聚一堂，交流心得，合力共谋发展。（如图3）

2010年9月，月圆中秋，歌声悠扬、情浓意浓，作为西子联合历史上最大的一场唱歌比赛，“唱靓西子”中秋歌会10强选手在西子联合大厦诞生。（如图4）

2010年，西子联合正式启动品牌整合战略，在西子制造类产业领域统一启用“XIZI”品牌标识和全新品牌视觉识别系统。同时，“XIZI”西子商标实现了在全球55个主要国家的注册，在海外知识产权保护上迈出重要一步。



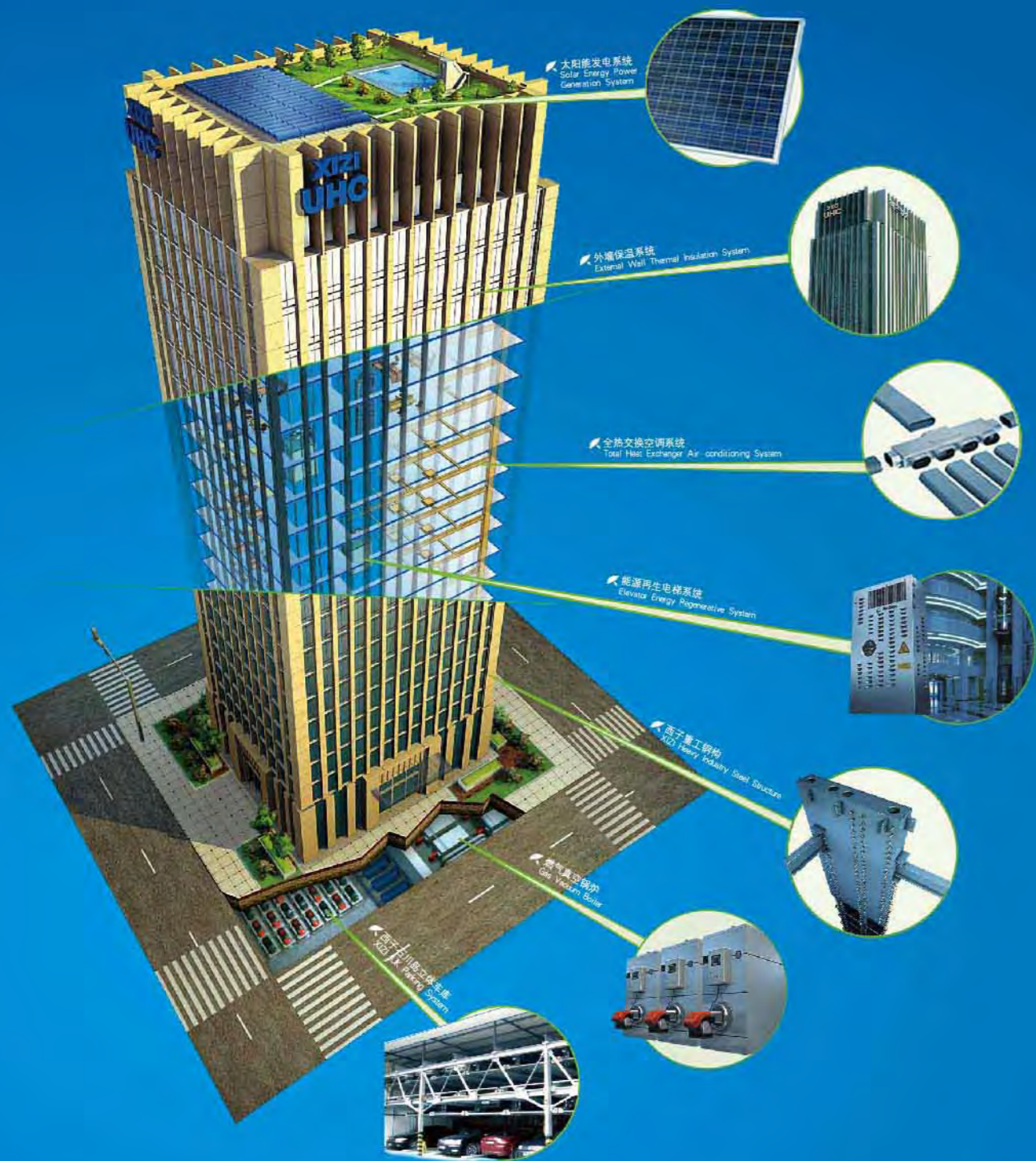
In February 2010, Xizi UHC Spring Festival Gathering was held in Hangzhou Opera House. More than 1,600 company employees and management staff from member companies attended the gathering. In his keynote speech, Chairman Wang Shuifu put forward the development goal described as Quality Changes Destiny, and wished to build Xizi into a worldwide renowned and long lasting brand through comprehensive quality improvement.(In picture 1,2)

In July 2010, Xizi UHC Half Year Exchange Meeting was held in Qingdao. Under the theme of Observing Opportunities, Planning for the Future, more than 200 management talents gather together to exchange ideas and seek development methods.(In picture 3)

In September 2010, as the largest singing contest in Xizi UHC history, the Xizi UHC Mid-Autumn Singing Contest was held in Xizi UHC Building and the final 10 winners were determined.(In picture 4)

In 2010, Xizi UHC initiated the brand integration strategy, to use the unified XIZI brand in the scope of Xizi's manufacturing industries and the new visual identification system. Meanwhile, Xizi brand has been registered in 55 major countries in the world, which was an important step in overseas intellectual property rights protection.

西子联合介绍 INTRODUCTION TO XIZI UHC



西子联合大厦率先采用太阳能发电系统、中水回用技术、外墙保温系统、全热交换空调系统、冰蓄冷 VAV 变风量低温送风系统、蓄电池系统等多项高效节能再生技术，使大厦的综合节能率达到了 65% 以上，是全国试点 100 家绿色建筑之一，并被建设部和美国能源基金会评为“绿色建筑和低碳建筑十佳设计项目”。

Xizi UHC Building uses many energy saving and regenerative technologies, including solar energy power generation, reclaimed water reuse, external wall thermal insulation system, total heat exchanger air-conditioning system, ice storage variable air volume (VAV) cold air distribution system, and battery system. The comprehensive energy saving rate of the building reaches 65%. It is one of the 100 experimental green buildings in China, and is appraised by the Ministry of Construction and the American Energy Fund as one of the Best 10 Design Projects of Green and Low Energy Consumption Buildings.

西子联合是一家以装备制造为主，跨行业经营的综合型企业集团。公司总部位于浙江杭州，旗下产业涵盖电梯及电梯部件、锅炉、航空、立体车库、起重机、钢构、房产、商业、投资等多个领域，是中国500强企业之一，员工近万人。2010年集团业绩再创新高，营业收入达158亿元。

西子联合秉承“合作重于竞争”的经营理念，遵循研发、制造、服务并重的发展战略，开拓进取，先后创造了节能电梯、电梯部件、立体车库、余热锅炉业务全国第一的佳绩。

坚持核心技术研发与节能减排的创新实践，西子联合拥有多家独立的技术研发中心，成功开发了高效节能的永磁同步无齿轮电梯主机，并主导国内余热锅炉技术标准制订和应用推广，成功实现节能建筑技术在西子联合大厦的全面应用。

2007年初，西子联合发布国内首份民营企业社会责任报告，明确提出发展、环境、诚信等九大企业责任，并号召全体员工“为国家富强、为社会和谐、为企业健康”而贡献力量。

未来，西子联合将继续秉持诚信、创新、进取之心，汇聚各方资源及成长性力量，持续创新产业发展的关键技术和战略发展模式，努力开创百年西子，促进社会发展！

Headquartered in Hangzhou, Zhejiang province, Xizi UHC is a large enterprise group that spans across multiple industries, with manufacturing as the core. The businesses include elevator and elevator components, boiler, aerospace, parking system, crane, steel structure, real estate, commerce, finance and investment. In 2010, Xizi UHC is listed as one of the Top 500 Chinese Enterprises. The sales revenue reaches 15.8 billion and the number of employees is close to 10 thousand.

Valuing cooperation and following the strategy of stressing research and development, manufacturing, and service, Xizi UHC has achieved four No.1s in respective Chinese markets for escalators, elevator components, parking systems and waste heat boilers.

Xizi UHC builds up several independent technology research and development centers to support the research and development of core technologies and implementation of innovative energy conservation and emission reduction practices. It successfully developed “Regen” energy regenerative elevators, and high efficient permanent magnetic synchronized gearless elevator main machine, led the standard making and application of waste heat boiler technologies, and applied the building energy saving technologies in Xizi UHC Building.

In 2007, Xizi UHC released the first corporate social responsibility report among all private Chinese enterprises. It puts forward nine major responsibilities, including development, environment, credibility and so on, and calls for all employees to make contribution for a stronger nation, a more harmonious society and a better company.

For the future, Xizi UHC will keep its credibility, creativity and enterprising spirit, gather all resources and strength, and focus on innovation of key technologies and strategy for industry development.

我们的产业

OUR BUSINESS

西子联合拥有电梯、锅炉、商贸与房产三大业务群，涵盖电梯及电梯部件、锅炉、航空、立体车库、起重机、钢构、房产、商业、投资等多个领域，成员包含西子奥的斯、西子石川岛等与全球500强合资的企业，以及杭锅集团、西子航空、西子孚信、西子富沃德、优迈科技、杭州起重机械等专业领域领先企业。

Xizi UHC consists of three major business units of elevator, boiler and commerce and real estate, covering industries of elevator and elevator component, boiler, aerospace, parking system, crane, steel structure, real estate, commerce and investment. The subsidiary companies include Xizi Otis and Xizi IUK, which are joint ventures with global 500 companies, as well as Hangzhou Boiler Group, Xizi Aviation, Xizi Trust Tech, Xizi Forward, and so on, which are leading companies in the respective area.

节能电梯全国第一
NO.1 in Chinese Energy Saving Elevator Market

电梯部件全国第一
NO.1 in Chinese Elevator Component Market

立体车库全国第一
NO.1 in Chinese Parking System Market

余热锅炉全国第一
NO.1 in Chinese Waste Heat Boiler Market

三大业务群

THREE BUSINESS UNITS



我们的信念 OUR BELIEF



联合 Cooperation

“合作重于竞争”，我们相信，通过智慧的联合，实现优势互补，将帮助我们开创更为远大的事业蓝图。

成为一家善于合作、易于合作的公司，须要以坦诚、包容、分享的姿态携手合作伙伴，努力消除合作障碍，并具有为此革新自己的勇气。

联合更是一种团队合作，强调人与人之间的协作，在共同目标基础之上，建立起相互信任、相互支持、共同分享的关系。

Cooperation is preferred to competition. We believe that through the collaboration of wisdom and strength, we will create a grand future.

To become a company that is good at cooperation and that is easy to cooperate with, Xizi UHC shall work together with business partners in an honest, open and sharing way, eliminate the obstacles in cooperation and have the courage to reform itself.

Cooperation is more of team spirit, which stresses on the collaboration among people, with a common goal and relationship of trust, support and sharing.



创造力 Creativity

非凡的创造力，建立在技术领先、创新精神和以人为本基础之上。

追求技术领先将为企业发展提供强劲动力，通过新技术的不断研发，开发更多创新产品，特别是在节能减排领域的积极探索，将帮助我们确立起领先市场地位。

我们鼓励创新，在公司内部努力营造一种拥抱革新、鼓励适当冒险、积极进取、富有活力的工作氛围，以蕴育更多富有创造性的想法和实践。

人是一切创造力的原点，在创新过程中，我们必须真正实现以人为本，尊重个人价值，激发想象力，释放其潜能。

Superior creativity shall be based on the technical leadership, innovative spirit and philosophy of people first.

Pursuit of technical leadership gives powerful drive for company development. Our development of more innovative products through research on new technologies, especially in energy conservation and emission reduction area, will secure our leading position in the market.

We value innovation and try to create a working environment that embraces reform, moderate risk taking, progressivity and creativity, so that more constructive ideas and practices can emerge.

People are the origin of all forms of creativity. In the process of innovation, we must put people first, respect each individual, inspire the imagination and unleash human potential.

精益 Lean

精益，是一种对于客户的承诺。“让我们做得更好”，认真地对待每一件事，持续提升产品品质和管理能力，是我们更好服务客户和社会的基石。

精益管理，要求我们在严谨的科学管理基础上，追求细节的完美，通过精细化管理和持续改进，提高生产效率。

对品质精益求精，是我们一贯的执着追求。我们致力于提供最高品质的产品和服务，满足客户需求。

Lean management is the commitment for clients. We will do better to serve our clients and the general public by continuously improving product quality and management capability.

To achieve lean management, we must continuously improve our work efficiency by pursuing perfection on each detail and carrying on precise management.

The pursuit on quality reflects our commitment to providing high quality products and services to our clients.



企业社会责任的引领者

A PIONEER IN CORPORATE SOCIAL RESPONSIBILITY

西子联合是一家恪守诚信、富有社会责任感的企业。2007年2月，西子联合发布中国民营企业首份社会责任报告，明确提出发展、诚信、守法、资源、环境、文化、慈善、就业、安全九大社会责任，并号召全体员工“为国家富强、为社会和谐、为企业健康”而贡献力量。

多年来，西子联合热心参与各项慈善公益事业，积极回馈社会，累计捐款超过3000万元。

XIZI UHC attaches great importance to corporate social responsibility. In February 2007, XIZI UHC released the first corporate social responsibility report among all private companies in China. It put forward nine major responsibilities of an enterprise, i.e., development, credibility, integrity, resource, environment, culture, charity, employment and safety. It called for all employees to make contribution to building a stronger nation, a more harmonious society and a healthier company.

Over the years, XIZI UHC is eagerly participating in various charity and public welfare activities. The accumulative amount of donation has exceeded RMB30 million.



历年重大公益慈善活动

MAJOR PUBLIC WELFARE AND CHARITY ACTIVITIES OVER THE YEARS



2004年5月，陈夏鑫总裁参加杭州市首次“光明行动”暨结对帮扶签约仪式。

In May 2004, President Chen Xiaxin attended signing ceremony of the first one-help-one Brightness Activity in Hangzhou.



2004年7月，王水福董事长参与杭州市孤儿基金会成立十周年《关爱大地的孩子》行动。

In July 2004, Chairman Wang Shuifu attended the 10th anniversary activity of Hangzhou Orphan Fund.



2006年9月，西子联合向江干区人民教育基金会捐资1000万元。

In September 2006, Xizi UHC donated RMB10 million to Jianggan Education Fund.



2007年6月，国际劳工组织总干事索马维亚与王水福董事长在第96届世界劳工大会会场合影。

In June 2007, Chairman Wang Shuifu attended the 96th World Labor Conference and met with Mr. Juan Somavia, Director-General of International Labor Organization.



2008年5月18日，王水福董事长作为2008北京奥运火炬传递杭州站第32号火炬手传递圣火。

On May 18, 2008, Chairman Wang Shuifu participated in the 2008 Beijing Olympic Torch Relay in Hangzhou as the No.32 torch bearer.



2008年5月，汶川大地震发生之后，西子联合与公司员工第一时间组织捐款近270万元。

In May 2008, right after the Wenchuan earthquake, Xizi UHC, together with the employees, donated RMB2.7 million in the first place.

绿色节能的先行者 GREEN ENERGY PIONEERS

多年来，西子联合始终将绿色节能环保作为产业发展的主导方向，坚定走节能减排之路，成功开发了多种创新节能减排产品，涵盖节能电梯及部件、节能锅炉、节能建筑多个领域。

Over many years, Xizi UHC has been putting the environment protection and energy saving industry as the key direction for industry development. By bearing this, Xizi UHC has successfully developed lots of innovative energy saving products, including elevator and elevator component, boiler, and building.



锐进能源再生电梯

西子奥的斯推出的 Regen 能源再生电梯，实现了电梯从节能向造能的革命性转变，最高节能可达 70%。

Regen Energy Regenerative Elevator

The Regen energy regenerative elevator developed by Xizi Otis has achieved a revolutionary transform of elevators from energy saving to energy regeneration. The energy saving rate can reach up to 70%.



塔式立体车库

西子石川岛生产的塔式立体车库能有效解决城市停车难题，极大节约土地资源。

Tower Parking System

The tower parking system produced by Xizi IUK can effectively solve the parking problem in cities and can save land substantially.



能源回馈控制系统

西子优迈推出的 GPF-GC 新型电梯控制系统综合节电率达 40%。

Energy Feedback Control System

The GPF-GC elevator control system developed by Xizi Optimax can save energy by 40%.



余热锅炉

杭锅累计生产 1000 多套节能环保型余热锅炉，每年可节约标准煤 3000 万吨，年发电总量与三峡电站的年发电量基本相当。

Waste Heat Recovery Boiler

Hangzhou Boiler Group has produced more than 1,000 sets of waste heat recovery boilers, which can save 30 million tons of standard coal a year, almost equaling the yearly electric power generated by the Three Gorges Power Station.



永磁同步无齿轮曳引机

西子富沃德生产的电梯电机综合节能可达 40%，油田电机综合节能可达 35%。

Permanent Magnetic Synchronized Gearless Machine

The elevator machine produced by Xizi Forward can save energy by 40%, and the oil field motor can save energy by 35%.



LED 照明产品

西子光电 LED 产品具有照明节电、环保、长寿命的优势。

LED Lights

The LED products of Xizi Optoelectronic feature at energy saving, environmental friendly and long product life.



垃圾焚烧锅炉

杭锅累计生产 100 多台垃圾焚烧炉，年可处理垃圾 700 多万吨，减少垃圾 1000 多万立方米。

Trash Incineration Boiler

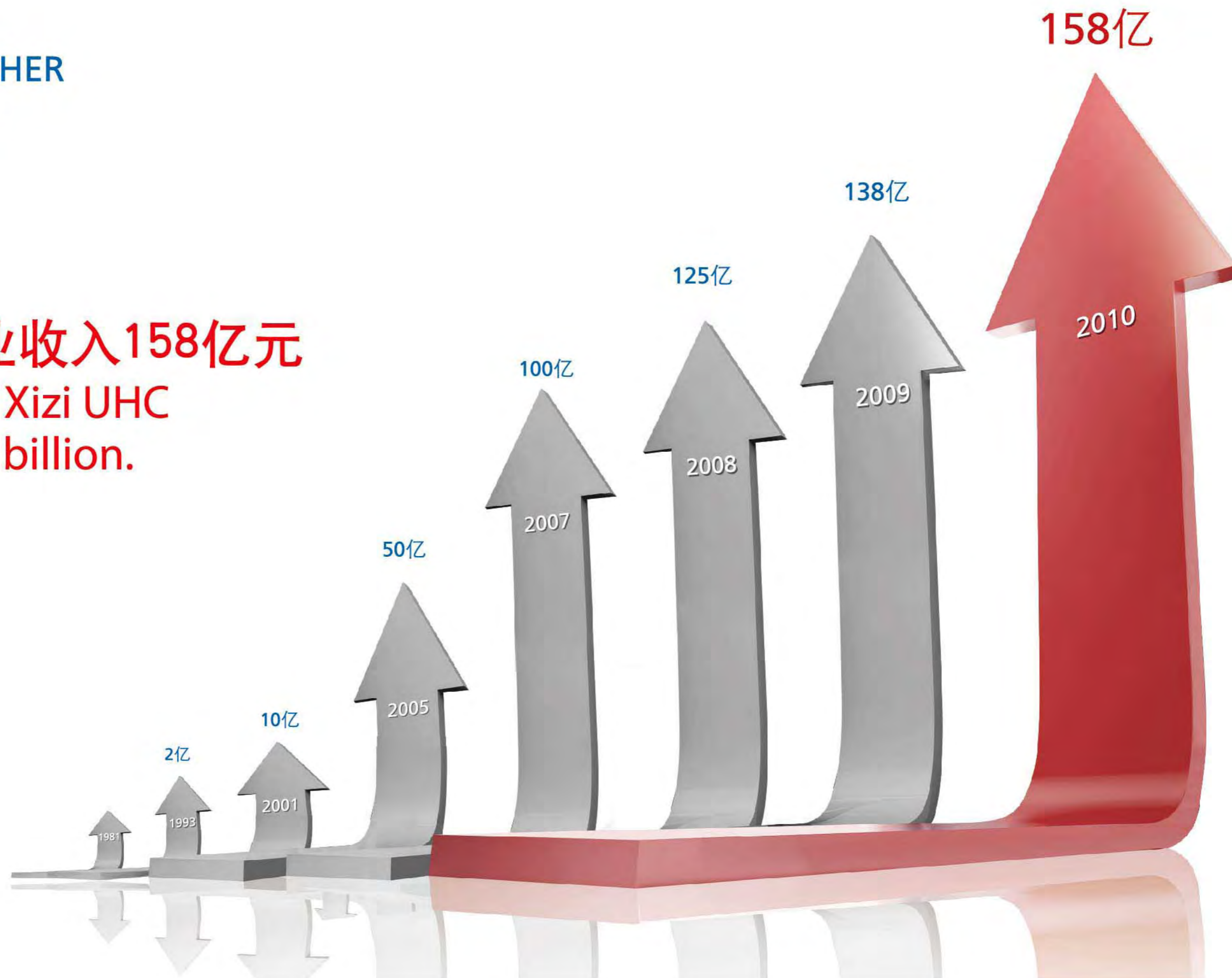
Hangzhou Boiler Group has produced more than 100 trash incineration boilers, capable of processing over 70 million tons of trash, reducing 10 million cubic meters of trash.

公司业绩再创新高

XIZI UHC ACHIEVED HIGHER PERFORMANCE IN 2010

2010公司实现营业收入158亿元

The sales revenue of Xizi UHC in 2010 reaches 15.8 billion.





电梯业务群 ELEVATOR BUSINESS UNIT

西子电梯业务群作为集团的核心主业，经过近三十年的发展，在电梯及电梯部件领域取得了引人注目的成就，同时，积极拓展产业链，行业延伸至航空、地铁、重工等领域，不断实现自我超越，目前电梯业务群主要拥有电梯和重工两大产业板块。

电梯板块中的西子奥的斯电梯有限公司是世界电梯第一品牌奥的斯在中国最大的控股子公司，是中国绿色电梯第一品牌和中国最大的电扶梯制造商及服务商之一，连续5年保持中国节能电梯市场第一位和自动扶梯市场第一位。

除电梯整机外，电梯板块还包括电扶梯主机、门机、控制系统、LED照明、轿厢装潢等产品，同时也涵盖地铁屏蔽门、检票系统等设备，旗下拥有杭州西子孚信科技有限公司、浙江西子富沃德电机有限公司、杭州优迈科技有限公司、浙江西子光电科技有限公司等多家大型企业，是中国最大的电扶梯部件供应商之一。

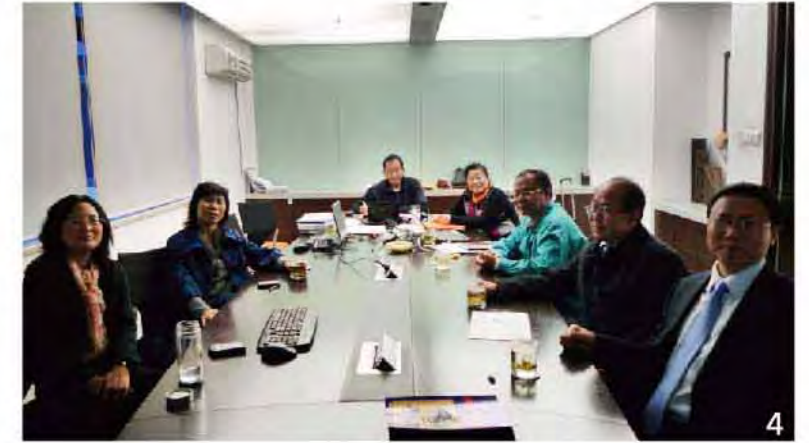
重工板块包括立体停车库、钢结构、起重机等产业，旗下拥有杭州西子石川岛停车设备有限公司、浙江西子重工钢构有限公司、杭州起重机械有限公司等多家公司，产品涉及立体停车库、钢结构、起重机等，是西子联合不断延伸至重型制造业的重要布局。

As the core business of the group, Xizi UHC elevator business unit has made remarkable achievements in elevator and elevator component area after nearly 30 years' development. At the same time, it is actively expanding the industry chain to new areas including aerospace, subway, heavy industry, and so on. The major two sectors of elevator unit are elevator industry sector and heavy industry sector.

In the elevator industry sector, Xizi Otis Elevator Co., Ltd. is the largest holding subsidiary company in China for Otis Elevator, the No.1 brand elevator company in the world. Xizi Otis is now the first brand for Chinese green elevators and the largest manufacturer and service provider of elevators and escalators, with No.1 market share in Chinese energy saving elevators for 5 consecutive years.

Besides elevators and escalators, the elevator sector also includes elevator and escalator machine, door machine, control system, decoration system, as well as subway platform screen door, automatic fare collection system, and so on. The subsidiary companies include Hangzhou Xizi Trust Tech, Zhejiang Xizi Forward Electrical Machinery, Hangzhou Optimax Technology, and Zhejiang Xizi Photoelectric Technology. Xizi UHC has become one of the largest suppliers of elevator components in China.

The heavy industry sector includes parking system, steel structure, hoisting machinery, and so on. Subsidiary companies are Xizi IUK Parking System, Zhejiang Xizi Heavy Industry Steel Structure, and Hangzhou Hoisting Machinery, which are important forces for Xizi UHC to expand into heavy equipment manufacturing.



电梯业务群2010年大事记

MAJOR EVENTS OF ELEVATOR BUSINESS UNIT IN 2010

1 结合未来5年中国电梯市场发展预测，西子电梯集团确定电梯部件产业发展的“十二五”基本规划：建立强大的电梯产业体系，形成独特的竞争优势，成为国内乃至全球电梯产业综合实力最强的专业公司。未来5年，其核心部件产品曳引机、控制柜及门机在各自细分市场实现全球销售规模第一，同时打造更为完整的产业链体系，完善全国地区产业布局，建立齐全的核心产品体系。

2 2010年西子电梯集团营销中心确定电梯部件系统集成市场策略，打造统一的共享品牌平台，使XIZI电梯部件品牌深入人心。充分挖掘西子电梯集团的优势，定位为“部件系统集成专家”，采取直销和代理模式双管齐下、持续引进专业人才等策略，同时推出4S一站式服务与VIP服务。

3 2010年10月，西子电梯集团相继成立杭州西子停车产业有限公司和浙江西子节能服务有限公司，标志着西子电梯响应政府号召，提倡节能减排，为客户提供整体解决方案的工作取得实质性推进。

4 2010年12月1日，西子联合与临安经济开发区签订西子联合电梯部件产业园入园协议。该产业园建设将帮助西子联合电梯板块实现打造世界级工厂，致力成为中国电梯部件领袖的远大规划。

5 2010年3月，西子孚信获得省级机关颁发的高新技术企业证书，这表明公司在行业内具有明显的技术领先优势，将有力提升西子孚信的市场竞争力。

6 2010年3月，西子优迈顺利通过复审，再次荣获杭州市高新技术企业称号。

7 2010年4月，国内首条自动化环形装配线在西子富沃德成功投产，其吸收了汽车行业装配线的先进理念，采用助力机械手、自动升降平台、自动传输与检测控制系统，在降低劳动强度和生产成本的同时，极大地提升了生产效率与产品品质。（如图1）

8 2010年3月，杭起公司成功获得湖州镗宝机械有限公司250t桥式起重机械项目，这是继2009年杭起赢取同力重机200t桥机产品后公司资质的又一重大提升。（如图2）

9 2010年5月，浙江西子重工电力设备有限公司顺利通过中国特种设备检测研究中心专家组的现场鉴定评审，符合领取A级锅炉部件生产许可证条件。（如图3）

10 2010年11月，杭州西子石川岛停车设备有限公司新增天津制造基地通过了中国重型机械行业协会停车设备委员会审查组为期2天的评审。（如图4）

1 On the basis of the forecast of Chinese elevator market in the future 5 years, Xizi Elevator Group formulated the 12th five-year plan for its elevator component industry: to establish a strong elevator industry system, to form unique competitive advantages and to become the strongest comprehensive elevator company in China and even in the world. In the following five years, it seeks to take leading positions in respective global market for its core products of tractors, control cabin and door machine. At the same time, it will build a more complete industry chain system, perfect nationwide industry layout, and establish a complete system of core products.

2 In 2010, Xizi Elevator Group Sales Center formulated the integration market strategy for elevator component systems and fostered a unified brand sharing platform to build XIZI elevator components into a well-known brand. By making full advantage of the group company, Xizi Elevator Group is building itself into the component system integration expert. It adopts both direct sale and agency methods, recruits professional talents and provides 4S one-stop services and VIP services.

3 In October 2010, Xizi Elevator Group invested to set up Hangzhou Xizi Parking Industry Co., Ltd. and Zhejiang Xizi Energy Conservation Services Co., Ltd. It was a substantial move by Xizi Elevator Group to answer the government's call of energy conservation and emission reduction, and to provide overall business solutions to clients.

4 On December 1, 2010, Xizi UHC signed an agreement with Lin'an Economic Development Zone to establish the Xizi UHC elevator component industrial park in the zone. This industrial park will help Xizi UHC's elevator business sector to build a world-class factory and become the leader in China's elevator component industry.

5 In March 2010, Xizi Trust Tech was granted the high tech enterprise certificate by the provincial authority, indicating that Xizi Trust Tech has obvious technical advantages in the industry, which will greatly enhance the company's market competitiveness.

6 In March 2010, Xizi Optimax passed the reviewing check and was granted the title of Hangzhou High Tech Enterprise for the second time.

7 In April 2010, China's first automatic ring-shape assembly line started production in Xizi Forward. By absorbing the advanced concepts of automobile industry assembly line, it uses mechanical hands, auto-lifting platform, automatic transmission and testing control system. Besides reducing work intensity and production cost, it greatly improves production efficiency and product quality.(In picture 1)

8 In March 2010, Hangzhou Hoisting Machinery successfully won the 250t bridge crane project from Huzhou Leibao Machinery Co., Ltd. It was another major advancement in company qualification after the contract with Tongli Heavy Machinery in 2009 for 200t bridge crane products.(In picture 2)

9 In May 2010, Zhejiang Xizi Heavy Industry Electric Power Equipment Co., Ltd. passed the on-site accreditation by the expert team of China Special Equipment Inspection and Research Center, and all conditions for the production license of A-class boiler components were met.(In picture 3)

10 In November 2010, the new manufacturing base of Hangzhou Xizi IUK Parking System Co., Ltd. in Tianjin passed the 2-day-long accreditation by the China Parking System Manufactures Association, CHMIA.(In picture 4)

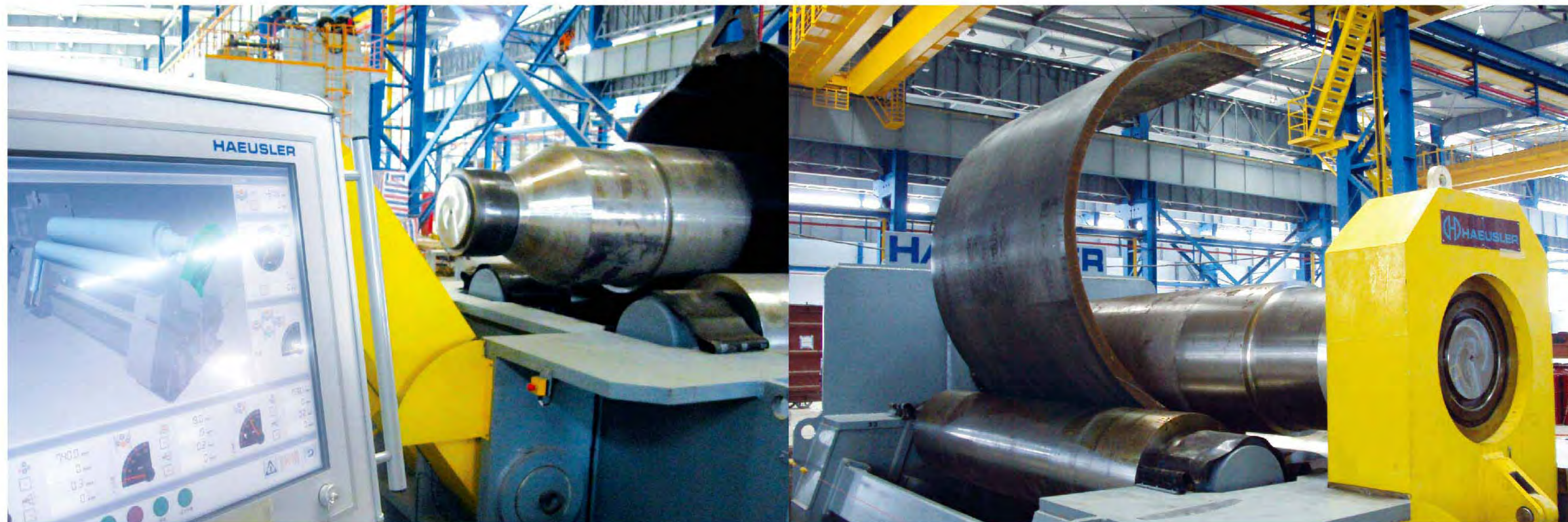
锅炉业务群 BOILER BUSINESS UNIT

杭锅集团始建于1955年10月，是中国机械500强企业和我国余热锅炉研究、开发和制造的主要基地，集团旗下拥有杭州杭锅工业锅炉有限公司、杭州杭锅通用设备有限公司、浙江西子联合工程有限公司、杭州新世纪能源环保工程股份有限公司等多家子公司，主要从事锅炉、压力容器、环保设备、特种设备、盾构机等产品的咨询、研发、生产、销售、安装及工程服务，涉及电站、冶金、化工等领域。

杭锅集团贯彻节能减排理念，充分整合优势资源，成功实现了由单独的锅炉产品提供向锅炉岛总承包、电厂总承包交钥匙工程的转变，成为出色的整体解决方案和系统集成供应商。同时，集团积极把握“地铁经济、核电经济”的机会，在大型全断面隧道掘进机和核电站常规岛辅机领域均获得突破，取得良好开局。

Established in October 1955, Hangzhou Boiler Group is one of the Top 500 Chinese Enterprises in Machinery Industry, and the main base for the research, development and manufacturing of waste heat boilers in China. The group has subsidiary companies including Hangzhou Boiler Group Industrial Boiler Co., Ltd., Hangzhou Boiler Group General Equipment Co., Ltd., Zhejiang Xizi United Engineering Co., Ltd., Hangzhou New Century Energy Environmental Protection Engineering Co., Ltd., and so on. Hangzhou Boiler Group is specialized in the consultancy, research and development, manufacturing, sales, installation and engineering services for boilers, pressure containers, environmental protection products, special equipments, tunnel shields and so on. Its business spans across power plant, metallurgy industry, chemical industry and so on.

By implementing the view on energy conservation and emission reduction and by integrating advantageous resources, Hangzhou Boiler Group has transformed from providing individual boiler products to providing turn-key general contract service for boiler island and power plant, and has become an excellent solution provider and system integrator. Meanwhile, Hangzhou Boiler Group is taking the opportunity in the development of large subway tunnel machine and nuclear power station conventional island auxiliary equipments, and a good beginning has been achieved.



锅炉业务群2010年大事记

MAJOR EVENTS OF BOILER BUSINESS UNIT IN 2010



1 2010年4月，杭锅集团党政工团组织党员干部和员工群众共向青海玉树藏族自治州玉树县受灾群众捐款献爱心，公司荣获杭州市红十字会颁发的“人道博爱奉献奖”。

6 2010年7月，杭锅集团与新加坡金鹰集团签订广东410吨/时循环流化床锅炉岛总包项目，项目规模为2台高温高压410吨/时循环流化床锅炉岛，预期在明年10月前完成产品交付任务。

1 In April 2010, Hangzhou Boiler Group calls for party members and company employees to donate money for people suffered from mudslide disaster in Yushu County, Ganshu Province. The company was awarded the Humanity Contribution Prize by Hangzhou Red Cross Association.

6 In July 2010, Hangzhou Boiler Group signed a general contract with Jingyin Group of Singapore for the project of two 410 t/h recycled fluid bed boiler islands in Guangdong. The project is expected to be completed by October 2011.

2 2010年4月，杭州市劳动模范和模范集体2010年度表彰大会在省人民大会堂隆重举行。杭锅集团於惠民被授予“杭州市劳动模范”荣誉称号，杭锅通用公司技术部被授予“杭州市模范集体”荣誉称号。(如图1)

7 2010年9月，杭锅集团喜获孟加拉国羌得普9E级HRSG订单，这是杭锅集团与中国成达工程有限公司继2003年印尼燃机联合循环电站项目1台9E级HRSG后的再次合作。

2 In April 2010, the 2010 Hangzhou Model Worker and Model Team Commending Ceremony was held in the provincial people's hall. Yu Huiming from Hangzhou Boiler Group was awarded Hangzhou Model Worker and the Technology Department of Hangzhou Boiler Group General Equipment Co., Ltd. was awarded Hangzhou Model Team.(In pictures 1)

7 In September 2010, Hangzhou Boiler Group won an order of 9E HRSG boiler from China Chengda Engineering Co., Ltd. for its project in Bengal. This was the two company's second time cooperation after Hangzhou Boiler Group supplied one 9E HRSG boiler for Chengda Engineering's gas engine combined recycled power station in 2003 in Indonesia.

3 2010年5月，杭锅工业锅炉有限公司总经理叶国华获得杭州市第七届优秀企业家称号。

8 2010年11月，地处崇贤的杭锅集团新工厂举行厂房落成仪式。(如图2,3)

3 In May 2010, General Manager of Hangzhou Boiler Group Industrial Boiler Co., Ltd. Ye Guohua was honored the 7th Hangzhou Excellent Entrepreneur.

8 In November 2011, the Chongxian new factory completion ceremony of Hangzhou Boiler Group was held.(In pictures 2,3)

4 2010年5月，杭锅集团与美国大陆炭黑公司签订了一台73.6T/H炭黑尾气余热锅炉供货合同，此项合同标志着杭锅锅炉首次整体设备进入美国市场。

9 2010年12月，杭锅集团顺利通过A级锅炉制造许可证换证审核。(如图4)

4 In May 2010, Hangzhou Boiler Group signed a contract with American Continental Charcoal Company to supply one 73.6T/H charcoal exhausted gas waste heat boiler. This contract means that Hangzhou Boiler Group is able to export its whole piece equipment to the American market.

9 In December 2010, Hangzhou Boiler Group passed the verification for renewal of A-class boiler manufacturer license.(In pictures 4)

5 2010年6月，杭锅集团与哈尔滨电站工程有限责任公司在浙江西子宾馆签订了“巴基斯坦古杜747MW联合循环电站余热锅炉设备采购合同”，该合同标志着杭锅集团具有绝对优势的9F余热锅炉产品再一次走向国际市场。

10 2010年12月，新世纪能源环保工程股份有限公司成立十周年之际召开客户恳谈会，会议主题定为节能技术以及经验交流。

5 In June 2010, Hangzhou Boiler Group signed a contract with Ha'erbin Power Station Co., Ltd. in Zhejiang Xizi Hotel to supply waste heat boilers for its 747MW combined recycled power station in Pakistan. It was another time for Hangzhou Boiler Group to export its dominant 9F waste heat boiler to the international market.

10 In December 2010, New Century Energy and Environment Protection Engineering Co., Ltd. held a client gathering to exchange energy saving technologies and experiences on its 10th anniversary of company establishment.



商贸与房地产业务群 COMMERCE AND REAL ESTATE BUSINESS UNIT

商贸与房地产业务群是西子联合现代服务业的核心支柱，业务涉及商业零售、酒店经营、住宅和商业地产开发、物业管理等领域。

商贸板块的百大集团旗下拥有浙江百大置业有限公司、杭州百大置业有限公司、杭州百货大楼、杭州大酒店、商居大厦物业管理公司等多家子公司，秉承“创业、诚信、专业、共赢”的核心理念，正致力于发展成为中国最具成长性的现代服务业集团。

西子房产集团目前已成长为杭州房产界举足轻重的企业。2010年，西子房产继续深化与绿城等优秀房产企业的合作。在住宅产品开发上，完成郁金香岸、青山湖玫瑰园等品质项目的交付和紫兰公寓、田园牧歌、西溪海等多个高端新盘的上市，且均取得较好销售业绩。同时西子房产还大力发展工业代建和政府代建项目，通过完成聚英公寓、紫薇公寓等项目的交付和西文社区安置房的开工奠基，打造安居工程精品，取得良好的社会效应。

西子金融是西子联合的资本运作中心，由集团资产管理部和旗下西子典当、西子担保、新世纪租赁、西子保险经纪和汇银小额贷款公司等多家子公司共同组成。自2004年成立以来，西子金融已先后成功入股民生人寿、浙商银行、浙商证券、杭州信托、贝因美等项目，并依托西子联合强大的母体实业背景，专业从事资金融通、风险管理等金融中介服务，致力于成为专业的金融中介服务提供者，为企业发展插上资本的翅膀。

Commerce and real estate business unit is the core of Xizi UHC's business in modern service industry. Its business scope covers commercial retail, hotel operation, residential and commercial property development, and property management.

Baida Group of the commerce unit has subsidiary companies including Zhejiang Baida Real Estate Co., Ltd., Hangzhou Baida Real Estate Co., Ltd., Hangzhou Department Store, Hangzhou Hotel, and Shangju Building Property Management. Insisting on the core concept of enterprising, credible, professional and mutual benefiting, Baida Group is striving to become the fastest growing modern service company.

Xizi Real Estate Group has become an important member in the real estate circle in Hangzhou. In 2010, Xizi Real Estate continued to deepen the cooperation with excellent real estate companies such as Green Town Group. On housing products, the company has delivered to clients high quality housing projects including Tulip Bank and Qingshan Lake Rose Garden, and lauched some new high-end projects such as Purple Orchid Apartment, Tianyuan Pastoral, and Xixi Ocean, which all turned into good sales. At the same time, Xizi Real Estate put great efforts in undertaking industrial construction projects for clients, as well as government construction projects. By delivering Juyin Apartment, and Purple Rose Apartment, and the construction of Xiwen Community Resettlement Housing project, Xizi Real Estate has achieved good social effect with excellent products for projects of affordable housing.

Xizi Finance is the capital operation center of Xizi UHC. It is composed of the Asset Management Department of Xizi UHC headquarter and a couple of member companies, including Xizi Pawn, Xizi Guarantee, New Century Leasing, Xizi Insurance Brokerage and Huiyin Micro-Loan. Since its establishment in 2004, Xizi Finance has successfully acquired shares in companies of Mingsheng Life Insurance, Zhesang Bank, Zhesang Securities, Hangzhou Trust, and Beimgmate. With Xizi UHC's strong industrial background, Xizi Finance has been carrying out financial brokerage services including capital raising, risk management, and is dedicated to becoming a professional provider of financial brokerage services.



商贸与房地产业务群2010年大事记

MAJOR EVENTS OF COMMERCE AND REAL ESTATE BUSINESS UNIT IN 2010

1 2010年1月，百大集团企业标志经过优化后全新亮相，方案在承继集团优良的企业精神的基础上加以创新，同时百大集团网站也做了全新改版。

2 2010年6月，百大集团荣获浙江省服务业百强企业称号，名列中企联发布的2010中国服务业企业500强中第487位。

3 2010年7月，杭州百货大楼北楼加层项目开始施工建设，预计2011年春节完工。加层部分将用作商场，在增加了商场面积的同时也为公司增加了新的利润增长点。

4 2010年，杭州大酒店接待大堂、客房和32楼旋转餐厅经过重新装修，以全新形象开张营业，极大地提升了酒店硬件设施和住宿环境。(如图1)

5 2010年4月，国务院办公厅督查办公室巡视员兼副主任陈建安、督查室处长徐占山、杭州市副市长俞志宏、浙江省建设厅副厅长贾宝林等一行，视察了绿城西子·杭州紫薇公寓。

6 2010年4月30日，杭州市第一批“城中村”改造试点项目——西文社区“城中村”拆迁安置房西文南苑项目举行开工奠基仪式，下城区区委领导、绿城西子集团和绿城集团的公司主要负责人出席了此次奠基仪式。

7 2010年6月至8月，绿城西子·青山湖玫瑰园一期云箏苑、雨铃苑、风笛苑盛大交付，共计62套别墅喜迎业主。(如图2)

8 2010年12月18日，江干科技经济园创业人才和外来务工人员公寓举行交付仪式，首批人才入驻人才公寓。该项目由西子房产开发建设，是杭州市政府重点支持的三个人才居住项目之一，关系到科技经济园区企业发展和人才引进，社会效益巨大。(如图3)

9 2010年4月，经省、市典当行业协会评选，西子典当荣获2009年度“讲诚信，促规范”先进企业。

10 2010年11月，在西子保险经纪公司的协调安排下，生命人寿浙江分公司总经理带领该公司理赔服务团队将西子石川岛10万的重疾理赔款支付给西子联合主管人力资源的副总裁成谦女士。(如图4)

1 In January 2010, Baida Group released its new company logo, which was the result of an innovation on the heritage of good company spirit. At the same time, the company website also adopted a brand new version.

2 In June 2010, Baida Group was awarded Top 100 Service Companies in Zhejiang, and was No. 487 in the list of Top 500 Chinese Service Companies released by Chinese Enterprise Confederation.

3 In July 2010, Hangzhou Department Store started the construction of adding new floors to its North building. The new floors will be used for stores, which will be new profit points for the company.

4 In 2010, Hangzhou Hotel renovated its lobby, guest rooms and 32nd floor rotating restaurant to greatly upgrade the facilities and commodation environment. (In picture 1)

5 In April 2010, Mr. Chen Jian'an, Inspector and Deputy Head of the Supervisory Office under the General Office of the State Council, Office Director Xu Zhanshan, Vice Hangzhou Mayor Yu Zhihong, and Deputy Director of Zhejiang Construction Department Jia Baolin visited Green Town Xizi Purple Rose Apartment.

6 On April 30, 2010, the foundation ceremony of Xiwen South Garden project, which was an urban village resettlement housing project of Xiwen Community, was held. It was the first trial project of urban village transformation in Hangzhou. Leaders of Xiacheng District, Green Town Xizi Group, and Green Town Group attended the ceremony.

7 From June to August 2010, 62 villas of the first phase of Green Town Xizi Qingshan Lake Rose Garden was delivered to clients.(In picture 2)

8 On December 18, 2010, a delivery ceremony was held for the apartment building in Jianggan Science and Technology Economic Park built for startup company talents and migrated workers. The project was undertaken by Xizi Real Estate and was one of the three key housing projects supported by Hangzhou government for talent accomodation. It has great social effect as it will affect the development of the park and the talent recruitment of companies inside.(In picture 3)

9 In April 2010, Xizi Pawn was selected by the provincial and municipal pawn associations as an Advanced Company of Credibility and Standardization.

10 In November 2010, with the coordination of Xizi Insurance Brokerage, the general manager of Life Insurance Zhejiang Branch led the compensation service team to hand over RMB 100 thousand of major disease compensation for Xizi IUK employee to Ms. Cheng Qian, Vice President of Xizi UHC in charge of human resources.(In picture 4)

浙江大学西子研究院 XIZI RESEARCH INSTITUTE OF ZHEJIANG UNIVERSITY

产学研合作的创新模式 科技创新的强劲引擎

AN INNOVATIVE MODE OF COLLABORATION IN PRODUCTION,
ACADEMY AND RESEARCH, A POWERFUL ENGINE FOR
TECHNICAL INNOVATION

2010年5月16日，浙江大学西子研究院在中国工程院常务副院长潘云鹤、浙江大学党委书记张曦以及十数位中国工程院院士的见证下，正式授牌成立。浙江大学西子研究院是浙江大学和西子联合控股有限公司共同组建的、隶属于浙江大学的独立研究院，同时也是省级企业研究院和杭州市院士工作站。

秉持“集思·广益”的核心理念，浙江大学西子研究院将搭建高校与企业之间技术与项目的桥梁，集成社会资源，志在成为国际先进水平的创新基地、一流人才的培养基地、技术创新和集成创新平台、研究成果转化桥梁以及未来产业发展的孵化器，打造具有国际视野、受人尊敬的产业研究院。

目前，浙江大学西子研究院已经与众多国内外一流大学及科研院所展开合作，涉及飞机零部件制造、复合材料、节能与智能建筑、高端机电设备、核能设备、医疗仪器、管理输出等领域，并作为核心层单位与浙江省特种设备检测研究院、浙江大学、中国计量学院等共同建设“浙江省特种设备与能源环保计量行业技术创新服务平台”。



On May 16, 2010, Xizi Research Institute of Zhejiang University was officially established under the witness of Vice President of Chinese Academy of Engineering Mr. Pan Yunhe, Party Secretary of Zhejiang University Mr. Zhang Xi, and a dozen of academicians. Xizi Research Institute of Zhejiang University, jointly established by Zhejiang University and Xizi UHC, was an independent research institute affiliated to Zhejiang University, which is a provincial level enterprise research institute and municipal academician workstation.

Insisting to the core concept of gathering dreams and sharing benefits, Xizi Research Institute of Zhejiang University is dedicated to becoming a respected industrial research institute with international perspective through an innovative cooperative mode with Zhejiang University. It serves as a bridge between university technologies and enterprise projects, integrates social resources, builds itself into an internationally advanced innovation base, a talent cultivation base, a platform of technical innovation and integrated innovation, and a hatching tool for research fruits and future industry development.

At present, the institute has been carrying out broad cooperation with domestic and international first-class universities and research institutes, covering areas including airplane component, composite material, intelligent and energy-saving building, high-end mechanical equipment, nuclear power equipment, medical instruments, management expertise output, etc. In addition, the institute works together with other partners including Zhejiang University, Zhejiang Special Equipment Inspection Research Institute, China Jiliang University and so on to build the Zhejiang Provincial Technical Innovation Service Platform for Special Equipment and Energy and Environment Measuring Industry.



西子联合大学 人才培育的摇篮 XIZI UNITED UNIVERSITY THE BASE OF PROFESSIONAL TALENTS

西子联合大学是西子联合优秀人才的培养中心，是员工技能提高、管理提升的摇篮，更是西子联合优秀文化的孕育和发源地。

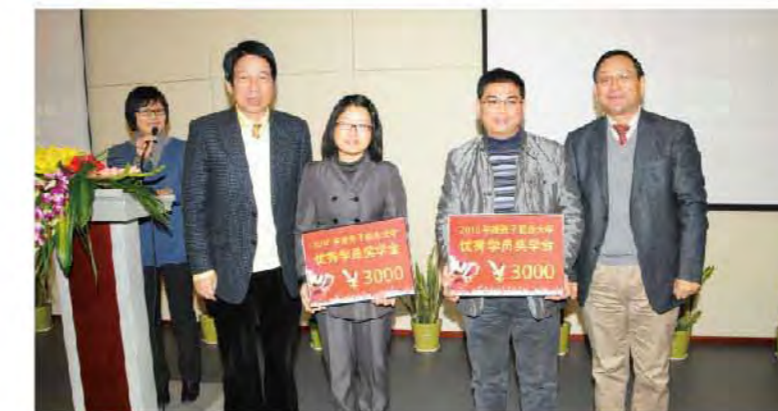
“开放的学习、开放的交流”，西子联合大学面向具有潜力的基层管理者和后备干部，强化精益管理理念，开办通用管理、制造管理、工程服务管理和技术管理等培训课程，针对性地培养学员实践运用能力，提高理论水平和业务素质，先后为集团输送了数百名各类管理人员。

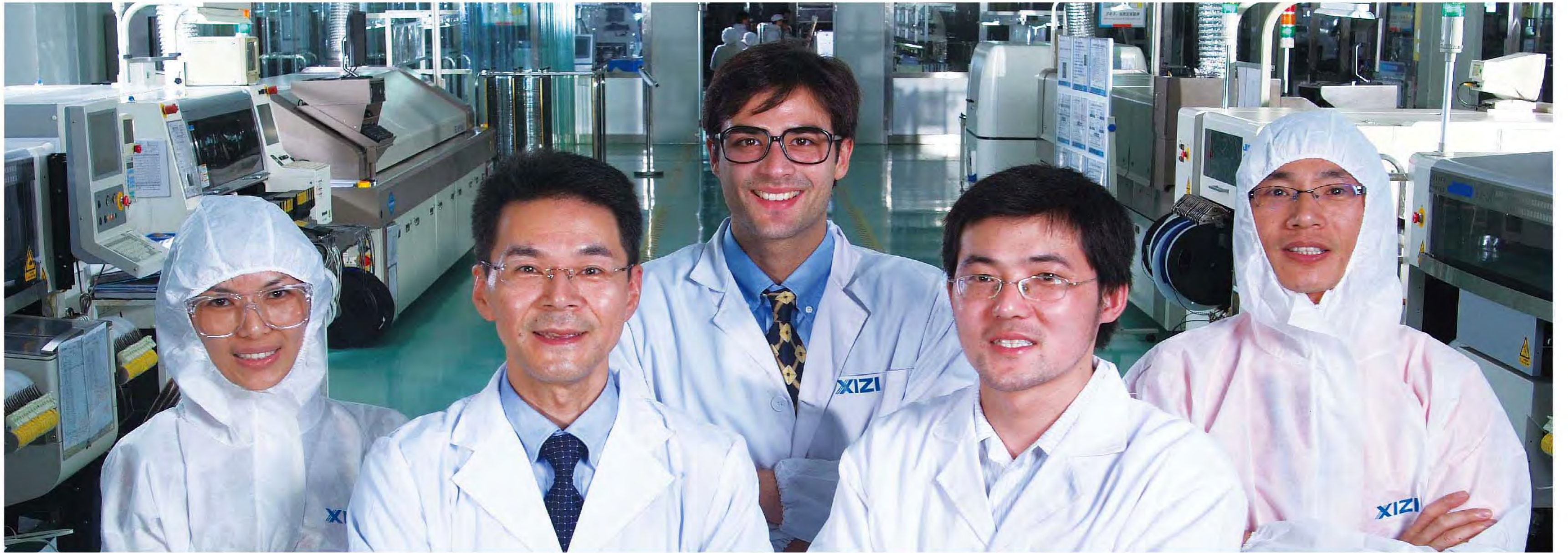
对推崇“合作”的西子联合而言，不同文化的融合形成了独特的企业魅力。西子联合大学积极传播西子文化，多渠道利用内外部培训资源，营造浓郁的学习氛围，增进学员对企业文化的认同。

Xizi United University is the training base to improve the skills and management capabilities of Xizi UHC employees. More importantly, it is the cradle land for the culture of Xizi UHC.

With open learning and open communication, Xizi United University sets up training classes featuring general management, manufacturing management, engineering service management and technical management for junior managers and reserved management personnel to strengthen lean production management philosophy, and to improve the employees' working skills. So far more than one hundred people have graduated from the university.

Xizi UHC values cooperation, and the blending of different cultures forms the unique company feature. By utilizing training resources both inside and outside the company, Xizi United University actively advocates Xizi culture and promotes students' recognition of the company culture. It also invites famous professors from domestic and overseas to open special classes on management and cultural topics, and thus create a good atmosphere of learning.





西子联合控股有限公司
中国杭州庆春东路1-1号, 310016
电话: 86-571-85166111
传真: 86-571-85069729
www.xizihc.com

西子电梯集团有限公司
中国杭州庆春东路1-1号, 310016
电话: 86-571-81028540
传真: 86-571-81028541
www.xizihc.com

杭州锅炉集团股份有限公司
中国杭州市东新路245号, 310004
电话: 86-571-85387288
传真: 86-571-85377420
www.chinaboilers.com

浙江西子联合工程有限公司
中国杭州市江干区九堡镇九华路2号, 310019
电话: 86-571-28172200
传真: 86-571-28908966
www.xiziuec.cn

XIZI UNITED HOLDING CORPORATION
NO.1-1 East Qingchun Road, Hangzhou,
P.R.China 310016
Tel: 86-571-85166111
Fax: 86-571-85069729
www.xizihc.com

XIZI ELEVATOR GROUP CO., LTD.
NO.1-1 East Qingchun Road, Hangzhou,
P.R.China 310016
Tel: 86-571-85387288
Fax: 86-571-85377420
www.chinaboilers.com

HANGZHOU BOILER GROUP CO., LTD.
245 Dongxin Road, Hangzhou,
P.R.China 310004
Tel: 86-571-85387288
Tel: 86-571-28172200
Fax: 86-571-28908966
www.xiziuec.cn

ZHEJIANG XIZI UNITED ENGINEERING CO., LTD.
NO.2 Jihua Road, Jiubao Town, Jianggan District,
Hangzhou, P.R.China 310019
Tel: 86-571-28172200
Tel: 86-571-28908966
www.xiziuec.cn

杭州西子孚信科技有限公司
中国杭州石桥路288号, 310022
电话: 86-571-88139888
传真: 86-571-88139550
www.xizitrust.com

浙江西子富沃德电机有限公司
浙江杭州临安经济开发区南环路55号, 311305
电话: 86-571-63819000
传真: 86-571-61077810
www.hzforward.com

杭州优迈科技有限公司
中国杭州市滨江区滨安路1181号, 310052
电话: 0571-87688688
传真: 0571-87688600
www.hzoptimax.com

浙江西子光电科技有限公司
中国杭州市滨江区滨安路1181号, 310052
电话: 0571-87688721
传真: 0571-87688194
www.xizipto.com

HANGZHOU XIZI TRUST TECH CO., LTD.
288 Shaoqiao Road, Hangzhou,
P.R.China 310022
Tel: 86-571-88139888
Fax: 86-571-88139550
www.xizitrust.com

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浙江大学西子研究院
中国浙江大学紫金港校区月牙楼东四楼, 310058
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传真: 86-28-85887539
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XIZI RESEARCH INSTITUTE OF ZHEJIANG UNIVERSITY
4F, East Crescent House, Zijingang Campus of Zhejiang
University, P.R.China 310058
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FAX: 86-571-86495632
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Tel: 86-571-87630190
Fax: 86-571-87630200
www.xizihc.com

ZHEJIANG GREENTOWN XIZI REAL ESTATE GROUP CO., LTD.
5F, Century Plaza, No.1 Hangda Road, Hangzhou,
Zhejiang, China
Tel: 86-571-87903168
Fax: 86-571-87903155
www.xizihc.com

XIZI FINANCE
NO.1-1 East Qingchun Road, Hangzhou,
P.R.China 310016
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Fax: 86-571-85160120
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