

百年西子
飛越 2009
XIZI UNITED HOLDING CORPORATION

XIZI
UHC

XIZI
UHC

居安思危 科学发展

——2009年册上的开篇致词

2009年是极不寻常的一年，也是颇为精彩的一年。

这一年，金融风暴继续咆哮，多国经济举步维艰，大批企业岌岌可危。我国政府挽狂澜于危机中，出台了四万亿的经济刺激政策，实施积极的财政政策和适度宽松的货币政策，着力扩大国内需求特别是居民消费，加快推动重点产业调整振兴。各国政府也都采取了金融救援措施和经济刺激政策，世界经济似有探底反弹迹象。

这一年，却是西子联合发展最快的一年。坚定信心，蓄势而上，在大家的共同努力下，2009年，我们取得了不错的成绩：营业收入同比增长10%以上；入围中国企业500强；成为中国大飞机项目首批9家一级供应商之一；品质提升效果显著，新事业领域不断开拓等。在这样的宏观环境下还能取得这些成绩，实属不易，我十分感动。

很显然，金融危机的影响还未散去，西子联合还要继续追求更高远的梦想。借今年新画册出刊之际，我谈谈自己的想法：

一、居安思危 未雨绸缪

《左传》有这么一句话：“居安思危，思则有备，有备无患。”今年房地产行业形势火爆，带动电梯行业一派繁荣。我们西子联合意外地发展很快，几乎所有下属公司较去年业绩有较大的提升，看起来十分喜人。但其实这时候，我最感危机。

目前，中国有500多家电梯制造企业，前十多家企业占据了80%市场份额，产能过剩、同质化竞争的现象已经相当严重。危机本来是一次“大洗牌”的过程，会把竞争力弱的电梯企业洗出去，也会逼迫一些本土企业脱胎换骨，浴火重生，成为一流的国际品牌。但现在看起来经济复苏地太快，原来加在企业身上的压力好像都消失了，这很可能会使我们失去警惕性和动力，错过被“逼上梁山”的机会。这就好像一直在喊“狼来了”，但因为这次狼没有来就放松了警惕，等到下一次狼真的来了，那一切都晚了。

不仅电梯行业如此，其他制造行业也类似。长期以来，我们浙江乃至全中国的制造业都以低附加值的劳动密集型产品为主，靠的是价格优势、规模优势。而每次危机后，产业业态、客户需求、竞争格局都会发生重大的变化。在危机过后，以往的优势还能够继续吗？我认为，答案显然是否定的。

居安思危，未雨绸缪。西子联合一定不要被眼前的繁荣景象所陶醉，一定要提前做好充分的准备，迎接后危机时代的新挑战。

二、科学发展 与时俱进

党的第四代领导集体提出了坚持以人为本，树立全面、协调、可持续发展的科学发展观，为我国全面建设和谐社会提供了理论指南。我们西子联合也要坚持以科学发展观为指导思想，在提升品质、转型升级方面做出了不懈的努力。

1、追求“品质创造”，进军高端制造业

改革开放以来的30年，是“以量取胜”的时代。未来30年，必将是“以质取胜”的时代。所以在去年底，我们提出“把产品卖到日本去”，力求用一段时间强化产品品质。现在，我们欣喜地看到，这一年，公司管理层和全体员工的质量意识都有了明显提高，陆续引进了一批日本、台湾专家和内地的高素质人才，还在电梯零部件测试设备上投入上千万元。特别是今年，西子联合进入了中国大飞机项目，这将有助于我们借鉴航空产业的质量体系，也让所有员工进一步提升对品质的重视和认识，推动从“精益制造”向“品质创造”转变，加快向高端制造业进军。

2、坚持节能减排之路，推动低碳经济发展

西子联合早些年就将节能减排、绿色环保作为产业的主导方向，在节能电梯、节能锅炉、节能建筑等方面都取得了较好的成绩。在未来，低碳经济必将渗透到我国工农业生产的各个领域，促进生产生活方式的转变。我们将积极参与和推动低碳经济的发展，为社会提供更多更好的节能减排产品。此外，我们还将紧密关注复合材料等新兴技术领域，为西子联合的可持续发展寻找新的增长点。

3、发展生产型服务业，探索商业模式创新

西子联合转型升级的另一主要战略是向生产型服务业也就是2.5产业进军。我们要改变原来的经营模式和理念，学会提供以技术和知识为基础的服务，学会从单一产品向全面解决方案转变，学会从一次性交易向长期服务方式转变。不断探索商业模式的创新。

今天的西子联合有着坚实的制造业基础，有着一定的资本支持，有着团结的员工队伍，有着优秀的合作伙伴，更重要的是，西子联合依靠着世界制造中心、我们日渐强大的祖国——中国。“寒冬过后满阳春”，我相信，中国经济稳步上升的整体趋势不可阻挡，中华民族的伟大复兴终将实现，“千亿企业，百年西子”的梦想也不会遥远。

西子联合控股有限公司董事长：



Keeping Vigilant, Implementing Scientific Development

Preface to 2009 Brochure

The year 2009 is an unusual year, and also a splendid year.

In this year, the financial crisis continues and the economy in many nations is in difficulty. Lots of companies are at stake. The Chinese government responded to the crisis quickly and positively. A 4 trillion economy stimulus plan was formulated, and proactive fiscal policies and loose monetary policies were carried out to boost the domestic demand, especially consumer demand, as well as to accelerate the process of adjusting and developing the major industries. Many other nations' governments also took economy rescue measures and stimulus policies. Now the world economy is showing signs of coming back.

However, the year 2009 witnesses the fast growth of Xizi UHC. With firm determination and good momentum, we have collaboratively made outstanding achievements. The sales revenue increased by 10% in 2009; Xizi UHC went into the list of Top 500 Chinese Enterprises; Xizi UHC became one of the first 9 suppliers for China's large aircraft project; remarkable quality improvement has been obtained; and new business areas are being explored. These achievements are especially precious in this unfavorable macro-economic situation.

It is easy to see that the impact of the financial crisis has not cleared off, and Xizi UHC shall never stop pursuing higher and bigger goals. Taking this opportunity, I would like to share with you some of my thoughts.

Firstly, keep vigilant in peace time and always prepare for bad time.

There is one aphorism in an ancient Chinese book named Zuozhuan: awareness of danger at safe time makes one prepared, which in turn secure his safety. In 2009, the real estate industry embraced very strong sales, which spurs the prosperity of the elevator industry. Because of this, Xizi UHC experienced a fast unexpected growth. Almost all subsidiary companies achieved big sales increase. All these appear to be quite encouraging. But it is crisis that I feel the most at this time.

There are more than 500 elevator companies in China at present, with the largest 10 ones occupying 80% of the market share. Production over capacity and homogenous competition has become a very serious issue. The crisis would have been a reshuffle process with less competitive companies being eliminated by the market and some local companies being forced to change thoroughly and become a first-class international brand. However, the recovery is taking place too fast, which seems to have alleviated the pressure on the companies. This will make us lose the vigilance and motivation to become a better company. It is like sending a false alarm. People tend to lose the vigilance when the alarm is found not to be true. However, real danger will come once we lose our vigilance.

This problem is not for elevator industry alone, but for many other manufacturing industries too. For a long time, the manufacturing industries in Zhejiang and in China focus on labor intensive low value added products. Our advantage is on low cost and large scale production. After each crisis, the industry format, customer need, and competition layout will all have significant changes. So, can the old advantage last long? I don't think so.

It is very wise to be vigilant and prepare for bad time. Xizi UHC shall not be content with the present prosperity, and must make good preparation for the challenges in the post-crisis era.

Secondly, Implement Scientific Development and Advance with the Times

The fourth leading group of the Chinese Communist Party puts forward the scientific development view which stresses on people first, and development in a comprehensive, harmonious and sustainable way. It gives theoretical guide to our cause of comprehensively building a harmonious society. Using the scientific development view as our guiding principle, Xizi UHC is putting great efforts in product quality improvement, and industry transformation and upgrade.

1. Pursuing quality creation and entering into high-end manufacturing.

In the 30 years after reform and opening up, our economy grows mainly in quantity. In the next 30 years, it must grow in quality. That is why we set our goal at the end of last year to sell our products to Japan, as a method to strengthen product quality. Now we are very glad to see that the quality awareness has been improved quite much in both management group and all other employees. Many experts and high quality talents have been introduced to Xizi UHC from Japan, Taiwan and China mainland. We also have invested tens of millions on elevator component testing equipments. Especially, we entered into the China large aircraft project in 2009. By borrowing the quality system of aviation industry, it will help us further uplift our employees' understanding and view on quality, push forward the transformation from lean production to quality creation, and accelerate our march to the high-end manufacturing.

2. Sticking to the road of energy conservation and emission reduction, pushing forward the development of low carbon economy

Xizi UHC put energy conservation, emission reduction and environmental protection as the direction of industry development a few years ago, and has made good achievements on producing energy saving elevators, boilers and buildings. Low carbon economy will certainly penetrate into each and every field of our industries and agriculture, and change the way we produce and live. Xizi UHC will actively participate in low carbon economy and push forward its development by producing more and better energy saving and emission reducing products. Moreover, we will keep close watch on new technologies such as composites, in order to find new growth points for the sustainable development of Xizi UHC.

3. Developing productive service industry and exploring new business models.

Another major strategy for Xizi UHC's transformation and upgrade is to enter the productive service industry, which is also called the 2.5 industry. We shall change our old business models and philosophy to be able to provide technology and knowledge-based services, change from providing individual products to providing comprehensive solutions, and change from one-time deal to long time service.

Today, Xizi UHC has obtained a solid base in manufacturing, some strength in capital support, a united employee group, and excellent business partners. More importantly, Xizi UHC is rooted in China, a country which is becoming much stronger and is now the center of world manufacturing. Warm spring will be all around after cold winter leaves. I believe the rise of Chinese economy is an inevitable trend, the grand rejuvenation of Chinese nation will ultimately come true, and the dream of Xizi UHC becoming a long lasting company with 100 billion revenue shall not be far.

Chairman of Xizi UHC
Wang Shuifu

西子联合介绍

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、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。2009年集团业绩再创新高，营业收入达138亿元。

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！

Introduction to Xizi UHC

Headquartered in Hangzhou, Zhejiang province, Xizi UHC is a large enterprise group that span across multiple industries, with manufacturing as the core. The businesses include elevator and elevator components, boiler, parking system, crane, steel structure, real estate, commerce, finance and investment. In 2009, Xizi UHC is listed as one of the Top 500 Chinese Enterprises. The sales revenue reaches 13.8 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 United Mansion.

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!



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、蓄电池系统等六项高效的节能再生技术，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“绿色建筑和低能耗建筑十佳设计项目”。

Xizi UHC Mansion uses six 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.

我们的产业

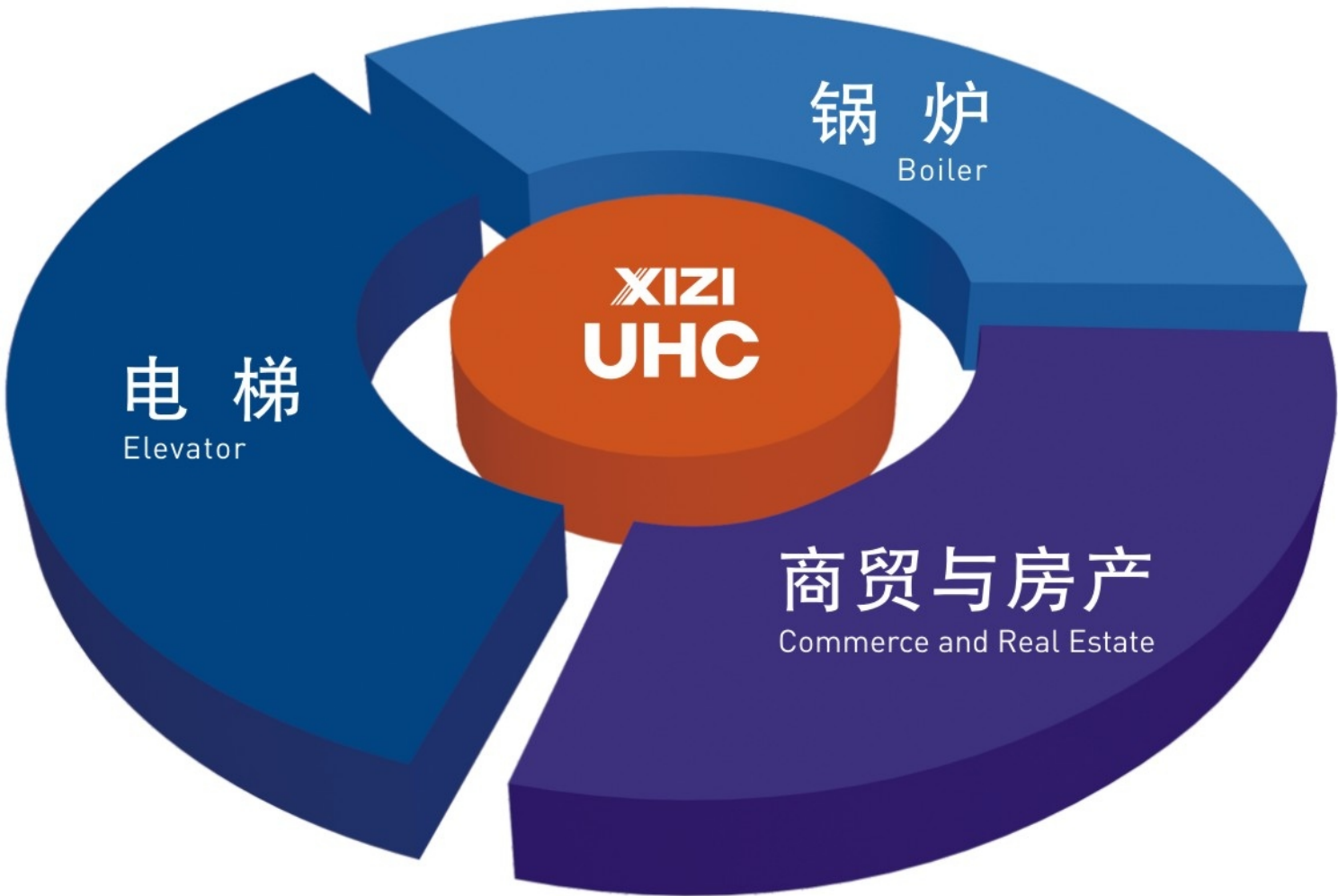
西子联合拥有电梯、锅炉、商贸与房产三大业务群，涵盖电梯及电梯部件、锅炉、立体车库、起重机、钢构、房产、商业、投资等多个领域，成员包含西子奥的斯、西子石川岛等与全球500强合资的企业，以及杭锅集团、西子孚信、西子富沃德、优迈科技、杭州起重机械等专业领域领先企业。

Our Businesses

Xizi UHC consists of three major business units of elevator, boiler and commerce and real estate, covering industries of elevator and elevator component, boiler, 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 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。

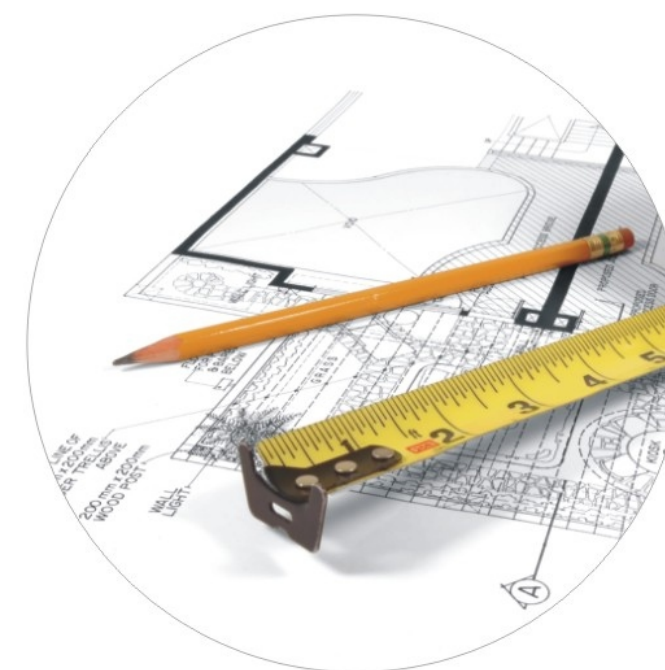
人是一切创造力的原点，在创新过程中，我们必须真正实现以人为本，尊重个人价值，激发想象力，释放其潜能。

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，持续提升产品质量和管理能力，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

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，西子联合率先向社会发布了国内首份民营企业社会责任报告，提出发展、环境、诚信等九大社会责任，号召全体员工“为国家富强、为社会和谐、为企业健康”共同携手，开创西子联合的百年伟业，并为国家强盛、社会和谐做出自己的贡献。

A pioneer in corporate social responsibility

Xizi UHC attaches great importance to corporate social responsibility. In February 2007, Xizi UHC released the first corporate social responsibility report among all Chinese private companies. It puts forward nine major social responsibilities, including development, environment, credibility, and so on. It calls for all employees to work hand-in-hand for a stronger nation, a more harmonious society and a healthier company.

九大社会责任

Nine Social Responsibilities

发展—承担企业健康、持续发展，为国家经济建设作贡献的责任
Company development – We shall ensure the healthy and continuous development of our company to make contribution to our country's economic construction.

诚信—承担诚信经营，生产高品质产品，为社会大众服务的责任
Business credibility – We shall enforce good credibility in business operation and produce high quality products to serve the general public.

守法—承担遵守国家法律法规，遵守商业道德，交纳税款的责任
Law observation – We shall strictly observe laws and regulations in all our activities and practice good business ethics.

资源—承担节约资源，发展绿色、节能、环保产品的责任
Resource conservation – We shall develop energy saving and environment friendly products to conserve the limited resources.

环境—承担保护环境和维护自然和谐的责任
Environment protection – We shall protect our environment and build a more harmonious relation with nature.

文化—承担保护和继承社会文化遗产的责任
Culture reservation – We shall inherit and protect our historical culture heritage.

慈善—承担扶贫济困和发展慈善事业的责任
Charity cause – We shall make our contribution to the elimination of poverty and the development of charity causes.

就业—承担为员工提供就业和完善的薪酬福利体系的责任
Employee care – We shall provide good career opportunities and complete benefits to our employees.

安全—承担保护员工合法权益、人身安全和职业健康的责任
Job safety – We shall ensure occupational safety and health and protect all legal rights for our employees.

西子联合的 2009

2009，席卷全球的金融风暴，
给中国经济带来严峻挑战，
危机来势汹汹，
中国企业如何应对？

面对日渐低迷的市场形势，
西子联合坚定信心，迎难而上，
在危机中寻找转机，积极应对。
抓住国家产业发展机遇，
努力实现产业升级。

“从地下钻，到天上飞”，西子梦圆，
“节能减排、低碳经济”，西子领航，
西子联合从“中国制造”向“中国创造”大步迈进。

当寒冬退去、经济回暖之际，
西子联合以不断刷新的业绩，勇攀事业高峰。
从危机中走来，
历经风雨的磨砺，
才使“百年西子”更加成熟和壮丽！



Xizi UHC in 2009

The financial storm swept across the globe in 2009, brought enormous challenge to Chinese economy. How shall Chinese companies cope with it? Facing the dim market situation, Xizi UHC has firm determination. It is actively searching opportunity out of the crisis, By grasping the opportunity together with the national industry development, Xizi UHC endeavors to achieve industry upgrade. From going down under the earth to going up in the sky, Xizi UHC's dream comes true. In the energy conservation and emission reduction industry, Xizi UHC is a pioneer. Xizi UHC is marching forward from Chinese manufacturing to Chinese creation. When the winter recedes and recovery takes place, Xizi UHC is reaching higher and higher goals. Going through the financial crisis and the hardship, Xizi UHC will become more mature and closer to its goal of a long-lasting Xizi UHC.

冲出风暴 勇攀事业高峰

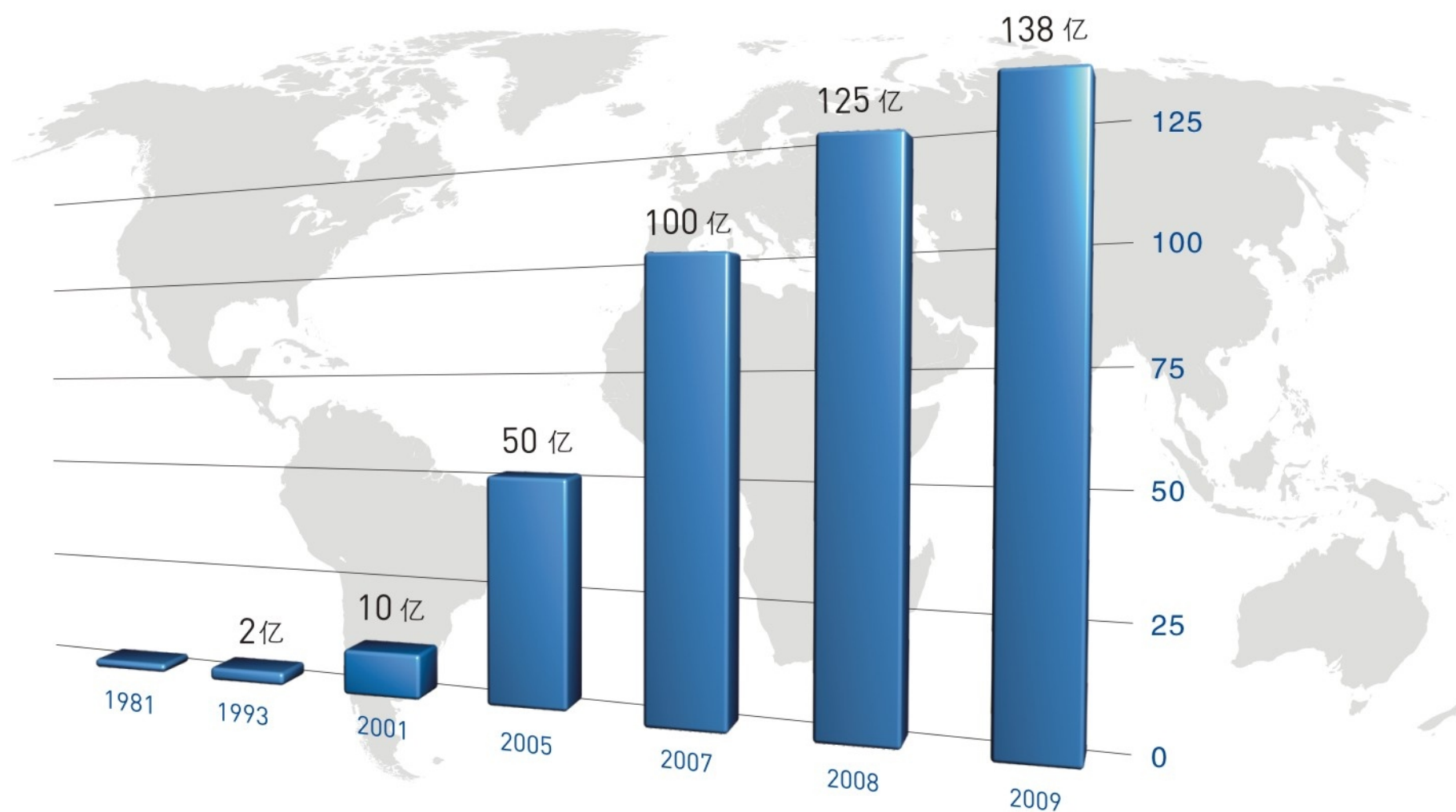
Get away from the storm
reach for higher goals

公司业绩再创新高

Xizi UHC achieved higher performance in 2009.

2009公司实现营业收入**138亿元**

The sales revenue of Xizi UHC in 2009 reaches 13.8 billion.



TOP 2009年度大事件 Top Events in 2009

- TOP01** 实践科学发展观 节能减排获高层认同
Implementation on Scientific Development View and Achievement in Energy Conservation and Emission Reduction
- TOP02** 凌云壮志 梦圆大飞机
Entering into Aviation by Supplying Components for Large Aircraft
- TOP03** 西子联合荣登中国企业500强
Xizi UHC Entering into the List of Top 500 Chinese Enterprises
- TOP04** 西子电梯集团确立新战略
Xizi Elevator Group Formulating New Strategy
- TOP05** 百大集团成功实现战略转型
Baida Group Successfully Realizing Strategic Transformation
- TOP06** 研发创新出佳绩 技术成果新突破
Outstanding Achievements in Research and Development and Big Breakthrough in Technology Innovation
- TOP07** 践行社会责任 促进和谐发展
Implementing Social Responsibility, Promoting Harmonious Development
- TOP08** 文化活动 精彩纷呈
Diversified Cultural Activities
- TOP09** 传递关爱 惠泽社会
Passing Love and Giving Back to Society
- TOP10** 西子房产打造品质生活
Xizi Real Estate Building Quality Life



4月26日，江泽民同志视察西子联合，参观了杭锅集团自主开发的高效节能减排产品
On April 26, Mr. Jiang Zeming inspected Hangzhou Boiler Group and its independently developed high efficient energy conserving and emission reducing products.

实践科学发展观 节能减排获高层认同

西子联合努力实践科学发展观，加强自主创新，大力开发、推广节能减排产品应用，积极探索产业升级道路。西子联合的成功经验得到了党和国家领导人的充分肯定，继2007年胡锦涛总书记来访后，江泽民、张德江、俞正声等领导人先后莅临调研指导，并期望西子联合在节能减排领域再接再厉，作出新的贡献。

Implementation on Scientific Development View and Achievement in Energy Conservation and Emission Reduction

To implement scientific development view, Xizi UHC greatly strengthens independent innovation, develops and promotes the use of energy conserving and emission reducing products, and actively explores industry upgrade. The successful experience of Xizi UHC was highly recognized by party and state leaders. After the visit by General Secretary Hu Jintao in 2007, Mr. Jiang Zeming, Mr. Zhang Dejiang, and Mr. Yu Zhengsheng came to Xizi UHC at different time in 2009 for research and survey. They encouraged Xizi UHC to make continuous efforts and bigger achievement in the cause of energy conservation and emission reduction.



3月31日，国务院副总理张德江视察西子联合并题词“节能减排，西子先行”给予肯定
On March 31, Vice Premier Zhang Dejiang inspected Xizi UHC and gave a high praise that "Xizi UHC is a pioneer in energy conservation and emission reduction".



8月25日，上海市委书记俞正声一行考察西子联合并深入了解公司生产、研发和管理环节
On August 25, Mr. Yu Zhengsheng, Party Secretary of CPC Shanghai Committee visited Xizi Otis and studied the production, R&D, and management of the company.



西子联合董事长王水福参观上海飞机制造厂
Xizi UHC Chairman Wang Shuifu visited Shanghai Aircraft Company



5月26日，西子联合总裁陈夏鑫代表西子联合与中国商飞签署MOU
On May 26, Xizi UHC President Chen Xiaxin signed MOU with COMAC

凌云壮志 梦圆大飞机

航空制造业是现代先进技术的高度集成，大飞机项目是中国装备制造业发展史上的里程碑。因此，西子联合参与大飞机项目，是响应国家号召，以民营企业的雄心壮志投身航空产业、期望以己之微薄力量实现产业报国的实际行动。

5月26日，中国商用飞机有限公司在上海举行盛大的中国大型客机C919机体供应商谅解备忘录（MOU）签署仪式，西子联合最终成为首批九家入选中国大飞机机体供应商中唯一的民营企业。

9月1日，西子联合大飞机项目机加基地完成布置并投入试运行，该基地将为上飞、沈飞等航空制造企业配套生产飞机的零部件。空客母公司EADS中国区采购副总监刘长忠一行考察该基地，并欢迎西子联合为空客做配套加工生产。11月15日，基地成功试制出波音飞机零件，并通过上飞质量检测。

9月16日，沈阳西子航空产业有限公司成立，公司主营航空科技开发、飞机零部件制造和销售。10月28日，第一件数控加工产品成功问世，该产品是西子为沈飞配套生产的塞思纳L162运动型飞机的操纵杆支架。

西子联合将“举全公司之力，聚全公司之智”，朝着“航空品质西子造”目标稳步前行，开始了助力中国大飞机早日翱翔祖国蓝天的新征程。

Entering into Aviation by Supplying Components for Large Aircraft

BAviation manufacturing industry highly integrates modern advanced technologies. The large aircraft project is a milestone in China's equipment manufacturing industry. Xizi UHC's participation into the large aircraft project is an active action taken by a private company to answer the nation's call and make contribution to the development of China's aviation industry.

On May 26, a grand MOU signing ceremony was held in Shanghai by COMAC (Commercial Aircraft Corporation of China) with airframe suppliers of China's large aircraft C919. Xizi UHC is the only private company among the first batch of nine airframe suppliers.

On September 1, Xizi UHC's large aircraft machine processing base completed preparation and started trial operation. The base will manufacture machine processing pieces of aircraft components to supply to aircraft manufacturing companies including Shanghai Aircraft Company, Shenyang Aircraft Company, and so on. Mr. Liu Changzhong, Vice Procurement Director of EADS, the mother company of Airbus, visited the base and expressed his hope that Xizi UHC manufacture aircraft components for Airbus. On November 15, components for Boeing aircraft were successfully manufactured and passed the quality check by Shanghai Aircraft Company.

On September 16, Shenyang Xizi Aviation Industry Co., Ltd. was established, specialized in aviation technology development, and aircraft component manufacturing and sales. On October 28, the first numeric control processed product was finished, which was a control lever bracket for Cessna L162 sports aircraft that Xizi supplied to Shenyang Aircraft Company.

By uniting the force of the whole company and combining the wisdom of all people in the company, Xizi UHC is steadily marching toward the goal of reaching aviation quality, and is making its own contribution to the early launch of Chinese large aircraft into the sky.



6月26日，中国商用飞机副总经理贺东风(左三)亲自带队到西子联合考察，对公司精益管理非常赞赏
On June 26, Mr. He Dongfeng, Vice General Manager of COMAC led a team to visit Xizi UHC and praised highly on Xizi UHC's lean production management.



11月19日，西子联合董事长王水福与中航工业总经理林左鸣共同出席由中企联和美国《商业周刊》联合主办的2009全球CEO年会
On November 19, Xizi UHC Chairman Wang Shuifu attended 2009 CEO Forum with Mr. Lin Zuoming, General Manager of AVIC (Aviation Industry Corporation of China). The forum is co-organized by Chinese Enterprise Confederation and Business Week.



9月6日，西子联合董事长王水福出席2009中国企业500强发布暨中国大企业高峰会，并做专题演讲
Xizi UHC Chairman Wang Shuifu attended 2009 China's Top 500 Enterprises Release Conference, China Corporations Summit and delivered a topic speech.

西子联合荣登中国企业500强

9月5日，由中国企业联合会、中国企业家协会评选《2009中国企业500强》排行榜在杭州发布，西子联合名列中国企业500强榜单的第469位，这是西子联合首次跨入中国企业500强行列。西子联合还同时入围了《2009中国制造业500强》、《2009中国大企业集团500强》和《浙江省百强企业》榜单。

Xizi UHC Entering into the List of Top 500 Chinese Enterprises

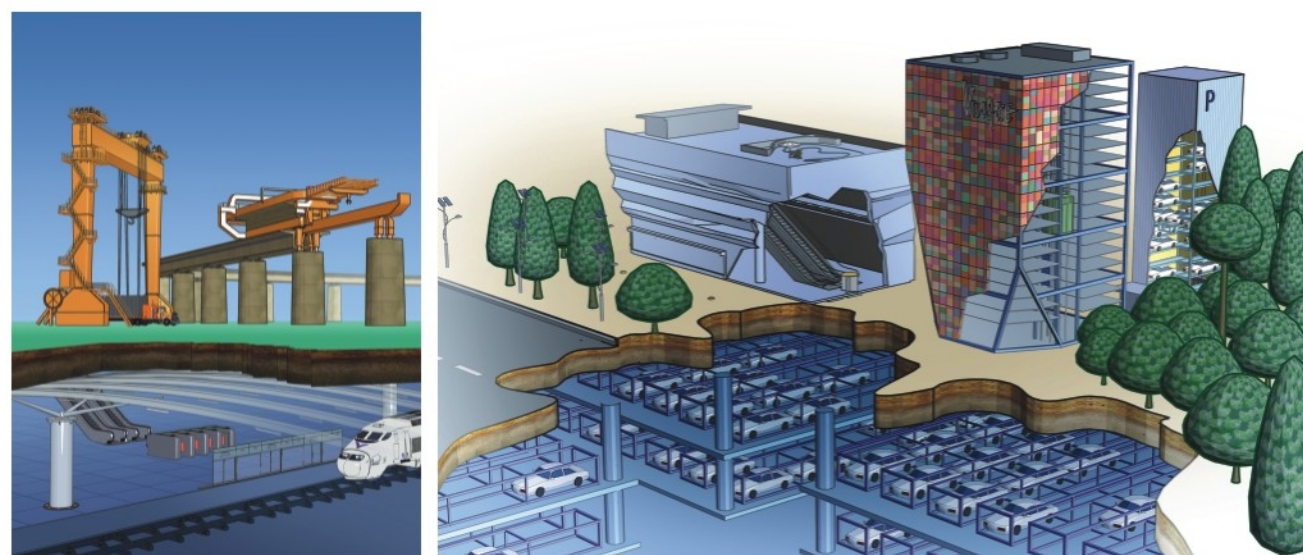
On September 5, the List of Top 500 Chinese Enterprises in 2009 was released in Hangzhou by Chinese Enterprise Confederation and Chinese Entrepreneurs Association. Xizi UHC entered into the list for the first time and was ranked No. 469 of Top 500 Chinese Enterprises in 2009. At the same time, Xizi UHC entered in the lists of Top 500 Chinese Enterprises in Manufacturing Industry in 2009, Top 500 Large Enterprise Group in 2009 and Top 100 Enterprises in Zhejiang.



西子电梯集团确立新战略

从市场和客户需求出发，西子电梯集团依据专业化管理原则进行了战略梳理，对相关、相近产业进行了业务重组。未来的电梯集团将从单一的产品提供商逐步转变为整体解决方案提供商，大力发展大轨道交通、节能楼宇、停车投资产业等新事业，形成电梯部件和重工两大板块的双核驱动专业化管理模式。

电梯业务群未来将向着资本化、国际化的方向不断进行整合发展。围绕核心产品，推动产业转型升级，从产品导向转变为市场导向，通过加强研发投入、关注品质提升，实现资源共享及各项管理优化。



Xizi Elevator Group Formulating New Strategy

In line with market and client needs, Xizi Elevator Group re-considered its strategy against the principle of professionalization management, by re-organizing its businesses according to industry relativity. In the future, Xizi Elevator Group will transform from providing individual products to providing comprehensive solution, and put great efforts in new businesses such as rail transportation, energy saving building, parking industry and so on. Xizi Elevator Group will have two core businesses of elevator component and heavy industry.

The elevator sector will go forward in the direction of capitalization and internationalization. Based on core products, Xizi Elevator Group will carry on industry transformation and upgrade, transform from product orientation to market orientation, optimize resource sharing and other management practices through putting more investment in research and development and attaching more importance to quality improvement.



钢构项目(图1)、电梯主机(图2)、塔式立体车库(图3)、抓斗式卸船起重机(图4)
Steel structure (1), elevator machine (2), parking system (3), crane (4)

百大集团成功实现战略转型

百大集团成功实现战略转型，明确了从商贸百货向房地产、商业贸易、酒店业、金融投资等现代服务领域转变，确立了以商业地产为核心业务，以商贸运营和酒店连锁为周边业务，以金融投资为支持业务，有重点、有节奏地协同、持续、整体发展的新时期战略发展目标。

10月27日，浙江百大置业有限公司以26.5亿元的总价，成功竞拍取得杭州市江干区庆春广场西侧的杭政储出[2009]60号地块，成为百大置业取得的首块建设用地。百大置业将携手国际一流设计、运营团队，将庆春广场项目建设成集购物中心、精品主题酒店、高端酒店式公寓为一体的城市商业综合体，成为杭城标志性建筑之一。



百大集团座落于武林商圈核心地段
Baida Group is located at the center of Wulin commercial area in Hangzhou.



Baida Group Successfully Realizing Strategic Transformation

Baida Group has successfully transformed from commerce and general merchandise to modern service businesses such as real estate, commerce and trade, hotel, and finance and investment. It has formulated the new strategy which puts commercial real estate as the core business, commerce operation and chain hotel as the peripheral business, and finance and investment as supporting business.

On August 27, Zhejiang Baida Real Estate Co., Ltd. won the auction for the land at the west side of Qingchun Square in Jianggan District, Hangzhou, with a total price of 2.65 billion. As the first piece of land it has got, Baida Real Estate will work together with world-class design and operation teams to build the Qingchun square project into a commercial urban complex consisting of shopping mall, classical theme hotel, and high-end hotel apartment, and one of the symbolic buildings in Hangzhou.

研发创新出佳绩 技术成果新突破

杭锅集团再次承接国家大型核电项目，开工制造价值1.8亿元的阳江核电站工程常规岛加热器设备。本次中标的阳江项目是杭锅集团自主研发、设计、制造的第一个核电项目，对杭锅集团进军核电领域具有重要意义。(如图1)

优迈科技工业设计团队勇攀高峰，两款新型电梯召唤盒荣获工业设计界的最高奖项德国IF设计大奖。(如图2\3)

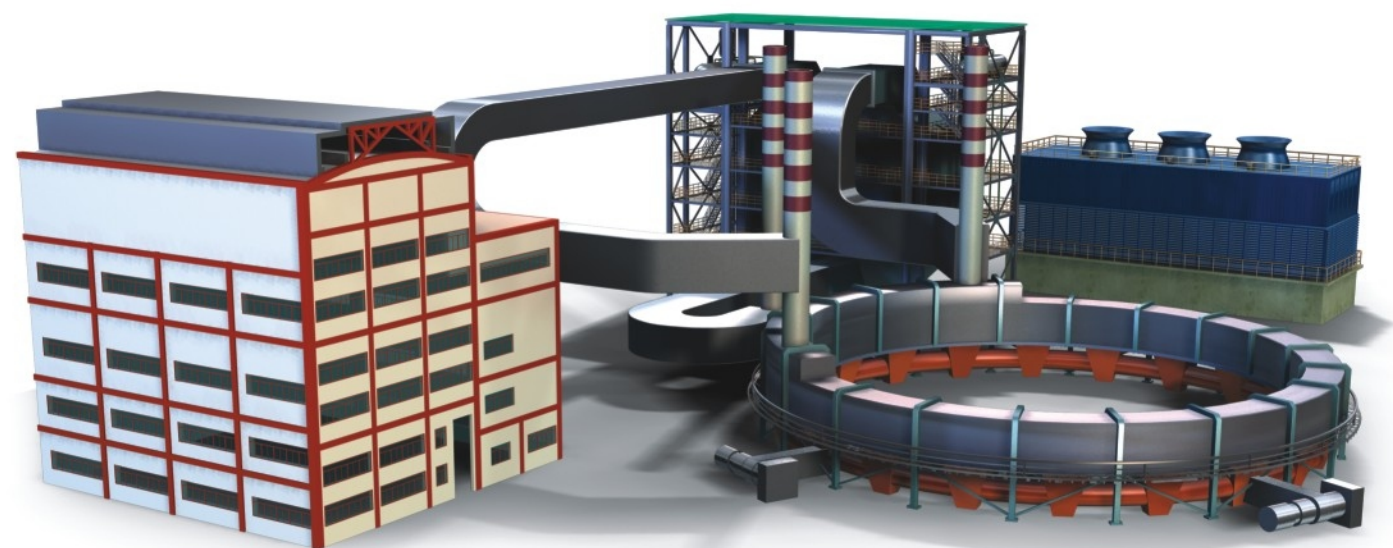
西子石川岛SHP（塔式）超高速高层立体停车设备通过杭州市国内首套重大技术装备和关键零部件产品认定。

杭起成功签定国内首台镍铁冶炼高精度定位起重机供货协议，标志着杭起正式进入冶金铸造行业高端起重机制造领域。

西子奥的斯电梯安全钳升级行动受国家质检总局肯定，被认为在电梯企业中具有示范引导作用，有利于促进电梯行业产品质量安全标准的提升。

西子富沃德技术专利申请传佳绩，申请专利43项，其中发明专利9项，已获得授权专利25项。

西子光电陆续研发成功未来三大主体产品——LED轿厢照明、LED商业照明、LED道路照明灯具。(如图4)



Outstanding Achievements in Research and Development, and Big Breakthrough in Technology Innovation

Hangzhou Boiler Group won the bid of conventional island heater equipments for Yangjiang nuclear project valuing at 180 million. It is the second time for Hangzhou Boiler Group to carry out a large national nuclear power project, and the first time to be responsible for R&D, design and manufacturing, which has significant meaning for its entry into the nuclear power field (in picture 1).

Two new models of elevator calling board designed by the industrial design team of Optimax Technology won the Germany IF Design Award, the top award in industrial design field (in pictures 2, 3).

Xizi IUK SHP Super High Speed High-Rise Parking System (tower shape) passed the accreditation for the first domestic major technological equipment and key parts in Hangzhou.

Hangzhou Hoisting Machinery signed purchase contract of the first high-precision positioning crane in China for ferronickel smelting. This marks Hangzhou Hoisting Machinery's entry into manufacturing of high-end crane in the smelting and founding industry.

Xizi Otis' action on upgrading the elevator safety gear was highly praised by General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China. It is regarded as a good model in the elevator industry to improve the elevator quality and safety standards.

Xizi Forward made 43 patent applications, among which 9 are invention patent applications, and 25 patents have been granted.

Xizi Photoelectric successfully developed through products that will be widely used, i.e. LED elevator car light, LED commercial light and LED street light (in picture 4).

践行社会责任 促进和谐发展

11月18日，由杭州市政府主办、西子联合旗下浙江三农物流有限公司和市农办、拱墅区政府共同承办的杭州市优质农产品展示展销中心隆重开业。西子联合将以“我的信念、您的信赖、他的信心”为核心理念，全力打造“亿家信”的优质农产品品牌，在绿色生态农产品与市民需求之间搭建专业的供销平台，向广大市民提供健康、放心的食品，为杭州不断提升城市生活品质添砖加瓦，同时为促进农民增收致富发挥积极作用。(如图1)

7月30日，浙江三农物流有限公司杭州农副产品配送中心工程开工建设，标志着西子联合正式启动农产品储藏保鲜、加工包装、物流配送体系的建设，以信息化推动现代农村产业供应链管理的形成，打造国际水准的多功能物流基地。

8月26日，西子健康办公室成立。该办公室旨在通过“健康帮帮”网及健康服务团队为西子员工提供健康资讯、围诊咨询、就诊帮助、医疗资源协调、健康管理、健康教育等一系列以健康为目标的服务，打造维护健康的“人生4S店”。

12月18日，由西子电梯集团作为主发起人的杭州市江干区汇银小额贷款股份有限公司正式开张营业。该公司秉持“汇银贷款，帮助成长”的经营理念，致力于通过提供专业金融服务、传播优秀管理理念和方法，帮助企业成长。(如图2)



优质农产品展销中心现场实景
A view in the Hangzhou High Quality Agricultural Products Exhibition and Sales Center



技术人员对蔬菜进行检测
A professional person is testing vegetables

Implementing Social Responsibility, Promoting Harmonious Development

On November 18, the grand opening ceremony of Hangzhou Hight Qulity Agricultural Products Exhibition and Sales Center was held. The center is organized by Hangzhou municipal government, and co-operated by Zhejiang Sannong Logistics Co., Ltd. under Xizi UHC and Hangzhou Municipal Office for Agriculture and Rural Works, and Gongshu District Government. With the core philosophy of “my belief, your trust and his confidence”, Xizi UHC is dedicated to building a trustworthy brand of high quality agricultural products and creating a platform to bring high quality agricultural products to customers. By providing healthy and reliable foods to citizens in Hangzhou, Xizi UHC is working hard for improving the living quality in Hangzhou and for helping the farmers to have higher income (in picture 1)

On July 30, Hangzhou Agricultural and Sideline Product Dispatching Center of Zhejiang Sannong Logistics Co., Ltd. started construction. This indicates that Xizi UHC has commenced the system construction of storing, fresh keeping, processing, packaging and dispatching agricultural product. Xizi UHC aims to push forward the supply chain management of agricultural products by using information technology, and to build a world-class multifunctional logistics base.

On August 26, Xizi UHC Health Office was established. The health office aims to provide health related services for Xizi UHC employees through a special health website and a team, including health information, diagnosis consultancy, assistance in seeing a doctor, medical reource cordination, health management, health education and so on. It is building a health care 4S shop of life.

On December 18, Hangzhou Jianggan Huiyin Small-Sum Loan Co., Ltd. offically started operation. Xizi Elevator Group is the main initiator. With the operation philosophy of helping enterprises to grow, the company will provide professional financial services, as well as good management mehods and practices to the clients.



文化活动 精彩纷呈

“坚定信心、蓄势而上”，2009西子联合新春团拜会振奋人心。(如图2)

7月3日，西子联合在余杭良渚召开2009“危机、时机、转机”半年度交流会，会议坚定信心，统一思想，明确金融危机的应对策略。(如图1)

9月25日，西子联合举行“家西子、悦中秋”联谊晚会，邀请新员工参与管理层互动交流，更快融入西子大家庭。(如图3)

11月14日，西子联合举行主题为“活力西子、绿动青春”2009运动会，各公司高管及员工1000多人参加了此次运动会。(如图4)



Diversified Cultural Activities

Under the theme of “firm determination to go up with good momentum”, Xizi UHC new year gathering inspires all members (in picture 2).

On July 3, the 2009 half year meeting was held in Liangzhu, Yuhang District with the theme of “crisis and opportunity”. This meeting reinforced the member's confidence, united the thoughts, and formulated measures to cope with the financial crisis (in picture 1).

On September 25, Xizi UHC held the Mid-Autumn Festival party, in which newly joined employees were invited to interact with the management members for them to better understand and get involved in the Xizi family (in picture 3).

On November 14, the “energetic Xizi UHC, athletic youth” 2009 sports meeting was held. More than 1000 Xizi UHC employees including senior management staff attended the sports meeting (in picture 4).



传递关爱 惠泽社会

企业的发展，离不开各界的厚爱与支持，西子联合对此满怀感恩之情，积极回馈社会，至2009年累计捐款达**三千万元**，同时通过“送温暖”慰问、技术支持、结对帮扶、爱心献血等多种形式，热心参与各项公益事业，尽已所能为社会谋福祉。

1月，西子联合党政工团召开一线员工慰问座谈会，发起“同心促发展，奋力渡难关”倡议书，百大工会与市财贸旅游工会一起探望了生活困难职工，并送上生活用品及慰问金。(如图3)

6月，西子石川岛24小时服务热线积极响应江干区巾帼建设活动协调小组号召，与淳安坑下村罗建花等困难妇女结成帮扶对子。(如图2)

8月21日，“温暖2009，生命因你而延续”西子联合无偿献血活动热烈举行，137名员工经体检合格献血30800毫升，西子人用充满爱心的热血筑起一道道生命的保护线。(如图1)



西子联合志愿者服务队
Xizi UHC volunteers team



Passing Love and Giving Back to Society

The development of an enterprise will not be possible without the care and support from the society. Xizi UHC always feels grateful and actively gives back to the society. The total amount of donation by Xizi UHC has reached 30 million in 2009. And at the same time Xizi UHC also carries out many other kinds of public welfare activities, including extending help to people in need, offering technical support, donating blood and so on.

In January, the party committee, executive management and labor union of Xizi UHC held a meeting to extend greetings for the first line employees and made the proposal calling for all employees to focus on development and strive to overcome the difficulty. The labor union of Baida Group join the unions of Hangzhou Finance, Trade and Tourism Bureaus to visit employees who are in financial difficulty, and offer them daily necessities and monetary assistance (in picture 3).

In June, the team of 24 hour service hotline in Xizi IUK responded actively to the call of Jianggan Women Activity Program by helping Ms. Luo Jianhua and other women who are in financial difficulties in Kengxia village in Chun'an (in picture 2).

On August 21, the blood donation activity was held with the them of "life continues because of you" in which 137 employees donated 30800ml of blood, which will be used for saving life (in picture 1).

西子房产打造品质生活

8月至9月间，西子房产在杭州土地出让市场上积极参与竞拍，先后获得杭政储出[2009]26、29、41号地块。这3个地块都为城区住宅用地，地理位置优越。目前公司已对应各个地块成立了建墅、御园、建园项目公司，定位设计等工作已紧锣密鼓展开，预计2010年后向社会推出精品房产。西子房产在土地储备上的投入，充分显示了公司在房地产业精耕细作的决心。



绿城西子·青山湖玫瑰园实景图
A real picture of Qingshan Lake Rose Villa by Green Town Xizi



绿城西子·锦兰公寓效果图
Effect drawing of Orchid Apartment by Green Town Xizi

Xizi Real Estate Building Quality Life

During the period from August to September, Xizi Real Estate Company were very active in the Hangzhou land market. It bought three pieces of land which are for urban residential purpose and are in very good location. Three project companies have been set up and related work including design and market analysis are being carried out at a fast pace. It is expected that high quality real estate products will be ready for public purchase in the year 2010. The big investment on the land fully shows Xizi Real Estate Company's determination to put on continuous efforts in the real estate industry.

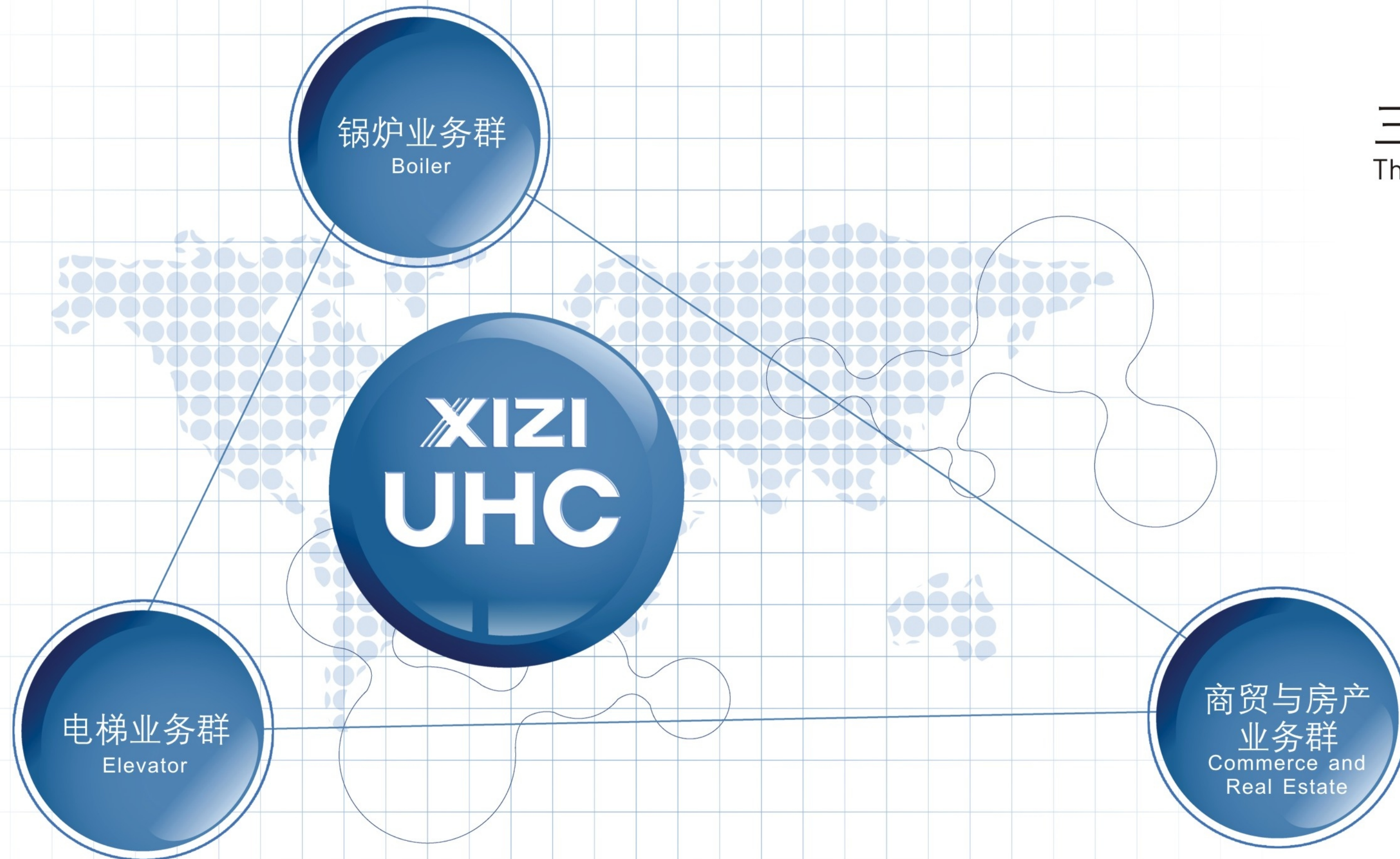


绿城西子·婆娑桥项目效果图
Effect drawing of Shapaoqiao Project by Green Town Xizi



绿城西子·海棠公寓效果图
Effect drawing of Crab Apple Apartment by Green Town Xizi

三大业务群 Three Business Units





持续上升的电梯业务群

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4年保持中国节能电梯市场第一位。

除电梯整机外，电梯板块还包括电扶梯主机、门机、控制系统、装潢系统等产品，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。

Continuously Rising Elevator Business Unit

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 4 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2009年大事记

- 5月14日，吕祖善省长、金德水副省长一行莅临西子富沃德视察、指导工作。(如图1)
- 6月，西子孚信与三星集团签订战略合作协议，凭借各自在轨道项目上的技术与生产制造优势实现强强联合，把握中国轨道交通大发展的机遇，积极开拓市场。(如图2)
- 6月，杭起与浙江同力重型机械制造有限公司在杭州签定200t桥机项目采购合同；与华东电网有限公司新安江水利发电厂签订两台“新安江电厂主厂房200t/30t/5t双梁桥式起重機改造”合同；9月，杭起与福建鼎信集团成功签定高精度定位起重機订货合同。
- 8月11日，优迈科技的新款召唤盒XHB6-A、XHB7-A荣获德国IF设计大奖，这是中国电梯界首获此项殊荣。
- 8月26日，绿城集团-西子奥的斯电梯采购战略合作启动暨绿城新疆百合公寓电梯签约仪式在乌鲁木齐举行，此次合作将开启绿城集团与西子奥的斯电梯战略合作的新篇章。(如图3)
- 2009年度西子重工承建的“大型燃气蒸汽发电生产基地及大型汽轮余热锅炉联合厂房钢结构工程”获得中国建筑优质工程“钢结构金奖”称号。
- 8月28日，奥的斯全球副总裁Vincent Della Valle和全球采购副总裁Mirko Lange一行考察西子孚信。(如图4)
- 10月，西子石川岛SHP（塔式）超高速高层立体停车设备通过“杭州市国内首台（套）重大技术装备和关键零部件产品”认定。
- 10月，西子富沃德成功研发国内首创的7m/s高速电梯主机。
- 10-12月，西子光电陆续研发成功LED轿厢照明、LED商业照明、LED道路照明灯具。



Major Events in Elevator Business Unit in 2009

- On May 14, Zhejiang Provincial Governor Lv Zhushan, and Vice Governor Jin Deshui inspected Xizi Forward (in picture 1).
 - In June, Hangzhou Xizi Trust Tech signed strategic cooperation agreement with Samsung Group to jointly explore the opportunities in China's rail transportation development by combining the respective technology and manufacturing advantages on rail transportation area (in picture 2).
 - In June, Hangzhou Hoisting Machinery signed a purchase contract of 200-ton bridge crane with Zhejiang Tongli Heavy Machinery Manufacturing, and a contract with Xin'anjiang Water Power Plant under East China Grid Company Limited, for the reconstruction of two 200t/30t/5t double girder bridge cranes used in the main plant room. In September, Hangzhou Hoisting Machinery signed a contract with Fujian Dingxin Group for high precision positioning crane.
 - In August 11, two elevator calling boards XHB6-A and XHB7-A designed by Hangzhou Optimax Tech won the Germany IF Design Award, the first time in Chinese elevator industry.
 - On August 26, Kicking Off Ceremony of Elevator Purchase Strategic Cooperation between Green Town and Xizi Otis, i.e. Elevator Purchase Contract for Green Town Jinjiang Lily Apartment Project was held in Wulumuqi. It opens a new chapter for the strategic cooperation between Green Town Group and Xizi Otis Elevator (in picture 3).
 - The steel structure project for combined factory of large gas steam power generation base and large turbine waste heat boiler won the Golden Steel Structure award, a title for excellent quality project in construction in China.
 - On August 28, Vice President of Otis Worldwide Vincent Della Valle and Vice President of Procurement Mr. Mirko Lange visited Hangzhou Xizi Trust Tech (in picture 4).
 - In October, Xizi IUK SHP Super High Speed High-Rise Parking System (tower shape) passed the accreditation for the first domestic major technological equipment and key parts in Hangzhou.
 - In October, Xizi Forward successfully developed the first 7m/s elevator machine in China.
- From October to December, Xizi Photoelectric successfully developed LED elevator car light, LED commercial light and LED street light.



锅炉业务群2009年大事记

- 1月20日，浙江西子联合工程有限公司与中天钢铁集团有限公司签订低温余热利用发电工程总承包合同，总价为1.445亿元，项目内容包括一套补汽凝汽式汽轮发电机组，三台双压余热锅炉，一台燃气过热锅炉。
- 2月26日，广东核电阳江项目开工会在杭锅举行，标志项目进入实施阶段。该项目是杭锅集团继1998年为岭澳核电项目成功配套辅机产品后再一次进入核电领域，同时也是第一个由杭锅集团自主研发、设计并制造的核电辅机项目。
- 4月17日，杭锅承接、工程公司总包设计的邯郸烧结机余热发电BOT项目开始并网发电。这是杭锅集团承建的第一个BOT项目，对提升杭锅的市场地位具有很大的战略意义。（如图1）
- 5月1日，浙江西子联合工程有限公司签订鞍钢股份鲅鱼圈钢铁分公司烧结环冷机余热蒸汽发电工程总承包合同，总价1.358亿元。（如图2）
- 7月18日，杭州杭锅工业锅炉有限公司与河北迎新玻璃集团有限公司签订行唐项目（2X7.5MW）玻璃窑余热发电总承包合同，此项目是工锅今年承接的最大玻璃窑总包项目。此次与玻璃行业巨头河北迎新签约对于杭锅今后在玻璃窑余热发电领域的发展具有巨大的推动作用。
- 8月4日，杭锅正式签订了上海临港燃气电厂一期工程项目4台9F级燃机HRSG（余热锅炉）供货购销合同。该项目合同总价达3亿多元，标志着杭锅在该领域的市场领先地位得到进一步巩固。到目前为止，杭锅共计销售9F级燃机余热锅炉达32台之多。
- 8月8日，首台“西子号”盾构机完成南京地铁1标段掘进工作，10月底转苏州地铁施工。（如图3）
- 9月4日，杭锅集团签订阿曼SALALAH燃机联合循环电站项目的5台6FA级燃机HRSG（余热锅炉）供货合同，标志着杭锅在该领域的国际地位得到了进一步提高。
- 10月14日，杭州新世纪能源环保工程股份有限公司获得“焚烧炉炉排的机械补偿装置”发明专利证书。（如图4）
- 10月28日，杭锅承办了由中国电机工程学会燃气轮机发电专业委员会主办的“大型燃气轮机余热锅炉用户学术研讨会”。
- 12月5日，华电威海2x9E HRSG余热锅炉供货合同在杭锅签约，至此杭锅拿到了2009年中国市场上所有的大型HRSG燃机余热锅炉项目，进一步巩固了行业龙头地位。

Major Events in Boiler Business Unit in 2009

- On January 20, Zhejiang Xizi United Engineering signed a general contract with Zhongtian Steel Group for a low temperature waste heat power generation project, with a total value of 144.5 million. This project consists of one set of steam turbine power generator, three dual pressure waste heat boilers and one gas boiler.
- On February 26, the project commencement meeting was held in Hangzhou Boiler Group for the Yangjiang Nuclear Power Plant Project in Guangdong. It is the second time for Hangzhou Boiler Group to enter the nuclear power field after it successfully supplied auxiliary equipments for the Ling'ao Nuclear Power Project in 1998. It is also the first nuclear auxiliary project that Hangzhou Boiler Group independently carries out research, development, design and manufacturing.
- On April 17, a BOT project of Handan sintering waste heat power generation, which is generally contracted to Hangzhou Boiler Group and is designed by Zhejiang Xizi United Engineering, started power generation and transmission to the grid. As the first BOT project of Hangzhou Boiler Group, it has significant strategic meaning to improve Hangzhou Boiler Group's market position (in picture 1).
- On May 1, Zhejiang Xizi United Engineering signed a general contract with Bayunquan of Ansteel for sintering cooler waste heat steam power generation, at a total contract value of 135.8 million (in picture 2).
- On July 18, Hangzhou Boiler Group Industrial Boiler signed a general contract with Hebei Yingxin Glass Group for the Xingtang 2X7.5MW glass furnace waste heat power generation project. It is the largest general contract project in glass furnace for Hangzhou Boiler Group Industrial Boiler in 2009. Hebei Yingxin Glass Group is a giant in glass furnace industry and this contract will have significant impact on Hangzhou Boiler Group's business development in waste heat power generation in glass furnace industry (in picture 2).
- On August 4, 2009, Hangzhou Boiler Group signed a sales contract of four 9F HRSG boilers with Shanghai Lingang Gas Power Plant for its first phase project. The total amount of the contract exceeded RMB300 million, indicating that Hangzhou Boiler Group got another firm step forward in the market position in this field. So far, Hangzhou Boiler Group has sold as many as 32 units of 9F class gas turbine waste heat boilers.
- On August 8, the first Xizi tunnel shield completed the digging work for the first section in Nanjing subway, and was moved to Suzhou subway at the end of October (in picture 3).
- On September 4, Hangzhou Boiler Group signed a sales contract of five 6FA gas turbine HRSGs for the combined cycle power plant in Salalah of Oman. It indicates that Hangzhou Boiler Group has further strengthened its leading position in the international market in this field.
- On October 14, Hangzhou New Century Energy Environmental Protection Engineering was granted the invention patent certificate for machinery compensation device for grate furnace (in picture 4).
- On October 28, the "User Symposium of Large Gas Turbine Waste Heat Boiler" was held by Hangzhou Boiler Group, under the organization of Gas Turbine Power Generation Special Committee under Chinese Society of Electric Engineering.
- On December 5, Hangzhou Boiler Group signed a sales contract with Jiangsu Huadian Qishuyan Power Generation Co., Ltd. for 2 x 9E HRSG waste heat boilers. With this contract, Hangzhou Boiler Group has got all the contracts for large HRSG waste heat boilers in China in 2009, and the leading position in the market is further strengthened.

能量强劲的锅炉业务群

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，取得良好开局。

Strong Momentum in Boiler Business Unit

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 subway system and nuclear power, and a good beginning has been achieved.



商贸与房地产业务群2009年大事记

- 1月22日，百大集团召开2009年第一次股东大会和六届五次董事会，会议选举徐刚先生为集团董事长。
- 3月，绿城西子·南通如东湖畔居春晓苑B苑组团集中交付(如图1)；11月，绿城西子·郁金香岸G3#楼集中交付，收房率100%。
- 6月8日，西子房产与宋都房产就桐庐项目签署合作开发协议，杭州大奇山郡实业有限公司正式挂牌成立。(如图2)
- 6月16日，成都孚信科技项目一期工程正式开工，标志着西子联合在中国西南的产业布局迈出了坚实的一步。
- 6月20日，位于海宁连杭经济开发区内的西子重工新工厂3号厂房如期上梁，标志着西子联合绿色节能产业基地即将顺利落成。
- 8月至9月间，西子房产陆续拿下杭政储出[2009]26、29、41号地块，预计于2011年向社会推出精品房产。
- 8月20日，优迈科技滨江二期工程竣工验收顺利完成，该项目的建设为优迈产能扩大奠定了良好基础，也为西子联合旗下其他基建工作积累了宝贵经验。
- 10月份，杭州大酒店按具有“杭州文化特色”的主题商务酒店定位开始进行装修改造。整个工程预计2010年春节前完成。
- 10月20日，绿城西子·锦兰公寓开盘销售，当日销售率达88.7%；12月5日，绿城西子·海棠公寓开盘，当天销售率达99%。(如图4)
- 10月29日，百大集团在杭州大酒店举行主题为“我们在一起”的二十周年庆典活动，公司高管在庆典活动中向全体员工描绘公司未来的发展蓝图。(如图3)
- 10月，浙江百大置业有限公司以26.5亿元的总价拍得位于杭州市江干区庆春广场西侧的杭政储出（2009）60号地块，这是公司战略转型以来取得的第一块建设用地。



Major Events in Commerce and Real Estate Business Unit in 2009

- On January 22, Mr. Xu Gang was elected as the Board Chairman of Baida Group on the first shareholder meeting in 2009 and the fifth meeting of the sixth board of directors.
- In March, apartments in Chunxiao Yuan section B of Nantong Rudong Lake Bank project developed by Green Twon Xizi were handed over to clients (in picture 1). In November, apartments in G3 building of Tulip Garden were all handed over to and accepted by clients.
- On June 8, Xizi Real Estate signed joint development agreement with Dongdu Real Estate. Hangzhou Daqishanjun Industrial Co., Ltd. was officially established (in picture 2).
- On June 16, the first phase of Chengdu Trust Tech project started. It is a firm step for Xizi UHC's industrial layout in Southwest China.
- On June 20, No.3 factory shop of Xizi Heavy Industry's new plant in Haining economic development zone completed construction. It will serve as the base of green energy industry base.
- From August to September, Xizi Real Estate obtained three pieces of land through public bidding. Classical real estate products on these three projects are expected in the year 2011.
- On August 20, the second phase project of Hangzhou Optimax Tech in Binjiang completed and passed acceptance inspection. This project laid a solid foundation for the capacity expansion of Optimax, as well as got valuable experience for other infrastructure work under Xizi UHC.
- In October, Hangzhou Hotel started renovation to build itself into a business hotel with Hangzhou cultural features. The whole project will be expected to be finished by 2010 spring festival.
- On October 20, Orchid Apartment Project of Green Town Xizi started public sales and the sales rate reached 88.7% on the day. On December 5, the Crab Apple Apartment started public sales and the sales rate reached 99% on the day (in picture 4).
- On October 29, the 20th anniversary celebration with the theme of "we are together" was held in Hangzhou hotel, in which the senior management showed a grand blueprint of Baida Group's future development to all employees (in picture 3).
- In October, Zhejiang Baida Real Estate won the auction with a total price of 2.65 billion Yuan for the piece of land at the west side of Qingchun Square in Jianggan District. This is the first piece of land that Zhejiang Baida Real Estate has obtained since the reformation of company strategy.

繁荣兴盛的商贸与房地产业务群

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。

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，以“为全社会创造和谐商业空间；为合作者创造共赢利益空间；为公众创造人性化生活空间”为企业使命，致力于发展成为中国最具成长性的现代服务业集团。

西子房产集团于2004年6月正式成立，目前已成长为杭州房产界举足轻重的企业。2009年西子房产深耕细作，成绩斐然，郁金香岸、锦兰公寓、海棠公寓、青山湖玫瑰园、德清百合公寓、南通如东湖畔居、三水公寓等多个项目持续旺销，销售额远超年度计划。

西子房产秉承“合作重于竞争”的理念，继续深化与房产标杆企业的合作。在原有与绿城、金成、金都的合作平台之上，2009年西子联合与绿城再度牵手，成立浙江西子绿城房产集团，多个项目都将在这个平台上运作，力争为城市创造更多美丽。

Prosperous Commerce and Real Estate Business Unit

The commerce and real estate business unit is the core of Xizi UHC's modern service business, covering commercial retail, hotel operation, residential and commercial real estate development and property management.

The subsidiary companies of Baida Group include Zhejiang Baida Real Estate, Hangzhou Baida Real Estate, Hangzhou Department Store, Hangzhou Hotel, and Shangju Building Property Management. With entrepreneurship, credibility, professionalism and common benefit as the core value, and with the mission to create a harmonious commerce environment for the society, a commonly beneficiary environment for partners, and an individualized living environment for the public, Baida Group is dedicated to becoming the fastest growing modern commercial group in China.

Xizi Real Estate Group was established in June 2004, and has now become one of the major players in Hangzhou housing market. The year 2009 witnesses Xizi Real Estate's intensive work and outstanding achievements. Strong sales have been achieved in many projects, including Tulip Bank, Orchid Apartment, Crab Apple Apartment, Qingshan Lake Rose Garden, Deqing Lily Apartment, Nantong Rudong Lake Bank Apartment, and Sanshui Apartment. The total sales revenue has far exceeded the yearly plan.

Sticking to the philosophy that cooperation is preferred to competition, Xizi Real Estate Group continues the cooperation with leading companies in the real estate industry. Besides the existing cooperation with companies of Green Town, Jincheng and Jindu, Xizi Real Estate joined hands with Green Town for the second time to establish Zhejiang Xizi Green Town Real Estate Group. More real estate projects will be carried out in this platform to build a better city.

西子联合投资 助推主营业务快速成长

西子联合通过建立专业化、市场化的投资管理和资产运作平台，孵化和培育有发展前景的前沿产业，有力地助推电梯、锅炉和商贸与地产三大主营业务群做强做大。

西子联合投资主要依托集团强大的母体实业背景，专业从事资金融通、财务咨询、资本运营、风险管理等金融服务。西子联合投资由集团投资发展部和旗下杭州西子典当有限责任公司、杭州西子担保有限公司、杭州新世纪租赁有限公司、杭州西子保险经纪有限公司、杭州江干区小额贷款有限公司等多个子公司共同组成。

作为西子联合的资本运作中心，西子联合投资凭借着敏锐而准确的价值发现、判断能力，积极进行股权投资。西子联合先后参股浙商银行、浙商证券、杭工商信托、民生人寿、贝因美、杭州银行等企业，均获得良好收益。

2009年，西子担保积极响应政策号召，践行社会责任，推出多种切实有效的措施，缓解中小企业融资难的问题。西子典当在全行业不景气的形势下，积极拓展新业务模式，开发了小额房产、小额车辆典当业务，取得初步成果。



汇银小额贷款新业开张
Opening ceremony of Huiyin Small-Sum Loan Co., Ltd.



Xizi UHC Investment Supporting the Fast Growth of Main Business

By establishing a professional and marketized investment management and operation platform, Xizi UHC incubates and foster promising frontline industries to strongly support the growth of the main business units of elevator, boiler and commerce and real estate.

Under the powerful industrial background of Xizi UHC, Xizi UHC investment focuses on financing services such as capital raising, financial consultancy, capital operation, risk management and so on. Xizi UHC investment consists of the Investment Department in Xizi UHC headquarter and subsidiary companies include Hangzhou Xizi Pawn Co., Ltd., Hangzhou Xizi Guarantee Co., Ltd., Hangzhou New Century Lease, Hangzhou Xizi Insurance Brokerage, and so on.

As the capital operation center of Xizi UHC, Xizi investment actively carries out equity investment with its capability of value discovery and judgment. So far, Xizi UHC has made equity investment on financial institutions and companies including China Zhesang Bank, Zhesang Securities, Hangzhou Industrial and Commercial Trust, Mingsheng Life Insurance, Beingmate and Bank of Hangzhou, and has been enjoying good gains.

In 2009, Xizi Guarantee actively responds to the government's call to implement corporate social responsibility. It formulates practical and effective measures to alleviate the difficulty of small and medium-sized enterprises in fund raising. In the slack situation of the pawn industry, Xizi Pawn has been actively exploring new business models including small-sum pawn businesses using property or vehicle, and has made some preliminary achievements.



西子研究院

科技创新的强劲引擎

做为西子联合重要的研发引擎，西子研究院致力于通过与浙江大学产学研合作开发的工作模式，以及与国内外其他知名院校的合作，集成社会资源，占领技术制高点，进行前瞻性的研究开发，提升企业自主创新能力。

目前，西子研究院已经与众多国内外优秀大学及科研院所展开合作，涉及飞机零部件制造、复合材料、锅炉、压力容器、环保设备、地铁盾构机、太阳能屋面、质子交换膜、高速电梯主机、风力和油田电机、储能电池、塑料改性技术、水务等众多领域，并与浙江省特种设备检测研究院等单位共同筹建了“浙江省特种设备与能源环保计量行业技术创新平台”。

西子研究院的核心理念是“集思·广益”，这也是西子联合“汇聚梦想、分享成长”思想的体现，西子研究院将与所有伙伴共同分享合作成果。

Xizi Research Institute, a Powerful Engine for Technical Innovation

As the important engine for the scientific research and development of Xizi UHC, Xizi Research Institute is dedicated to improving the company's independent innovation capability by carrying out research and development work of advanced technologies through cooperate with Zhejiang University and other famous universities in China and around the world, and through integration of useful social resources.

Xizi Research Institute is now in cooperation with excellent universities and scientific research institutes in China and overseas, covering various fields including aircraft component, composite material, boiler, pressure container, environmental protection devices, tunnel shield, solar energy roof, proton exchange film, high speed elevator machine, wind power and oil field electrical motor, energy storage battery, plastic modification technology and so on. The institute has worked together with Zhejiang Special Equipment Inspection Institute and other organizations to establish the Zhejiang technology innovation platform for special equipment, and energy and environmental protection measurement industry.

The core philosophy of Xizi Research Institute is to draw all good ideas from everyone, which is the reflection of Xizi UHC's motto of gathering dreams and sharing growth. Xizi Research Institute will share the fruits with all partners.



西子研究院座落于浙大紫金港校区内
Xizi Research Institute is located in
Zijingang campus of Zhejiang University



9月，西子研究院参加香港航空展
Xizi Research Institute attended Asian Aerospace
Expo in Hongkon in September 2009



西子研究院香港航空展位
Booth of Xizi Research Institute in Asian
Aerospace Expo

西子联合大学

人才培育的“黄埔军校”

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“黄埔军校”，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，先后为集团输送了一百多名管理人员。

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, the Talent Base of Xizi UHC

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.



西子联合大学开学典礼
Opening ceremony of Xizi United University



西子联合大学开学典礼
Opening ceremony of Xizi United University



西子联合大学09级学员毕业答辩
Graduate dissertation of 2009 class

飞翔·信心

御风而翔

西子联合信心满怀

对更高目标的追求和奋斗

成为企业高效率成长

高层次发展的不竭动力

西子联合业已成为令人瞩目的行业典范

他的行为准则为业内同仁所推崇

运用超前理念

整合优势资源

实现完美价值

……

百年西子
更臻辉煌





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