

(2) . Analysis of production and sales volume

√ Applicable □Not applicable

Main products	Unit	Production volume	Sales volume	Inventory quantity	Increase/decrease in production over the previous year (%)	Increase/decrease in sales volume over the previous year (%)	Increase/decrease in inventory over the previous year (%)
Boom type aerial work platform	Unit(s)	6,038	6,516	1,969	0.75	18.65	-19.53
Scissor-type aerial work platform	Unit(s)	36,725	37,023	15,117	-13.04	-13.54	-1.93
During the reporting period, the Company adjusted its product structure in accordance with the market demand and increased the production and sales of boom-type aerial working platforms.							
Mast-type aerial working platform	Unit: 10,535	10,535	9,709	4,462	42.25	28.89	22.72

(3) . Fulfilment of material purchase contracts and material sales contracts

□ Applicable √ Not applicable

(4) . Cost analysis table

Sub-industry situation							
Sub-industry	Cost component items	Amount for the current period	Proportion of current period to total costs (%)	Amount for the same period last year	Percentage of total costs for the same period last year (%)	Percentage change of current period's amount over the same period of the previous year (%)	Description
Industrial	Direct Materials	4,144,552,102.94	87.14	3,341,798,772.93	85.92	24.02	Mainly attributable to the increase in sales volume of boom-type products. Mainly due to the increase in sales of jib products.
	Manufacturing costs	236,251,609.98	4.97	205,102,184.75	5.27	15.19	Mainly attributable to the increase in sales volume of boom-type products, depreciation expenses, leasing expenses and consumption of machinery and materials. Direct labour
	Direct labour	185,960,756.50	3.91	127,698,865.22	3.28	45.62	Mainly attributable to the increase in staff remuneration and the acquisition of CMEC during the reporting period, which resulted in the increase in staff remuneration. Power and fuel
	Power and fuel	45,828,950.09	0.96%	37,807,539.62	0.97	21.22	Mainly attributable to the increase in sales of boom products.
	Others	143,551,881.34	3.02	177,060,710.90	4.55	-18.93	Mainly attributable to the decrease in freight charges. Mainly due to the decrease in freight costs.
By product							
By product	Cost components	Amount for the current period	Percentage of total cost for the current period (%)	Amount for the same period last year	Percentage of total costs for the same period last year (%)	Percentage change of current period's amount over the same period of the previous year (%)	Description

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	Direct labour	78,385,280.11	3.80	57,511,796.66	3.30	36.29	Mainly attributable to the increase in staff remuneration and the acquisition of CMEC during the reporting period, which resulted in the increase in staff remuneration. Power and Fuel
	Power and fuel Power and fuels 16,211,571.90	16,211,571.90	0.79	14,234,040.02	0.82	13.89	Mainly attributable to the increase in power and fuel costs as a result of the increase in sales volume. Other than the above
	Other	67,628,206.07	3.28	72,661,578.96	4.17	-6.93	Mainly attributable to the decrease in freight charges Mainly due to the decrease in freight charges.
Scissor-type aerial work platforms	Direct Materials 1,968,932,463.88	1,968,932,463.88	88.66	1,611,999,720.64	87.04	22.14	Mainly attributable to the increase in sales volume of large-sized shear The increase was mainly due to the increase in the sales volume of large-sized shear forks.
	Manufacturing costs	93,457,952.45	4.21	82,268,133.75 4.44	4.44	13.60	Mainly attributable to the increase in sales of large-sized scissors and forks and the increase in depreciation expenses, rental expenses and consumption of machinery and materials. Direct labour
	Direct labour	73,563,568.69	3.31	50,190,176.46	2.71	46.57	Mainly attributable to the increase in staff remuneration and the acquisition of CMEC during the reporting period, which resulted in the increase in staff remuneration. Power and fuel
	Power and fuel	21,417,480.59	0.96	18,079,854.22	0.98	18.46	This was mainly due to the increase in sales of large-sized scissors and a slight increase in the proportion of power and fuel. Other
	Others: 63,337,015.97	63,337,015.97	2.85	89,422,649.96	4.83	-29.17	Mainly attributable to the decrease in freight charges The decrease was mainly attributable to the decrease in freight charges.
Mast-type aerial work platforms	Direct Materials	374,393,432.23	79.25	223,020,183.68	75.83	67.87	Mainly attributable to the increase in sales volume Manufacturing costs
	Manufacturing costs	43,210,019.71	9.15	30,626,143.76	10.41	41.09	Mainly attributable to the increase in sales volume, depreciation expenses, rental expenses and consumption of machinery and materials. Direct labour
	Direct labour	34,011,907.70	7.20	19,996,892.10	6.80	70.09	Mainly attributable to the increase in staff remuneration and the acquisition of CMEC during the reporting period, which led to the increase in staff remuneration. Power and Fuel
	Power and fuel Power and fuel	8,199,897.60	1.74	5,493,645.38	1.87	49.26	Mainly attributable to the increase in power and fuel as a result of higher sales volume. Other
	Others: 12,586,659.	12,586,659.30	2.66	14,976,481.98	5.09	-15.96	Mainly attributable to the decrease in freight charges Cost analysis