

implemented 24 measures under the "Eight Major Initiatives" for fundamental safety governance to enhance intrinsic safety levels. Strengthened talent and cultural foundations through transformation, recruiting 1,244 seasoned professionals with expertise in "five specialisations" and deploying 1,055 personnel to strategic emerging industries and overseas frontline operations.

In 2024, XCMG secured its sixth consecutive year on the "World's 500 Most Influential Brands" list – the sole domestic industry representative – while ranking first in its sector on both the Fortune China 500 and Forbes Global 30 Most Admired Brands for Overseas Expansion, maintaining its industry-leading position in both rankings. XCMG Machinery was first recognised as one of Fortune China's Most Admired Companies, with the "XCMG" brand achieving unprecedented global influence and reputation.

2. Revenue and Costs

(1) Composition of Operating Revenue

Unit: Yuan

	2024		2023		Year-on-Year Change
	Amount	Percentage of Operating Revenue	Amount	Percentage of Operating Revenue	
Total Operating Revenue	91,659,763,823.82	100%	92,848,220,501.93	100%	-1.28%
By Industry					
Construction Machinery Sector	91,659,763,823.82	100.00%	92,848,220,501.93	100.00%	-1.28%
By Product					
Crane machinery	18,898,371,618.79	20.62%	21,186,809,413.76	22.82%	-10.80%
Earthmoving machinery	24,011,351,664.07	26.20%	22,560,391,288.72	24.30%	6.43%
Concrete machinery	9,407,798,381.46	10.26%	10,425,449,816.15	11.23%	-9.76%
Piling machinery	5,023,317,206.42	5.48%	3,459,317,506.57	3.73%	45.21%
Aerial work machinery	8,677,592,904.15	9.47%	8,883,145,509.94	9.57%	-2.31%
Mining Machinery	6,361,691,534.23	6.94%	5,860,727,528.06	6.31%	8.55%
Road machinery	4,063,147,976.73	4.43%	3,818,155,791.20	4.11%	6.42%
Other construction machinery, spare parts and other	15,216,492,537.97	16.60%	16,654,223,647.53	17.94%	-8.63%
By Region					
Domestic	49,972,490,284.88	54.52%	55,628,020,835.77	59.91%	-10.17%
Overseas	41,687,273,538.94	45.48%	37,220,199,666.16	40.09%	12.00%

(2) Sectors, products, regions, or sales models accounting for over 10% of the company's operating revenue or operating profit

☒ Applicable ☐ Not applicable

Unit: Yuan

	Operating revenue	Cost of sales	Gross Profit Margin	Year-on-year Change in Operating Revenue	Operating Costs Year-on-Year Change	Change in gross profit margin compared to the same period last year

in Full

By Industry						
Construction Machinery Sector	91,659,763,823.82	70,990,780,894.90	22.55%	-1.28%	-3.46%	1.75%
By Product						
Crane machinery	18,898,371,618.79	14,675,216,187.89	22.35%	-10.80%	-11.50%	0.61%
Earthmoving machinery	24,011,351,664.07	17,720,092,791.29	26.20%	6.43%	3.96%	1.75%
Concrete machinery	9,407,798,381.46	7,997,683,737.01	14.99%	-9.76%	-6.79%	-2.71%
Other construction machinery and spare parts and other	15,216,492,537.97	12,315,102,014.47	19.07%	-8.63%	-12.65%	3.72%
By Region						
Domestic	49,972,490,284.88	39,885,519,336.02	20.19%	-10.17%	-10.68%	0.46%
Overseas	41,687,273,538.94	31,105,261,558.88	25.38%	12.00%	7.71%	2.97%
Split sales model						

Where the statistical scope for the Company's principal business data underwent adjustments during the reporting period, the principal business data for the most recent year, adjusted according to the scope at the reporting period end, is as follows:

☐ Applicable ☒ Not applicable

(3) Whether the company's physical sales revenue exceeds its service revenue

☒ Yes ☐ No

Industry Classification	Item	Unit	2024	2023	Year-on-Year Change
Construction Machinery Products	Sales Volume	Units	144,538	153,401	-5.78%
	Production volume	units	142,738	150,573	-5.20%
	Inventory	units	51,111	52,911	-3.40%

Reason for Year-on-Year Change Exceeding 30%

☐ Applicable ☒ Not applicable

(4) Status of execution of major sales contracts and major procurement contracts signed by the company as of the reporting period

☐ Applicable ☒ Not applicable

(5) Composition of Operating Costs

Unit: Yuan

Industry Classification	Item	2024		2023		Year-on-Year Change
		Amount	Percentage of Operating Costs	Amount	Percentage of Operating Costs	
Construction Machinery Industry	1. Raw materials	60,264,514,858.84	84.89%	62,562,251,902.09	85.08%	-3.67%
Construction machinery sector	2. Labour Costs (Including labour fees, outsourced processing fees)	2,863,010,700.95	4.03%	3,177,921,488.51	4.32%	-9.91%
Construction Machinery Sector	3. Fuel and Power (Energy Costs)	502,848,900.68	0.71%	482,168,935.99	0.66%	4.29%
Construction machinery industry	4. Depreciation expenses	2,082,318,869.31	2.93%	2,259,187,034.67	3.07%	-7.83%
Construction Machinery Sector	5. Other	5,278,087,565.12	7.43%	5,051,419,914.13	6.87%	4.49%

Construction Machinery Industry	Total	70,990,780,894.90	100.00%	in Full		100.00%	-3.46%
				73,532,949,275.39			

Note

During the reporting period and comparable period, adjustments to warranty expenses were included in cost of sales.

(6) Did the scope of consolidation change during the reporting period?

☒ Yes ☐ No

During the reporting period, the company or its subsidiaries established the following entities through new formations: Chengdu XCMG Southwest Technology Co., Ltd., Xuzhou Xuhuan Urban Services Co., Ltd., Pingdingshan Xuchen Environmental Services Co., Ltd., XCMG International Investment Development (Tianjin) Co., Ltd., Xuzhou XCMG No. 3 Equity Investment Partnership (Limited Partnership), XCMG Chile Financial Leasing Co., Ltd., Jieshou Xuhuan Urban Services Co., Ltd., Dongming Xuhuan Environmental Services Co., Ltd., **XCMG EQUIPMENT (M) SDN BHD**, XCMG Japan Co., Ltd., XCMG Tanzania Co., Ltd., XCMG Finance Australia Co., Ltd., XCMG Europe Investment Development Co., Ltd., XCMG Europe Financial Leasing Co., Ltd., and XCMG Peru Co., Ltd. into the consolidated financial statements.