



**China Automatic Fare Collection (AFC)
Machine Industry Report, 2011-2015**

Sept. 2012

STUDY GOAL AND OBJECTIVES

This report provides the industry executives with strategically significant competitor information, analysis, insight and projection on the competitive pattern and key companies in the industry, crucial to the development and implementation of effective business, marketing and R&D programs.

REPORT OBJECTIVES

- ◆ To establish a comprehensive, factual, annually updated and cost-effective information base on market size, competition patterns, market segments, goals and strategies of the leading players in the market, reviews and forecasts.
- ◆ To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.
- ◆ To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.
- ◆ To suggest for concerned investors in line with the current development of this industry as well as the development tendency.
- ◆ To help company to succeed in a competitive market, and

METHODOLOGY

Both primary and secondary research methodologies were used in preparing this study. Initially, a comprehensive and exhaustive search of the literature on this industry was conducted. These sources included related books and journals, trade literature, marketing literature, other product/promotional literature, annual reports, security analyst reports, and other publications. Subsequently, telephone interviews or email correspondence was conducted with marketing executives etc. Other sources included related magazines, academics, and consulting companies.

INFORMATION SOURCES

The primary information sources Ministry of Transport of the People's Republic of China, National Development and Reform Commission and WIND Database etc.

Abstract

As of the end of 2011, 13 cities in Mainland China had built up subways, with the total length of 1,678 km; it is expected that the urban rail transit AFC equipment market in Mainland China will value over RMB16 billion in 2020. In 2011, there were 72 high-speed railways under construction (including three railways to start construction in 2012) with construction planning approved by the Chinese government, 68 of which will be completed before 2015, with the total mileage of 24,145 km.

On September 4, 2012, National Development and Reform Commission of China approved the near-term railway construction planning of Taiyuan, Lanzhou, Guangzhou, Shenyang, Xiamen and Changzhou, as well as the near-term construction planning adjustment programs of Harbin, Shanghai and other cities. These approved projects will directly stimulate the future demand for urban railway AFC equipment in China.

The report includes the following:

1. Development course and status quo of AFC machine industry;
2. Development of China AFC machine industry, including operational features, development environments, scale prediction, competition patterns and development direction;
3. Chinese urban subway / light rail AFC machine market, including the overall forecast, urban railway planning in major cities, policy interpretation, as well as AFC amount forecast;
4. Demand analysis of Chinese inter-city high-speed railway AFC machine market, including construction, development planning, as well as the projects under construction;
5. Operation of major Chinese AFC equipment enterprises, including company profiles, financial conditions, suppliers, customers, AFC equipment applications.

Shanghai Potevio Co., Ltd.: from January to June of 2012, Shanghai Potevio achieved the sales revenue of RMB646 million and the after-tax profit of RMB5.1783 million. As for the rail transit industry, the company entered into an agreement with Shanghai Metro for Subway Lines 11 and 16; meanwhile, it promoted the orderly implementation of south extension line projects of Subway Lines 1 and 3 in Chongqing.

Shanghai Huahong Jitong Smart System Co., Ltd.: from January to June of 2012, the company gained the operating income of RMB13.6122 million, down 43.36% year on year. From January to June of 2012, the AFC System of Subway Line 1 in Suzhou was put into operation soundly on April 28, which was the company's first AFC system project launched outside Shanghai officially. On June 28, the AFC System of Subway Line 6 Phase I in Kunming also began to run smoothly.

GRG Banking: in Q1 2012, the company obtained the revenue of RMB940 million and the net income of RMB260 million separately, up 7.9% and 11.1% year on year respectively; the net profit margin was 27.4%, slightly higher than 26.6% in Q1 2011. In Q1 2012, influenced by the industry, the company's AFC equipment revenue decreased by 74.07% over the same period of last year.

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