

A SPECIAL ISSUE OF AUG & SEP

Harvest Season

丰收的季节

八九月特刊

WEIBANGEV.CN IS ON THE WAY

蔚邦官网
即将上线

With the growing business, and demanding of new marketing development, Weibang is scheduled to launch an official website this year to promote weibang products and services and increase market exposure. In August, a third-party servicer company came to Weibang to collect materials for the website construction. Weibang all functions and employees actively participated in this shooting activity and provided high-quality picture materials. It is expected that the design and maintenance of the official website will be finalized after the National Day holiday Oct.

随着业务增长，以及对新市场开拓的规划。蔚邦定于今年正式上线官方网站，用于推广蔚邦产品和服务，增加市场曝光度。八月，第三方网站建设公司前来蔚邦进行素材收集。蔚邦各部门和全体员工积极参与了本次拍摄活动，提供了高质量的图片素材。预计官网的设计和維護工作将在国庆后收尾。

(编辑 柏佳、杨微 Edit by Baijia/Yang Wei)

First ET7 OTOF car off line at Hefei plant in Sept. This means that the tooling equipment of the ET7 mass production line has realized fully on-line manufacturing. ET7 is NiO's first high-end large sedan model, which was expected to be fully available in the first quarter of 2022. Weibang providing the gearbox of G2.9 to ET7. 九月，ET7首批全工艺生产线试制车在蔚来合肥先进制造基地下线，这意味着ET7量产线的工装设备已经实现通线造车。ET7是蔚来汽车首款高端中大型轿车车型，预计2022年一季度全面上市。ET7电驱系统搭载了蔚邦生产的G2.9单级减速箱。

ET7 FIRST OTOF CAR OFFLINE SEPT HEFEI
首台全工艺ET7九月合肥下线



(编辑 蔡伟 Edit by Cai)

P&L AUGUST 8月关键指标

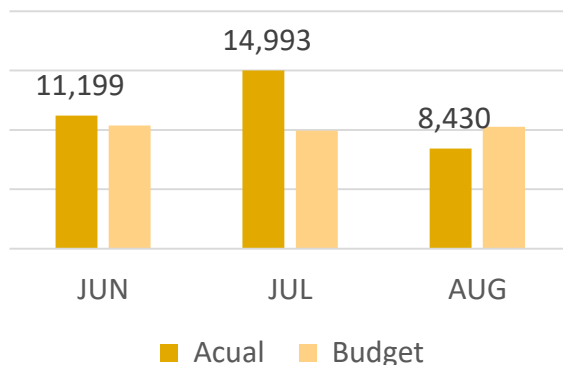
Delivers/交付



8,430 units sold in August, 21% lower than the planned number. Sales in August were down 44% from the previous month and up 42% from a year earlier.

八月实际销售8430台，比计划数量低21%。
八月环比上月销售降低44%，同比去年涨幅42%。

DELIVERS



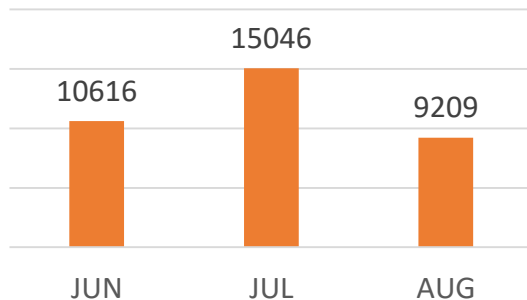
Outputs/产量



Due to the shortage of raw materials of NIO, the production plan has been reduced, so the output in August is small, and it is expected to return to the normal level in September

因蔚来原料短缺，生产计划调低，所以8月份产量较少，预计9月份会回归到正常水平。

OUTPUTS



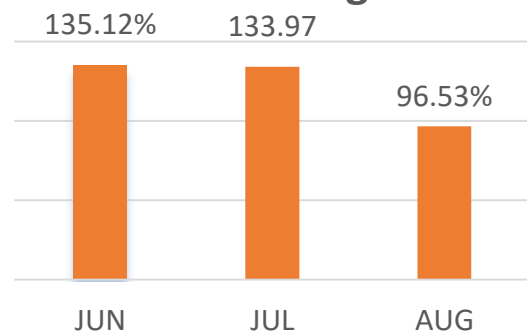
EBIT vs Target /利润目标



Due to the shortage of NIO chips and the decrease of orders, the sales volume decreased in August, the sales revenue decreased, and the ratio of EBIT to sales decreased. It is expected to return to normal next month

因nio芯片短缺，订单量减少，所以8月份销量降低，销售收入减少，息税前利润占销售比降低，预计下月恢复正常。

EBIT vs Target



Weibang Spirit is Shaping TeamWork to Make It Right!

全力以赴解决问题：蔚邦精神正在塑造

The pic: Department managers personally participating in the warehouse troubleshooting and sorting since limits of manpower.
图为各部门经理亲自参与一线问题排查补足人手



Aug-Sep is critical month for Weibang to develop new projects. There are still bugs to be optimized at production line , obstacles to be solved with partners, situations and issues at the test bench while the verification. Under the condition of limited resources and insufficient manpower, Weibang team immediately organized and coordinated, arranged working groups to be dispatched to the supplier and test site in batches, and carried out problem investigation and solution with the client. Michael Mo the quality manager, joint with SQE Manager Leo Sheng and R&D manager Aaron Xu led the team to work abroad for several weeks. Bai jiakangshen from quality department and Yang Wei from R&D onsite work for one month to assist partners to ensure high-quality product delivery. The production, procurement and logistics department and equipment colleagues of Weibang Headquarters worked overtime continuously on the premise of ensuring mass production and delivery, ensuring the resources and information needs of overseas working groups. Weibang team cooperation, problem solving ability, communication with frank transparent show in this process incisively and vividly. The **Weibang Spirit** is shaping.

八至九月，蔚邦迎来新项目开发关键月。产线改造仍有问题要优化，供方开发遭遇困难，台架验证出现反复情况。蔚邦团队在克服自身资源有限，人手不足的情况下，第一时间组织协调，安排分批工作组派驻到供方，测试现场，和客户端开展问题排查和解决工作。质量部莫经理，SQE沈经理和研发许经理亲自带队，连续数周驻外工作。质量部柏佳和研发杨微则委外工作一个月，协助合作伙伴一起确保高质量产品交付。蔚邦本部生产部、采购物流部和设备同事在确保量产交付前提下，连续加班奋战，保障了驻外工作组的资源和信息需求。蔚邦团队协作，问题解决能力，沟通坦诚，透明在此次过程中展现无遗，蔚邦精神正在塑造。



Poka-Yoke: An Insurance of Zero Defect. 质量要想零缺陷，防呆防错少不了！

李文伟 August Li

Japanese automakers such as Toyota motor have achieved zero defects in a car manufacturing process where 30,000 parts are assembled by 2,000 people and there are no online inspectors. Poka Yoke has played an important role in Toyota's success. In the process of operation, the operator will occasionally due to omissions or forgotten operation errors, resulting in a large proportion of problems, if the use of anti-dull method to prevent the occurrence of such errors, the quality level and operation efficiency will be greatly improved.

There are four anti-dullness modes: Physical anti-dullness: Hardware anti-dullness mode.

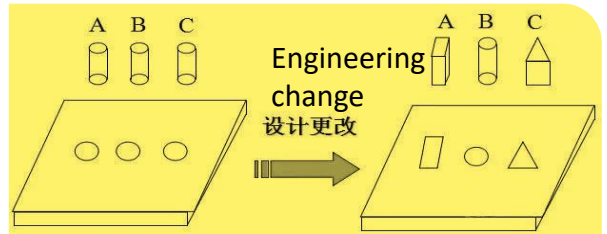
Orderly stay prevention: prevent mistakes

through operation procedures. Group and counter - stay-proof: prevent errors through operation mode. Information to strengthen the prevention of stay: by strengthening the way of traceability to prevent stay.

Anti-stay implementation also has four principles: easy principle: easy to implement, easy to achieve. Simple principle: easy to implement in operation, tool - assisted. Safety principle: ensure safe operation. Principle of automation: do not rely on sensory, fixture assistance.

以丰田汽车为代表的日系汽车企业中，在2000多人组装3万个零部件的汽车制造过程中，居然在线检验员人数为0个，最后却实现了零缺陷。丰田公司能达到如此效果，防呆防错Poka Yoke在里面自然起到了举足轻重的作用。在作业过程中，作业者不时会因疏漏或遗忘而发生作业失误，由此所致的问题所占的比例很大，如果能够用防呆法防止此类失误的发生，则质量水平和作业效率必会大幅提高。

防呆模式有四种：有形防呆：通过物理形式硬件防错。有序防呆：通过作业步骤防错。编组和计数式防呆：通过作业方式防错。信息加强防呆：通过加强追溯方式防呆。



防呆实施亦有四个原则：轻松原则：利于实施，轻松实现。简单原则：作业上容易实现，工具辅助。安全原则：保证安全作业。自动化原则：不依赖感官，夹治具的辅助。

Tip: SHIGEOSHINGO, an engineer from Toyota, established a new error-prevention model, poka-yoke, through long-term research. The basic principle of poka-yoke is to use a set of equipment or method to enable operators to directly detect defects or avoid defects after operation mistakes.

小贴士：日本丰田汽车公司的工程师SHIGEOSHINGO通过长期研究，建立了一套新的防错模式——POKA-YOKE，其基本原理为：用一套设备或方法使作业者在作业时直接可以明显发现缺陷或使操作失误后不产生缺陷。

H R -- N E W S

All Employees Meeting of August was held on 8/26/2021. This month we focused on Wei-Bang KPI and Newsletter. Mr. Cai Wei, Provided the Introduction. 8月召开了员工大会，由项目经理蔡伟给大家分享了蔚邦KPI及蔚邦新闻。



WE COMMUNICATING All Hands Meeting



Quality Engineer Huang Xin gave us a the application of probability and statistics training knowledge. 质量工程师黄鑫给大家培训了概率统计的应用相关知识培训知识。

WE LEARNING Weibang University

WeiBang football Team formed. Cohesion of team spirit, but also to help everyone relieve pressure. 蔚邦成立成球队，一是凝聚大家的团队意识，另外也是帮助大家减压。



WE PLAYING Weibang Football Team

The pic: team logo, flag, cloths
图片所示：队徽、队旗、队衣

