# Newsletter

# 蔚邦 简报 18

Since established 2018, WB has successively provided 400,000 reducers for high-end EV models in China.Light weight, high efficiency performance and NVH quality control are the top features of WB reducers, which are at the leading level in China. WB was rated as the TOP5 electric drive reducer of year 2021 by NE Times.Good reputation and customer feedback, diversified market-oriented product family

and roadmap plans, with intensive market activities



have helped WB gradually establish its market influence. More and more external customers have shown strong interest in WB and it's products. In September, WB reached cooperation intention with a new energy enterprise in Changzhou. The technical solution and the first batch of samples delivers have been accomplished. It is expected SOP at Q3 2024, will then bring new growth at market share of WB.

蔚邦自2018年成立以来,已陆续为高端新能源车型提供了40万台减速箱。轻量化、高效性能和NVH品控处于国内领先水平,被NE时代评为2021年度电驱减速箱TOP5。良好的口碑和客户反馈,多样的,和市场导向的产品链和规划,市场活动的密集开展,助力了蔚邦市场影响力的建立。越来越多的外部客户对蔚邦和其产品展现了浓厚兴趣。9月,蔚邦和常州某新能源企业达成了合作意向,目前已完成技术方案和首批样品的交付,预计该项目将于2024年三季度量产,届时将进一步提高蔚邦市占率。

(编辑 蔡伟 Edit by Wei.Cai)

#### NIO BERLIN 2022 蔚来柏林发布会

In the early morning of Oct.8 Beijing time, NIO held a NIO Berlin conference in Berlin, the capital of Germany, and announced the official launch of the European Plan. NIO will take EL7 (named ES7 in China), ET5 and ET7 to Germany, Sweden, the Netherlands and Denmark. Li Bin had a video connection with the domestic media the day after the press conference. In the interview, he said that he had stopped writing travel notes on the Internet since 2004, but he picked up a pen and started again in his ten day self driving trip. Compared with pure business activities, this practice, which is carried out by the founder of the company, integrates business investigation, self driving tour and maintains interaction with netizens, showing the uniqueness of NIO as a new car making force.

北京时间10月8日凌晨,蔚来在德国首都柏林举办NIO Berlin发布会,宣布正式开启欧洲计划。蔚来带去EL7(国内名为ES7)、ET5、ET7三款车,将在德国、瑞典、荷兰、丹麦四国开展业务。李斌在发布会后第二天与国内媒体进行了视频连线沟通。采访中李斌表示,他从2004年之后就不再在网上写游记了,但在十天自驾之行中又捡起笔重操旧业。比起纯粹的商务活动,这种由公司创始人进行的融合了商务考察、自驾游并与网友保持互动的做法,展现出蔚来作为一家造车新势力的特别之处

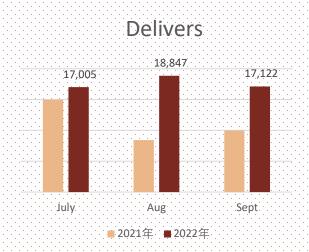
(编辑 李思文贤 Edit by Aya.Li)

#### 公司新闻 Company News

# P&L Jul 九月业绩分享

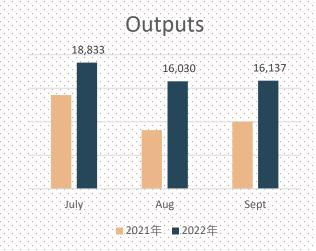
#### Delivers/交付

In September, 17,122 GB were sold, up 71% year on year; From January to September 2022, 153,333 GB will be sold accumulatively. 9月销售17,122台GB,同比去年上升71%; 2022年1-9月累积销售153,333台GB。



## Outputs/产量

In September, the actual output was 16,137pcs; Up 62% year on year. The cumulative output from January to September is 153,333pcs.
9月实际产出16,137台;同比去年上升62%。1-9月累计产出153,333台。

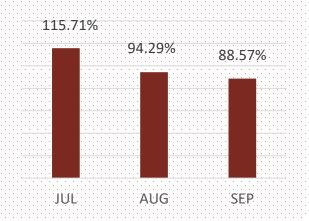


## EBIT VS Target/利润目标

In Sept, there were more expenses and EBIT decreased.

9月份费用较多, EBIT有所减少。

#### **ACTUAL/TARGET**



#### 公司新闻 Company News

#### NVH Improvement Activities 蔚邦开展NVH改善活动



In order to meet customer requirements, improve product quality and continuously improve product NVH, recently, WB Quality Department will formally conduct NVH bench testing after taking pre running in and other measures before NVH testing by adding the process method of washing and running in. After internal and external verification, NVH performance has been greatly improved and recognized by customers.

WB will adhere to the quality policy of "quality

first, customer first; continuous improvement, endless", promote the improvement of the company's operation and management performance, and lay a foundation for the rapid development of the company's quality.

为满足客户要求,提升产品质量,持续改进产品NVH,近期蔚邦质量部通过增加冲洗磨合的工艺方法,在NVH测试前,进行预磨合等措施后,再正式进行NVH台架测试。 经内部与外部验证后,NVH性能大幅提高,获得客户认可。蔚邦将秉持"质量第一,顾客至上;持续改进,永无止境"的质量方针,促进公司经营管理绩效提升,为公司质量高速发展奠定基础。 (编辑 施季雯Edit by Sage.Shi)

#### 资讯前沿 Information Frontier

With the electrification and intellectualization of the whole vehicle; High efficiency and low NVH; With the requirements of lightweight and low cost, the electric drive powertrain is developing towards the direction of high speed and miniaturization of motor, shifting of transmission system, ultra-low NVH of motor and transmission system, and high efficiency and high integration of electric drive; At present, the development of electric drive system has gone through many stages, such as independent module, motor and gearbox integration, electric control and



motor and gearbox partial integration, three in one and multi in one integration. Efficient integration will drive the general trend, and power integration will also be strong.

随着整车电动化、智能化;高效率、低NVH;轻量化,低成本的要求,电驱动动力总成朝着电机高速化和小型化、传动系统的挡位化、电机和传动系统的超低NVH以及电驱动的高效和高度集成一体化方向发展;目前电驱动系统的发展已经历了独立模块、电机与变速箱集成、电控与电机及变速箱部分集成、三合一及多合一集成等多个阶段,高效集成将大势所"驱",动力融合也将"域"强则强。

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# New Regulations on Parental Leave 2022年育儿假新规





Jiangsu Province's Implementation Plan on Optimizing the Fertility Policy to Promote the Long term Balanced Development of PopulationIn order to implement the Decision of the Central Committee of the Communist Party of China and the State Council on Optimizing the Fertility Policy to Promote the Long term Balanced Development of the Population On February 10, 2022, it was reported that the couple who gave birth to children in accordance with the relevant laws and regulations would enjoy 10 days of childcare leave each year before the children were 3 years old. National statutory holidays are not included in parental leave. The annual parental leave is not based on the number of children. The parental leave shall be calculated on an annual basis from the date of birth of the child, that is, within 36 months from the date of birth of the child, both husband and wife shall enjoy 10 days of parental leave every 12 months.

The 10 day parental leave does not include weekends and holidays. The accumulated ten days of childcare leave can be taken at one time or divided into several times, depending on the actual situation. "Parental leave" and "public holiday" belong to different laws and regulations, and there is no inclusion relationship between them.

2022年2月10日消息,符合有关法规生育子女的夫妻,子女3周岁之前,夫妻双方每年分别享受10天的育儿假。国家法定休假日不计入育儿假。每年的育儿假不按照子女数量叠加享受。育儿假自子女出生之日起按周年计算,即自子女出生之日起的36个月内,夫妻双方每12个月各享受10天育儿假。

育儿假假期10天不包括周末,不包含节假日。累计十天的育儿假可一次休完,也可分多次休假,视由用人单位与职工根据实际情况商定。"育儿假"与"公休假"属于不同的法律法规,不存在包含关系,不与公休假抵扣。

江苏省关于优化生育政策促进人口长期均衡发展实施方案

为贯彻落实《中共中央、国务院关于优化生育政策促进人口长期均衡发展的决定》,深入实施积极应对人口老龄化国家战略,组织实施好三孩生育政策及配套支持措施,推动实现适度生育水平,保持人力资源禀赋优势,结合我省实际,制定本实施方案。日前,江苏省人民政府官网贴出了江苏省卫生健康委员会对咨询育儿假政策规定的回复,回复中明确:国家法定休假日不计入育儿假。

#### 专业知识 Professional Knowledge

# Sensors in Industrial Automation Field 工业自动化领域常用传感器



In modern industrial production, especially in the automatic production process, sensors are almost indispensable. Producers need to use sensors to monitor and control the production process, so that faults can be found in time.

1. Photoelectric sensor: It is a device that converts optical signal into electrical signal, and its working principle is based on photoelectric effect. The photoelectric sensor has the advantages of high resolution, short

response time, long detection distance, and less restrictions on detection objects. In particular, it is worth mentioning that it can detect the color of the detected object through color discrimination.

- 2. Proximity sensor: it is non-contact for sensing detection, so it will not wear and damage the tested object, and has a long service life. The advantage of proximity sensor is that it is suitable for use in water and oil environment, and is almost not affected by the water, oil and dirt of the detected object,
- 3. Displacement sensor: it is a device that converts the movement displacement of an object into measurable electrical quantities. There are many kinds of displacement sensors, such as optical fiber technology, OEM LVDT technology, ultrasonic technology, etc. The rest are Hall sensors, optical fiber sensors, etc. In the future, with the acceleration of intelligent manufacturing, the company will always pay attention to the innovation of related technologies to make adequate preparation for building an intelligent production line.

现代工业生产,尤其自动化生产过程,传感器几乎必不可少,生产者需要使用传感器来监视,控制生产过程,出现故障也能及时发现。

- 1. 光电传感器:是将光信号转换为电信号的一种器件,其工作原理基于光电效应。 光电传感器具有分辨率高,响应时间短,检测距离长,对检测物体限制少等优点。尤 其值得一提的是其可通过颜色判别对被检测物体进行颜色检测。
- 接近传感器: 其以非接触式进行传感检测,所以不会磨损及损害被检测对象,使用寿命长。接近传感器的优点是它适合在水油环境下使用,检测时几乎不受检测对象的水油和污渍的影响,
- 3. 位移传感器:其是把物体的运动位移转换为可测量的电学量的一种装置。位移传感器种类繁多,例如基于光纤技术,OEM的LVDT技术,超声波技术等。 其余的还有如霍尔传感器、光纤传感器等,未来随着智能制造的加速推进,公司将一直关注相关技术的革新,为打造智能生产线做充足的准备。

#### 吃喝玩乐 Cakes And Ale

#### 南京景点推荐一一牛首山

佛教自早些年传入中国以来,与中国传统文化得到了良好的契合,信仰人数与日俱增。佛教建筑在我国各个城市境内也比比皆是。而众多寺庙之中又有一些最为知名的,被称之为是佛教圣地,今天我们要为大家介绍的就是位于南京的一大佛



教圣地,这里供奉着佛顶舍利,耗费四十亿资金才建造而成,这里就是南京的牛首山佛顶宫。而能够成为佛教圣地,一方面是相传作为佛教文化中重要代表的文殊菩萨曾经在此过冬,并为上万菩萨讲授佛经,另一方面则是因为这里供奉着佛教的圣物舍利,世界上存有的舍利数量只是少数,而位于中国境内的更是少之又少,自然显得珍贵,因此备受佛教信徒的看重。



Since Buddhism was introduced into China in the early years, it has been in good agreement with Chinese traditional culture, and the number of believers has been increasing. Buddhist buildings are also ubiquitous in various cities in China. Among the many temples, there are some of the most

famous ones, which are called Buddhist holy places. Today, we want to introduce one of the largest Buddhist holy places in Nanjing, where Buddhist relics are enshrined, and it cost 4 billion to build. This is the Niushou Mountain Buddha Top Palace in Nanjing. On the one hand, it is said that Manjusri Bodhisattva, an important representative of Buddhist culture, spent the winter here and taught Buddhist scriptures to tens of thousands of Bodhisattvas. On the other hand, it is because there are only a small number of Buddhist relics in the world, and those located in China are rare, which naturally appear precious, so it is highly valued by Buddhist believers.

#### 吃喝玩乐 Cakes And Ale



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南京庙山湖位于南京东,青龙山麓, 坐落于民国元首果园-西岗果木场 内。风景秀丽独特,历史和原始自 然生态保存完整,成片的梅树不输 梅花山。

百年菜园,漫布山坡,高大粗壮的 法梧静悄悄的诉说光阴荏苒。庙山 湖如紫霞湖规模,湖光山色,白鹭 和野雉穿梭其间,生态近满分。

Nanjing Miaoshan Lake is located in the east of Nanjing, at the foot of Qinglong Mountain, belongs to the Xigang fruit farm which served influential officers back the time 1920s.

The scenery is beautiful and unique, the history and original natural ecology are preserved intact, and the plum trees are not inferior to the well-known Nanjing plum flower Hill.

The century-old tea garden spreads on the hillside, and the tall and stout platanus quietly tells how time flies.

Miaoshan Lake is as big as Zixia Lake, but different in environment, egrets and wild pheasants shuttle between the lake and mountains, shape a different landscape and quite an experience of the tourist.

