

Guangdong Fushan Technology Co.,Ltd.

The Project Introduction Letter

29 Years • Profession • Concentration

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一、 The Review

Guangdong Fushan Technology Co., Ltd (hereinafter referred to as “Fushan”), was founded in 1988, and has been in business running for 29 years. Now, Fushan running well and has entered a new period of rapid development.

Fushan has a great reputation in glass deep-processing in the world, which is the unique with the cold and hot processing equipment of the integrated technology enterprises in domestic. Fushan’ s chainless Angle-changing edging machine FJM10-45 and prismatic mirror production line are the best in China, only ranked after the Italian manufacturers in the world, it’ s the top level products worldwide.

At present, the machines of Fushan have been exported over more than hundred countries, covering five continents, such as USA、 U.K、 Germany、 Italy、 Finland、 Turkey、 Brazil、 Japan、 Thailand、 Vietnam、 South Africa、 Egypt、 Australia... etc.,

Attach 1: the development history of Fushan.

二、Sunrise Industry

China's glass deep-processing industry still far from the outbreak period, compared with developed countries what the gap is huge: the glass processing rate of China only for 41%, the average of the World has reached more than 60%, the developed countries more than 80%.

In order to support and promote the development of glass deep processing industry, narrowing the gap with the international level, the government of China introduced a series of policies: 《Several Opinions on Accelerating Revitalization of Equipment Manufacturing Industry》、《High - end equipment manufacturing industry development plan of The Twelfth Five-Year Guideline》、《Made in China 2025》

The state encourages and supports qualified high-end equipment manufacturers to go public; "smart manufacturing equipment" is one of the key directions for the development of high-end equipment manufacturing industry.

Glass Machinery Market Scale of China

Unit: Billion RMB

Project	2010	2011	2012	2013	2014
Glass Machinery Market Scale	29	29.2	30.2	32.6	34.5
Among: the glass machine	19.7	19.2	21.3	22.9	26.2

market of process					
Flat glass machinery market	4.4	5.2	3.9	5.5	3.8

At present, the glass deep processing industry of China still existing some problem, like small volume、 regional development deviation、 uneven distribution of customers etc., but with the glass products in the global application of more and more widely, such as touch screen glass, tempered glass protection film, high-level home appliances glass, Kitchen glass, art glass, architectural glass, overall shower glass, all-glass architectural trends such as the extensive application, which will making the glass deep processing industry of China more and more prosperous.

1. Touch screen glass. According to IDC (Internet Content Provider) report, in 2015 the global smart phone shipments reached 1.447 billion units, in 2019 is expected to reach 1.928 billion units, maintaining an annual growth rate of 7.5%; in addition, the wearable equipment will continue explosive growth in the future, the global wearable equipment shipments in 2015 reached 45.7 million units, and 2019 shipments will reach 126 million units, maintaining an annual growth rate of 45%; the same time, intelligent wearable devices and intelligent the combination of equipment will be

expected to pull the smart phones and computer demand growth.

2. Tempered glass protective film. Tempered glass protective film is the most widely used in Europe, tempered glass protective film will rapidly spread in China, and the formation of a huge industrial chain market. For the domestic market, the tempered glass protective film industry chain is just beginning, the industrial chain is not yet perfect, but the market outlook is optimistic. With the development of touch screen industry, this closely related glass film market will be fully open, the future of mobile phones、 computers、 navigation systems and other industries will surge in demand.

3. High-level home appliances glass. According to the National Bureau of Statistics report, compared with last year, China's household electrical appliances continue to grow, of which 18% growth in refrigerators, air conditioning increased by 20%, air conditioners、 refrigerators、 washing machines accounted for more than 90% of global output. According to incomplete statistics, the home appliance industry, glass manufacturers from 10 years ago, the country has developed into less than 10, and nearly as much as the size of the 200, and now every year, the annual growth rate of more than 10%

of the domestic glass industry, home appliance industry, Still more than 20% speed increase.

4. High-level kitchen cabinet glass. The German brand Ainol in the cabinet industry has launched a completely open glass sliding door on the wall cabinet. The doors are made of dozens of pieces of glass cut to a few centimeters wide, sliding the glass door to both sides , A piece of glass will automatically slide to the side or even the back side of the track, thus, the glass door completely faded, the cabinet space is fully presented, and welcomed by the market, will promote the new high-level cabinet glass market Round of innovation.

5. Art glass. Although China's art glass processing technology and technology behind the European and American countries for decades, but the art glass in the country there is still a huge market, art glass is not just a material innovation, but also a culture of communication, Strong artistic expression. Art glass includes LED glass, insulating glass, embossed glass, carved glass, laminated glass, mosaic glass, stained glass, sandblasted glass etc., Glass art market potential, the cause of glass art promising: the market price of decorative glass from 50 RMB / m² to 20,000 RMB / m² range, the market is huge room for development.

6. Architectural glass. China's existing building area of about 40 billion m², the total glass of about 60 million m²; existing buildings in more than 95% of high-energy-consuming buildings, the need for energy-saving transformation. In recent years throughout the country have gradually developed and improved building energy efficiency management approach, many regions developed and promulgated the corresponding energy-saving policies and regulations. If 50% of residential and public buildings for energy-saving transformation, will produce a not less than 200 billion market; another car、 buses and other means of transport energy demand will also produce a tens of billions of market.

7. Overall shower room glass. Shower room products from the past the pursuit of luxury-type bathroom products (Massage bathtub, steam room) into practical needs, consumers in the course of the requirements of fast, water-saving、 time-saving、 space and therefore popular shower room products in recent years, Into more and more families, whether luxury suites, five-star hotels or ordinary suites, civilian families, shower products to an average of 20% to 25% of the rate of increase. According to statistics, the

existing real estate projects in the bathroom facilities, as well as the new star-rated hotels, shower products accounted for more than 80%.

8. All-glass building trend. With the new glass and new matching processing materials, the emergence of all-glass building was born. At the foot of the famous Oriental Pearl Tower in Pudong, Shanghai, there is a 12.6-meter-high cylindrical glass curtain wall with 12 blocks each. This is Apple's largest flagship store in China (Pudong Apple Store). Pudong Apple store all the transparent beams of the building using ultra-white glass to complete, completely subvert the traditional architectural design. In addition to glass and other materials with their own very good quality, but also with the deep processing of glass has a very close relationship, all-glass building has become a symbol of modern architecture.

三、 The Leading Technology

Fushan has a professional R & D team to promote the product innovation, leading the industry technology development. China first generation of straight-line edging machine and bevel edging machine start from Fushan and began to lead the trend.

Fushan has 25 patented technologies, including the United States 、 Germany 、 Italy etc., patents, technology research and development level connect with international standards. Which chainless ball bearing technology, auto rearview mirror production line technology, forced convection tempered technology is a global leader.

Attach 2: patented technology list of Fushan.

四、 The Core Products

Fushan is the unique with the cold and hot processing equipment of the integrated technology enterprises in domestic, lots of products belong to world-class.

1. FJM10-45 Chainless series Angle-changing edging machine. Chainless ball bearing structure, PLC inverter with touch screen artificial intelligence operation, high-precision edging, stable operation and service life of up to 20 years, only Italy Bovone can be comparable in the world, but the price is only Bovone's one third, which is one of the world's most cost-effective edging machine.
2. PG9+FXM10+FLX300+FY4 auto rearview mirror production line. Fushan's auto rearview mirror production line of the domestic market share of up to 90%, the world's largest manufacturer of rearview mirror Germany Flabeg rearview mirror production line all from Fushan, the major products available to the major European car manufacturers, such as the German Mercedes-Benz, BMW and other well-known brands most of the rearview mirror processed from Fushan equipment.
3. Innovation type convection tempered furnace. Innovative convection furnace has been serialized

production, versatility of 90% or more, like N₃CFT2030、N₃CFT2436 、 N₃CFT244215 etc., With remote control system, can realize long-distance monitoring and maintenance, and automated operation; compared with the original traditional equipment, energy saving by 20%, capacity increase up to 30%, yield up to 98%, which is intelligent high-performance steel furnace, deep favored by customers around the world.

4. Full automatic double edging machine. Double edging machine has been serialized production, all models can be used in conjunction, as FSM2026B 、 FSM2030B 、 FSM2042B、 FSM2045B etc., With automatic detection device to quickly detect the width and thickness of the glass, accurate and reliable, to avoid human error, high-volume grinding different specifications of glass. The Vietnamese market is the bulk purchase of the series of equipment.

At present, a large number of the world's Italian equipment what it' s time to upgrade, the cost-effective of Fushan equipment to seize the market will gain the advantage.

五、 Global Sales Network

Fushan is one of the first set up domestic offices and overseas distributor network in industry, and establish a comprehensive electronic business service platform, sales network around the world:

1. Domestic offices. Fushan has more than 20 domestic offices, with major provincial capitals and key cities as the base, covering the provinces、 municipalities and autonomous regions, for domestic customers with on-site guidance、 installation、 sales and after-sales service and other one-stop service.
2. Overseas distributors. Fushan has lots of overseas distributors, and products were exported to more than 100 regions and countries, covering five continents. Fushan plans to expand overseas agent distribution network in the future to further seize the international market.
3. Electronic business service platform. Fushan uses the company's official website, Alibaba International Station, the first search engine service platform, China Glass Network and other electronic business services platform to promote the company's global sales in full swing.

As Fushan is a global company, brand protection is very important. In addition to China, Fushan registered "FUSHAN " trademark in Hong Kong, Madrid, Ireland, Turkey, the United States, Korea, Brazil, Syria and other countries and regions, in order to protect Toyama products' global legal sale, Fraudulent use.

Attach 3: Brand list of Fushan.

六、 Future Development Prospects

Fushan is a standardized modern enterprise, and established the corporation company in August 20, 2016. Fushan focused on high-level glass deep-processing areas, which is committed to creating the world-class one-stop service integrated enterprise.

Fushan is a fast-growing glass deep-processing enterprises, which is expected to future 3-5 years what the sales revenue will grow at a rate of 30%. In 2018, the overall revenue more than 20 million US dollar. In 2021, become a sales scale of more than 50 million US dollar medium-sized high science and technology enterprises.

Fushan intends to introduce the strength of investment institutions: through a rational ownership structure, the introduction of capital and resources to achieve products upgrades. At the same time, Fushan plan to through merger and acquisition to integrate the source of industry, create the world's most competitive glass equipment enterprise.

The global industry leader is Fushan has been chasing the direction. In the future, the full integration will help Fushan equipment gradually replace Germany、Italy、Finland etc., traditional power equipment, reduce external dependence,

enhance domestic independent core equipment market position, quickly seize the international market, Fushan's future development worth to expect.

Accessory

Attach 1: the development history of Fushan

- “Zhongshan Fushan Glass Machinery Co.,Ltd.” was established in May, 1988. And Developed the first generation of glass straight-line edging machine and glass straight-Line beveling machine.
- In 1997, we developed the FHT3825 glass CNC cutting production line with Japan Yanai Company. In the same year, the new plant was completed.
- In 1998, Fushan took the lead in establishing one-stop service for domestic customers, such as on-site instruction, installation, sales and after-sales service. In the same year, Italian experts were employed to develop FJM10-45, FZM10 and FXM371. Chainless ball bearing structure of the straight edging machine and beveling edging machine famous in China, and Fushan began to set up overseas dealer network.
- In August 2007, the company officially changed its name to "Guangdong Fushan Glass Machinery Co., Ltd."








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- In 2008, Fushan employed German experts to develop glass forced convection production line, and obtained German invention patent.
 - In August 2016, finished the shareholding system reform and established "Guangdong Fushan Technology Co., Ltd."

Attach 2: patented technology list of Fushan.

No.	Name	Patent No.	Type	Period of Validity	Patentee
1	A multifunctional grinding head device with bottom edge, chamfer and grinding	ZL201410030838.5	Invent	2014.01.22-2034.01.21	Fushan
2	A multi - function rapid four –sides edging machine	ZL201310038095.1	Invent	2013.01.31-2033.01.30	Fushan
3	An elastic adjustable vertical glass conveyor chain plate mechanism	ZL201520680069.3	Practical	2015.09.01-2025.08.31	Fushan
4	A waterproof and dustproof vertical glass conveyor chain plate structure	ZL201520680070.6	Practical	2015.09.01-2025.08.31	Fushan
5	A glass measuring device	ZL201420301904.3	Practical	2014.06.06-2024.06.05	Fushan
6	A kind of quick chamfering belt mold edging machine	ZL201420041990.9	Practical	2014.01.22-2024.01.21	Fushan
7	A rapid edging, chamfering and grinding machine in addition to grinding	ZL201420042106.3	Practical	2014.01.22-2024.01.21	Fushan
8	A Kind of Quick Grinding Machine for Edge and Edge	ZL201420042131.1	Practical	2014.01.22-2024.01.21	Fushan
9	Grinding head overall feed device	ZL201320383257.0	Practical	2013.06.28-2023.06.27	Fushan
10	Beveling machine swing frame swing institutions	ZL201320385472.4	Practical	2013.06.28-2023.06.27	Fushan
11	In addition to a membrane grinding machine	ZL201320389995.6	Practical	2013.07.02-2023.07.01	Fushan
12	A grinding wheel gland type grinding head	ZL201320384921.3	Practical	2013.06.28-2023.06.27	Fushan
13	A pneumatic high - speed grinding head	ZL201320385571.2	Practical	2013.06.28-2023.06.27	Fushan
14	A glass automatic clamping and locating mechanism	ZL201320390812.2	Practical	2013.07.02-2023.07.01	Fushan
15	A high speed grinding head for edging machine	ZL201320382534.6	Practical	2013.06.28-2023.06.27	Fushan
16	A kind of rapid chamfer edging machine	ZL201320054755.0	Practical	2013.01.31-2023.01.30	Fushan
17	Glass transport adsorption positioning mechanism	ZL201320054776.2	Practical	2013.01.31-2023.01.30	Fushan
18	A vertical glass edging machine chain plate clamping mechanism	ZL201320055095.8	Practical	2013.01.31-2023.01.30	Fushan
19	A chamfer grinding head device for edging machine	ZL201320054731.5	Practical	2013.01.31-2023.01.30	Fushan
20	With the bottom edge, the security	ZL201320	Practical	2013.01.31-	Fushan

	chamfer, in addition to the multi-functional grinding head device	054740.4		2023.01.30	
21	A pneumatic polishing head mechanism	ZL201120109214.4	Practical	2011.04.14-2021.04.13	Fushan
22	A front beam lifting mechanism	ZL201120109414.X	Practical	2011.04.14-2021.04.13	Fushan
23	Laminated glass production line automatic film machine	ZL201020224898.8	Practical	2010.06.10-2020.06.09	Fushan
24	FEEDING MECHANISM OF A RIPPLED EDGE BEVELER	6910958	Invent	2001.02.27-2021.02.26	Fushan
25	VERFAHREN ZUM BETERIBEN EINES ROLLENOFENS	102008025798	Invent	2008.05.29-2028.05.28	Fushan

Attach 3: Brand list of Fushan

No.	Style	Registration	Registration No.	Category	Authorization	Obligee
1		China	1237697	Class 8	1999.1.7	Fushan
2		China	1225391	Class 7	1998.11.21	Fushan
3		Hongkong	301321811	Class 7	2009.4.9	Fushan
4		Madrid	1011688	Class 7	2009.8.6	Fushan
5		US	3840406	Class 7	2010.8.31	Fushan
6		Korea	1011688	Class 7	2010.11.1	Fushan
7		Brazil	902117122	Class 7	2012.9.4	Fushan