



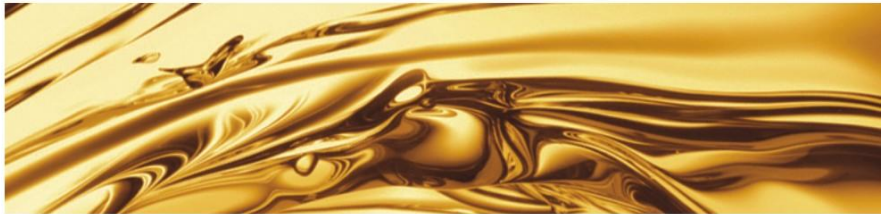
珠海美合科技股份有限公司  
ZHUHAI MAKHOP TECHNOLOGIES CO., LTD.

股票代码: 834412  
服务热线: 400-8238-098  
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ZHUHAI MAKHOP  
TECHNOLOGIES CO., LTD.  
珠海美合科技股份有限公司

**MAKHOP**

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美合文化



OUR  
CULTURE



美合科技鸟瞰实景图

## 美合概述 COMPANY PROFILE

珠海美合科技股份有限公司在二十多年的企业发展过程中，逐步建立和形成企业愿景、使命和价值观。该企业文化是扎根于员工内心深处的核心信念，是美合发展至今的内在动力，更是美合面向未来的承诺。它确保美合持续发展和创新变革，为客户提供有效的服务。

For more than 20 years of development, Zhuhai MAKHOP Technology Co. Ltd. has formed its vision, mission, and values step by step. Our culture is the credo value held firmly in the mind of our employees. It is the inner dynamic of us. It is also our commitment to the future. It drives us to develop and innovate continuously, and serve our customers efficiently.





## 企业愿景 ENTERPRISE VISION

成为中国一流润滑剂制造商

To become the leading lubricant manufacturer in China

## 企业使命 CORPORATE MISSION

持续为股东创造收益，持续为员工增加收入，持续为客户创造价值。

To continuously create profits for shareholders, continuously increase income for employees, and continuously create value for customers



## 经营理念 BUSINESS PHILOSOPHY

品质为先，客户为大。

Quality first, customer first

## 美合价值观 OUR VALUES

成就客户 Dedication to Customers' Success

创新变革 Creativity & Innovation

积极奋斗 Strive Hard

至诚守信 Sincere and Integrity

自我批评 Self-criticism

团队合作 Teamwork



## 组织架构 ORGANIZATION STRUCTURE





# 美合概况

## COMPANY PROFILE



## 关于美合 ABOUT MAKHOP

珠海美合科技股份有限公司（简称美合科技，股票代码:834412）是一家集研发、生产、销售于一体的高新技术企业。公司坐落于国家级经济开发区——珠海高栏港经济区石油化工区，美合科技占地面积5.3万平方米，设有2000平方米的产品检测研发中心，拥有大小原料储罐51个，总容量20000立方米，润滑油年产能达15万吨。

美合科技拥有领先的高精度自动化生产线和国际先进的生产工艺，原料选用国际顶级企业的产品，严控从原料采购到产品出厂的每一个环节，并通过ISO9001质量管理体系、ISO14001环境管理体系标准认证和IATF16949汽车行业质量管理体系认证。

“品质为先，客户为大”是美合科技的经营理念，“持续为股东创造收益，持续为员工增加收入，持续为客户创造价值”是美合科技牢记的使命。公司目前主要生产和销售中高档内燃机油、设备用油和金属加工液，产品包含18大类，广泛应用于汽车、摩托车、轮船、钢铁、机械加工、金属处理、电子、电力、纺织、化工等众多行业，覆盖范围广、产品体系完善。其中铝翅片冲压油和铜制管油以其优异的品质和完善的售后服务，基本取代了进口同类产品，改写了进口同类产品垄断中国用油市场的局面。美合科技长期与埃克森美孚、壳牌、马石油、路博润、润英联等世界顶级企业保持密切的商业合作。经过二十年的行业积累，拥有格力、科龙、奥克斯、美的、格兰仕、海信、长虹、豪爵等一大批优质稳定的客户资源。

我们追求公司持续发展和员工物质精神生活提升的同时，一直致力于成为中国一流润滑剂制造商。

Zhuhai MAKHOP Technology Co. Ltd. (hereinafter referred to as Makhop, Stock code 834412) is a high-tech company which integrates R&D, production, and sales into the business. The company is located at the petrochemical area of Zhuhai National Economic and Technical Development Zone. The site of MAKHOP covers 530,000 square meters, with a 2,000 square meters product testing and R&D center, There are 51 material tanks with the total capacity up to 21,000 cubic meters. The annual capacity of lubricants is 150,000 tons.

MAKHOP has the most advanced high precision automatic production lines and international advanced production technique. We select the material from top international enterprises, and control every procedure strictly, from raw material procurement to products ex-factory delivery. We have been certified by ISO9001 Quality Management System, ISO 14001 Environment Management System, and IATF 16949 Quality Management System specification for the automotive industry.

"Quality first, customer first" is the business philosophy of Makhop. "To continuously create profits for shareholders, continuously increase income for employees, and continuously create value for customers" has always been the mission of Makhop. Currently, as manufacturer of high quality engine oil, equipment lubricants, and metalworking fluid, we offer a wide range and comprehensive product system that can be categorized into 18 series. They are widely applied in the industry of automobile, motorcycle, ship, steel, mechanical processing, metalworking, electronics, electricity, textile, and chemicals, etc. With the outstanding quality and perfect after-sales service, our aluminum fin stock punching oil and copper pipeline oil have almost substituted for the imported homogeneous products, and recast the monopoly of the imported homogeneous products in domestic oil market.

MAKHOP has established the long term cooperation with some global top oil enterprises, such as ExxonMobile, Shell, PETRONAS, Lubrizol, and Infineum, etc. Benefitting from the rich industrial experience more than 20 years, we develop a group of valuable and steady customers, including GREE, Kelon, AUX, Midea, Galanz, Hisense, Changhong, and Haier, etc.

While pursuing the sustainable development of the company and the improvement of the staff's material and spiritual life, Makhop Technology committed to becoming the first-class lubricant manufacturer in China.



## 发展历程 HISTORY

### 1999.10

珠海德科润滑油贸易有限公司成立。

Zhuhai DEKE Lubricant Oil Trade Co., Ltd was established.



### 2001-2002

成为珠海格力电器股份有限公司、江门大江集团豪爵摩托车的供应商。

MAKHOP Technology became the supplier of Zhuhai Gree Electric Appliances Inc. and Jiangmen Yangtze River Group Haojue Holdings Co., Ltd.



### 2003-2004

第一批美合挥发油正式上市，并成为美的、科龙、海信、长虹、奥克斯等空调供应商，成为空调行业最大的挥发油供应商。

The initial batch of MAKHOP volatile oil was officially launched. We became the supplier of air condition manufacturers, including Midea, Kelon, Hisense, Changhong, and AUX, etc., and dominated the volatile oil market of air condition industry.



### 2006-2009

美合石化正式成立，选址高栏港及正式投产，并全资收购珠海德科润滑油贸易有限公司，标志着美合迈入新的发展期。

MAKHOP Petrochemical, which is sited at Zhuhai National Economic and Technical Development Zone, was officially established and operated. Zhuhai DEKE Lubricant Oil Trade Co., Ltd was wholly acquired by MAKHOP Technology. It was a milestone which marks MAKHOP stepping into the new stage of development.



### 2011-2014

2011年成为马石油第三方代工厂。

获得2012年年度中国50强企业。

In 2011, it became the third-party OEM plant of PetroMaLaysia. It was awarded as member of the 2012 China top 50 enterprises.

二期工厂扩建并竣工投产。

The expansion of the second phase of the factory was completed and put into operation.



### 2015

珠海美合石油化工有限公司正式更名为珠海美合科技股份有限公司，并成功挂牌上市（股票代码：834412）。

荣获“中华全国工商业联合会石油业商会副主任委员会单位”及“珠海市制造业协会副会长单位”称号。

Zhuhai MAKHOP Petrochemical Co., Ltd. was rebranded as Zhuhai MAKHOP Technology Co., Ltd. Also, it was successfully listed on the stock market (Stock Code: 834412). We were awarded the designation of Deputy Chairman Agency of China Chamber of Commerce for Petroleum Industry & Vice President of Zhuhai Manufacturing Association.



### 2016

2016年成为美国太阳石油公司第三方代工厂。

2016年下半年正式成为某国际知名润滑油品牌第三方代工厂。

珠海美合科技股份有限公司研发中心揭牌，中心总建筑面积2000平方米，总投资约2000万，严格按照ISO17025国际级实验室标准设计施工。

In 2016, became the third-generation factory of Sunoco. Second half of 2016, became the third-generation factory of An internationally renowned lubricant brand.

The R & D center of Zhuhai MAKHOP Technology Co. Ltd. inaugurated, which total construction area is 2000 square meters, and the total investment is about 20 million. It is in strict accordance with ISO17025 international standards of laboratory design and construction.



### 2017

通过广东省“高新技术企业”认证。荣获“LubTop2017中国润滑油行业年度智慧工厂”奖项。

荣获2016-2017年度“广东省守合同重信用企业”荣誉称号。荣获“广东省润滑油行业协会副会长单位”称号。成为广东省拱北运输有限责任公司车用油唯一指定品牌。

Passed the certification of Guangdong High-tech Enterprises. Won the LubTop2017 Annual Smart Factory Award of China Lubricant Industry. Awarded the honorary title of "Contract-abiding and Credit-abiding Enterprise" in Guangdong Province from 2016 to 2017. Awarded the title of "Vice President Unit of Guangdong Lubricant Oil Industry Association". Become the only designated brand of vehicle oil in Gongbei Transportation Co., Ltd. of Guangdong Province.



### 2018

LubTop2018中国润滑油行业年度OEM金牌服务商。荣获由广东省润滑油行业协会颁发的发明创新奖及优秀工作者奖。

荣获“珠海市2018年高新技术企业成长100强”。

LubTop2018 Annual OEM Gold Medal Service Provider of Lubricant Oil Industry in China. Awarded the Innovation Award and Excellent Worker Award by Guangdong Lubricant Industry Association. Won "Top 100 High-tech Enterprises in Zhuhai in 2018".



### 2019

被珠海当地政府授予“2019年度民营企业20强”的荣誉。

It was awarded the honor of "Top 20 private enterprises of 2019" by the local government of Zhuhai.





# 美合优势

## OUR ADVANTAGE



厂区实景图



## 生产优势 PRODUCTION ADVANTAGE

美合科技的建设规模在国内润滑油生产企业中处于领先地位，厂区坐落在珠海高栏港石化工区，总占地面积为5.3万平方米，总建筑面积达2.2万平方米，拥有2万立方米原料储备罐，年产能15万吨，10900平方米生产车间，为企业奠定硬件配套基础。

The construction of MAKHOP Technology is at the forefront of domestic lubricant manufacturers. The factory is located in Petrochemical Area of Zhuhai Gaolan Port Economic Zone. The total floor space covers 530,000 square meters, and the total construction area is 22,000 square meters. It is equipped by the raw material storage tanks with the 2,000 cubic meters volume. The annual capacity of lubricants is 150,000 tons. The 101,900 square meters production workshop lays the foundation of hardware infrastructure for MAKHOP Technology.







## 人才优势 TALENT ADVANTAGE

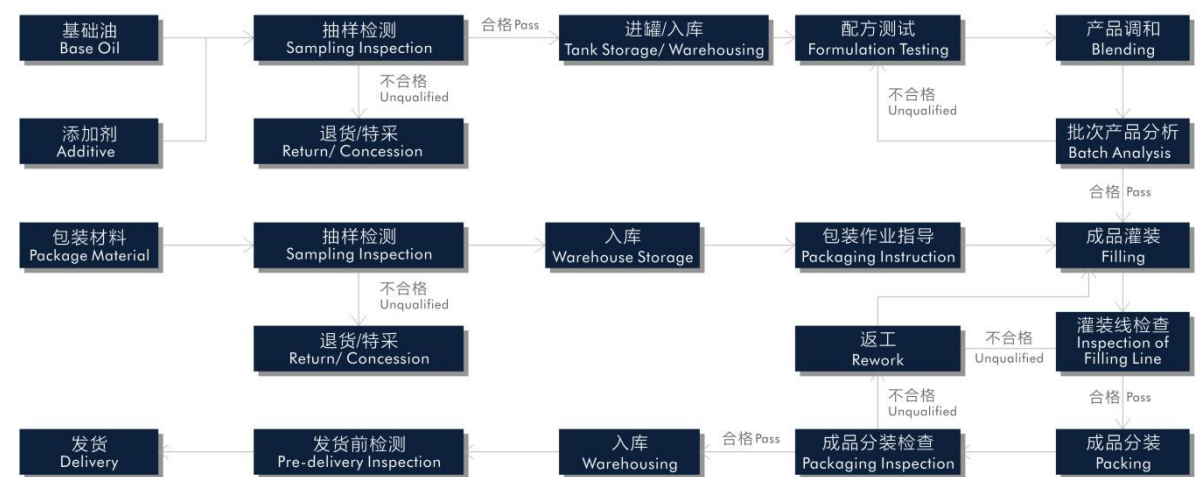
美合科技高度重视专业人才，从世界巨头公司招揽不同专业范畴的高级人才，并顺应市场需求，对各个岗位的人才进行专业培训，力求让每个美合人都能在自身岗位上发挥所长，推动着企业和员工的发展。

Professionals are the high priority of MAKHOP Technology. We recruit the high-level talent in different professions from global giant companies. We provide professional training to the talents in different positions to meet the demand of market. We do our best to motivate our employees to fulfill their potential, and drive the development of the enterprise and our employees.



## 质量优势 QUALITY ADVANTAGE

### 全方位品质监控 Overall Quality Control



### 管理体系认证 Certification of Management System

美合科技管理体系获得ISO14001环境管理体系认证、IATF 16949汽车行业质量管理体系认证。

The management system of MAKHOP has achieved the certificate of ISO14001 Environmental Management Systems, IATF 16949 Quality Management Systems specification for the automotive industry.



IATF 16949



IATF 16949



ISO14001



ISO14001



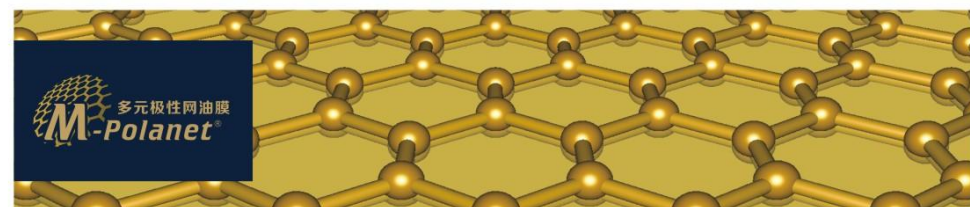


留样室实景图

## 技术优势 TECHNOLOGICAL ADVANTAGE

美合科技的研发团队拥有多名润滑油技术专家、汽车引擎专家、机械设备应用专家，同时配备各种先进的检验检测研发设备，从而实现产品技术不断创新。公司设立了2000平方米独立检测研发中心，自主研发的M-Polanet® 多元极性网油膜技术，广泛应用在众多知名代工品牌上，让油品在抗磨、氧化及剪切稳定性的功效上得到卓越的提升。

MAKHOP Technology builds a R&D team which is supported by the experts of lubricant technology, expert of automotive engine, experts of mechanical equipment application. We are also equipped by the advanced devices of inspection, testing, and R&D to drive the continuous innovation of products and technology. We founded an individual inspection and R&D center that covers 2000 square meters floor. Our M-Polanet® oil film technology which forms the polar molecules into net structure is widely used in many well-known OEM brands. It remarkably enhances the performance of wear protection, antioxidation, and shear resistance.



## 合作伙伴 COOPERATION PARTNER



美合科技经过二十多年的优质经营，长期与埃克森美孚、壳牌、马石油、路博润、润英联、雅富顿、雪佛龙等世界顶级企业长期保持密切的商业合作。经过数十年的行业累计，拥有格力、科龙、奥克斯、美的、格兰仕、海信、长虹、豪爵等一大批优质稳定的客户资源。

Building on the more than 20 years excellent operation, MAKHOP Technology has established the long term and closed business cooperation relationship with some global top enterprises, including ExxonMobile, Shell, PETRONAS, Lubrizol, Infineum, Afton, and Chevron etc. Benefitting from the rich industrial experience, we develop a group of valuable and steady customers, including GREE, Kelon, AUX, Midea, Galanz, and Haojue, etc.



## 业务模块

## BUSINESS RANGE

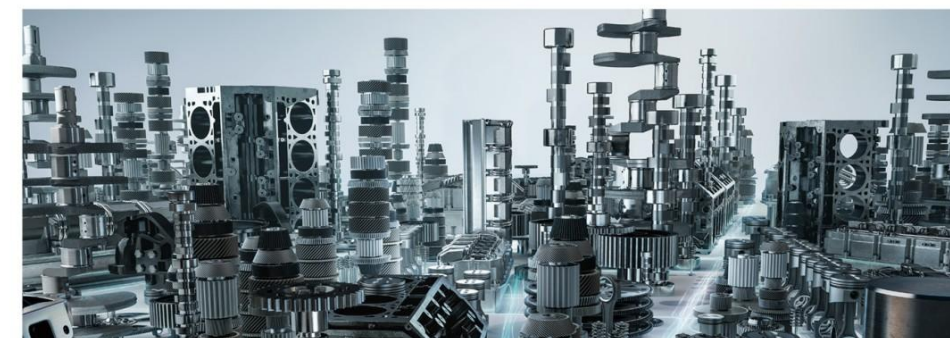
### Self-brand Lubricants Business

### 自主品牌润滑油业务

### Lubricants OEM/ODM Business

### 润滑油代工/贴牌业务

## 工业设备润滑油 INDUSTRIAL EQUIPMENT LUBRICANTS



工业润滑油业务以为客户指定科学、全面的解决方案、提高效率、降低客户总成本为目标，对各种工业设备和生产工艺进行深入的研究，运用领先的技术为客户解决生产中诸多困扰，为客户创造更高的价值。因此，在二十多年的优质经营下，得到广大客户的认可。尤其是空调铝翅片冲压油、铜制管油以其优异的品质和完善的售后服务，取代进口同类产品，成为目前国内最大的供应商。

Lubricants business aims at providing professional and comprehensive solution, improving efficiency, and reducing cost for customers. We dedicate to thorough research of industrial equipments and production technique, applying advanced technology to settle the issues in production, and creating superior value for our customers. Therefore, we are trusted by our customers during the more than 20 years operation. Depending on excellent quality and comprehensive after-sales service, our aluminum air condition fin stock punching oil and copper pipeline oil have almost substituted for the imported homogeneous products. We also become the largest domestic supplier.



### 工业设备润滑油

Industrial Equipment Lubricants

海力达液压油/液 Hylita Hydraulic Oil/Fluid

耐特顺齿轮油 Niteya Gear Oil

美耐压空气压缩机油 Praya Air Compressor Lubricant

导路通系列导轨油 D-luton Side Ways Oil

速热达系列导热油 Sohot Heat Transfer Oil



### 金属加工、工艺润滑油

Metal working Lubricants & Process Oil

水基金属加工液 Water-based Metalworking Lubricants

油基金属加工油 Oil-based Metalworking Lubricants

工艺油 Process Oil





## OEM/ODM业务 OEM/ODM BUSINESS

目前 OEM/ODM业务板块是美合科技主要业务板块之一，公司占地面积5.3万平方米，拥有总容量20000立方米，大小51个储罐为客户提供充足而多样化的生产保障，15万吨的年产能，多条自动化生产线可满足不同客户的订单需求。

工厂位于国家级石油化工区，优质的物流条件、优越的产业供应链、完备的仓储能力，让美合科技成为众多国际知名品牌的服务商，从而推动着美合科技的可持续发展。

Currently, OEM/ODM business is our major business. The company covers the area of 53,000 square meters. There are 51 storage tanks in different capacity that ensure the 20,000 cubic meters capacity available, and also fulfill the sufficient and diverse production. The 15,000 tons capacity and a number of automatic production lines can meet the order demand of different customers.

Our factory is located in the national petrochemical area. The convenient logistics, excellent industrial supply chain, and comprehensive storage form MAKHOP Technology to be the service provider of many international well-known brands, and motivate the continuous development of MAKHOP Technology.



### 优良的生产条件和充足的仓储能力

Excellent Production Condition and Sufficient Storage Capacity

53000平方米 53,000 square meters	厂区总占地面积 Total Area of Factory
22000平方米 22,000 square meters	建筑面积 Floor Area
2000平方米 2,000 square meters	检测研发中心 Inspection and R&D Center
150000吨 150,000 tons	年产能 Tons Annually
7400平方米 7,400 square meters	仓储能力 Storage Capacity



### 生产管理认证

Production Management Certification

ISO14001环境管理体系标准认证  
ISO14001 Environment Management Systems Certification

IATF 16949汽车行业质量管理认证  
IATF16949 Quality Management System Specification for the Automotive Industry



### OEM/ODM业务范围

OEM/ ODM Business

车用润滑油	Automotive Lubricants
工业润滑油	Industrial Lubricants
工艺润滑油	Process Lubricants
金属加工液	Metal Processing Fluid



社会责任

CORPORATE  
CITIZENSHIP



## 行业发展 INDUSTRY DEVELOPMENT

作为中华全国石油协会副主任会员单位、广东省润滑油行业协会副会长单位，美合科技以“硬实力、高标准”不断地为中国润滑油行业的发展贡献力量，带领行业往前发展，肩负起推动石油化工领域、润滑油分领域的社会责任。

As the Deputy Chairman Agency of China Chamber of Commerce for petroleum Industry, Guangdong lubricant oil industry, Vice President Unit of Guangdong lubricant Oil Industry Association, MAKHOP Technology contributes to the development of lubricant industry in China with its remarkable competitiveness and high standard. We lead the development of the industry, and bear the responsibility of development for petrochemical and lubricant industry.







## 人才资本 HUMAN CAPITAL

美合科技以人为本，重视员工价值，通过员工的素质培养和完善的福利体制，实现员工的企业价值和个人价值。同时也推动着员工与企业共同发展。

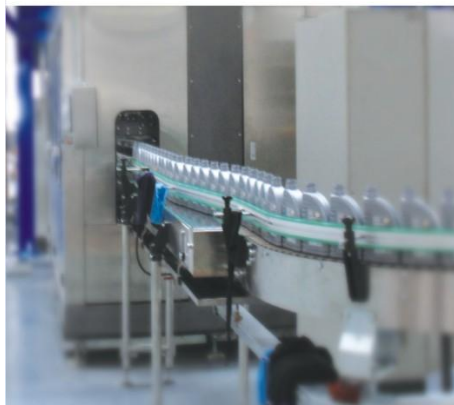
MAKHOP Technology is a people-oriented company. Employees are our great assets. Our employees will be provided with professional training and comprehensive welfare. We motivate our employees to achieve their potential. We propel the development of our employees and the enterprise.



## 绿色环保 ENVIRONMENTAL PROTECTION

美合科技将绿色能源生产和生产流程环保作为公司发展的核心建设内容之一，确保科技研发节能清洁能源、保证生产流程符合国家环境管理体系要求和员工职业健康始终贯彻于企业可持续发展的方针中。

Green energy production and environmental friendly production procedure are the priority of company development. Our approach of sustainable development includes the research of clean energy, the compliance of national environmental management system during production, and the assurance of employee health.







## 股东利益 INTERESTS OF SHAREHOLDERS

美合科技作为上市公司，股东的利益是最重要的组成部分之一，美合科技通过企业硬件配套的提升、工作效率的提高、优质先进的产品生产、先进的经营模式实施等全方位发展，实现资产增值，用收益回报股东。

As a listed company, MAKHOP Technology regards the interests of Shareholder as the important part of company. MAKHOP technology devotes itself on the upgrading of hardware facilities, the improvement of efficiency, the production of high quality and advanced products, and the implement of leading operation mode. We have achieved the assess value increase and returned the shareholders with high profit.

## 客户服务 CUSTOMER SERVICE

美合科技以满足客户需求为导向，以产品质量为基础，以快速响应和为客户创造价值为准则，彰显“所做的一切，都是为了客户满意”的服务思想。

Our credo is "to do our best to satisfy our customers". Our guiding line is to fulfill customers' demands. Our foundation is to ensure the product quality. Our principle is to respond promptly, and create value for customers.



# 承诺未来

## COMMITMENT TO THE FUTURE



### 专业 奋发 超越

在互联网+时代，美合科技将同步发展，打造互联网汽车后市场服务平台，未来的我们脚步不断向前，未来的我们潜力无限，不断的发展中持续为客户创造更大的价值。

In the era of Internet+, MAKHOP Technology will keep pace with the times, and establish the platform of automotive service in the Internet. We will keep moving and explore our unlimited potential to create higher value for our customers in the future.