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今日长飞

三十载不忘初心，新征程砥砺前行

Stay True to the Mission for Three Decades and Forging ahead with Great Courage on the New Journey





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三十而立： 开启新征程，创造新未来

□ 本刊编辑部

律回春晖渐，万象始更新。回首2017年，全球光纤光缆产业红红火火：“宽带中国”战略持续深入推进，促进大数据、云计算、物联网等产业发展的国家政策相继出台，全球各国争相角逐5G。

在良好的市场环境下，通过全体长飞人的共同努力，长飞取得了喜人的成绩，公司三大主营业务：预制棒、光纤和光缆竞争力继续领跑全球。

不积跬步，无以至千里；不积小流，无以成江海。2017年，长飞公司秉持“智慧联接 美好生活”的使命，以“客户责任 创新 共赢”为企业核心价值观，从棒纤缆业务内涵增长、技术创新与智能制造、国际化地域拓展、相关多元化以及资本运营协同成长五大方面积极布局，在国内国际销售市场、在技术研发领域、在追求卓越绩效管理等方面都取得了巨大突破，向董事会、股东交上了一份满意的答卷。

这一年来，长飞公司的发展得到了各方的认可：我们时隔12年再次荣获国家科技进步二等奖，刷新了长飞制造的高度；我们经过连续三年努力问鼎全国质量奖，树立了行业品牌质量

标杆；我们荣膺2017中国融资大奖“最佳上市公司”和“年度最佳企业领袖”，以及中国证券“金紫荆”奖“最具投资价值上市公司”大奖，收获资本市场高度认可；我们成功举办了2017世界光纤光缆大会，引领业界同仁共话发展新纪元……这一年我们收获满满，而这一切成绩都离不开所有长飞人的聪明才智和辛勤付出。

旧岁已展千重锦，新年再进百尺竿。2018年，长飞公司将持续强化实施创新驱动发展战略，专注于光纤预制棒、光纤、光缆及相关技术的进步，以“成为信息传输与智慧联接领域的领导者”为愿景，发挥公司团队优势，增强长飞凝聚力、向心力、战斗力，不断巩固自身综合实力，从而推动公司持续高速发展。

新的一年承载新的梦想，新的一年孕育着新的希望，新的征途赋予新的使命。2018年，长飞将迎来30岁生日，30年的专注与坚守，成就了长飞从行业追随者成长为领军者，见证了中国光通信产业的发展历程，也激励着长飞在新的起点，与产业链伙伴一起，续写新的篇章，开创新的未来！

At the Age of Thirty: Start a New Journey and Create a New Future

□ The Editorial

The spring has come and everything takes on a new look. Back in 2017, the optical fibre and cable industry was booming in the world, our country forged ahead with its “Broadband China” strategy, the national policies aimed at promoting development of big data, cloud computing and Internet of things were introduced successively, and all countries in the world competed in the area of 5G.

In the favorable market environment, Yangtze Optical Fibre and Cable Joint Stock Limited Company (YOFC) has made gratifying achievements through joint efforts of all people in the company, and the company’s three main businesses – preform, optical fibre and cable – have been dominating the leading position in the world.

Just as an old Chinese saying puts it, a journey of thousands of miles cannot be achieved without accumulation of each single step, just as the enormous ocean cannot be formed without gathering every brook or stream. In 2017, by adhering to the mission of “Smart Link, Better Life” and the core corporate value of “Client Focus, Accountability, Innovation, Stakeholder Benefits”, YOFC actively arranged its layout in imbedded value growth of preform, optical fibre and cable business, technical innovation and intelligent manufacturing, regional expansion for internationalization, related diversification and synergistic growth in capital operation, and achieved significant breakthroughs in domestic and international sales markets, technological research, and pursuit of excellent performance management as well as other aspects, satisfying the board of directors and shareholders.

YOFC’s development in 2017 has been recognized by all walks of life: We won the second prize of National Award for Science and Technology Progress again after 12 years,

which refreshed the height of YOFC manufacturing; after 3 years of continuous efforts, we were granted China Quality Award, setting a benchmark for brand quality in the industry; we garnered “Best Listed Company” and “Annual Best Business Leader” of China Financial Market Awards 2017 and “Best Investment Value Award for Listed Companies” of China Securities Golden Bauhinia Awards, receiving high recognition from the capital market; we successfully held the World Optical Fibre & Cable 2017, leading the peers to talk about a new era of development... This year we have harvested fruitful results, which cannot be separated from the intelligence and hard work of all people of YOFC.

The past year has seen extraordinary accomplishments, and in the new year we will make further progress. In 2018, YOFC will continue to implement the strategy of innovation-driven development, focus on preform, optical fiber and cable and related technological advancement, take the vision of “to be the leader in information transmission and smart links”, give play to the advantages of the teams, and enhance YOFC’s cohesion, centripetal force and competitiveness so as to continuously consolidate the company’s comprehensive strength and promote its sustained and rapid development.

The new year carries new dream and new hope, and the new journey endows us with new mission. In 2018, YOFC will usher in its 30th birthday. The 30 years of dedication and persistence have seen YOFC grow from a follower to a leader in the industry, and seen the development course of China’s optical communication industry. YOFC is encouraged to work with the partners in the industrial chain to create a new chapter and a new future at the new starting point!

长飞公司荣获 2017 年度国家科学技术进步二等奖

□ 本刊编辑部



2018年1月8日，2017年度国家科学技术奖励大会在人民大会堂举行。长飞公司和中国联通联合申报的“新型光纤制备技术及产业化”项目从众多高水平研究成果中脱颖而出，荣获国家科学技术进步二等奖。该项目负责人——长飞公司研发中心总经理王瑞春出席大会并领奖。

继2005年获得国家科学技术进步二等奖后，长飞公司2017年再次荣获该奖项，成为中国光通信行业内两次获得该奖项的企业，这体现出长飞公司在技术创新上的强悍实力，和国家对长飞公司光纤通信技术创新能力以及多年来推动行业发展的高度肯定。

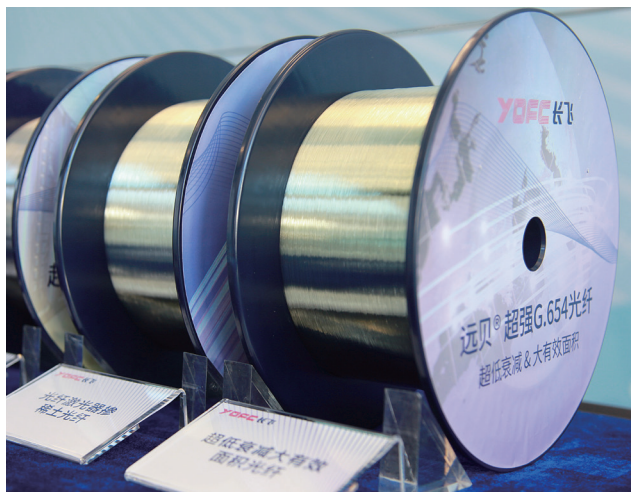
长飞公司与中国联通联合申报的项目围绕接入网与下一代光传输网（超高速、超大容量、超长距离）对新型通信光纤的紧迫需求，双方开展大尺寸预制棒、弯曲不敏感和超低损耗大有效面积新型光纤制备系列关键技术的攻关，形成了一批具有国际领先水平的技术与产品，研制出了行业领先的大尺寸预制棒，开发了G.657系列弯曲不敏感光纤、超低损耗G.654光纤等性能指标国际领先的产品。

长飞公司早在2010年就开始了新型超低损耗大有效面积光纤的研发攻关。2014年，长飞公司携手中国联通网络技

术研究院完成了单波100G的传输测试，大量的理论和试验数据证实，该类光纤相对于其他通信光纤在高速率传输系统上具有超强的传输性能。2015年3月，长飞公司在美国OFC大会期间，面向全球正式发布了“远贝®超强超低损耗大有效面积光纤”。

中国联通从2014年开始在全球业界率先启动400G新型光纤的探索，推动并参与国际电信联盟电信标准分局（ITU-T）G.654.E光纤标准的制定。2015年，长飞公司联合中国联通进行了超低损耗大有效面积G.654.E光纤现网验证，并成立专门的技术团队全程跟进，积极推动G.654.E光纤全球首次在陆地上现网使用。该试验以架空和管道方式，在新疆及山东建设了采用超低损耗大有效面积光纤的两条干线光缆，线路分别穿越沙漠戈壁、高寒雪山和高速公路通信管道，对该产品的恶劣环境适应能力、400G传输能力进行了专题研究。

未来，长飞公司将在“新型光纤制备技术及产业化”项目基础上，持续加大对光纤预制棒、光纤及光缆的研发创新力度，与业界分享最新的技术和产品，为我国光纤光缆行业的全面发展积累更先进的知识、技术和装备，继续致力于成为信息传输与智慧联接领域的领导者。



YOFC Honored with the “Second Class National Science and Technology Progress Award of 2017”

□ The Editorial

On 8th January 2018, the 2017 China’s State Science and Technology Awards Ceremony was held in the Great Hall of the People in Beijing. The project of “New Optical Fibre Manufacturing Technology and Industrialization”, jointly submitted by YOFC and China United Network Communications Group Co., Ltd., emerged remarkably from a variety of high-level research achievements and won the Second Class National Science and Technology Progress Award. The person who is in charge of the project, general manager Wang Ruichun from R&D Center of YOFC, attended the ceremony and claimed the award.



This is the second time for YOFC to grant this reward after the first time in 2005, becoming the enterprise which was rewarded twice in China’s optical communication industry. This award demonstrated YOFC’s actual strength in technological innovation and also the national approval to YOFC’s ability in technological innovation and industrial promotion in fibre-optic communication for so many years.

The project initiated by YOFC and China Unicom focused on access network and next generation optical transmission network (extra high speed, high capacity, and long distance) to the urgent demand for new optical fibre, unlocking breakthrough of core technologies around large size preforms, bend insensitive and ultra-low loss & large effective area new type fibre preparation. As a result, the project offered a variety of internationally-advanced technologies and products, manufactured large size preforms which is the lead in optic fibre industry and developed G.657 bend insensitive fibres and G.654 ultra-low loss fibres, etc. with internationally-advanced performance.

YOFC has begun its research in new fibre of ultra- low

loss and large effective area since 2010. In 2014, YOFC worked with China Unicom Network Technology Research Institute, and conducted the single-wave 100G transmission test. A substantial amount of theories and test data proved that this type of fibres have super strong transmission capacity in high-speed transmission system than other fibres. During the OFC Conference in March 2015.

China Unicom took the lead globally in starting exploration of new fibre of 400G in 2014, participated and promoted the formulation of G.654.E fibre standards with ITU-T. In 2015, YOFC and China Unicom conducted a practical test of ultra low loss

and large effective area G.654.E fibre in the existing network application, and established a technical team to follow up and promote its first use globally in the existing network on the land. It was tested with an aerial optical cable and a pipeline one made of ultra low loss and large effective area fibre in Xinjiang and Shandong respectively, running through deserts and chilly snow mountains, and the expressway communication pipeline. It researched the fibre’s adaptability in severe conditions and its transmittability of 400G.

On the basis of the project, “New Optical Fibre Manufacturing Technology and Its Industrialization”, YOFC will keep increasing inputs of efforts in preform, fibre and cable research and innovation, as it will share with the world the latest technologies and products, and accumulate advanced knowledge, technology and equipment for the overall development of China’s optical fibre and cable industry, dedicated to maintaining the leading role in information transmission and smart link.

继入选制造业单项冠军 长飞作为企业代表交流冠军经验

□ 本刊编辑部



2017年1月17日，工业和信息化部正式公布了第一批“制造业单项冠军示范企业名单”，长飞公司成功入选，成为全国首批制造业单项冠军企业之一。2018年1月22日，由工业和信息化部、中国工业经济联合会召开的制造业单项冠军经验交流会在北京召开。

长飞公司执行董事兼总裁庄丹应邀出席会议，在会上接受了“制造业单项冠军示范企业”证书的颁发，并在现场进行交流。本次参会的企业为工信部公布的第一批和第二批制造业单项冠军示范企业，其中4位企业代表进行交流，庄丹作为4位企业代表之首一个上台发言。

庄丹表示，秉承“客户 责任 创新 共赢”的核心价值观，长飞公司致力于成为信息传输与智慧联接领域的领导者。在30年的发展历程中，长飞公司始终将技术创新作为提升公司竞争力的根本，坚持把创新型人才视为公司创新文化的最重要元素，根据“引进-消化-吸收-再创新”的技术路线，长飞公司已从行业的追随者成长为领军者。

近年来，在国家“一带一路”倡议的指引下，长飞公司积极实施国际化战略，将海外布局重点瞄准光纤光缆需求潜力巨大的发展中国家——东南亚、非洲、南美，配合落实当地政府推出的“国家宽带计划”，完成国际产能布局和销售覆盖。

长飞一直致力于公司管理体系的更新与完善，寻求为技术创新和产品质量提升提供制度和组织保障。经过多年的实践探索和经验积累，长飞公司的卓越绩效模式已走在中国制造业企业前列。

制造业单项冠军企业是制造业创新发展的基石，它包含两方面内涵：一是“单项”，企业必须专注于目标市场，长期在相关领域“精耕细作”；二是“冠军”，要求企业在相关细分领域拥有冠军级的市场地位和技术实力。

据了解，对入选制造业单项冠军示范企业的要求相当高，入选企业均为长期专注于制造业某些特定细分市场，生产技术或工艺国际领先，单项产品市场占有率位居全球前列的企业。30年来，长飞公司深耕于光纤预制棒、光纤、光缆行业，同时围绕着光纤光缆核心业务进行了全产业链布局，产品的工艺水平和市场占有率行业领先，获得制造业单项冠军实至名归。

YOFC Exchanges Experience as Representative Winner of “Model Enterprises with Championship in Special Area of Manufacturing Industry”

□ The Editorial

On 17th January 2017, the Ministry of Industry and Information Technology (MIIT) officially announced the first batch list of "Single Championship Demonstration Enterprises in Manufacturing Industry". YOFC was successfully selected, becoming one of the headmost winners in China.

In the afternoon of 22nd January 2018, the experience exchange and Communication meeting of this prize was held by the MIIT and the China Federation of Industrial Economics (CFIE) in Beijing. Zhuang Dan, YOFC's Executive Director and CEO, was invited to the meeting. During the meeting, he received the award and exchanged experience with the attendees. The participating enterprises were the first, and The second batch of groups (totally 125 enterprises) in winning the "Single Championship Demonstration Enterprises in Manufacturing Industry" award that granted by the MIIT, four of which sent representatives to share their experiences. Zhuang Dan was the first one to deliver the speech.

Zhuang Dan indicated that, adhering to the core values of "Client Focus Accountability Innovation Stakeholder Benefits", YOFC is committed to becoming the leader in information transmission and smart links. During 30 years development, YOFC has always been treating technological innovation as the foundation to enhance the company's competitiveness, seeing innovative talents as the most important element to pursuit Company's innovative culture. According to technical route of "introduction – digestion – absorption – re-innovation", YOFC has grown from a follower to a leader in the industry.

In recent years, "the Belt and Road" initiative has driven YOFC to actively implement internationalized strategy and to focus its overseas layout on developing countries in Southeast

Asia, Africa and South America where have great demand potential for optical fibre and cable. Additionally, YOFC cooperated with local governments in implementing their 'National Broadband Plan' they proposed so as to complete its international production layout and sales coverage.

YOFC has been trying to update and improve its management system so that it can provide systematic and organizational guarantee for enhancing technological innovation and product quality. Through many years of practice and exploration, YOFC's excellent performance mode has been at the fore front of Chinese manufacturing enterprises.

Manufacturing enterprises, which get the single championship, are the cornerstone of the innovation and development of the manufacturing industry. It has two requirements: the enterprise must specialize in a particular target market and cultivate the related area for a long term; the enterprise must have champion-level market position and technical strength in the related segment of market.

It is understood that the requirements of the selection of "Model Enterprises with Championship of Manufacturing Industry" are quite high. All of the winning enterprises are those which have been devoted to a special market segment for a long time, have internationally leading production technology, and rank among the top in terms of market share of a single product. For 30 years, YOFC has been cultivating the field of preform, optical fibre and cable, and conducting the layout of the whole industry chain around the core business of fibre and cable. It dominates a leading position in the industry in product technology and market share. Therefore, it deserves the award.



长飞公司荣膺2017中国融资大奖 “最佳上市公司” 和 “年度最佳企业领袖”

□ 本刊编辑部

2018年1月8日，由中国香港知名财经杂志《中国融资》主办，皓天财经集团承办，联合中企协上市公司委员会、香港并购公会、香港中国金融协会、香港中资证券业协会、香港中资基金业协会、香港特许秘书公会、香港股票分析师协会以及香港上市公司100强协会8家权威机构共同举办的“2017年中国融资大奖”颁奖盛典暨庆祝晚宴在香港隆重举行。长飞公司在本次评选中荣获“最佳上市公司”和“年度最佳企业领袖”两项大奖。长飞公司副总裁Jan Bangerts和财务总监梁冠宁代表公司出席颁奖仪式并领奖。

《中国融资》于每年1月举办“年度大奖”颁奖，致力选出中港企业中的优秀典范，嘉许并肯定他们的杰出表现。创办3年来，“中国融资大奖”凭借评审机制的公平公正及评审委员会的权威性，得到香港各界的广泛关注和高度认可。在本次的获奖名单中，与长飞公司同时获得“最佳上市公司”大奖的企业还有腾讯控股、中国工商银行、联想控股等。

作为全球领先的光纤光缆供应商，长飞公司2014年12月

赴港上市后持续稳健发展，获得资本市场的广泛认可。2017年上半年，长飞公司总收入约达人民币4640.1百万元，较2016年同期增长约26.2%；毛利约人民币1235.3百万元，较2016年同期大幅增长53.0%，同时毛利率由2016年上半年的22.0%提升至2017年上半年的26.6%；集团权益持有人应占利润约为人民币565.1百万元，较2016年同期增长约59.4%。基于优秀的业绩表现，2017年长飞公司被纳入恒生综合中小型股指数成分股、恒生港股通指数系列成分股，并进入深港通名单，公司股价在2017年增长超过140%。凭借在资本市场的卓越表现，长飞公司屡次在香港荣获大奖，此次在“2017年中国融资大奖”评选中脱颖而出，是资本市场对长飞公司的再次肯定。

未来，长飞公司将以“智慧联接 美好生活”为己任，秉承“客户 责任 创新 共赢”的企业核心价值观，继续在棒纤缆业务内涵增长、技术创新与智能制造、国际化地域拓展、相关多元化和资本运营协同成长五大方面协同努力，不断增强市场竞争力，以获得经营上的持续成功。

YOFC Granted with “Best Listed Company” and “Annual Best Business Leader” at “China Financial Market Award Gala 2017”

□ The Editorial

On January 8th 2018, China Financial Market Award Gala 2017 & Gala Dinner, which was hosted by a famous finance magazine China Financing of Hong Kong, organized by Wonderful Sky Group, and jointly held by eight authorities including the Listed Companies Council, Hong Kong Chinese Enterprises Association, Hong Kong Mergers and Acquisitions Association, Chinese Financial Association of Hong Kong, Chinese Securities Association of Hong Kong, Chinese Asset Management Association of Hong Kong, Hong Kong Institute of Chartered Secretaries, Hong Kong Institute of Financial Analysts and Professional Commentators Limited and Hong Kong Top 100 Listed Companies Association Limited. YOFC was granted with “Best Listed Company” and “Annual Best Business Leader” at the gala. Jan Bangerts, YOFC’s Vice President and Liang Guanning, CFO, represented YOFC to attend the gala and accepted the awards.

China Financing holds the annual awards gala each January to select outstanding enterprises based in Mainland China and Hong Kong and to praise their excellent performance. Since its inception three years ago, with its fair and just appraisal mechanism and authoritative appraisal committee, China Financial Market Award Gala was widely concerned and highly recognized by all circles in Hong Kong. In addition to YOFC, Tencent Holdings, ICBC, Legend Holdings and other enterprises were included in the list of “Best Listed Company”.

As a world-leading supplier of optical fibre and cable, YOFC has witnessed sustainable and steady development and earned widespread recognition in the capital market since it was listed in Hong Kong in December 2014. YOFC’s total revenue of the first half of 2017 amounted to RMB 4,640.1 million, increased by 26.2% in compared with the same period of in 2016; the gross margin reached RMB 1,235.3 million, substantially improved 53.0% in compared with the same period of 2016; the gross profit rate accelerated from 22% in the first half of 2016 to 26.6% in the first half of 2017; and the profit attributable to



company stakeholders was RMB 565.1 million, dramatically boosted 59.4% in terms of same period in 2016. Overall, based on its excellent performance, YOFC was introduced into the list of ‘constituent stock of HSML and HSSI’, ‘constituent stock of Hang Seng Stock Connect Hong Kong Index Series’ and ‘Shenzhen–Hong Kong Stock Connect’ in 2017, with its over 140% y–o–y stock price. Depending on its fabulous performance in the capital market, YOFC was granted various awards frequently in Hong Kong. And this time, YOFC stands out the most in the appraisal of ‘China Financial Market Award Gala 2017’, which demonstrates the capital market’s recognition to YOFC’s fantastic presentation once again.

Looking into the future, with a vision of “Smart Link Better Life”, YOFC will adhere to the core values of “Client Focus, Accountability, Innovation, Stakeholder Benefits” to make concerted efforts in such five aspects as the substantial increase of optical rod, optical fibre and optic cable businesses, technological innovation and intelligent manufacturing, international expansion, related diversification and coordinated growth of capital operation, further enhance its market competitiveness and achieve continued operational success.

长飞携手宝胜打造先进的海缆基地

□ 本刊编辑部



2018年1月3日，长飞公司与宝胜科技创新股份有限公司（以下简称宝胜股份）在美丽的瘦西湖畔扬州迎宾馆签署了海缆项目合资协议。扬州市市委书记谢正义，市委常委、常务副市长陈杨，市经济技术开发区党工委书记蒋爱祥，市经济技术开发区管委会主任陈曦等领导亲临会场祝贺，宝胜集团董事长杨泽元、副总裁梁文旭，宝胜股份副总裁夏成军和陈大勇，长飞公司董事长马杰、副总裁兼董事会秘书周理晶、财务总监梁冠宁、战略与市场部经理周钦敏等出席了签约仪式。

当前，全球海洋经济进入全面发展的新时期，海洋科技创新将带来巨大市场机遇。而海底光电缆是海洋经济得以发展的关键基础，正在被越来越多的政府、组织视为重要的战略资产进行规划和建设。

面对新的机遇，长飞公司与宝胜股份分别作为光纤光缆、电力电缆行业的领军企业，强强联合，基于“坚守实业、共谋发展”的价值理念，发挥各自在技术、品牌和市场等方面的领先优势，共同打造双方在海洋工程领域“光电集成”新的竞争优势，将通过项目合作不断拓展和完善产业链，构建互惠互

利、合作共赢的伙伴关系，共同迈向海洋经济时代，服务海洋信息化建设。双方将在海底光缆、海底电缆、光电复合缆、海底特种电缆、直流电缆、高压电缆、超高压电缆、脐带电缆、拖曳缆、OPGW等产品及其附件的研发、制造、销售、安装、敷设、技术咨询等方面展开全方位合作。

双方共同组建了“宝胜长飞海缆科技有限公司”，注册资本10亿元人民币，主要经营范围包括：设计、研发、制造和销售海底电缆、海底光缆、光电复合缆、海底特种电缆等海洋工程用产品及附件、软接头等海洋工程用产品，以及与前述技术相关的进出口业务。

双方海缆项目合资协议的成功签约必将打造出先进的海缆制造与服务基地，推动长飞公司将市场从陆地拓展至海洋，打造横跨通信工程和电力工程领域的系统集成和咨询服务能力。面向未来，长飞公司以“智慧联接 美好生活”为使命，秉持“客户 责任 创新 共赢”的企业核心价值观，从制造商向综合解决方案提供商转型，致力于成为信息传输与智慧联接领域的领导者。

A World Class Submarine Cable Base to Be Jointly Developed by YOFC and Baosheng

□ The Editorial



On January 3, 2018, YOFC and Baosheng Science and Technology Innovation Co., Ltd. (hereinafter referred to as “Baosheng Stock”) signed a joint venture agreement for submarine cable project at Yangzhou Guesthouse beside the beautiful Slender West Lake. Xie Zhengyi, Secretary of Yangzhou Municipal Committee of CPC, Chen Yang, a standing member of municipal Committee of CPC and executive vice mayor, Jiang Aixiang secretary of Party working committee of municipal economic and technological development zone, Chen Xi, director of management committee of municipal economic and technological development zone and other officials of Yangzhou City made personal appearances to extend congratulations, and among others Chairman Yang Zeyuan and Vice President Liang Wenxu of Baosheng Group and Vice Presidents Xia Chengjun and Chen Dayong of Baosheng Stock on one side and Chairman Ma Jie, Vice President and Board Secretary Zhou Lijing, CFO Liang Guanning and Manager of Strategic and Marketing Department Zhou Qinmin of YOFC on the other side attended the signing ceremony.

At present, when the global marine economy entered a new era featured with comprehensive development, innovations of marine science and technology will bring a number of market opportunities. Submarine optical cable becomes a fundamental base for developing marine economy, and is considered by more

and more governments and organizations as an important strategic asset to be planned and developed.

Facing new opportunities, the alliance between two giants YOFC and Baosheng Stock as two leading companies in optical fibre and cable and power cable industry is based on the value idea of “Stick to the Real Industry for Common Development”. They will exploit their own strengths in technology, brand, market and other aspects, and form a common new competitive edge in ocean engineering. By cooperating in projects, they will ceaselessly expand and improve their industry chains, and build a reciprocity and mutual benefit relationship to jointly step in an ocean economy era and serve for marine informatization. They will conduct all-round cooperation in R&D, manufacturing, selling, installation, cabling and technical consultation in respect of submarine optical cable, submarine power cable, power-optic composite cable, special submarine cable, direct current cable, high voltage cable, extra high voltage cable, umbilical cable, trailing cable, OPGW and other products and their accessories.

For this purpose, they have jointly established “Baosheng-YOFC Submarine Cable Science and Technology Co., Ltd.” with its registered capital of RMB 1 billion and with its business scope including design, R&D, manufacturing and selling of submarine cable, submarine optical cable, power-optic composite cable, special submarine cable and other products and their accessories and flexible connectors for ocean engineering use, as well as export and import of any of the aforesaid technologies.

The conclusion of the joint venture agreement for the submarine cable project will surely render the domestically largest and globally leading service base for manufacturing marine cables, so that YOFC can expand its market from the land to the sea and build the system integration and consultation service capacity over communicating engineering and power engineering fields. Looking into the future, YOFC will, under the mission of “Intelligent Alliance and Happy Life” and the core values of “Customer, Responsibility, Innovation and Win-Win”, transform itself from a manufacturer to a comprehensive solution provider which is devoted to being a leader in information transmission and intelligent alliance.

长飞公司 与武汉高科签署战略合作协议

□ 本刊编辑部



1月16日，长飞公司与武汉高科国有控股集团有限公司（以下简称“武汉高科”）签署战略合作协议，双方就发展智慧城市产业结成战略合作伙伴，并将展开务实合作。武汉高科董事长黄峰，副总裁张敏、高翔，长飞公司执行董事兼总裁庄丹，副总裁Jan Bongaerts、闫长，荣誉副总裁张穆等出席签约仪式。

在全球信息化趋势的推动下，“智慧城市”模式应运而生。2010年，武汉市被科技部列入“国家863智慧城市项目”试点城市，在全国率先开展智能化城市建设。目前，在《国家新型城镇化规划》等相关政策的推动下，智慧城市建设已经上升为引领城市发展的重要战略，并进入了快速发展的阶段。

据黄峰介绍，武汉高科作为东湖新技术开发区的高科技产业投资主体，多年来在高科技产业投资、专业园区建设与运营等领域拥有丰富的经验，并在武汉“智慧城市”建设的多个项目中扮演了实践者、领导者的角色，打造了以投融资能力和产

业配套服务能力为核心的企业竞争力。

庄丹表示，长飞公司以“智慧联接 美好生活”为使命，在近30年的发展历程中，不仅始终保持光纤产业全球竞争优势，在智慧服务领域也取得了长足发展。目前，长飞公司在智慧城市总体规划、智慧园区顶层设计、数据中心的设计与实施、全光纤网络工程的设计与实施、应用系统的设计与实施等方面拥有大量的优秀人才和成功经验，对与武汉高科的合作前景非常有信心。

本次长飞公司与武汉高科在“智慧城市”领域签署战略合作协议，标志着长飞公司在“智慧联接”领域迈出了坚实的一步。未来，长飞与高科将通过整合各方优势和资源，加大创新力度和研发投入，开发生产有特色的智慧城市、智慧园区的信息产品、系统和服务，打造并在全国推广优秀的智慧城市、智慧园区整体解决方案，为全国各类产业园区提供优质服务，助推湖北省乃至全国智慧城市的发展。

YOFC and Wuhan Hi-tech Signed a Strategic Cooperation Agreement

□ The Editorial

On 16th January, YOFC and Wuhan Hi-tech State-owned Holding Group Co. Ltd. (hereinafter referred to as "Wuhan Hi-tech") entered into a strategic cooperation agreement, representing that both parties will establish the strategic partnership to develop the smart city industry and carry out pragmatic cooperation. Board Chairman Huang Feng and Vice Presidents Zhang Min and Gao Xiang of Wuhan Hi-tech, Executive Director and President Zhuang Dan, Vice Presidents Jan Bongaerts and Yan Changkun, and Honorary Vice President Zhang Mu of YOFC attended the signing ceremony.

Driven by the trend of global informatization, "Smart City" mode was born at exact moment. In 2010, Wuhan City was selected as one of the pilot cities listed by the Ministry of Science and Technology for "China's 863-Smart-City Project", and took the lead in constructing intelligent city nationwide. At present, through the lift of 'National Plan on New Urbanization' and relevant policies, building up a smart city has become the key strategy for local government driving city development which is undergoing a rapid development phase.

As introduced by Huang Feng, Wuhan Hi-tech, as the primary investment entity for high-tech industries of Wuhan East Lake High-tech Development Zone for many years, has gathered rich experiences in high-tech industry investment, specialized industrial park construction and operation, and other fields. It also played the role of practitioner and leader in several projects for Wuhan's smart city construction, and established its core enterprise competitiveness with investment

& financing and industrial supporting service capability.

Zhuang Dan indicated that holding the mission of "Smart Link, Better Life" during nearly 30 years development, YOFC not only has been keeping its competitive advantage in the optical fibre industry in the world, but also has made substantial progress in the smart service field. At present, YOFC has a lot of excellent talents and successful experience in overall planning for smart city, top-level design of smart park, design and implementation of data center, design and implementation of full optical fiber network engineering and design and implementation of application system, so YOFC is very confident in the prospect of cooperation with Wuhan Hi-tech.

This cooperation agreement in the smart city field, signed by YOFC and Wuhan Hi-tech, marks YOFC's solid step in the "Smart Link" field. In the future, YOFC and Wuhan Hi-tech will integrate the advantages and resources of both parties to intensify innovation and increase research & development investment, develop and produce information products, systems and services for characteristic smart cities and smart parks, build excellent overall solutions for smart cities and smart parks and promote them nationwide, so as to provide quality services for all types of industrial parks across the country, and propel smart city development in Hubei Province and even the country.

以客户为中心，长飞公司广获认可

□ 本刊编辑部

客户是长飞公司持续稳健发展的重要基石。一直以来，长飞公司秉持“锐意进取 敦厚道义”的营销观，始终坚持“以客户为中心”的服务意识，积极提升综合能力，不断完善营销渠道，同时为客户提供可靠的产品和服务，重视履行对客户的承诺，满足甚至超越客户的期待。

1月，在中国移动2018年普通光缆产品集中采购招标项目（第一批次）中，长飞公司以17.31%的份额荣登榜首，在中国移动2018年骨架式带状光缆产品集中采购中，以48.02%的份额荣登榜首，再次以第一名成绩中标中国移动的集采项目。与此

同时，长飞公司还受到供应商嘉奖，1月9日，中国移动公布了2017年度试点一级集采产品优秀供应商评选结果，长飞被评为“中国移动2017年度普通光缆产品优秀供应商”。长飞公司在客户中广受认可，尤为值得一提的是，中国移动、中国联通、中国电信、华为公司等客户的地方子公司纷纷给长飞公司发来感谢信共计30余封，表达了对长飞公司积极提供优质产品和服务的感谢和对长飞公司新一年发展蒸蒸日上的良好祝愿。

客户的认可是长飞公司前行的动力，长飞人将继续以“锐意进取 敦厚道义”的营销观服务广大客户，实现企业更好发展！

Customer-centered YOFC Wins Wide Recognition

□ The Editorial

The customers are the important foundation for YOFC's sustainable and sound development. YOFC always adheres to the marketing value of "making constant progress and maintaining integrity" and the customer-centered service awareness, actively promotes its comprehensive ability, constantly improves marketing channels, provides reliable products and service for customers, well fulfills the commitment to customers, and meets or exceeds customers' expectations.

In January, in the bidding of the concentrated procurement of ordinary cable products by China Mobile in 2018 (first batch), YOFC tops the bidders with 17.31% share. In the concentrated procurement of slotted ribbon cables by China Mobile in 2018, YOFC also tops the bidders with 48.02% share. It ranks No. 1 in the bidding of concentrated procurement of China Mobile. Meanwhile, YOFC has been awarded as a supplier.

On January 9th, China Mobile announced the selection results of excellent suppliers of pilot grade-1 collectively purchased products in 2017, and YOFC was named "Excellent Supplier of Ordinary Cable Products for China Mobile in 2017". YOFC has been widely recognized by the customers. Notably, the local subsidiaries of China Mobile, China Unicom, China Telecom, HUAWEI and other companies have sent over 30 letters of thanks to YOFC, expressing their gratitude for YOFC's provision of quality products and services and good wish that YOFC will usher in better development in the new year.

The recognition from customers is the momentum for YOFC's growth. YOFC will continue to serve the customers and realize further development in line with the marketing value of "making constant progress and maintaining integrity".

长飞印尼光通信公司 第一盘合格光缆正式下线

□ 本刊编辑部

2018年1月24日，在长飞印尼光通信公司的生产车间里，随着整齐的光缆生产线有序运转，该项目的第一盘合格光缆正式下线。这标志着长飞公司在印尼的第二个投资项目已具备投产运营条件，长飞的“一带一路”产业布局再次取得重要进展。



长飞印尼光通信公司主要生产用于网络通信的光缆产品，总部位于印尼首都雅加达，工厂位于西爪哇省卡拉旺，比邻长飞光纤印度尼西亚有限公司。该项目于2017年7月正式开工，11月完成厂房建设，经历约2个月的设备安装和调试，目前正式下线了第一盘光缆产品。经严格质量检验，该盘光缆完全满足光缆产品的国际质量标准要求。从开工建设到产品下线，长飞印尼光通信公司仅用了短短6个月的时间，用实际行动再次刷新了海外建厂的“长飞速度”。

继光纤生产项目——长飞印度尼西亚公司有效运营，长飞印尼光通信公司本次实现光缆产品在印尼的本地化生产，二者将共同为印尼以及东盟国家光网络建设提供优质的光纤光缆产品和网络建设咨询服务，同时立足印尼，辐射周边国家和地区，力争成为印尼和东盟地区极具竞争力和影响力的光纤光缆制造商。

First Roll of YOI Ltd.'s Acceptable Optical Cable Formally off the Production Line

□ The Editorial

On 24th January 2018, with the orderly operation of the tidy optical cable production line, the first roll of qualified optical cable has been formally off the production line in the plant of YOI Ltd., which marks the second project in Indonesia that invested by Yangtze Optical Fibre and Cable Joint Stock Limited Company ("YOFC") has been capable of official production. YOFC' s industrial distribution along with the 'The Belt and Road' Initiative has made further great progress.

YOI Ltd. mainly produces optical cable products for internet telecommunication. The headquarter is located in Indonesia' s capital city Djakarta, and the factory is distributed in Caraven, West Java, next door to YOFI Ltd. The project was formally started in July 2017 and its plant building was finished in November of the same year. After two months of equipment installation and commissioning, the first roll of optical cable products have been officially off the production line which have

fully met with international quality standards tested strictly by relevant experts. It only took 6 months for YOI from ground up to production which has refreshed the record once again by our members' outstanding performance in overseas construction. This is so called 'YOFC speed' .

Following the effective operation of optical fibre production project so far— YOFI has realized the local production of optical cable products in Indonesia. Both two companies will provide high quality fibre and cable products and network construction consulting services for Indonesia and AESEAN' s optical network construction. Meanwhile, these two companies will be dedicated to root in Indonesia and to impact surrounding countries and regions, strived to become highly competitive and most influential optical fibre and cable manufacturer in Indonesia and ASEAN region.

助力大连接、泛智能下的创新，长飞在行动！

□ 本刊编辑部

2017年12月19日，由中国电子信息产业发展研究院和通信产业报主办的“2017中国通信产业大会暨第十二届中国通信技术年会”在北京召开。长飞公司应邀参会并荣获大会颁发的“2017年中国通信产业金紫竹奖年度光通信领军企业”，长飞“超贝®宽带OM5弯曲不敏感多模光纤”荣获“2017年中国通信产业金紫竹奖年度产品技术方案”。这两个重量级奖项的获得，体现了长飞公司综合实力在行业的领先地位以及创新型产品的行业影响力。

在大会的主论坛环节，长飞公司副总裁周理晶应邀作了《创新光纤技术助力大连接》的主题报告。未来网络重构需要更高速

率、更大容量的下一代陆地长途干线，针对这一需求，长飞公司推出远贝®超强超低衰减大有效面积光纤，该光纤1550nm衰减低至0.15dB/km。在云计算、大数据的发展驱动下，近年来数据中心和云服务器的年复合增长率超过20%，在这一发展趋势下，长飞自主开发的OM3/OM4/OM5抗弯多模光纤光缆应运而生，已应用在全球知名互联网公司数据中心工程中。

长飞公司以创新精神引领企业发展，通过产品和技术的创新为大连接、泛智能时代提供最新的光纤产品和解决方案，也带动了行业整体技术进步和产业发展。

YOFC's Innovation Action to Facilitate Full Connection and Pan-Intelligence

□ The Editorial

On December 19th 2017, the China Communications Industry Conference 2017 & the 12th Annual Conference of China Communications Technology, organized by China Center for Information Industry Development and Communications Weekly, kicked off in Beijing. YOFC was invited to the conference and was granted the 2017 China Communications Industry Golden Bamboo Award for “Annual Leader in Optical Communications Industry”, and its product “Maxband® WideBand OM5 Bend Insensitive Multimode Fibre” won the 2017 China Communications Industry Golden Bamboo Award for “Annual Product and Solution”. These two awards demonstrated YOFC's leading position in the industry with its comprehensive strength and its influence with innovative products in the industry.

At the main forum of the conference, Zhou Lijing, vice president of Yangtze Optical Fibre and Cable Joint Stock Limited Company (YOFC), was invited to offer a keynote speech,

“Innovative Optical Fiber Technology Gives Impetus to Full Connection”. In response to the fact that future network reconstruction needs a second generation of ground long-distance cables with higher speed and larger capacity, YOFC launched the Farband® Ultra: Ultra Low Loss and Large Effective Area Fibre, whose 1,550nm loss is as low as 0.15dB/km. Driven by the development of cloud computing and big data, the data center and cloud server have seen a compound annual growth rate of more than 20% in recent years. With this trend, YOFC's self-developed OM3/OM4/OM5 anti-bending multimode optical fiber and cable have emerged, and have been applied in data center projects at world-renowned Internet companies.

YOFC directs its development with an innovative spirit. Through innovation in products and technology, YOFC provides the latest products and solutions that fits this era of full connection and pan-intelligence, and propels the overall technological progress and industrial development of the entire field.

责任共筑 微笑共赢

——“长飞图书角”捐赠仪式成功举行

□ 本刊编辑部

2017年12月25日，长飞公司在华中科技大学博士生之家举行了“长飞图书角”捐赠仪式。此次捐赠仪式以座谈会的形式举行，吸引了50余名博士研究生到场参加。

长飞公司战略与市场部经理周钦敏主持会议，并对此次活动做了简要介绍。长飞公司人力资源总监周焱珺首先对参与此次“长飞图书角”项目的老师、同学及长飞公司工作人员表示感谢；随后，周焱珺从长飞公司的发展历程、行业地位、技术研发实力、近年来获得的荣誉、积极履行社会责任及公司未来发展愿景等方面与同学们进行了交流沟通，并邀请大家加入长飞，实现个人与企业的共同发展与进步。

华中科技大学研究生工作部副部长戴则健表示，长飞公司为华中科技大学捐赠图书，这种知识力量的注入帮助同学们拓展文化视野，对目前新时代的华中科技大学更加有益。同时，戴部长希望长飞公司日后能为广大在校学生提供更多深入生产

一线体验、学习的机会，加深彼此合作。

长飞公司秉持“责任共筑 微笑共赢”的公益理念，从助学行动、环保行动、开放行动、慈善行动4方面展开公益活动，“长飞图书角”便是公司“助学行动”的具体实践。



Assume Joint Accountability and Seek Stakeholder Benefits - “YOFC Book Corner” A Successful Donation Ceremony

□ The Editorial

On December 25th 2017, YOFC held a “YOFC Book Corner” donation ceremony in the Doctors’ Home of Huazhong University of Science and Technology (HUST). The donation ceremony was held in the form of a symposium and attracted more than 50 doctoral candidates.

Zhou Qinmin, Manager of Strategy and Marketing Department of YOFC, chaired the event and delivered a brief introduction. Zhou Yijun, HR Director of YOFC, extended gratitude to the teachers, students and YOFC staff who were present at the symposium. Zhou took the opportunity to exchange ideas with participating students on the following areas: YOFC’s development course, its position in the industry, technological R&D competencies, honors garnered in recent years, fulfillment of social responsibility and future development vision. Zhou Yijun also invited them to join YOFC so as to achieve the common development of individuals and the enterprise.

Dai Zejian, Deputy Chief of Graduate Students Affairs Division of HUST, spoke on behalf of the university. He stated that YOFC’s donation of books to HUST, which is an injection of powerful knowledge, will help students expand their cultural horizons and benefit HUST in the new era. Furthermore, he hoped that YOFC can provide more opportunities for university students to get involved in the production frontline for learning and experience accumulation and that both sides would continue to deepen cooperation.

Adhering to the public-benefit philosophy of “Assume Joint Accountability and Seek Stakeholder Benefits”, YOFC has been carrying out public-benefit activities in education, environmental protection, openness and charity. And the “YOFC Book Corner” is a specific practice of YOFC’s public-benefit activities in education.

长飞菲伯尔 FIBBR 光纤 HDMI 线材新品亮相 CES2018

□ 本刊编辑部

近日，2018年消费类电子博览会CES在拉斯维加斯开幕。长飞菲伯尔FIBBR推出了Ultra Pro光纤HDMI线材以及更高端的纯系列产品，这些产品在长距离传输中信号稳定性远远优于传统铜线，采用的光电转换技术使用的是近乎于无损的光纤传输方式，使对声音画面挑剔的影音发烧友可以获得原汁原味的音画极致体验，赢得业界好评。

长飞菲伯尔FIBBR的HDMI 2.0线材可以支持带宽18Gbps速率，满足家庭用户对于15~20米定制安装的长度需求，最长甚至可达到200米传输。在CES2018现场，长飞菲伯尔FIBBR不仅带来了目前市场上热门的Ultra Pro系列产品和高端的纯系列

线材，还特别展出了支持8K HDR的HDMI 2.1线材。新版本的HDMI 2.1线材有着更漂亮的造型设计，以及获得专利保护的透明发光式设计。

本次CES中国参展厂家达到数百家，中国优秀品牌走出去的步伐正不断加快。长飞菲伯尔FIBBR依托于母公司长飞公司的深厚科技研发实力，不断提供性能优异的HDMI线材产品，正改变着国际社会对中国制造的认知，用品质、实力、诚信闪耀这个科技界的全球舞台，成为中国品牌力量输出的成功案例和体现黑科技实力的科技焦点。

FIBBR of YOFC's New HDMI Wire Products Debut in CES 2018

□ The Editorial

Recently, the 2018 Consumer Electronics Show (CES) was opened in Las Vegas. FIBBR, which is affiliated to Yangtze Optical Fibre and Cable Joint Stock Limited Company (YOFC), launched the products Ultra Pro HDMI and high-end Pure series, which outshine traditional copper wires in signal stability of long-distance transmission and whose photoelectric conversion technology applies the optical fibre transmission method with almost zero loss. The products enable the fans who are particularly fussy about audio and visual effect to obtain extremely authentic experience. They have been highly praised by the industry.

FIBBR of YOFC's HDMI 2.0 wire can support the rate of 18Gbps so as to meet the household users' demand for the 15~20 meters custom installation, with the longest up

to 200 meters of transmission. At the CES 2018, FIBBR of YOFC presented not only Ultra Pro series and high-end Pure series, but also HDMI 2.1 wire that supports 8K HDR. The new version of the HDMI 2.1 wire has a more beautiful design and a transparency which is protected by patent right.

Hundreds of Chinese enterprises participated in the CES, showing that Chinese brands are picking up the speed of going global. Relying on the strong technical research ability of its parent company YOFC, FIBBR continuously provides HDMI wires with excellent performance. It is changing the international community's understanding of Chinese manufacturing, shining on the global stage of technology field by virtue of quality, strength and integrity, and has become a successful case of Chinese brand power export and a focus that reflects the strength of black technology.



编者按：

长飞公司诞生于上世纪八十年代那个激情燃烧的岁月，见证了当代中国通信行业的一次次飞跃，其血脉筋骨从一开始就融入了艰苦奋斗、创新创业的精神。时光荏苒，长飞公司已走过了三十年的历程。三十而立，不忘初心。2018，崭新宏图正徐徐展开，有一种似曾相识的共振在我们内心深处激荡，长飞公司又一次站在见证历史的起点上。公司执行董事兼总裁庄丹号召全体长飞人团结一致，奋发图强，携手共进，延续新的梦想与荣光！

Editor' s note:

Founded in 1980s, years with burning passion, YOFC has witnessed numerous progresses in contemporary Chinese communications industry with the spirit of diligence, innovation and entrepreneurship innermost at the beginning. As time goes by, YOFC has developed and stayed true to the original mission over 30 years. In 2018, as the completely new blueprint slowly unfolds, the seemingly familiar resonance echoes in our deep heart and YOFC is standing on the starting point of witnessing the history again. In the future, Mr. Zhuang Dan, Chairman & President of YOFC called on all the YOFC people to unite as one, work hard and march forward hand in hand, so as to continue to create wonderful future and glory.

三十载不忘初心，新征程砥砺前行

刚刚过去的2017年，全球光纤光缆产业红红火火、令人难忘。2017年全年中国三大电信运营商光纤光缆集采总量达2.38亿芯公里，海外主要市场全面增长，全球市场需求直奔5亿芯公里。在良好的市场环境下，全体长飞人在不同的岗位上敬业奉献、奋勇拼搏，共同创造了公司2017年的辉煌业绩。

2017年，长飞公司取得了丰硕的成果

这一年，我们继续深耕棒纤缆主业。公司产能进一步优化，长飞潜江科技园和浙江联飞项目相继投产，长飞兰州公司和长飞沈阳公司完成产能优化，公司在海外新成立的长飞印尼光通信公司有序建设，并成立泰国、菲律宾销售公司，海外本地化生产和销售服务能力进一步提升，国内外产品供给能力明显加强。此外，公司市场拓展也取得新突破，成功入围多省广电公司的采购项目，多次以最高份额中标国内电信运营商集采，市场地位进一步巩固。

这一年，我们积极拓展相关多元化。多元化被长飞视为发展的重要一翼，2017年我们在“全产业链”领域继续有序推进，上游继云晶飞公司投产运营后，湖北飞菱公司竣工投产；

下游咨询服务业务组建了专家型团队，项目管理与交付能力大幅提升，屡获海外大单。其他多元化业务取得规模增长，特种产品业务收入和利润稳步增长，长芯盛在客户拓展和销售收入等方面显著进步，长飞通用电缆和长飞智连销售规模也同比大幅增长，有效支撑了公司规模持续增长。

这一年，坚持创新依然是我们不变的行动。产品和技术的创新是公司发展的不竭动力，也是引领全行业发展的引擎。2017年我们深度推进实施“多工艺路线”，长飞潜江公司和长信公司预制棒项目竣工投产，公司预制棒自主制备和供给能力全面提升。此外，长飞率先在ULL G.654光纤上取得重大进展，成为行业内全国首家掌握ULL G.654光纤生产技术的企业。同时，我们取得了丰硕的研发成果，公司被工信部评选为第一批制造业单项冠军示范企业，时隔12年再次荣获国家科技进步奖二等奖，获得中国电子学会科学技术一等奖等多个国家级技术大奖，彰显了长飞在技术研发领域的行业领先地位。

这一年，我们在资本市场获得广泛认可。2017年是长飞赴港上市的第三个年头，继纳入MSCI全球小型股中国指数后，今年长飞分别被纳入恒生综合中小型股指数成分股、恒生港股通指数系列成分股，并进入深港通名单，股价增长超过140%。

2017年我们在香港荣获《彭博商业周刊/中文版》“年度上市企业”和中国证券“‘金紫荆’奖——最具投资价值上市公司”等大奖，资本市场对长飞业绩表现及行业领导力表现出充分肯定。目前，长飞公司已就首次公开发行A股股票向中国证监会提交申请，中国证监会已正式接纳该申请并予以受理。

这一年，长飞品牌影响力持续提升。继2016年首次在武汉举办世界光纤光缆大会后，2017年我们再度与CRU联手举办该项行业盛会；经过多年对卓越绩效管理模式的探索，我们荣获第十七届“全国质量奖”，成为行业第一家也是唯一一家获此奖项的企业。此外，我们连续多年获得“全球光纤光缆最具竞争力企业十强”第二名、“中国光纤光缆最具竞争力企业十强”第一名、ICQCC国际质量管理小组金奖等。基于长飞在产品质量、智能制造等领域的卓越表现，中央电视台《新闻联播》《对话》等栏目纷纷对长飞进行报道，长飞品牌影响力持续提升。

不忘初心、全力以赴，开启新征程

中国已经进入互联网的新时代，世界信息化浪潮此起彼伏，长飞也站在了历史的新起点。2018年，长飞将迎来30岁生日，30年的坚守与专注使长飞从行业追随者成长为领军者，见

证了中国光通信产业的发展历程，也激励着全体长飞同仁在新的起点共赴新的征程。

未来，实现“信息随心至，万物触手及”的智慧生活，需要坚实的技术和硬件为新一代互联网络提供强有力的支撑。长飞将以30年为起点，秉承“智慧联接 美好生活”的使命，以“客户 责任 创新 共赢”为企业核心价值观，继续致力于推动光纤技术的普遍使用，为人类信息传输与智慧联接提供优质产品和解决方案，以更加优异的业绩回报投资者、客户、合作伙伴和员工，以行业领先地位促进世界光通信产业的蓬勃发展，以振兴民族经济的使命感迎接万物互联时代的到来。

我相信，只要我们不忘初心、全力以赴，定能为人类沟通搭建更畅达的桥梁，消除数字鸿沟和发展的不均衡，促进全社会和谐持续发展。

长飞光纤光缆股份有限公司
执行董事兼总裁 庄丹

Stay True to the Mission for Three Decades and Forging ahead with Great Courage on the New Journey

The last year witnessed the vigorous, memorable development of the global optical fibre and cable industry. In 2017, the three major telecom operators in China saw totally 238 million core-km optical fibre and cable deployed, an overall growth in the major overseas markets and a global market demand for 500 million core km. In this favorable context, all YOFC members were dedicated to their work, jointly making brilliant achievements:

In 2017, YOFC borne fruitful results.

In a better market situation, **the company's production capacity was further optimized.** YOFC Qianjiang Science Park and Zhejiang Lianfei Optical Fibre and Cable Co., Ltd. have been put into production; YOFC branches in Lanzhou and Shenyang completed the optimization of their production capacity; the newly established YOFC Indonesia was under construction; and sales companies were established in Thailand and the Philippines, further improving the local production and sales services overseas and significantly enhancing the ability in product supply at home and abroad. In addition, YOFC made new breakthroughs in market expansion, becoming a finalist for the procurement projects of many provincial radio and television companies. It repeatedly won the bid of the domestic telecom operators' centralized procurement with the highest share, further consolidating its market position.

In the past year, **we actively implemented the relevant business diversification strategy.** Diversification is regarded by YOFC as an important wing of development. In 2017,

we continued to promote the "whole industry chain" in an orderly manner. After Wuhan Yunjingfei Optical Fiber Material Co., Ltd. went into operation, Hubei Optical Fibre Material Co., Ltd. was completed and put into production. An expert team was established for the downstream consulting service business, significantly enhancing the project management and delivery capabilities and logging big overseas orders once and again. Other diversified businesses expanded in scale, and the specialty products saw steady growth in both revenue and profit. EverPro Technologies made remarkable progress in customer development and sales revenue, Wuhan YOFC General Cable Co., Ltd. and Shenzhen YOFC Connectivity Technologies Co., Ltd. also registered substantial increase in sales volume year-on-year, effectively supporting YOFC's substantial growth in scale.

Last year, **we still adhered to innovation.** The innovation in product and technology is an inexhaustible motive force for our company's development and also an engine that leads the development of the entire industry. In 2017, we advanced the implementation of the "multi-process route". Launched by Yangtze Optical Fibre (Qianjiang) Limited Company, Shin-Etsu YOFC (Hubei) Optical Preform Co., Ltd., the optical fibre perform project was completed and put into production, comprehensively enhancing our ability in self-production and supply of the optical fibre perform. Moreover, YOFC took the lead in making significant progress in the ULL G.654 optical fibre, becoming the first enterprise in the industry to master ULL G.654 optical fibre production technology. Meanwhile, we made great

achievements in product research and development. YOFC was selected by the Ministry of Industry and Information Technology as one of the first demonstration enterprise for manufacturing with single titles, and won the second prize of the National Science and Technology Progress Award again since it was the winner 12 years ago, as well as the first prize of the Science and Technology Award of Chinese Institute of Electronics and other national-level technology awards, highlighting our leading status in the technological research and development field of the industry.

In the past year, **we gained widespread recognition in the capital market.** 2017 was the third year after YOFC was listed on the Hong Kong Stock Exchange. After it was included into MSCI All China Small Cap Index, YOFC entered the Hang Seng Composite MidCap & SmallCap Index Constituent List and Hang Seng Stock Connect Hong Kong Index Series respectively as well as the list of Shenzhen-Hong Kong Stock Connect, logging an increase of over 140% in its stock price. It was granted the title of the “Listed Enterprises of the Year 2017” by the magazine Bloomberg Businessweek/Chinese Edition and the Golden Bauhinia Award of China Securities – the “Best Investment Value Award for Listed Companies”, showing the full recognition of its performance and industry leadership by the capital market. At present, YOFC has submitted an application for initial public offering of A shares to China Securities Regulation Commission, which has formally accepted and handled the application.

The previous year saw continued enhancement of YOFC’s brand influence. After the first World Optical Fibre and Cable Conference in Wuhan in 2016, we joined hands with CRU again to hold this event again in 2017. Thanks to our efforts made to explore an excellent performance management model for years, we won the 17th “National Quality Award”, becoming the first and also the only winner of this award in the industry. We were also rated as the second place among the “Top 10 Optical Fibre and Cable Enterprises in the World” and the first place among the “Top 10 Optical Fibre and Cable Enterprises in China”, and bestowed the Gold Award of ICQCC

International Quality Management Team and other awards. Due to its outstanding performance in product quality and smart manufacturing, the CCTV News, Dialogue and other programs covered YOFC, continuously enhancing its brand influence.

Stay True to the Mission and Forge ahead with Great Courage on the New Journey.

China has entered a new era of the Internet. Following the world trend of informatization, YOFC has also stood at a new historical starting point. In 2018, YOFC will celebrate its 30th birthday. Thanks to its perseverance and devotion for three decades, it has turned into a leader from an industry follower, witnessing the development of China’s optical communications industry and inspiring all its employees to forge ahead on a new journey.

To realize the intelligent life of “information is available at will and all things are within reach” in the future, we need solid technologies and hardware to provide strong support for the new generation of Internet. Standing at a starting point, YOFC will, pursuing its mission of “Smart Link, Better life” and upholding its core values of “Client Focus, Accountability, Innovation and Stakeholder Benefits”, continue to promote the widespread use of optical fibre technology, provide quality products and solutions for information transmission and smart links, reward investors, customers, partners and employees with better performance, boost the vigorous development of the world optical communications industry as a leader, and usher in the era of Internet of Everything with a sense of mission to rejuvenate the nation’s economy.

I believe that as long as we stay true to our mission and do our best, we can certainly build a bridge for smoother human communications, eliminate the imbalance in the digital divide and development, and promote the harmonious and sustainable development of the entire society.

Executive Director and President of YOFC
Zhuang Dan

New Future

——长飞30年ICON正式发布

□ 本刊编辑部



2018年1月5日，长飞公司隆重举行了30周年ICON揭幕仪式，公司管理委员会成员、中心总经理助理及以上领导出席仪式。公司执行董事兼总裁庄丹发表致辞，并与公司副总裁Jan Bongaerts一起为长飞30年ICON揭幕。

2018年是长飞成立的第30年，早在2017年长飞29周年庆时，公司就正式启动了30周年的筹备工作。本次举行的30周年ICON发布仪式是2018年“长飞30年”系列活动的第一场。

庄丹在活动致辞中表示，30年在历史的长河中只是短暂的一瞬间，但对于长飞而言，它见证了企业的成长与壮大，记录了每一位长飞人的努力与拼搏，也奠定了未来进一步发展的根基，积蓄了长飞创造“NEW FUTURE”的正能量。经过30年的发展，长飞公司成为全球市场份额第一的产业集团。长飞能够成长为行业中“全球第一”非常重要的一点便是一代代长飞人始终在践行着“长飞精神”。30年的成绩是一代又一代的长飞人践行企业精神、奋勇拼搏创造而来，30年的今天是长飞再次创业的新起点。庄丹在致辞中激励全体

长飞人再接再厉、再创辉煌。

致辞结束后，庄丹和Jan Bongaerts共同为30周年ICON揭幕，所有参与活动的嘉宾与ICON合影留念。长飞30年ICON颜色和元素均采集于长飞logo，统一于企业视觉系统内，具有较强的识别性。

数字“30”

代表30周年，上半部分采用多轨并行线条代表光通信产业属性的同时，表达长飞的高速发展。下半部分采用“长飞蓝”，表达长飞稳健的企业实力和实事求是的态度。

“NEW FUTURE”

代表“瑰丽的前景”和“前所未有的全新格局”，30周年既是里程碑又是新的起点，预示着长飞将进入前所未有的、全球化的发展新时代。

从1988年成立至今，长飞公司从一家外资企业的制造工厂发展成为掌握行业核心技术、全球市场份额第一的集团型企业，实现了从“追随者”到“领军者”的蜕变。三十而立，风华正茂，长飞将以30周年为新的起点，携手全体员工和全球合作伙伴共创新未来。

New Future - YOFC 30th Anniversary ICON Officially Released

□ The Editorial

On January 5th 2018, Yangtze Optical Fibre and Cable Joint Stock Company Limited (here after referred to as YOFC) held the 30th Anniversary unveiling ceremony for the YOFC ICON, where members of the management committee, assistant general managers of each branch and leaders above of the company were present. Zhuang Dan, executive Director and President of YOFC, delivered a speech and unveiled the 30th Anniversary YOFC ICON along with Vice President of YOFC Jan Bongaerts.

2018 marks the 30 years since the founding of YOFC. As early as last year's (2017) anniversary celebration, the Company officially started preparation for this year's festivities. The unveiling ceremony for the YOFC ICON's 30th Anniversary is the first of the "YOFC 30th Anniversary" series of activities in 2018.

In his speech at the event, Zhuang Dan stated, "30 years is just a short moment in history, but for YOFC, we have witnessed the growth and expansion of this company, recorded the every effort and all the hard work of each employee of YOFC, laid the foundation for future development, and accumulated the necessary positive momentum for YOFC to create a 'NEW FUTURE.' After 30 years of development, YOFC has become the No.1 industrial group in global market share. The "YOFC spirit" that has always been practiced by generations of YOFC employees contributes YOFC to grow into "No. 1" in the world in the industry. The achievements realized over the past 30 years were made possible by numerous generations of YOFC employees practicing unified corporate spirit and striving boldly forward together. Today is the starting point for YOFC to start innovating once more!" In his speech, Zhuang Dan encouraged each



YOFC employee to continue to make a consistent effort and once again bring glory to YOFC.

After the speech, Zhuang Dan and Jan Bongaerts jointly unveiled the ICON of YOFC's 30th Anniversary. All the attendees took a group photo with the ICON. Each color and element of the ICON are extracted from the YOFC logo so that the ICON is unified within the company's vision and is easily and strong identifiable.

The number "30" represents the 30th anniversary of YOFC. The multi-track parallel lines located in the upper half of ICON symbolize both the optical communication industry and the rapid development of YOFC as a company. The bottom half employs the use of the color blue which is the color of YOFC, representing the attitude of stability and competence YOFC utilizes while seeking truth from the facts.

"NEW FUTURE" represents the "magnificent prospect" and "unprecedented new pattern" that is sure to come in the future. The 30th anniversary is both a milestone and a new starting point and indicates that YOFC will enter a new era of unprecedented and globalized development!

Ever since its establishment in 1988, YOFC has grown from a small manufacturing plant with a foreign enterprise into a group enterprise that is mastering the core technology of this industry and dominating the largest global market share to date. It has realized incredible transformations, growing from a "follower" to the "leader". Now, in its prime, YOFC sees its 30th anniversary as its new starting point from which all work from its staff and global partners will create a bright future, together!

长飞分布式光纤测温系统首次应用于排海排污排雨水市政工程

□ 特种产品事业部 李正勇

随着城市的发展，各种市政设施中电力电缆的应用越来越多，因此电力电缆的管理检测维护工作量越来越大，如何有效、快速、准确地进行电力电缆过载监测，已成为现代化城市电网的痛点之一。

2017年10月，天津临港经济开发区排海排污排雨水泵站火灾自动报警系统安装工程项目启动招投标程序，长飞分布式光纤测温系统（简称长飞DTS系统）经过数轮严苛的竞标程序与技术验证后，成为最终获胜者，为天津临港经

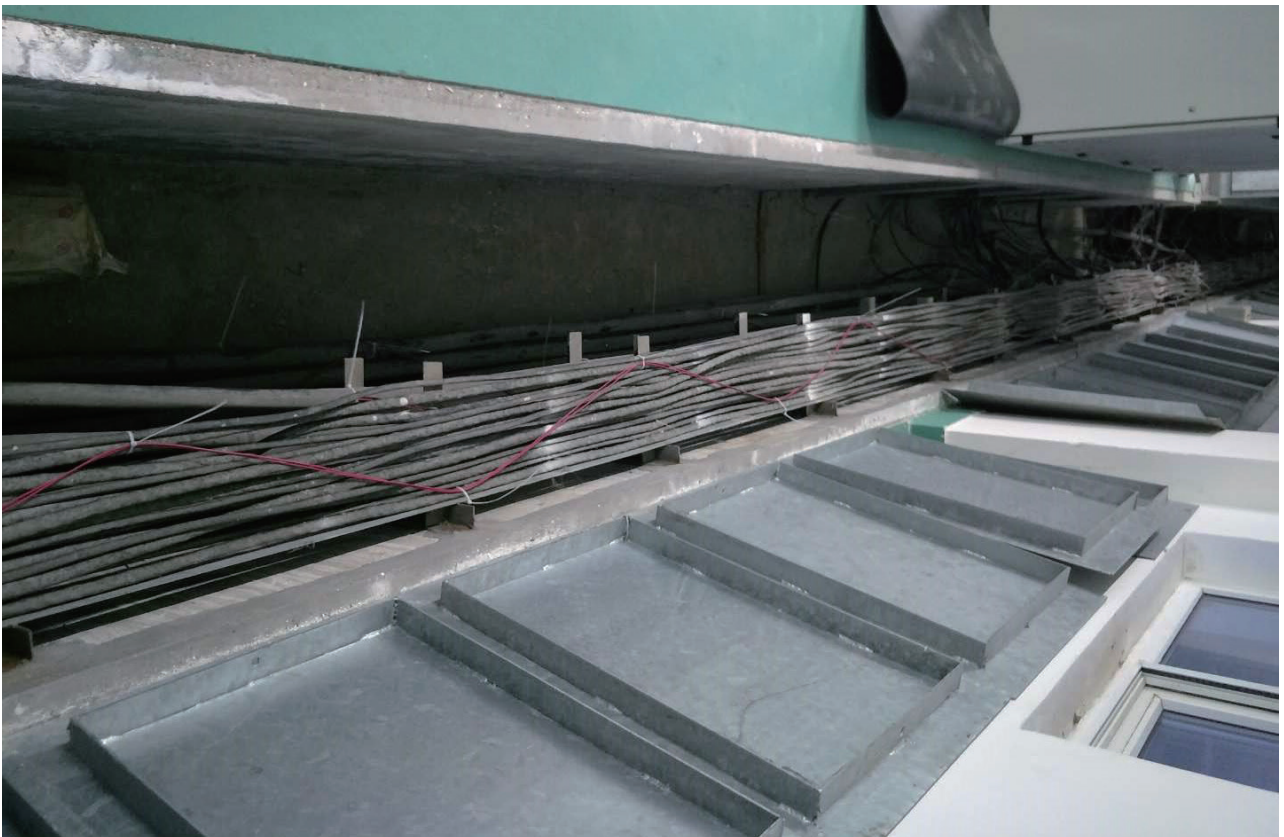
济开发区排海排污排雨水市政工程供电设施安全运行助力，将分布式光纤测温系统首次应用于排海排污排雨水市政工程中。

天津临港经济区位于京畿门户的海河入海口南侧滩涂浅海区，是通过围海造地而形成的港口工业一体化的海上工业新城，规划总面积200平方公里，是国家循环经济示范区和滨海新区九大功能区之一，也是天津重装、重化“双重”基地之一，定位为建设中国北方以重型装备制造为主导的生态型临港经济

区。

长飞DTS系统本次中标的天津临港经济开发区排海排污排雨水泵站火灾自动报警系统线性火灾报警系统，于2017年12月10日正式施工，对天津临港20个排海、排污、排雨水泵站电力电缆进行实时温度监测。

系统采用每个泵站一台设备，同时对每根10KV电缆和每层低压桥架电缆进行温度监测；可以有效测量电力电缆外护套的温度，对电力电缆的剩余负荷能力及设备运行情况进行实时在线监测，

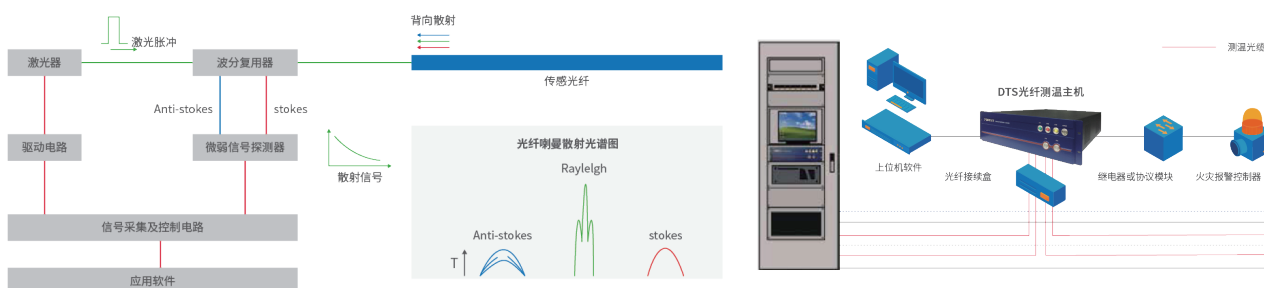
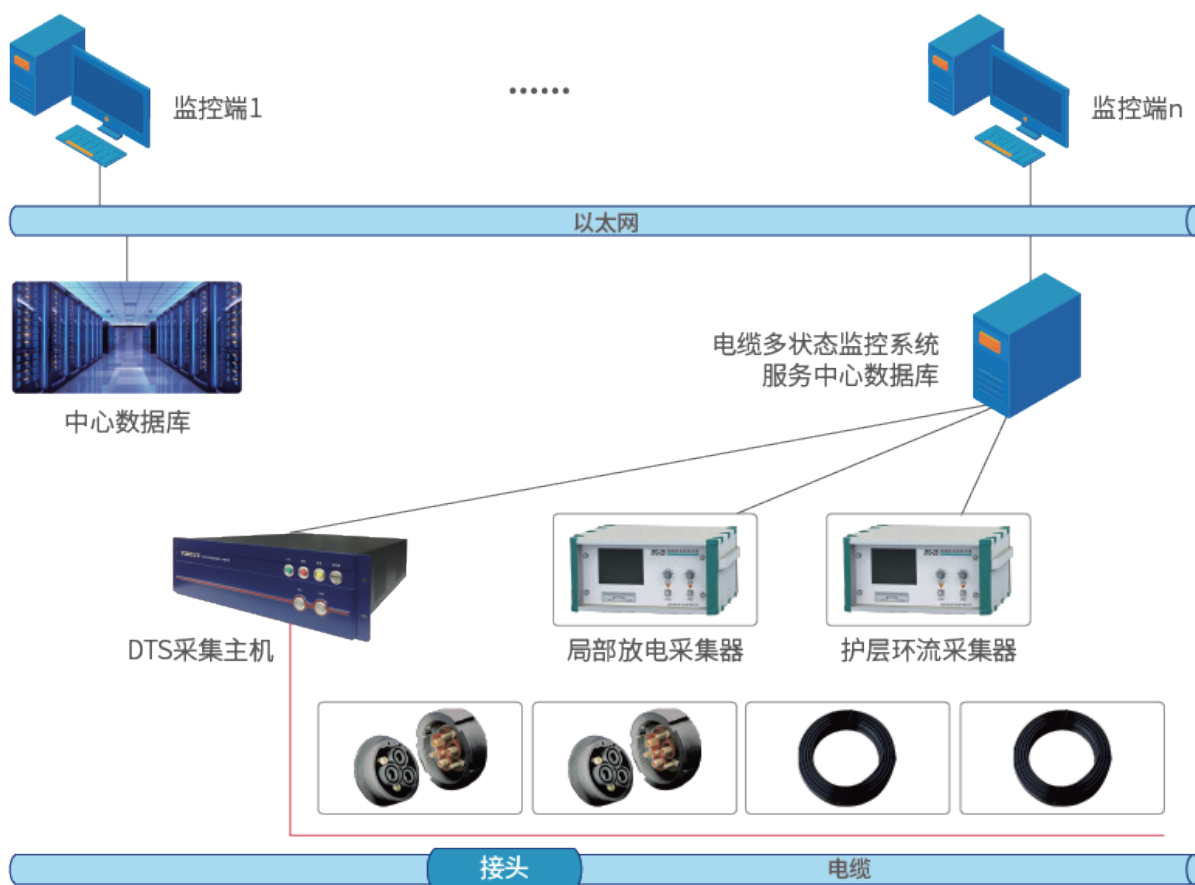


通过设计电缆载流量与温度变化的模型，计算出电缆导体的温度，确定电缆载流量的相关信息，从而为运营人员提供可靠的信息，这样可以帮助系统调度人员在未来的负荷分配时做出更合理的决策；在相关设施某个局部出现紧急状况时，可以根据系统的拓扑结构和电缆的实际可利用负载能力，进行有序调整。该系统下行显示实时设备运行数据、电力供应情况等，分析电力电缆运行数据；上行与海湾等火灾报警系统进行高

效联动，第一时间将电力电缆的温度数据进行采集分析，上传可能出现的火灾隐患和设备运行情况；有效防止设备运行过程中出现故障或短路等现象，为市政设施的安全运行和城市正常运营提供有力保障。

长飞公司的分布式光纤测温系统采用全新设计，具有良好的性能指标和系统稳定性，并通过国家相关检测标准，获得消防3C认证。该系统依据后向喇曼（Raman）散射原理和光时域反射

（OTDR）定位原理研发而成，具有光信号的发生、光谱分析、光电转换、信号放大和处理的等功能。系统采用专用感温光缆作为温度传感器，集计算机、光纤通讯、光纤传感、光电控制等技术于一体，具有本质安全、耐腐蚀、不受电磁干扰等优点，连续监测长距离大范围环境温度信息，为电力、石油、交通、煤矿等领域提供优质的温度监测方案。



YOFC Distributed Temperature System Is Applied to the Municipal Works of the Drainage to Sea, Pollution Discharge and Rainwater Drainage for the First Time

□ Li Zhengyong from Specialty Products Business Unit

With the development of the city, more and more power cables are used in various municipal facilities. Therefore, the workload of management, inspection and maintenance of power cables is becoming larger and larger. How to effectively, rapidly and accurately monitor the overloading of power cables has become one of the pain points of modern urban power grid.

In October 2017, the bidding procedure for the installation project of the automatic fire alarm system for the pumping station of the drainage to sea, pollution discharge and rainwater drainage in Tianjin Harbor Economic Area was initiated. After several rounds of rigorous bidding procedure and technical verification, YOFC Distributed Temperature System ("YOFC DTS") became the final winner that will provide assistance for the safe operation of power-supply facilities for the municipal works of the drainage to sea, pollution discharge and rainwater drainage in Tianjin Harbor Economic Development Area, and that will apply the Distributed Temperature System to the municipal

works of the drainage to sea, pollution discharge and rainwater drainage for the first time.

Located in the shallow sea area at the south of the estuary of Haihe River as a portal of capital city and its environs, Tianjin Harbor Economic Area is a marine industrial new town with the port and industry integration formed by reclaiming land from the sea, and has the planned total area of 200 square kilometers. It is not only one of nine functional areas of national circular economy demonstration area and Binhai New Area, but also one of the bases for heavy equipment and heavy chemical industry in Tianjin. It is positioned as an ecotypic harbor economic area oriented by the heavy equipment manufacturing in northern China.

YOFC DTS won the bidding for the linear fire alarm system under the automatic fire alarm system for the pumping station of the drainage to sea, pollution discharge and rainwater drainage in Tianjin Harbor Economic Development Area, which would be formally constructed on December 10, 2017, in order to conduct the real

time temperature monitoring of power cables for 20 pumping stations of the drainage to sea, pollution discharge and rainwater drainage in Tianjin harbor.

The system adopts the mode of one pumping station equipped with one equipment, and simultaneously conducts the temperature monitoring of each 10KV cable and low-voltage cable bridge each layer, which may effectively measure the temperature of the outer sheath of the power cable, and conduct real-time on-line monitoring of the residual load capacity of the power cable and the equipment operation. By designing the model of the current-carrying capacity and temperature change of the cable, the temperature of the cable conductor can be calculated, and the relevant information of the current-carrying capacity of the cable can be determined, so as to provide reliable information for operators, which can help the system operators to make more rational decisions during the load distribution in the future. In the event of an emergency of a certain part of relevant facilities, an orderly



adjustment may be made according to the topological structure of the system and the actual available load capacity of the cable. The downlink of the system displays real-time equipment operating data, power supply and other conditions, and analyzes the operation data of power cables; the uplink of the system efficiently links with the fire alarm system of bays to collect and analyze the temperature data of power cables in first time, and upload the information of possible fire hazard and equipment operation; it effectively prevents the breakdown, short circuit and other phenomena

in the equipment operation, and provides a powerful safeguard for safe operation of municipal facilities and normal operation of the city.

YOFC DTS adopts a new design with good performance index and system stability, passes the relevant national testing standards, and has obtained the fire 3C certification. The system has been researched and developed based on the principles of Raman scattering and OTDR, and has functions such as optical signal generation, spectrum analysis, photoelectric conversion, signal amplification and processing and so

forth. The system uses the special temperature sensing optical cable as a temperature sensor, and integrates the computer, optical fiber communication, optical fiber sensing, photoelectric control and other technologies, with the advantages such as intrinsic safety, corrosion resistance, immunity to electromagnetic interference and so on. It continuously monitors the information of the long-distance and wide-range ambient temperature, in order to provide high-quality temperature monitoring schemes for electric power, petroleum, transportation, mining and other fields.



聚力 30 年 扬帆迎未来

——长飞公司举办2018年春节联欢晚会

□ 人力资源行政部 曾云飞
长飞通用电缆 陈煜挺
长飞兰州 牛涛

金鸡辞旧岁，瑞狗迎春来。2月9日，农历小年夜，长飞公司“聚力30年扬帆迎未来”——2018年春节联欢晚会精彩上演，给新年春节送上了一道丰盛的文化盛宴。

悦动的舞蹈、飘逸的裙摆、空灵的歌声汇成了欢乐的舞台。一段精彩的出纳BOSS秀为晚会拉开序幕，说唱脸谱的经典曲目将生旦净末演绎得淋漓尽致。伴随着开场舞《张灯结彩》登场，欢快与祥和的音乐瞬间弥漫着整个舞台。随

后，公司工会和团委共同推荐的《加油！AMIGO!》用青春与朝气给我们带来了跃动长飞的豪情万丈；销售中心的《国色天香》将四大美人跃然舞台，惟妙惟肖，赢得了台下观众的阵阵喝彩；国际业务与咨询服务中心的歌舞《新融合》将长飞公司国际化发展与精神充分诠释。演出高潮来自于财务中心的舞蹈《哔哩哔哩》，追求在时尚前沿的他们，用劲爆的舞蹈带动全场；著名歌手巴桑朗杰带来的民族歌曲《呼伦贝尔

大草原》空灵悠扬，仿佛将观众带到了辽阔无垠的唯美天境。最后，晚会在歌曲《加州旅馆》的唯美与静谧中圆满落幕。

不仅长飞总部举办了春节晚会，长飞各地分公司也举办了精彩的春节晚会或年会。2018年1月30日，长飞兰州公司主题为“博采众长 飞天追梦”的2017-2018年度工作总结暨优秀员工颁奖盛典隆重举行。长飞兰州公司全体员工、长飞集团销售中心西北办员工及特

邀嘉宾和员工家属等200多人共同参加了此次年会，大家欢聚一堂共同为长飞兰州2017年取得的成绩举杯欢庆。长飞兰州各部门员工带来了形式多样、让人目不暇接的表演，舞蹈、唱歌、创意表演、三句半等精彩纷呈的节目，晚会中间还穿插了发红包和抽奖环节，三等奖、二等奖、一等奖、特等奖的抽取不断掀起晚会的高潮。

长飞通用电缆也于2018年2月7日举办了“2018年新春晚会暨优秀员工、

先进团队颁奖典礼”，公司全体员工120余人欢聚一堂，共同参与了此次年会及晚宴，赋予美好夜晚别致而又难忘的回忆。年会上，大家群策群力，涌现了《长飞通用之歌》《武姐颂》等一批优秀的自创自编节目。晚会还设计了特别环节，为员工举办了一场温馨的生日会，寿星们的集体舞表演将晚会的欢乐气氛推向极致。

刚过去的2017年，全体长飞人在不

同的岗位上敬业奉献、奋勇拼搏，共同创造了公司2017年的辉煌业绩。未来，实现“信息随心至，万物触手及”的智慧生活，需要坚实的技术和硬件为新一代互联网提供强有力的支撑。2018年，长飞迎来30岁生日，长飞将以30年为起点，秉承“智慧联接 美好生活”的使命，以“客户 责任 创新 共赢”为企业核心价值观，迎接万物互联时代的到来。





30 Years of Cohesion for a New Start in the Future

—YOFC holds the 2018 Spring Festival Gala

□ Zeng Yunfei from Human Resources and Administrative Department
Chen Yuting from Wuhan YOFC Cable Company Ltd.
Niu Tao from YOFC (Lanzhou)

The Year of the Rooster has come to an end, and the Year of the Dog has begun. On February 9, the Lunar Preliminary Eve, Yangtze Optical Fibre and Cable Joint Stock Limited Company ("YOFC") held its 2018 Spring Festival Gala with a title of "30 Years of Cohesion for a New Start in the Future", which is a wonderful cultural grand gathering for the New Year and the Spring Festival.

Delighted dance, elegant costume and beautiful songs together make

a show of joy. The Gala started with a wonderful show presented by the leaders of cashiers, and the classic Peking opera with facial makeup gave a full representation of the major characters. The opening dance named "Decorating with Colorful Lights" instantly brought lively and peaceful music to the whole stage. Subsequently, the show "Fighting! AMIGO!" jointly recommended by the trade union and the Youth League Committee brought us with

youth and vitality to fight for YOFC; the dance "Four Beauties" presented by the sales center gave us the vivid image of four beauties and won the bursts of applause of audience; and the song with dance "New Fusion" presented by the international business and consulting service center gave us a full interpretation of the internationalization development and the spirit of YOFC. The height of the show came from the dance "Panama" presented by the

finance center, the dancers, who walk at fashion front, used their hot dances to mobilize the atmosphere of the Gala; and the famous singer, Basang Langjie, who gave an ethnologic song "The Hulun Buir Grassland", used his melodious singing to bring the audience to a beautiful environment with vast expanse. At last, the Gala came to a successful end in the aesthetic and quiet brought by the song "Hotel California".

Not only YOFC headquarters held a spring festival gala, all local branches of YOFC also held wonderful spring festival galas or annual meetings. On January 30, 2018, YOFC Lanzhou held a grand meeting with the theme of "Learn Widely from Others' Strong Points to Pursue Dreams", which was also the 2017–2018 annual work summary meeting and outstanding staff award ceremony. More than 200 people including all the staff of YOFC Lanzhou, the staff of the Northwest Office of the sales center of YOFC Group as well as specially-invited guests and family members of staff participated in the annual meeting,

they had a joyous gathering together for the achievements made by YOFC Lanzhou in 2017. Employees from all the departments of YOFC Lanzhou brought wonderful performances in different forms, such as dance, singing, creative acting, three and half (a traditional Chinese folk art) and other brilliant shows, there also were such activities as distribution of red envelopes and lucky draw in the meeting, and the release of the third prize, the second prize, the first prize and the special prize constantly made the meeting come to the height one after another.

On February 7, 2018, NK Wuhan Cable Co., Ltd. held the "2018 Spring Festival Gala and Award Ceremony for Excellent Staff and Advanced Team", and more than 120 people including all the staff had a joyous gathering to participate in the annual meeting and dinner party, so that this beautiful night was decorated with unique and unforgettable memories. At the annual meeting, all the employees made joint efforts and presented a batch of excellent self-created performances

including the "Song of NK Wuhan" and the "Song of Sister Wu". A special part was designed for the Gala, that is, a warm birthday party for employees, and the group dancing performance by these employees brought the joyful atmosphere of the Gala to the extreme.

In the past 2017, all the employees of YOFC dedicated themselves to work and fought bravely in different positions, together to create the brilliant performance of the company in 2017. In the future, to realize an intelligent life featured with "convenience in information obtainment", a strong support should be provided by solid technologies and hardware for the new generation of the internet. In 2018, YOFC, which will have its 30th birthday, should take this year as the starting point, adhere to the task of "intelligent connection and wonderful life", and take the principle of "customer, responsibility, innovation and win-win" as its core values, to greet the arrival of the era of Internet of everything.



长飞公司召开员工恳谈会

□ 战略中心 董全局



2018年2月9日，长飞公司召开了员工恳谈会，公司执行董事兼总裁庄丹，党委副书记、董事郑慧丽，副总裁Jan Bongaerts、闫长鹏、周理晶公司党委副书记、工会主席王沙京以及数百名职工代表参加了本次会议。

党委副书记、工会主席王沙京主持会议，他谈到，2017年长飞公司主营业务“棒纤缆”取得了大满贯；继获得了武汉市长质量奖、湖北省长江质量之后，以高分荣获全国质量奖，实现了国内国际各项重要重量奖项的大满贯；在资本市场上，于2014年上市，逐渐得到了股民的高度认可后，今年有望回归A股，实现H股A股的大满贯；连续3年由长飞公司承办的亚太、世界光纤光

缆大会在光谷成功举办，也实现了大满贯……这些大满贯成绩的取得靠的是董事会的重大决策，是长飞管理团队职业化的智慧运作，更是长飞全体员工不懈的努力。

执行董事兼总裁庄丹则向员工代表们介绍了公司2017年的相关生产经营情况，总结了公司在过去一年中所取得的各项成绩，分析了2017年公司所面临的市场形势，同时指出了在未来的工作中需进一步加强和改进的地方。庄总指出，在全体员工的共同努力下，长飞公司2017年取得了很大的成绩和进展，2018年公司全体上下要在2017年的基础上共同努力，以最好的成绩向长飞的30年献礼，在长飞三十而立的重要时点留下浓墨重彩的一笔！

随后，员工代表纷纷从职工福利、公司管理等方面向公司管理层提出问题和建设。公司领导对职工代表的问题认真解答，尤其是对年终奖金、绩效考核、绩效管理等关系到基层员工的切身利益问题当即给出答复，获得了职工代表们的阵阵掌声。

2018年是贯彻党的十九大精神的开局之年，也是长飞公司成立30周年。全体长飞人要以党的十九大精神为主线、以长飞公司的发展战略为方向、以长飞公司KPI考核为目标、以长飞公司30年的企业文化为动力，保质保量完成董事会制定的各项指标和任务，同时发扬长飞30年来的艰苦奋斗、乐于奉献的创业精神和脚踏实地、兢兢业业地创造精神，共绘长飞新未来，再创长飞新辉煌！

YOFC's Staff Meeting Convened

□ Dong Quanju from Strategy Center

On February 9, 2018, YOFC convened a staff meeting, Zhuang Dan, the deputy secretary of the Party committee and the chairman of the trade union, Zheng Huili, the deputy secretary of the Party committee and director, Jan Bongaerts, the vice president, Yan Changkun, Zhou Lijing the executive director and the president, Wang Shajing and hundreds of staff representatives attended the meeting.

Wang Shajing, the deputy secretary of the Party committee and the chairman of the trade union, presided over the meeting, he pointed out that, in 2017, YOFC has achieved great progress in its primary business the integration of optical wand, fibre and cable, and won the national quality award with high scores after winning the Wuhan Mayor Quality Award and the Yangtze River Quality Award of Hubei Province, so that realize a great achievement in winning important domestic and international awards with high values. In the capital market, YOFC, which was listed on the market in 2014 and has been highly recognized by investors gradually, is expected to return to A-share market in 2018, to achieve great progress in both H-share market and A-share market; and YOFC has successfully held the CRU's APAC Optical Fibre & Cable Conference in 2015 as well as the World

Optical Fibre & Cable Conference for three consecutive years in the Optics Valley, which also represents a big progress. The obtainment of all these progresses and achievements lay in the major decisions of the board of directors, the professional and intelligent operation by the management team of YOFC, and most of all, the unremitting efforts of all staff of YOFC.

Zhuang Dan, the executive director and the president, introduced to staff representatives the information relating to the production and operation of YOFC in 2017, summarized the achievements made by YOFC in 2017, analyzed the market situation for YOFC in 2017, and at the same time pointed out the contents that we should further strengthen and improve in the future work. Mr. Zhuang pointed out that, with the joint efforts of all staff, YOFC has made great achievements and progresses in 2017, on this basis, all the staff of YOFC should continue to make joint efforts in 2018, make the best record as a great gift for YOFC's 30th birthday, and also make the 30th year of YOFC become the most significant year for it at this important time-point for the mature of YOFC.

After that, the staff representatives raised questions about employees' welfare, corporate governance and others for the management to answer

and also made relevant proposals, YOFC's leaders seriously answered the questions from the staff representatives, specifically, the management gave replies immediately to such issues relating to the vital interests of the grass-roots staff as the year-end bonuses, performance appraisal and performance management, which won the continuous applause of the staff representatives.

2018 is the starting year for the implementation of the spirit of the 19th CPC National Congress and also the 30th anniversary of the establishment of YOFC. All the employees of YOFC should take the spirit of the 19th CPC National Congress as the main principle, take the development strategy of YOFC as direction, take KPI assessment of YOFC as target and take 30 years of corporate culture of YOFC as the driving force, complete the tasks and targets formulated by the board of directors with high quality and full quantity, and at the same time carry forward the entrepreneurial spirit characterized by hard struggle and willing to dedication and the creative spirit characterized by working practically and conscientiously of YOFC generated from its 30 years of work, so as to create a new future and encourage new achievements for YOFC.

长飞特种产品事业部 举办第一届知识竞赛活动

□ 特种产品事业部 许忠才

2017年，为了丰富员工学习生活，并在轻松愉悦的氛围中普及特种产品相关性能、生产流程、产品应用知识，增强员工交流和团队凝聚力，推动公司文化建设，特种产品事业部组织开展了以生产一线为主体的第一届知识竞赛活动。

此次知识竞赛活动由研发与交付部生产组主办，设备组、工艺组、研发组协办，竞赛分为两轮进行，以班组为单位开展。竞赛题库共有500多道题目，涵盖作业流程、产品性能、工艺控制、设备操作、产品应用、劳动纪律、安全生产、6S、公司制度、企业文化等十大方面的内容，题目丰富、内容全面。

知识竞赛通知一出，便得到了一线

员工的积极响应，员工踊跃报名参加，最终组成了5支参赛队伍。2017年10月，参赛人员以员工食堂为竞赛场地，进行了第一轮书面答题环节的较量，在5场次的比赛后，最终有15名成绩优异者脱颖而出，代表各自的队伍进入第二轮。

2017年11月24日下午，令人期待的团体决赛在201多媒体会议室如约而至。在必答环节，决赛选手展现了个人渊博的知识，各代表队分数相差无几，难分伯仲；在抢答环节，赛场一下子变成战场，选手们争先恐后，比赛现场激烈异常，两轮比赛后依然难分胜负；最终，在加赛过后，由张承炎带领的白班五组3名队员勇夺团体桂冠，而来自二班

的张勇凭借整场的出色发挥勇夺最佳个人奖。

整个竞赛活动活泼激烈，参赛选手积极踊跃，裁判团队也针对竞赛题目进行了知识普及、答疑解惑。比赛结束后，研发与交付部经理吴正超表示，希望能以此次活动为契机，在各小组内掀起重学习、提技能、强素质的良好氛围，以健康有益、丰富多样的形式提升团队凝聚力、战斗力，不辱团队使命，不辱公司使命。

寓学于赛的活动方式成效显著，得到了一线员工和领导的一致好评。期待来年再见！



Specialty Products Business Unit Holds the 1st Knowledge Competition

□ Xu Zhongcai from Specialty Products Business Unit

In 2017, the Special Products Division has organized the 1st knowledge competition for the production line to enrich the learning and life of employees, popularize the knowledge on the performance, production flow and product application related to special products in a relaxed and pleasant atmosphere, enhance employee communications and team cohesion, and promote the construction of corporate culture.

This team competition was hosted by the Production Team in the R&D and Delivery Department, and was co-organized by the Equipment Team, Technology Team and R&D Team. It was carried out in two rounds. There are more than 500 questions in the competition question bank, covering ten aspects such as operation procedure, product performance, process control, equipment operation, product application, labor discipline, safety production, 6S, company system, corporate culture and so on. These questions are rich and comprehensive.

A positive response was received from front-line employees after a notice on the knowledge competition was given. Employees actively enrolled in the competition and eventually formed



5 participating teams. In October 2017, participants conducted the first round of written answer competition with the staff canteen as the competition venue. After 5 sessions, 15 finalists stood out to represent their respective team to participate in the second round of the knowledge competition.

On the afternoon of November 24, 2017, the highly-anticipated team final was held as expected in the multimedia meeting room 201. In the answer-required session, the finalists showed their profound knowledge with little difference in the scores of each team; in the preemptive-answer session, the competition terrain suddenly turned into a battlefield, and the players vied with each other forming an exceptionally intense atmosphere on the site. The result was still too close to call after two rounds of

competition; finally, after a tie-breaker, 3 players from team 5, white class led by Zhang Chengyan won the championship as a team, while Zhang Yong from class 2 won the best individual award for his outstanding performance in the competition.

The whole competition was lively and fierce. The

players were active and enthusiastic, and the judge team also conducted knowledge popularization and question answering with respect to the questions. After the competition, Wu Zhengchao, the manager of R&D and Delivery Department, said he hoped this competition could create a good atmosphere of paying attention to the study, improving skills and strengthening qualities in all teams, promote the team cohesion and combat effectiveness in a healthy and rich manner, and live up to the mission of the team and the company.

The activity mode by learning from the competition has achieved remarkable success, and has been well received by front-line employees and leaders. We are looking forward to the competition next year!

知行并举，与时俱进

——浅谈企业内部培训师的重要性

□ 人力资源行政部 曾云飞

培训是企业的管理职能，也是企业发展的原动力。被人称为“经营之神”的松下电器创始人松下幸之助曾说过：

“出产品之前先出人才，教育是现代经济下企业发展的杀手锏。一个天才的企业家要不失时机地把培养和训练员工排在重要的工作日程。”

“经营之神”的话说明了企业培训的重要性。企业培训有3种方式：“走出去”“请进来”和“自己做”，这3种方式各有千秋。“自己做”就是建立内部培训师制度并培养自己的内部培训讲师。长飞公司作为一家成长与发展30年并蒸蒸日上的企业，无论在管理、技术、研发等诸多方面不乏优秀的经验与课程，但是如何将“囊中宝物”——拿出来、讲一讲、学进去，成了培养专业讲师的难点与痛点。而解决这一点，毋庸置疑需要通过建立内部培训师制度，从而有效地整合和善用资源，挖掘内部潜能，发挥各级主管领导的主观能动性，及时发现并解决问题，打造学习型组织。

内部培训师是培训体系中最重要的重要组成部分，是内部培训的基石和可再生力量，在公司发展中起着非常重要的作用。

传道、授业、解惑

传道就是传播企业文化与精神，开导员工的心灵。老师在中国的传统中，一直都是人们敬仰和学习的模范。内部培训师是企业内的老师，是一个对公司企业文化最认同和最拥护的群体，他们将企业精神融入自己开发的课程中，并在授课过程中尽情展示，让所有接受培



训的学员都能被其所讲内容打动和感染，让所有学员都能体会到培训师在课程的开发和讲授过程中所做出的拼搏与创新。授业就是讲解知识、传授技能。公司内部培训师将自己拥有的知识和技能转化为标准化的课程传授给需要的员工。解惑就是解答疑难。公司内部培训师通过日常工作中的现场指导和辅导，为员工解答各类疑难问题。

推动管理变革

在企业不断变革中，从观念变革到新方法、新方案的实施过程中，培训作为一种管理手段，历来受到青睐。内部培训师也自然成为公司发展与创新的主要推动者之一，他们将在公司宣传新观念，传授新方法、新技术等方面起着不可估量的作用。

促进跨部门沟通

跨部门间之所以不能进行很好的沟通，其中一个很重要的原因就是各部门对彼此工作的不理解和不了解。公司内部培训师作为所在部门或领域的行家里手，可以将自身所在部门的工作制度、流程及其他有关本部门的基本知识向其关联部门的员工进行讲解培训，以让关联部门理解自己所在部门的工作，为部门间的沟通奠定基础。

营造学习气氛，引导创建学习型组织

建立学习型组织是培训工作的最终目标，其必备前提是在我们的组织中要拥有学习的氛围。在学习氛围的营造过程中，我们的内部培训师首先要通过不断自我学习的精神感染集团的员工，成为集团的学习标兵；其次，要将学习的理念和方法与学员进行沟通和交流，不断向学员

推荐好书、好课，鼓励学员不断学习；最后，积极参与人力资源部门组织的“读书会”“分享会”等学习活动，带动身边的同事也积极参与其中。

世界上最远的距离是说到和做到的距离。内部培训师说到就要做到，因为他要接受大家的监督，所以他自己首先要以身作则，做出良好的榜样。同时在讲课之前认真钻研，激发自我学习的热情，努力让自己成为行业专家。联想集团创始人柳传志说：“做一个领导者一要像一个舵手，把握好公司的方向；二要像一个传教士，要‘喋喋不休’地把公司的理念灌输下去”。被誉为“全球第一CEO”的管理大师杰克·韦尔奇推崇的一个观点是：作为一个领导者就是一手施肥，一手浇水养花，每个人都开花了，这个组织就成功了。从以上两位杰出管理人士的观点来看，企业的各级管理者首先应是优秀的内部培训师，只有打造一支优秀的企业内部培训师队伍，员工的技能和素养提升了，使命感增强了，事业才会有更大的发展。

企业的不断发展需要科技的创新，需要企业人才素质的提高。企业应该通过各种措施，不断完善员工培训体系、创新培训方式、改进培训观念等以加强员工培训，提高员工的综合素质，进而提高企业的竞争实力，使之能够跟上不断发展变化的时代。

目前，长飞公司正在着力对内部培训师及体系进行系统化的培养与搭建，并逐步形成一个健康运转的雏形。但是，距离真正建设成一个有足够力量推动公司培训事业不断向前发展的组织，还需要付出更多的努力。知行并举，与时俱进。让我们共同携手打造一支最具有创造力、竞争力的内部培训师团队，为长飞事业长青贡献自己的力量。

Keeping up with the Times by Placing Equal Emphasis on Knowledge and Action

——A Brief Discussion on the Importance of In-house Trainer

□ Zeng Yunfei from Human Resources and Administrative Department

Training is a function of corporate management and a driving force of corporate development. Konosuke Matsushita, the founder of Panasonic known as the “God of Management” said, “Put people before products. Training gives companies the sharpest edge in modern economy. The gifted entrepreneurs seize the opportunity to put staff development and training high on their agenda.”

“God of Management”’s words demonstrates the importance of corporate training. There are three approaches to it: “training outside the company by outside suppliers” , “training inside the company by outside suppliers” and “training inside the company by in-house trainers” . Each has its own merits. In-house training means to establish an internal training system and cultivate in-house trainers for the company. As an enterprise that has developed for three decades and keeps on growing, YOFC has accumulated a wealth of expertise and

courses. But it is urgent yet remains difficult to translate these treasures into useful training materials that can really benefit the employees. The only way out is establishing an in-house trainer system to effectively integrate and leverage the resources, develop internal potential, fully mobilize executives and managers, discover and solve problems as early as possible and turn the company a learning organization.

In-house trainers are integral to the training system as the foundation and renewable force of internal training, playing an important role in corporate development.

“Transmitting Knowledge”, “Providing for Study” and “Dispelling Confusion”

“Transmitting knowledge” serves to communicate corporate culture and enlighten the mind of employees. In the context of traditional Chinese culture teachers have been exemplary figures admired and emulated by the rest of the

society. In-house trainers are teachers inside the company, a group who identify with and advocate corporate most. They include corporate culture into the courses they develop and demonstrate it in the class, so that all trainees can resonate with it and get a deeper understanding of the endeavor and innovation of trainers.

“Providing for study” means explaining knowledge and imparting skills. In-house trainers transform knowledge and skills into standardized contents for employees. “Dispelling confusion” means answering questions from employees. Through instruction and counselling in daily work, in-house trainers answer questions from employees and help them with their study.

Driving Management Reform

Training has long been a popular management approach in the transformation of ideas and implementation of new methods and plans. In-house trainers are undoubtedly part of the driving force



behind the development and innovation of the company. They play an inestimable part in communication new concepts, imparting new methods and teaching new technologies, etc.

Promoting Cross-department Communication

One of the most important reasons of communication failure across departments is the lack of understanding of the responsibilities of other departments. In-house trainers who are versed in their respective departments or fields can teach the working system, process and other basic information of the departments they are in to employees from related departments, thus laying a foundation for better cross-department communication.

Creating a Learning Atmosphere and Turning the Company into a Learning Organization

Transformation to a learning organization is the ultimate goal of training. To realize the goal learning atmosphere in the company is necessary. When creating learning atmosphere in-house trainers are expected to set an example for employees by actively

learning themselves and becoming pioneering learners; secondly they should exchange learning concepts and methods with employees, recommend books worth reading and courses worth taking, and encourage employees to keep on learning; finally they should take an active part in reading parties and learning salons organized by the HR department to arouse interest in other colleagues.

The longest distance in the world is between saying and doing. In-house trainers should suit action to their word. As pacesetters they are subject to scrutiny. Meanwhile they should work hard to prepare their courses, motivate themselves and aspire to become experts in the industry. Liu Chuanzhi, founder of Lenovo said, "A leader is like a helmsman who makes sure the company is moving in the right direction; he is also like a missionary, preaching untiringly the philosophy of the company to the employees." Jack Welch, known as the Top CEO in the world, believes, "Managers must walk around with a can of fertilizer in one hand and a watering can in the other. As a manager, you've got to be nurturing flowers all the time. If this is done right, companies will end up with magnificent gardens." From

the viewpoints of both management masters, managers at all levels should be excellent in-house trainer in their own right. Only with a strong team of in-house trainers can employees improve their skills, qualifications, commitment and performance.

The constant growth of companies needs sci-tech innovation and better competence. Companies should try every means to improve the employee training system, update training methods and develop training concepts, etc., to enhance training effects, upgrade employees' general competence and increase the company's competitiveness, so that it can develop with the changing times.

At present YOFC is sparing no efforts to systematically cultivate in-house trainers and construct training systems. A healthy model is slowly taking shape. But there remains a long way to go before the system can be strong enough to keep corporate training growing steadily. The company needs to keep up with the times by placing equal emphasis on knowledge and action. Let us join hands to build a creative and competitive team of in-house trainers and make our contributions to the growth of YOFC.