



# GREEN POWER BUILDING AN ECO-FRIENDLY MACAO 環保動力 | 打造綠色澳門 |

With its self-developed electric motorbikes, Macao-based company Oasis is leading the eco-friendly transportation industry both locally and worldwide.

澳門企業澳鑫研發出高性能的電動電單車，領導環保交通業的發展。

The quest for cleaner air has never been more urgent as the world is facing the ever-worsening problem of air pollution. Driven by this pressing concern, Oasis Environmental Energy Technology and Development Company Limited began to explore the potential development of electric motorcycles by conducting painstaking market analysis and technology researches with sharp business acumen in 2008. Two years later, the Macao-based company established Oasis Electric Motorcycle (Macao) Factory to develop electric motorbikes as a new eco-friendly transportation alternative, and this is certainly a move that has boosted the international reputation of the once industrially homogeneous city.

## Growing popularity

The growing population in Macao has generated an increasing need for better transportation. Given the city's small size, steep inclines and narrow roads, residents often choose motorbikes as their primary means of transport. With this in mind, Oasis's

環保之聲在國際間此起彼落，污染日益嚴重的問題，亦成為了國際社會間最急切改善的問題。建基於澳門的澳鑫環保能源科技發展有限公司有見及此，於2008年開始致力研究電動電單車的發展潛力，通過仔細的市場分析、技術研發以及高瞻遠足的思維，終於在2010年成立澳鑫電動電單車廠，全力投放資源以研製電動電單車這項環保新型交通工具，令過去產業結構單一的澳門，以新的一面佇足於國際工業舞台之上。

## 以獨特性增加普及性

在人口日益增加的澳門，交通配套更顯重要，面對澳門面積小、斜坡多而道路狹窄的問題，電單車便成為了澳門居民的主要交通工具之一。澳鑫電動電單車廠在開發環保電動電單車時，特別針對澳門這種特殊路況，從不斷改良電機產品，實行無數次的機械及爬坡耐力測試，經過三年的漫長研發，配合成熟的電機和電池技術核心，終於打造出切合澳門地形交通需求的環保電動電單車：EV500-1一座載貨型及EV500-2二座客用電動電單車。兩款型號分別針對不同需要的人士，但同樣以簡單實用為原則。澳鑫不但成為開拓龐大市場的領先者，更成為環保電動電單車市場的領導者。

Facing page: A electric motorbike developed by Oasis.

對頁：由澳鑫研製的電動電單車。



Top: Oasis' Motorbikes have undergone stringent testing.

上面：澳鑫出產的電動電單車都通過精密的測試。

vehicles are relentlessly tested for their mechanical and climbing abilities. After three years of development, the company introduced two models that are tailor-made for Macao's transportation needs: EV500-1; an electric cargo bike, and EV500-2, a two-seater electric motorcycle. While each was specially designed for particular needs, both models are praised for their simplicity and functionality. Oasis is now not only the pioneer of a newfound market, but also a leading manufacturer of eco-friendly electric motorcycles.

Finding charging points and charging the battery of an electric vehicle can be very time-consuming. To address this problem, Oasis came up with a voluntary battery exchange programme via which customers of Oasis can use the fully charged batteries at the

考慮到以往因充電地點不方便及較花時間等問題，令電動車難以普及，澳鑫經多次考察後，提出了電池交換計劃，由澳鑫自行設計，每位澳鑫電動電單車的客戶都擁有使用權。澳鑫並於澳門各區設立了多個電池交換櫃，在每個交換櫃上均擺放了充滿電的電池，駕駛者透過自助交換方式，只須短短幾分鐘，即可完成整個換電池過程，方便程度尤如汽車加油站一樣，完善了整個充電系統，除了帶給駕駛者真正的方便外，亦解決了所有市民對充電的憂慮，從而有效提升電動電單車的普及率。

#### 完善售後配套 提升品牌信譽

作為一所植根澳門的產業，澳鑫對未來發展有著無限的信心。要為澳門產業締造歷史光輝的一頁，澳鑫明白到優良的信譽是最基本的要求。因此，除了在研發製造上以精密準誠為原則外，在售後保障及維修保養上亦投放大量資源，並以快捷、準確、長效及高質的售後服務作為目標。由於澳鑫兼具生產及銷售商的角色，因此可提供達兩年的售後保養服務。如電動電單車有任何問題，隨時可直達工廠，由專業人員進行檢查和維修。銷售人員亦會為買家進行售後跟進，並根據顧客的需求進行調整，以協助客戶解決行車中的任何問題及提供完善的技術支援，令消費者可以對澳鑫建立強大的信心。

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exchange counters located in different parts of the city. Just as convenient as refueling a vehicle at the gas station, the new charging system takes only a few minutes to complete the charging process. This efficient and hassle-free recharging option has helped increase the popularity of electric motorcycles in Macao.

#### Strengthen the brand

As a well-established company in Macao, Oasis is very confident about the future and has determined to offer the industry their best. Believing that reputation is the basic key to success, Oasis places an emphasis on precision and accuracy during the production process and invests heavily in warranty, repair and after-sales service. Aiming to provide efficient and effective post-sales support, Oasis as both producer and retailer, offers full warranty of up to two years and allows customers to send their vehicles directly to the factory for inspection and repair. Oasis also cultivates consumer confidence by instructing sales staff to carry out after-sales service based on the individual buyers' needs, providing full technical support and helping them in troubleshooting.

#### Into the green future

With support from the Macau SAR Government, Oasis is exempt from paying taxes and licence fees from the second year, which enables the company to sell their vehicles at more competitive prices as compared to the imports. As many other countries share similar road conditions as Macao, Oasis's products are now highly regarded by foreign clients in a number of auto shows. Guided by the green living philosophy, Oasis is not just eager to make electric motorcycles Macao's signature product, but also looks set to go global in the near future. M



#### 綠色未來 踏上國際舞台

由於獲得澳門政府的支持，不用繳付稅款及在第二年開始豁免驗牌費用的情況下，澳鑫的電動電單車價格相對進口電動電單車來說，會比較吸引。而在國際上，不少其他國家的道路情況及環境均與澳門相若，因此澳鑫的產品在許多展覽上，得到各國客戶的青睞，相信在不久的將來，澳鑫的電動電單車不但能成為澳門的輝煌產品，也能進軍國際，實踐「讓生命與綠色擁抱」的理念。 M

Above: Oasis' EV500-2 electric motorbike; Below: Chairman Alexandre Chan.

上面：澳鑫的EV500-2客用電動電單車。下面：公司董事長陳國強。



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