Ladies and Gentlemen,

女士们，先生们，

Good morning, and a very warm welcome from my side to Porsche.

大家早上好！欢迎来到保时捷展台。

Today, it is our pleasure to celebrate, here in Beijing, the world premiere of the new 718 Cayman!

今天，我们很荣幸能在北京庆祝全新718 Cayman的全球首发。

You know, it was only a few weeks ago at another major global auto show - in Geneva - that we revealed this car, the new 718 Boxster.

众所周知，在几周前另一个世界级的车展——日内瓦车展上，我们发布了全新保时捷718 Boxster。

With its advanced, all-new, four-cylinder engines, it evokes memories of Porsche's famous 718 race cars of the 1950s and 1960s.

它所搭载的先进的全新四缸发动机，唤起了我们对于上世纪五、六十年代保时捷知名赛车718的记忆。

Cars which won some of the toughest, most famous and most glamorous races ever held, such as Le Mans, or the Targa Florio.

这款赛车曾助力保时捷赢得了勒芒、塔格·佛罗热等多项激烈竞逐的知名赛事。

A version of the Porsche 718 even competed in Formula One.

其中一款718车型甚至还参与了F1赛事。

So it was a very special moment for us to bring back this historic Porsche model number, 3 digits, 718, and apply it to a very modern new sports car.

用这一承载辉煌成就的车型符号——718这三个数字来命名全新跑车车型，对我们来说意义非凡。

*<PAUSE>*

The all-new 718 Cayman becomes the entry to the world of two-door Porsche sports cars.

全新718 Cayman将成为保时捷双门跑车的最新入门级车型。

And what a way to start.

多么激动人心的消息！

It shares its DNA with the original 718.

它传承了传奇赛车718的基因，

And it shares its new, highly-efficient four-cylinder engines with the 718 Boxster.

并装载了与718 Boxster相同的全新高效四缸发动机。

They both use cutting-edge turbo technology to achieve results that Porsche engineers of the past would not have believed possible when they created that original 718.

前沿的涡轮增压技术为它们带来了前所未有的强劲表现，这是曾经的718赛车的工程师们所不可想象的。

Porsche has developed three versions of the 718 Cayman.

保时捷推出了三款不同的718 Cayman车型。

The 718 Cayman designed exclusively for China is more competitive, targeting at the younger customers. It is deployed with a two-litre engine producing an impressive 310 Newton-metres of torque and 250 HP.

专为中国市场打造的718 Cayman更具竞争力，以年轻消费群体为主要受众，拥有2.0升发动机，可输出310 Nm和250 hp的强劲动力。

It will accelerate to 100 kilometres per hour in just 5.4 seconds, and reach a top speed of 260 kilometres per hour.

其百公里加速时间仅为5.4秒，最高时速可达260 km/h。

Next, the two-litre engine in the standard 718 Cayman, available globally, makes an astonishing 300 horsepower, and 380 Newton-metres of torque.

在其他市场，718 Cayman搭载的2.0升发动机动力输出为300 hp与380 Nm。

And the 2.5-litre engine in the Cayman S produces even more, with 350 horsepower.

而718 Cayman S搭载的2.5升发动机动力输出更可高达350 hp。

For the standard model and the S, power is up - significantly - over the models they replace.

相较前款，全新718 Cayman与718 Cayman S的动力均显著提升。

And it’s not just about engines. Everything else has changed too.

然而不仅是动力，新车型的一切都焕然一新。

The new body design is sharper, more sculpted, more athletic.

其车身设计更为犀利、干练、动感。

The new chassis tuning takes those Porsche qualities of control, precision and pure driving pleasure, and turns them up, again.

全新底盘调校进一步提升了操控性、精准性与纯粹的驾驶乐趣。

In the interior, the new Porsche Communication Management system with a multi-touch display offers numerous new and extended connectivity functions.

在车内，可使用多点触控操作的全新的保时捷通讯管理系统则提供多种全新扩展的互联功能。

I'm sure you'll agree, the new 718 Cayman makes a very attractive way to become part of a long tradition of great sports cars.

我相信你们也会同意，如此出众的表现定能使全新718 Cayman成为保时捷历史悠久的跑车家族中又一款独具魅力的车型。

*<PAUSE>*

By giving the all new 718 Cayman its global debut here in Beijing today –

今天，我们在北京全球首发全新718 Cayman，

and by announcing a special model just for China –

这是一款专为中国市场打造的车型，

we hope that you can see how seriously we at Porsche take the demands of our customers here.

以此证明保时捷对中国消费者需求的重视。

In China, Porsche has seen uninterrupted growth.

保时捷在中国市场的增长从未停止。

For the first time China took over from the United States to become our largest single market, with over 58,000 cars delivered at the end of 2015, contributing to an absolute record year for Porsche around the world.

2015年，中国首度超越美国，以超过58,000台新车的交付量跃居全球最大单一市场，为保时捷全球销量创造了新的记录。

And this year has started just as successfully for Porsche.

今年初，保时捷依然增势强劲，

China was once again the strongest single market in the first quarter of 2016.

中国更是蝉联2016年第一季度全球销量冠军：

With deliveries of more than 16,400 cars at the end of March, an increase of 23%, the Chinese market has again exceeded the USA market.

截止三月末，中国凭借超过16,400台（同比增长23%）的新车交付量再度超越美国市场。

The Boxster and Cayman were the most popular of our two-door sports cars here in China.

Boxster和Cayman是最受中国消费者喜爱的双门跑车。

But of course, every Porsche is a sports car, whether it is a 911, a Panamera, a Cayenne or a Macan. We want our customers here to be able to explore and experience the full performance of their cars. So later this year, we will open the Porsche Experience Centre near the Shanghai International Circuit, complete with its own, private, specially designed tracks.

当然，每台保时捷都是纯粹的跑车，无论是911、Panamera、Cayenne还是Macan。我们希望客户能充分体验他们爱车的性能。因此，坐落于上海国际赛车场旁的保时捷驾驶体验中心将于今年下半年开业，为客户提供在专有赛道上体验保时捷跑车的机会。

As our customers will discover, the performance of our cars exceeds expectations. Our customer service should do the same. So last December, we opened our largest training centre anywhere in the world, here in China. The staff who will be trained at the Porsche Training Centre Shanghai will look after our customers across our network of 92 Porsche Centres.

我们的客户会发现，保时捷跑车拥有超乎期待的性能表现。我们的至臻客户服务也是如此。去年12月，全球最大的保时捷培训中心在中国开业。来自全国92家保时捷中心的员工将在位于上海的保时捷培训中心接受培训，并为车主提供全球统一标准的卓越服务。

Again, the Porsche Boxster and Cayman hold a very special appeal for younger customers here in China. One-third of our customers for these cars are under 30.

需要说明的是，保时捷Boxster和Cayman对中国年轻消费者有着非常特别的吸引力，其中三分之一的客户年龄低于30岁。

In most cases, a new 718 Boxster or Cayman will be their first Porsche.

大多数情况下，全新718 Boxster或718 Cayman或将成为他们的第一辆保时捷。

With cars like these, and with a great customer experience, we are confident that we will build relationships with these new, young and very modern Porsche fans that will last their entire lives.

通过这两款全新车型以及卓越的客户体验，我们有信心与这些年轻而现代的保时捷车迷建立起长久的联系。

And one very special young Porsche fan – and customer - joins us here today.

今天，我们也邀请到了一位特别而且年轻的保时捷爱好者，同时也是我们的车主，来到现场。

*<PAUSE>*

*<Off-voice: Ladies and gentlemen, please welcome two time Olympic silver medal winner in gymnastics, Marcel Nguyen.>*

*<话外音：女士们，先生们，有请两届奥运体操亚军得主，阮马素先生。>*

*<Entry Nguyen>*

Oliver Blume: Marcel, your personal car is a Porsche Cayman GT4. Tell me, what do you find so appealing about our mid-engined sports car?

奥博穆：阮马素先生，你的座驾是保时捷Cayman GT4。可否分享一下，这款中置发动机跑车的魅力所在？

Nguyen: Well, of course as a gymnast I love the feeling of agility. With the engine mounted in the middle, the Cayman can really provide that. This layout allows the car to respond instantly to your commands. When you turn into a corner, the car just goes exactly where you point it, with no delay. When I’m training in the gym, I work very hard to develop those gymnast’s qualities of balance and poise. It’s great to drive home afterwards in a car which shares those same qualities.

阮马素：作为一名体操运动员，我很喜欢敏捷的感觉。拥有中置发动机布局的Cayman就是如此。这种布局能使之即刻响应你的指令。入弯时，它可以准确且毫无延迟地沿着你指向的路线前进。我在健身房中不断训练，以追求身体上的平衡与姿态。每当训练完，能开着一台同样平衡的跑车回家，总是感觉非常棒。

Oliver Blume: And you've had a preview of the new 718 Cayman. Your first impression？

奥博穆：你曾预览过今天首发的全新718 Cayman，第一印象如何？

Nguyen: For me, it's really the design. I think the rear view is particularly great. I also love the new steering wheel. It's based on the wheel in the 918 Spyder and it includes the switch to instantly alter the car's settings. It really gives you the feeling of being in a racing car, just like those original 718s. Like a lot of other Porsche fans here today I can't wait to find out how it drives.

阮马素：对我来说，绝对是设计，我觉得它的后部轮廓非常别致。新方向盘也让我着迷，它基于918 Spyder的方向盘而设计，并装配能够即刻改变跑车设置的按钮。新方向盘让你仿佛置身于赛车之中，如同驾驶曾经的718赛车一般。就像今天到场的其他保时捷车迷一样，我也迫不及待想立刻体验一番。

Oliver Blume: Well, I can't give too much away but I can tell you this much: it's very comfortable, but it's also a lot of fun to drive. I know you're going to love it.

奥博穆：好的，我能告诉你的就是，这款车非常舒适，同时也能提供出众的驾驶乐趣。我相信你体验之后一定会爱上它。

Thanks Marcel, and thank you, ladies and gentlemen

谢谢阮马素先生，女士们，先生们，也再次感谢各位的光临。