

# EN ROUTE

| YUTONG NEWSLETTER

| ZHENGZHOU YUTONG BUS CO., LTD

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Yutong opens a new chapter in the airfield bus business

Yutong launches H8 plug-in hybrid bus

Yutong attends UITP-MENA Transport Congress & Exhibition 2016



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# EN ROUTE

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Tie the knot  
Higher, faster, stronger

## ZK6140BD AIRFIELD BUS

Yutong airfield bus. The best way for connecting people!

With the latest safety technologies, Yutong airfield buses protect every passenger from the outside to the inside of the vehicles and open a wonderful journey for you.

- Special design of the appearance
- Elegant and comfortable interiors
- First-class manipulation



### Special design of the appearance

### ZK6140BD AIRFIELD BUS

Yutong ZK6140BD airfield bus is a high-quality vehicle specially designed for the transportation of passengers on the airfield that meets their actual demands. In terms of the exterior appearance, it is really a distinctive classic work.



▲ Detachable front wall not only matches with the overall style of the whole vehicle, but also facilitates the repair and maintenance.



ZK6140BD

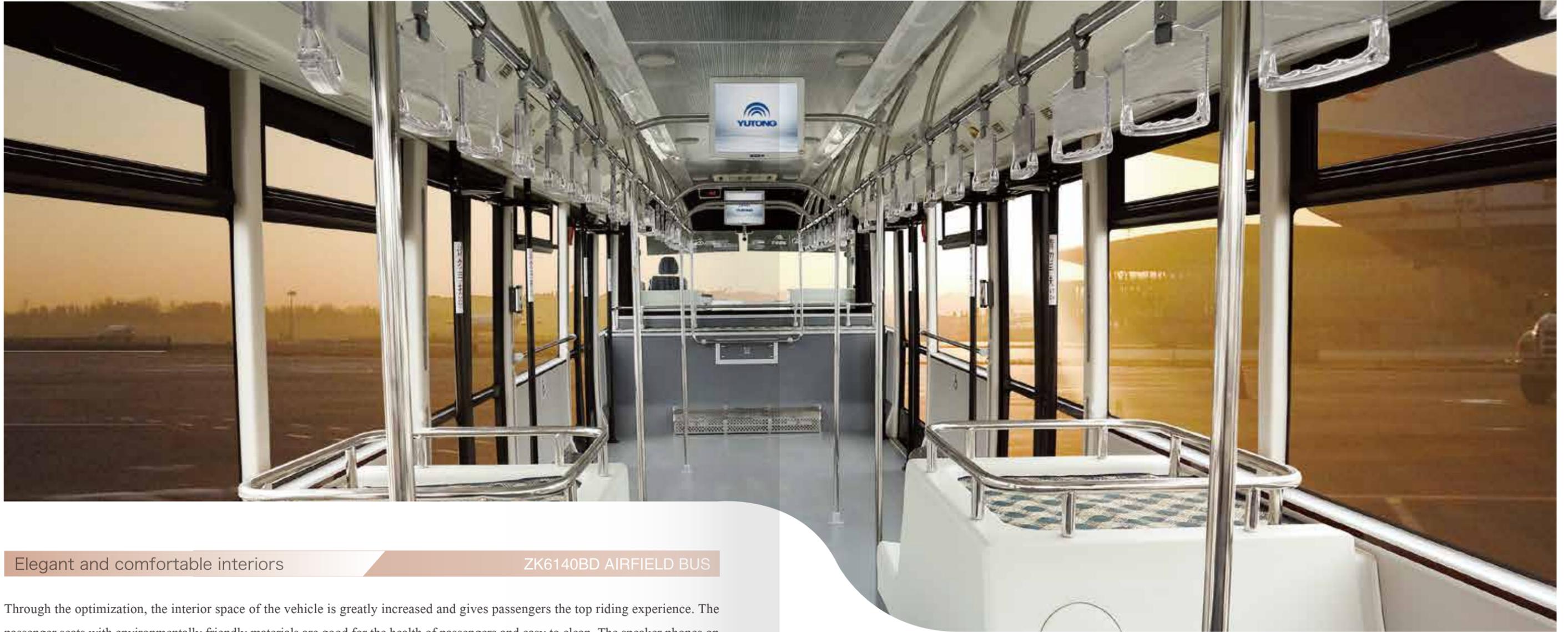


▲ Ultra large front windshield provides a wide visual field for drivers.

▲ Electric rearview mirrors without blind spot enhance the vision of drivers. The electric defrosting function of mirrors improves the driving safety.

▲ Equipped with the high-quality anti-pinch system, the service door will automatically reopen when it encounters some obstacles while closing to prevent passengers from being pinched.

▲ Only when all service doors are closed can the vehicle be started to ensure the safety of passengers.



Elegant and comfortable interiors

ZK6140BD AIRFIELD BUS

Through the optimization, the interior space of the vehicle is greatly increased and gives passengers the top riding experience. The passenger seats with environmentally friendly materials are good for the health of passengers and easy to clean. The speaker phones on both side walls realize the communication between the driver and passengers.



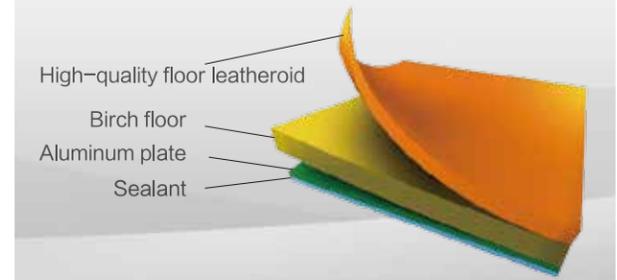
▲ The luggage racks at the front, middle and rear service doors take full use of the interior space.



▲ The handrail poles facilitate the standing and alighting of passengers without compromising the interior space.



▲ NVH mute technology effectively reduces the interior noise by 4-7 decibels and provides a more comfortable environment for passengers.



▲ With the distinctive structure, the floor boasts water-resistant, corrosion-resistant and anti-aging surface characteristics.

First-class manipulation

ZK6140BD AIRFIELD BUS

The instrument panels are very clear while the control buttons are easy to access. Taking the features of human bodies into consideration and applying ergonomic designs, the driving comfort is improved, thus bringing unparalleled operating experience to drivers. Meanwhile, the driving safety is greatly enhanced as well.



▲ The ergonomic driver seat effectively alleviates the driving fatigue and improves the ride comfort. With fully reclining function, the seat provides a temporary rest place for drivers.



▲ The new generation CAN bus under the centralized control of computers improves the visualization of faults and makes the repair and maintenance more convenient.



▲ The LCD display on the dashboard facilitates the driver to observe the boarding and alighting of passengers.



▲ The new-style ECAS lifting system enables the vehicle to kneel on both sides to facilitate the access of passengers.



## Yutong opens a new chapter in the airfield bus business

Ten years have passed since Yutong began to develop airfield buses in 2006. Nowadays, the products have been delivered to a number of Chinese cities such as Beijing, Shanghai, Nanjing, Xi'an, Zhengzhou, Sanya and so on with a total sales volume of over 200 units. After being repeatedly verified by the market and accepted by customers, Yutong started to launch the airfield buses in the overseas market to further expand Yutong's business scope in the global market and improve Yutong's international brand image in terms of airfield buses.

Up to now, Yutong airfield buses have been sold to Taiwan, Brunei, Pakistan, Vietnam, Myanmar, Cuba, South Africa and other key markets worldwide. In the Asian-Pacific region,

Yutong has established cooperative relationship with a number of important customers. The products boast superior quality and the service is also praised by the customers.

Taiwan International Airport Service Co., Ltd. is affiliated to China Airlines. Featuring good operating effect and after-sales service, Yutong ZK6140BD airfield bus products impressed the customer. The customer said Yutong would be their priority choice when they purchase the products in the future. Thanks to many years of products developing experience, superior product quality and excellent service, Yutong has set up a trusted relationship with customers and won repeated procurement from customers.



The G company in Pakistan is a global ground service firm which knows the vehicles very well and has high requirements on the product quality and services. Through comparison, the customer finds that Yutong airfield buses boast rational design and good service that meet their operating requirements very well. So they ultimately chose Yutong products.

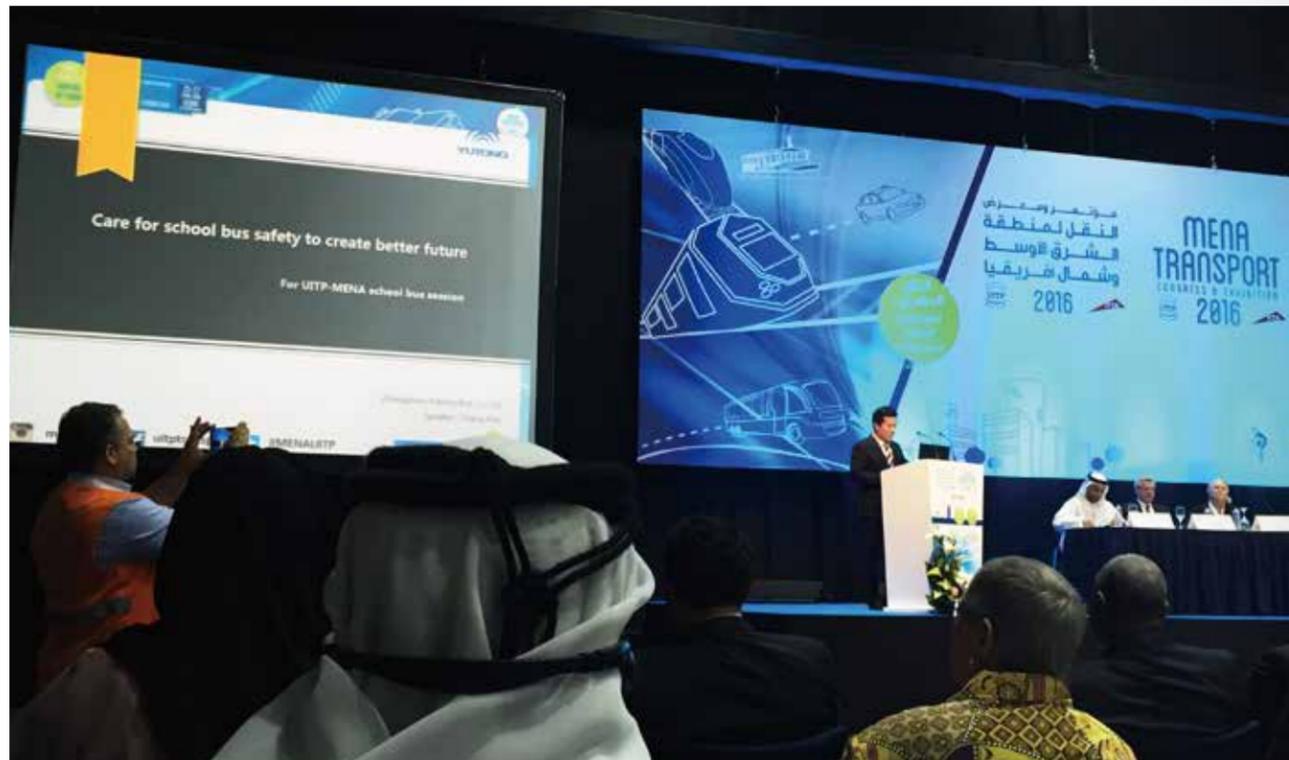
In order to be involved in the expansion project of Yangon airport in Myanmar, different departments of Yutong worked hand-in-hand to learn about the needs of customers and gave out the optimal product solution. The excellent products and trusted service helped us win the customer and trigger a good cooperation between the two parties. Yutong was also invited

to attend the opening ceremony of the new Yangon airport, on which the former Myanmar President Thein Sein was present and cut the ribbon.

The airfield buses are Yutong's new business in the overseas market. Up to now, Yutong has made some breakthroughs in the Asian-Pacific area, accumulated a certain amount of customer resources and received positive feedback from the market. Meanwhile, the company just started up its business in this area and will further explore the business with the "customer orientation" philosophy to bring more reliable products and better service to customers and create new glory in terms of airfield bus area.

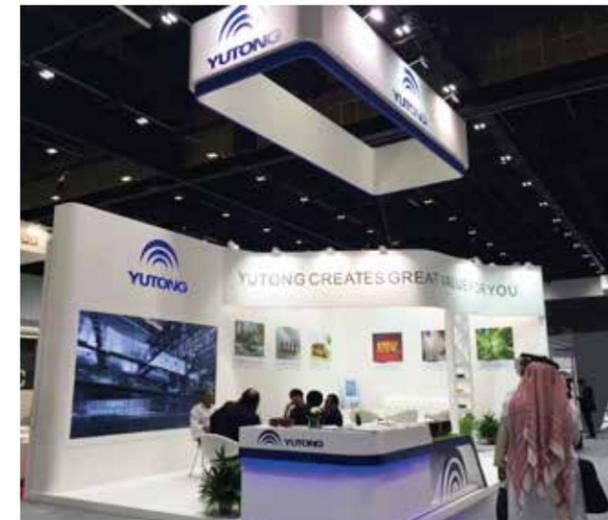
## Yutong attends UITP-MENA Transport Congress & Exhibition 2016

From April 25 to 27, UITP-MENA Transport Congress & Exhibition 2016 was held in Dubai, UAE. Themed with “Think Big, Act Smart”, this year’s event was jointly organized by UITP MENA and UAE-based RTA. The event attracted 528 delegates from 34 countries, 85 exhibitors and more than 2,000 visitors bringing together both regional and international transport experts. Sheikh Hamdan Bin Mohammed Bin Rashid Al-Maktoum, prince of Dubai, Alain Flausch, general secretary of UITP, and Khalid Al Hogail, chairman of UITP Middle East & North Africa attended the congress & exhibition.



A total number of 14 bus makers attended this year’s congress & exhibition, including Yutong, Daimler, Scania, Volvo, MAN, Okotar, and Isuzu, etc. During the three-day event, the importance of providing safe and efficient school transport was widely touched upon. The event served to highlight the importance of the school bus in reducing congestion and making young people acquainted with public transport, whilst looking in detail at the technological and regulatory solutions at hand to enhance safety and service quality. Chang Hao,

Vice GM of Yutong’s International Business Department made a keynote speech on the topic of Care for School Bus Safety to Create Better Future. Regarding the school bus regulations, operation, management, technology, solutions and safety education of school children, Mr. Chang spoke in detail about Yutong’s commitment and efforts in this field, which was warmly applauded by the chairman of the conference.



Through the UITP-MENA Transport Congress & Exhibition 2016, Yutong has further deepened its ties with its customers in the region. Also, it has met many new customers. It is believed that the presence of Yutong at such a high-profile event will generate positive impacts on its overall business in the Middle East and North Africa.

UITP, also known as International Union of Public Transport, boasts over 3,400 members from 92 countries across the globe. With participants from governmental organizations and research institutions, experts in such fields as public transport, laws & regulations, as well as manufacturers of metros, buses, light rails, etc., UITP has become a key platform for promoting green urban mobility and deepening cooperation between its members. Currently, Yutong, a member of UITP, is also the only bus maker from China.



## Yutong Bus releases output and sales data of Apr. 2016

ZHENGZHOU YUTONG BUS CO., LTD RELEASES ITS OUTPUT AND SALES DATA OF APR. 2016.

 YUTONG	Apr. 2016(unit)	Jan-Apr.2016 (unit)	Y-o-y growth of Jan.-Apr.
<b>Output</b>	<b>5,304</b>	<b>16,865</b>	<b>12.67%</b>
Large Bus	1,424	5,353	-6.74%
Medium Bus	3,324	8,976	29.96%
Light Bus	556	2,536	9.22%
<b>Sales</b>	<b>5,252</b>	<b>17,618</b>	<b>22.94%</b>
Large Bus	1,449	5,581	2.25%
Medium Bus	3,296	9,367	41.58%
Light Bus	507	2,670	18.35%

Note: This table shows the express data, the final report is subject to the company's regular report.

From the above table we can see, 5,252 buses and coaches were delivered in April.

From January to April, the accumulated sales volume reached 17,618 units, up 22.94 percent than the previous year.



# AIRFIELD BUS



## ZK6140BD

- Ultra large front windshield provides a wide visual field for drivers.
- Detachable front wall not only matches with the overall style of the whole vehicle, but also facilitates the repair and maintenance.
- Equipped with the high-quality anti-pinch system, the service door will automatically reopen when it encounters some obstacles while closing to prevent passengers from being pinched.

## Yutong launches H8 plug-in hybrid bus



On April 22, when the whole world was observing the 47th Earth Day, Yutong H8 plug-in hybrid city bus, which is equipped with ReCtrl 3.0, made a high-profile debut in Zhengzhou, Henan Province. Nearly 400 people, including representatives from a number of key public transport companies and journalists from all across China attended the press conference held by Yutong. Aiming to become the most suitable plug-in hybrid city buses for medium-sized cities, Yutong H8 immediately aroused keen interest among all people attending the conference. Also, Yutong held signing ceremonies with a number of bus operators for supplying H8 city buses to them. Taizhou Public Transport Co., Ltd. decided on the scene to make its purchase of the vehicle.

According to Zhou Bao, Product Manager of Yutong, the bus maker has further upgraded its independently developed ReCtrl system, a key technology in new energy vehicle industry. In response to a host of common concerns of customers, ReCtrl 3.0 system has made some new breakthroughs on the basis of its predecessors, helping H8 plug-in hybrid city bus further improve its safety standards and energy efficiency.

The safety of new energy buses has been the top concern of all auto makers. Many customers also complain that there is no standardized evaluation method while making their purchases.

Fortunately, in January this year, China's National Electric Bus Electric Control and Safety Engineering Center released a list of requirements on new energy bus 3S safety technology. According to the list, there are specific technical standards for the fire-proof, water-proof, and electricity-proof measures of all new energy buses. H8 plug-in hybrid city bus, equipped with ReCtrl 3.0 system, has fully met the 3S Safety Technology requirements. Moreover, it has reached IP67 safety standards, removing all worries that customers usually have.

With the diminishing subsidies from the governments, new energy buses must cut their purchasing costs and operating costs so as to compete with fossil-fueled vehicles. By cutting its body weight, equipping itself with highly efficient electric drive system, highly reliable braking system, and intelligence control system, and other state-of-art technologies, H8 achieves an envious level of economy and is able to cut energy consumption by over 42%. Moreover, by optimizing its interior space, H8 is capable of loading more passengers. Take the 8.5-meter H8 city bus for example, it can take 13-18 more passengers compared with its counterparts. The 8.2-meter H8 city bus also can hold 4-8 more passengers than its counterparts. During its whole lifecycle, H8 city bus requires far less operating costs than its counterparts and is superior to fossil-fueled vehicles, creating more added values for its operators.



H8 hybrid city bus with ReCtrl 3.0 system has made new breakthroughs in its driveline. Moreover, with a newly invented integral controller, the bus cuts high-voltage nodes by 55% and reduces their volume by 63%. Thanks to all these improvement, the vehicle achieves high reliability and stable performances.

In the medium-sized and small cities in which the road conditions vary dramatically, new energy buses have to overcome a number of challenges. The addition of planetary transmission system on H8 hybrid city bus with ReCtrl 3.0 system has made the vehicle more powerful. Being able to climb a slope with a maximum angle of 15 degree, H8 is more readily adaptable to a much wider market.

As the leader in China's bus industry, Yutong has been working relentlessly to fulfill its mission in energy conservation and emission reduction. In November, 2003, Yutong officially revealed its first generation of ReCtrl system. With the new system, Yutong new energy buses can cut fuel consumption by over 30% and reduce PM emission by over 90%.

Along with the debut of H8, Yutong also rolls out a package of transportation solutions for its customers, who can always enjoy tailor-made services from vehicle selection, purchases, operation to maintenance. In addition, it provides recharging post construction



service, more flexible financial solutions, and more sound after-sales services. Customers also have the opportunity to participate in the training courses of New Energy Buses 3S Safety Technology Requirements and Safety Management System provided by Yutong.

"Yutong buses have long earned our trust. We have been cooperating with Yutong for over five years. Currently, Yutong buses account for over 30% of our bus fleet. On the debut of H8, we immediately decide to purchase 28 units as we have been very much impressed by its energy efficiency. We firmly believe that Yutong H8 plug-in hybrid city buses will help us become a more socially responsible enterprise. Not only that, they will bring high economic returns", says Cha Hongkui, deputy general manager of Taizhou Public Transport Co., Ltd.



## Yutong ready to attend China TRANSPO 2016

From May 23 to 25, 2016, the 13th China International Exhibition on Transport Technology & Equipment (China TRANSPO) with “New Opportunities and Challenges for Bus Development” will officially kick off at China International Exhibition Center. Yutong has already made full preparation to showcase its comprehensive and competitive product lineup.



Yutong V7

According to the bus maker, it is going to exhibit eight new bus models at its exhibition stand covering a total area of 1,600 square meters. Its new energy buses from eight-meter to 12-meter in length, T7 business vehicle for the high-end market, and special telecommunication vehicle will all be present to welcome visitors from all over the world.

One of the highlights of this year's expo is the release of the fuel cell bus newly developed by Yutong. Boasting a continuous driving distance of over 300 km, its fuel cell system has already won the production permission from China's Ministry of Industry and Information Technology. In April this year, Yutong signed a letter of intent with Beijing Yihuatong Technological Co., Ltd. for providing 100 buses powered by hydrogen fuel cells.



Yutong telecommunication vehicle



Five new energy buses, equipped with Yutong ReCtrl 3.0 Technology, will also provide precious opportunities for visitors to experience state-of-art technologies and green transportation. Pooling a host of cutting-edge technologies, Yutong telecommunication vehicle is particularly versatile to deal with complex situations. It is now ready to give all visitors a jaw-dropping experience.

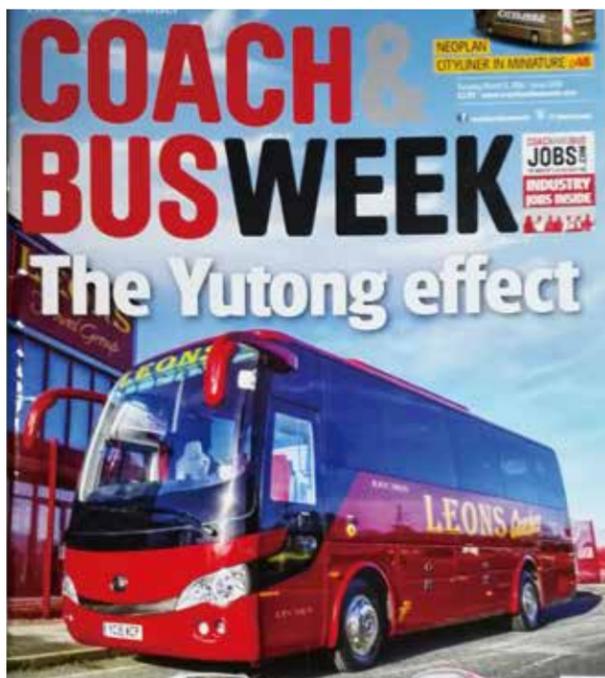
As a high-end vehicle for business purposes, Yutong T7 has already made its appearance at a number of high-profile events, such as the annual CPC and NPPCC sessions, Boao Forum for Asia, etc. As a fist product of the bus maker, the vehicle has already earned a solid reputation across China.



Yutong fuel cell bus

The UK based magazine COACH & BUS WEEK showed a Yutong bus on its cover page of March 8 issue. There is also an article in the issue that introduced Yutong buses and its dealer in UK – Pelican Bus and Coach. The following words are some excerption from the article.

## Road to Yutong



It has taken Pelican Bus and Coach just two years to establish Chinese manufacturer Yutong as a mainstream supplier in the UK.

Just over two years ago CBW test drove the first Yutong TC12 for the UK days after it arrived from China. Yutong is the world's largest bus and coach manufacturer, with a daily output of more than 325 vehicles, and UK and Irish distributor Pelican Bus and Coach had already established its credentials for excellent customer service. For those reasons we entitled that article 'A game changer.' 160 Yutongs delivered or on order later, it's a successful partnership that is thriving as

interest in the product continues to grow.

"Two years ago we had one Yutong. Now there are 100 on the road and very shortly it will be 130. I think we'll register at least 100 TC9 midi-coaches alone this year. The level of acceptance by customers has been fantastic," said Managing Director, Richard Crump.

Sales Director, Ken Grindrod, remembered that he and his team flew to Yutong's headquarters in Zhengzhou, China towards the end of 2012."

"Wow," said Ken. "It was such a huge company – well organized and well run. At the time it was manufacturing 210 vehicles a day and I thought no one could physically do more than that."



Continued Richard: "Yutong was still finalizing its Euro 6 strategy, but in May 2013 the Yutong's sales manager at the time visited us, told us that a deal had been done with DAF for Euro 6 engine supply and that the Chinese manufacturer was ready to look at the UK market. After investigating us in great detail, Yutong took references from DAF and spoke to our auditors. We formally signed as UK and Irish importer in September 2013, 10 months after the first approach.

"Yutong is so focused on us being successful. It has been very keen to sort out any weak links and the build quality continues to improve incrementally. USB ports are now standard at every seat and the factory leather that's available is very good.

"Yutong showed its first European electric bus at Busworld Kortrijk and that's now in operation in Paris. A completely new, much lighter electric is about 18 months away and that will be the one that it really hopes to attract European customers with.

"Yutong showed its first European electric bus at Busworld Kortrijk and that's now in operation in Paris. A completely new, much lighter electric is about 18 months away and that will be the one that it really hopes to attract European customers with.

"Yutong is absolutely committed to being successful in the UK. The Chinese philosophy is our philosophy – the customer comes first. I think it bought into the fact that our service commitment is the same."

Said Ken: "Yutong has always paid attention to what we have asked. It has been very precise with everything and I can't praise it highly enough. They're very honorable people to deal with. The coach side taking off came at just the right time for us and I'm very proud about what has been achieved."

The Macao based newspaper Macao Daily published a full page with the title “Environmentally Friendly & Comfortable” on its March 28 issue that introduced Yutong new energy buses. The following words are the excerpt from the article translated into English.

## World-level Products

Yutong’s R&D department has reached the world level and all new products need to go through a series of tests like crash test, all-terrain road simulation tests for chassis, all-terrain road simulation test for whole vehicle, physical road test and so on to achieve the optimum safety and reliability.

Yutong started its development of full electric buses many years ago. The R&D department has made great efforts to develop the technologies on bus structure, safety, high voltage power, vehicle functions, electronic aids. Through monitoring, early warning, protection, fault monitoring and diagnostic facilities, the safety of buses has been greatly improved. The connecting points of the high voltage power transmission have been reduced from 29 to 14, effectively ensuring the safety and reliability of whole vehicles. At present, Yutong has delivered various new energy buses and coaches, meeting the diverse needs of the market.



## Superior Safety System

The batteries of Yutong full electric buses have passed the destructive tests like heating, short-circuit, pressing, immersion, overcharging, impalement and so on, which boasts high safety and reliability to ensure the safety of passengers.

After years of research and development, Yutong has launched a number of new energy buses including eight full electric coaches and buses in different lengths and nine hybrid buses. In many Chinese cities, the conventional diesel powered city buses are being replaced by the full electric buses.



Yutong E7 full electric coach



Yutong E7 PLUS full electric bus



Brand new Yutong E12 full electric coach



Yutong 18-meter hybrid bus

## TIE THE KNOT

The 11th Yutong Mass Wedding Ceremony was held in Yutong Industrial Park, Zhengzhou on April 12, 2016. Totally 26 couples tied the knot on the grand ceremony. It is learned this event has been held for 11 times and totally 296 youth people tied the knots through the group wedding ceremony.

*Yes, I do.*



# HIGHER, FASTER, STRONGER



The 15th Yutong Employees Sports Meet was held at Hanghai Stadium, Zhengzhou on April 23, 2016. Over 22,000 Yutong employees were present on this event and 30 formations fully consisting of Yutong staff conducted the performance at the opening ceremony, showing the upwards outlook and solidarity of Yutong people.

