

EN ROUTE

| YUTONG NEWSLETTER

| ZHENGZHOU YUTONG BUS CO., LTD

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143 Yutong buses serve "Two Sessions"

25 Yutong fuel cell buses to boost the green Winter Olympics

"Yutong Cup • Perfect Driver" campaign kicks off in Cambodia



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YUTONG-ZK6800D

ROBUST POWER AND LONG DRIVING RANGE



MORE POWERFUL

- Electrocoating anti-corrosion technology and high-strength steels feature high durability.
- Gearbox specially for city buses can easily meet your needs on public transportation operation.
- High-power alternator and enlarged fuel tank capacity enable the vehicle to have a longer driving range.



MORE COMFORTABLE

- Spacious passenger compartment and good shock reduction effect provide you with good ride comfort.
- Air conditioner with fresh air function and interiors with environment-friendly materials are good to the health of passengers.



MORE CONVENIENT

- High-end dashboard and multi-functional handling area facilitate your manipulation.
- Ergonomic cockpit area makes you feel eased during the driving.



OTHER DETAILS



- LED lights and dual round rearview mirrors ensure the driving safety.
- Split taillights facilitate the repair and maintenance.

YUTONG-ZK6132HG

SUPERIOR DRIVING & RIDING EXPERIENCE



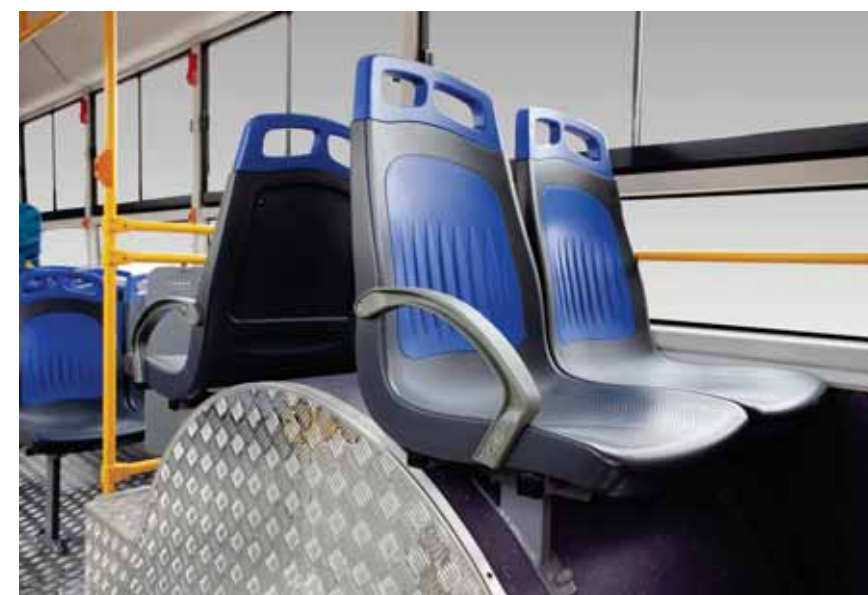
APPEARANCE

- Good anti-corrosion performance and long service life due to the cathodic electrocoating treatment
- Annular frame members boast high strength, safety and good reliability.
- Widened door facilitates the boarding and alighting of passengers.
- Rear ramp and wheelchair area provide mobility for the physically challenged.



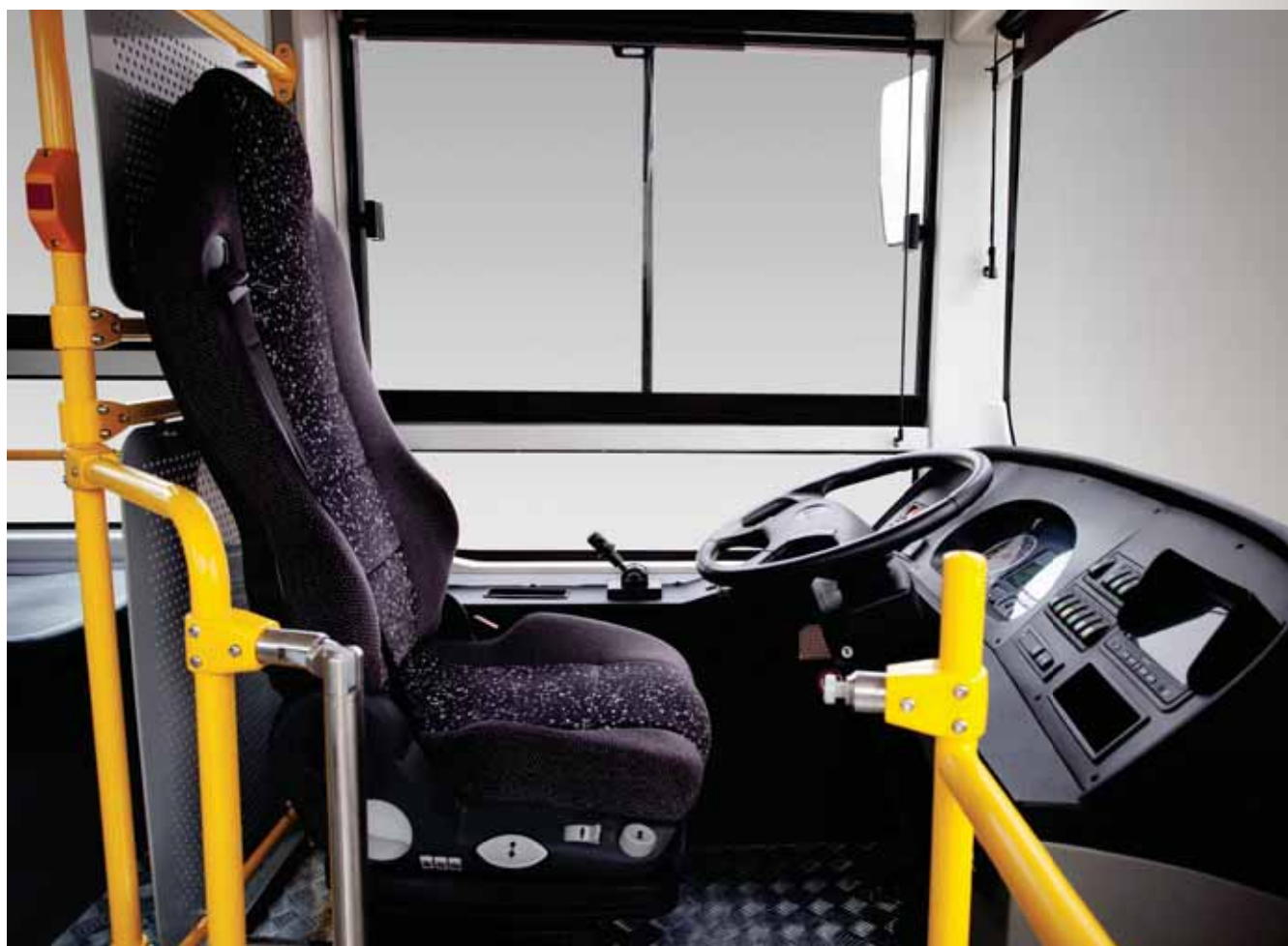
INTERNAL FACILITIES

- Rational seat layout improves the transport capacity to the full extent.
- Ergonomic design of passenger seats offer you a more comfortable ride.
- Metal handrails and flooring combines excellent durability and aesthetics together.



HANDLING

- Dual circuit pneumatic service brake, full disc brake, energy storage spring parking brake, WABCO ABS as well as hydraulic retarder assisted brake gives you a safer and more reliable propulsion.
- Imported power steering gear, 6-bellow air suspension, front & rear suspension with anti-roll bar, double adjustable hydraulic shock absorber and ECAS lifting system provide you a more stable handling experience.



POWERTRAIN



- German ZF 6AP1200B gearbox features superior performance.
- 8.9L displacement, 250L fuel tank and long driving range

Yutong Bus releases output and sales data of Feb. 2018

ZHENGZHOU YUTONG BUS CO., LTD RELEASES ITS OUTPUT AND SALES DATA OF FEB. 2018.			
 YUTONG	Feb. 2018(unit)	Jan-Feb.2018 (unit)	Y-o-y growth of Jan.-Feb.
Output	1,786	7,264	34.67%
Large Bus	689	3,328	83.46%
Medium Bus	765	2,717	6.76%
Light Bus	332	1,219	17.78%
Sales	2,252	6,524	18.70%
Large Bus	1,017	3,096	75.91%
Medium Bus	730	2,422	-11.61%
Light Bus	505	1,006	1.00%

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 2,252 buses and coaches were delivered in February. From January to February, the accumulated sales volume reached 6,524 units, up 18.7 percent than the previous year.



WITNESS THE GREAT MOMENT



YUTONG SERVED THE TWO SESSIONS OF NPC & CPPCC FOR CONSECUTIVE 14 YEARS.

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143 Yutong buses serve “Two Sessions”



Themed with “New era, new journey”, the National People's Congress, the top legislature, and the Chinese People's Political Consultative Conference (CPPCC) National Committee, China's top political advisory body, convened their annual sessions, known collectively as the "two sessions" from early to mid-March.

It is reported that total 336 vehicles serving the Two Sessions. This year is the 14th time for Yutong to be designated as the carrier for the event. Totally 143 units of Yutong large and medium-sized buses were involved, an increase of 31 units than that of last year and accounting for 42.6 percent of the total. Among them, 33 units are Yutong T7, undoubtedly becoming the main force of high-end business purpose vehicles.

These Yutong buses are principally used to carry deputies

between hotels and meeting venues, and they thereby have the opportunity to closely experience the charm and advantages of Yutong bus products.



In addition, Yutong also set up a service team consisting of professional engineers especially for the Two Sessions. A detailed plan has been worked out and team members are standby in various sites to deal with potential emergencies.

As a benchmark of high-end business purpose vehicles with Chinese proprietary brand, Yutong V7 has been given many hopes and aura since being launched, and it also lived up to the expectations with excellent performances. It has already made its presence in a number of important conferences and activities such as Two Sessions of NPC and CPPCC, G20 Hangzhou Summit, Boao Forum for Asia, Prime Ministers'



Meeting of SCO Member States, etc. With good appearance and superior quality, it has gained more and more popularity.

In the past ten years, buses with Chinese proprietary brands have gradually become the main carriers of the Two Sessions, especially self-branded products like Yutong T7 have become the “standard configuration” of major conferences and activities. Serving high-profile events with buses “Made in China” is undoubtedly the pride of China's bus brands and is also the best recognition of the quality of “Made in China”.



66 units of Yutong coaches delivered to Tianjin



On January 26, 66 units of Yutong ZK6816H5Y coaches were officially handed over to Tianjin Huarong Passenger Transport Co., Ltd. (hereinafter referred to as "Huarong company"). As the advanced manufacturing R&D base and financial innovation pilot area in China, Tianjin city has a high demand on commuting buses due to the development of industrial parks and the entry of foreign-funded enterprises. Therefore, the commuting service has played a key role in Tianjin's passenger transport market, becoming a transport highlight of the city.

It is learned that Huarong company conducted a public bidding for the procurement of these buses. Finally, Yutong won the bid due to its superior product quality and powerful

comprehensive strength.

Zhao Guohua, general manager of Huarong company said that Yutong ZK6816H5Y coaches are significantly better than other counterparts in terms of design and quality. In addition, they are also satisfied with the safety, reliability, ride comfort, maneuverability, fuel efficiency and other performance of the vehicle.

ZK6816H5Y is a classic bus model that is specially developed and tailor-made for the commuting and tourism market. Fitted with Yutong's 2nd-generation thermal management system of engine, the coach can cut fuel consumption by 5-8% than the 1st-generation one, and reduce fuel consumption by 8-13%

than coaches equipped with ordinary engines. Furthermore, it also boasts low noise and high reliability.

Huarong company attaches great importance to the user-friendly design. Besides the enlarged passenger compartment, the ergonomic seats greatly improve the ride comfort. Meanwhile, the safety of the vehicle has passed the certification of EU, France and so on, thus ensuring the safety of passengers.

In fact, it is not the first time for Huarong company to cooperate with Yutong. In 2015 and 2016, it had already purchased Yutong buses. After the delivery of the 66 coaches, its total bus volume would reach 222 units, among which one

third are Yutong buses.

In 2017, Tianjin totally introduced a total of more than 1,200 commuters, among them over 720 units are with Yutong brand, accounting for 60% and ranked first in the commuting market of the city.

The handover of 66 Yutong coaches to Tianjin at the beginning of 2018 will once again strengthen its leading position in the city and deepen the impression of Yutong brand among local citizens.



25 Yutong fuel cell buses to boost the green Winter Olympics



At the end of January 2018, Yutong won the bid of 25 fuel cell buses for Zhangjiakou, Hebei Province. The bus model is a 12-meter fuel cell city bus. As the host city of the 24th Winter Olympic Games to be held in 2022, Zhangjiakou first took the lead in applying the cutting-edge fuel cell buses, aiming to create a green Winter Olympics. The 25 Yutong fuel cell buses will be sent to the city in the near future, bringing the state-of-the-art technology and brand new travel experience to the local people.

As we all know, boasting a number of advantages such as zero emission, long driving range and short hydrogen refueling time, hydrogen fuel cell buses are deemed as the ultimate development direction of new energy buses. As a leading company in China's bus industry, Yutong has achieved

breakthroughs on a host of key technologies, and the safety, economical efficiency and power performance of whole vehicles have reached the leading level in the industry.

In order to ensure the reliability of vehicles, Yutong also set up a team for the reliability tests of fuel cell buses to conduct actual road tests on multiple bus routes in Zhengzhou. Dr. Li Feiqiang, who is in charge of the Yutong fuel cell buses, said that the total test mileage of Yutong's 3rd-generation fuel cell buses has exceeded 50,000 kilometers and over 40,000 cubic meters of hydrogen has been safely refueled as of mid-March 2018. Through this way, the reliability, durability and environmental adaptability of fuel cell buses have been further verified and improved.

The first research and development platform for fuel cell and hydrogen power in China's bus industry - Zhengzhou Fuel Cell and Hydrogen Energy Engineering Technology Research Center, was approved to set up at the end of 2017. The new site is located in Yutong New Energy Bus Plant with a planned floor area of over 10,000 square meters. The establishment of the Center will greatly enhance Yutong's strength on hydrogen fuel cell bus development, promote the technical progress of the new energy bus industry, and boost the industrialization of



fuel cell buses through the actual application of whole vehicles.

In addition, Yutong also built the first hydrogen refueling station in the Central China area. Starting to develop fuel cell buses in 2009, Yutong obtained China's first production qualification certification of fuel cell buses and passed the first homologation of fuel cell buses in China during the past ten years, and was granted the qualification for the installation of on-board hydrogen system in 2017.

Years of accumulation on technological research and development has laid a solid foundation for the commercial operation of Yutong's fuel cell buses. In September 2017, Yutong hydrogen fuel cell buses won the bid in the 3rd phase

of a UN project which will carry out trial operation in Zhengzhou. Nowadays, Yutong once again won the bid for 25 fuel cell buses to be operated in Zhangjiakou, marking that the commercialization pace of Yutong's fuel cell buses is gaining ground.

In the future, under the support of the Fuel Cell and Hydrogen Energy Engineering Technology Research Center, the technological level of China's fuel cell buses with Yutong as a representative will reach a new level, and new breakthroughs will also be made in market-oriented operations, thus steadily promoting the industrialization development of fuel cell buses.



"Yutong Cup • Perfect Driver" campaign kicks off in Cambodia

The opening ceremony of "Yutong Cup • Perfect Driver" campaign was successfully held at the city hall of Phnom Penh, capital city of Cambodia on February 5, 2018. Leng Aunny, vice mayor of Phnom Penh, hosted the event.

In August of 2017, 98 units of Yutong city buses started to run in Cambodia. After six-month operation, Yutong buses were

highly praised by the local government, citizens and media due to the excellent product performances and services. In order to help Phnom Penh City Bus Authority improve the management effect of drivers and showcase Yutong's image of "Creating greater value for customers", the Phnom Penh City Bus Authority and Yutong jointly held the "Yutong Cup • Perfect Driver" campaign.

The activity started from January this year. Based on the accident records, fuel consumption records, daily inspection and regular maintenance records, praising and complain of passengers, as well as the automatic rating function of intelligent system, ten "perfect drivers" will be awarded every month. Moreover, three best drivers will be selected every six months who would be given the chance to visit Yutong headquarters in China.

The campaign program was welcomed by both the Phnom

Penh municipal government and bus drivers. In 2018, the Phnom Penh municipal government and Yutong will further carry out cooperation in various fields to boost the urban public transport development in Phnom Penh and further enhance the influence and reputation of "Made in China" in Cambodia.



YUTONG'S NEW HOME IN UK

Pelican Bus and Coach – Yutong's dealer in UK, opened its newly-built bespoke coach and bus showroom and workshop for Yutong products on January 30, 2018. Meanwhile, a Yutong 10.8-meter E10 city bus was also unveiled on the same day. As a milestone event, it brings the Yutong business in UK into a new stage.



Entering the UK market in 2013, Yutong has so far delivered more than 300 units buses and coaches. The establishment of the showroom reflected Pelican's confidence in the Yutong products and the state of UK economy.

The UK-based magazine ROUTE ONE, one of the leading bus media in the country, covered the event on its February issue.

