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Consultants

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### **Letter from the editors**

#### Dear reader,

The year of 2011 is the first year of China's "12th Five-Year Plan". During this period, the Chinese urbanization rate will exceed 50 percent, which means that more than half of the population will work and live in cities and towns. However, the urbanization is also bringing an increasingly huge challenge for public transport. Therefore, it is a matter of high priority to develop the public transport.

The 59th UITP 2011 World Congress & Exhibition was held in Dubai, United Arab Emirates, April 10-14, 2011. The theme of the Exhibition is: Boosting Public Transport: Action! Meanwhile, the International Association of Public Transport (UITP) set out an ambitious aim for the sector, namely to double the market share of public transport worldwide by 2025. This ambition goes by the name of 'PTx2'.

As the No.1 bus brand in China, Yutong is committed to the development of public transport. Up to now, there have been a multitude of Yutong buses serving the BRT (Bus Rapid Transit)

systems nationwide. On April 7, 2011, Yutong donated 60 city buses to the municipal government, showcasing the resolution on boosting the public transport with its concrete actions.

Tang Yuxiang, president of Yutong Group, once said "The public transport is the artery and window of a city, which is closely related with the daily life. Hence, promoting the urban public transport is of great significance to alleviate the traffic congestion and improve the living standard of residents." Developing the public transport not only can improve the traffic situation and enhance the environmental protection but also is a key approach to establish a resource-saving and environment-friendly society. Therefore, building a smooth, efficient, safe and green public transport system has become an inevitable choice for the urban transport development strategy.

As said by Hans Rat, general secretary of UITP, "... public transport has, and will continue to have, a positive influence on the world's future."

News

#### Yutong donates 60 city buses to municipal government

The bus donation ceremony was held at Green City Square, Zhengzhou, capital city of Henan province on April 7, 2011. Twenty-eight Henan-based enterprises totally donated 326 buses to the municipal government with an amount of 210 million yuan, of which Yutong donated 60 buses with a value of 39 million yuan.

#### Yutong presents at UITP Dubai 2011

The 59th UITP 2011 World Congress & Exhibition came to an end in Dubai, United Arab Emirates, April 14, 2011. Yutong brought public transport solution to the event and was granted UITP Asia-Pacific PTx2 Showcase Award.



#### Camera crew from Taiwan SET visits Yutong

The camera crew of program Oriental Tide from Sanlih Entertainment Television (SET) visited Yutong Industrial Park on April 20, 2011.

The journalist from SET interviewed with Wang Feng, VP of Yutong Group in charge of overseas market, and expressed later the video would be broadcast in the program of Oriental Tide.



## Macedonia

#### Yutong double decker appears on the street of Skopje

The Yutong double decker bus purchased by the capital public transport company of Macedonia, arrived in Skopje, capital city of Macedonia March 1, 2011.

Yutong signed the agreement of 202-unit double deckers with Macedonian Ministry of Transport and Communications on April 14, 2010, which was the biggest order of the company in Europe.



#### Yutong airport ferry buses delivered to Air China

The handover ceremony of seven-unit Yutong ZK6140BD airport ferry buses to Air China was held in Yutong Industrial Park, Zhengzhou on January 12, 2011. It is the first time for Air China, the largest state-owned air transport enterprise in China, to purchase the domestically made airport ferry buses.

Meanwhile, it is also the second time for Yutong to cooperate with Chinese leading airlines after delivering the ferry buses of the same kind to China Southern Airlines in November last year.

#### Ghana

#### Yutong spare parts warehouse in Ghana established

Yutong spare parts warehouse in Ghana was established on January 29, 2011. It covers an area of 500 sq meters and has over 2,500 kinds of spare parts, which can meet the demand in western Africa while providing spare parts for Ghanaian market.



#### Yutong holds observation tour of vehicle safety service in Taipei

Organized by traffic authority of Taipei, the end user of Yutong buses held an observation tour of vehicle safety service in Taipei March 29, 2011.

As the highlight of the observation tour, Yutong lowfloor city bus ZK6128HG has begun to enter the Taiwan market in batch since 2010 and is in compliance with Taiwan ARTC laws and regulations.



#### Kazakstan

#### Yutong provides service training in Kazakstan

Yutong conducted a special training for all the service staff, drivers and front-line administrators of KGP"ALMATYELEKTROTRANS" company, Yutong's customer, in Almaty, capital city of Kazakhstan, on February 14-25, 2011.

The trainees will conduct service on the 200 units of Yutong CNG buses just delivered to Kazakstan.



Facts and figures

# Annual review of 2010 Yutong Bus

Yutong sees a fruitful year in 2010.

Delivering 41,169 buses and coaches in 2010, Yutong outstripped Daimler

as the world's biggest bus builder, taking up 25 percent of the market share in China's bus market.

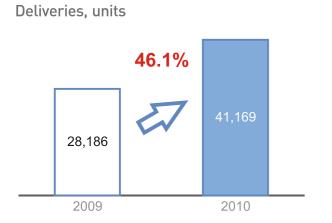
#### Deliveries in 2010

units

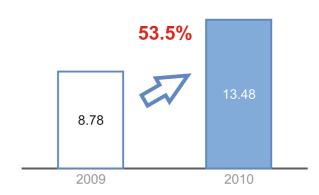


Source: Annual reports, China Bus Statistics

#### Yutong Group-Bus Segment







# In the first four months of 2011, the sales volume of Yutong Bus ups 10.4%

In April, 3,360 Yutong buses and coaches were delivered, up 28.93% than the previous month. From January to April, a total of 11,438 units were delivered, an increase of

10.35% year on year. Through continuous progress and innovation, Yutong has been keeping ahead with a commanding lead in the market.

#### Yutong Bus releases output and sales data of Apr. 2011

Zhengzhou Yutong Bus Co., Ltd releases its output and sales data of Apr. 2011

	Apr. 2011(unit)	Jan-Apr.2011 (unit)	Y-o-y growth of JanApr.
Output	3352	10376	5.23%
Large Bus	1380	4781	16.27%
Medium Bus	1610	4698	-0.66%
Light Bus	362	897	-11.97%
Sales	3360	11438	10.35%
Large Bus	1420	5316	18.90%
Medium Bus	1615	5232	8.28%
Light Bus	325	890	-16.20%

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

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# Introduction to the Dubai 2011

Official name: The 59th UITP World Congress & Exhibition

Duration: April 10~14, 2011

Location: Dubai, United Arab Emirates

Theme: Boosting Public Transport: Action!





Public transport: the smart green solution Doubling the market share of public transport worldwide by 2025











## **Doubling the market** share of public transport worldwide by 2025

In June 2009, the International Association of Public Transport (UITP), set out an ambitious aim for the sector, namely to double the market share of public transport worldwide by 2025. This ambition goes by the name of 'PTx2'.

Whilst this aim is undoubtedly bold, it is not unrealistic: many cities have already taken up the challenge and are working towards this goal, in line with their specific political, geographical and historical contexts.



## **Yutong Presents at UITP Dubai 2011**

The 59th UITP World Congress & Exhibition came to an end in Dubai, United Arab Emirates, April 14, 2011. Yutong brought public transport solution to the event and was granted UITP Asia-Pacific PTx2 Showcase Award.

The UITP World Congress & Exhibition is a high-level biennale of UITP with wide influence which is aimed to enhance the development of public transport worldwide. Over 240 mainstream bus builders and component suppliers from all over the world attended the Exhibition.

Located at Hall 8, Yutong's stand covers an area of 60 square meters. The stands of mainstream bus builders and component suppliers like Scania, Irisbus and Cummins are also in the same hall. Two model buses, namely ZK6180HG and ZK6128H, were placed on the eye-catching position and attracted much attention from the visitors and media. ZK6180HG is an 18-meter highly recommended BRT bus model, which have been widely used in Zhengzhou, central China's Henan province. And everyday over 100 units are running on the BRT routes of Zhengzhou. ZK6128H is a 12-



meter high-end luxury coach, which is specifically designed for tourism and longdistance passenger transport market.

In addition, Yutong also attended the Symposium of Great China Area held on April 13 and was granted UITP Asia-Pacific PTx2 Showcase Award on the symposium due to its outstanding performance at the Exhibition. Avi Lee, Manager of Middle East Area from Yutong, delivered a speech on behalf of the company, talking about the development of China's bus industry and market situation of Yutong's BRT and new energy buses. The content of the speech was warmly welcome by the attendees of the symposium.

This is the first time for Yutong to attend the World Congress & Exhibition held by UITP. The involvement received good effect, boosted the cooperation with UITP and strengthened the relationship with customers from public transport sector.





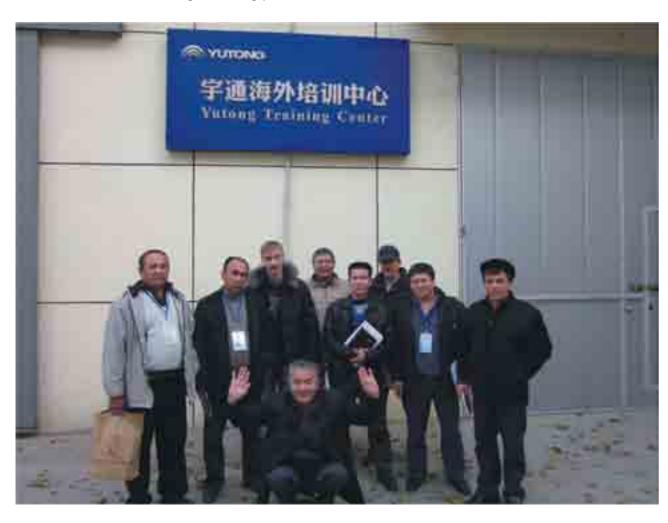
Training Training |

# Special Coverage on Training

Training helps boost the overseas business

Along with the export increase of Yutong buses in overseas market, the service training is becoming increasingly important in supporting the development of Yutong's overseas business. Having a leading position

in the training of overseas customers, Yutong service training has laid a solid foundation for the exploration and development of overseas business.



## Kazakstan





Beijing & Zhengzhou, China

The trainees from KGP"ALMATYELEKTROTRANS" of Kazakstan completed their 13-day training lasting from November 17 to December 3, 2010 in Beijing and Zhengzhou, China.









Almaty, Kazakstan

Yutong conducted a special training for all the service staff, drivers and front-line administrators of KGP"ALMATYELEKTROTRANS" company in Almaty, capital city of Kazakhstan, on February 14-25, 2011.

■ Training
Training

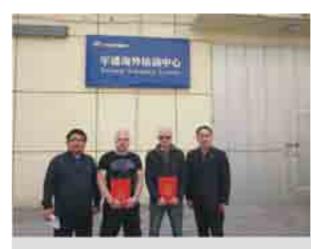


# **Israel**

The Yutong Training Center received its first overseas trainees in 2011. They are the dealer and service providers from Israel and successfully completed the training from February 28 to March 10 in Zhengzhou, China.



# **Iceland**



Two trainees from Gudmundur Tyrfingsson Ehf company, Iceland were trained from April 8-15 in headquarter of Yutong, Zhengzhou.



# Mozambique

The Yutong Training Center conducted a sixday training for the service staff from Quality Cars Lda company of Mozambique, in Zhengzhou on April 11-16.





Through the training, the trainees have had a comprehensive and deep understanding of Yutong buses, and improved their field

operation capability and service level, thus providing a guarantee for the normal operation of vehicles.

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