

EN ROUTE

| YUTONG NEWSLETTER |

| ZHENGZHOU YUTONG BUS CO., LTD |

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Trust • Passion • Innovation

Memo signing of 1,500-unit Yutong bus order between Venezuela and China

Yutong's Family Products Series — IC/EC12, IC/EC13

Yutong buses carry 60% passengers for Nanjing Youth Olympics



Zhengzhou Yutong Bus Co., Ltd.

Add: Yutong Industrial Park, Yutong Road, Guancheng District, Zhengzhou, China
P.C: 450061
Tel: +86 371 6671 8999
Website: <http://www.yutong.com>
E-mail: enroute@yutong.com

Honorary Editor-in-chief

Hu Fengju

Honorary Consultant

Kent Chang Sun Xishun Fu Benqi Jin Xin

Consultant

Ren Hong Wang Feng Wu Zhijie Kitty Hu Alexandre Recchia

Editor

Chen Hui Jenny Lee Tina Tan Richard Li

Publisher

Zhengzhou Yutong Bus Co., Ltd.

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PREFACE

Trust · Passion · Innovation

The senior management of a company is the cultural management. All the excellent companies have excellent cultures as their foundation. Three words enable a company to last long, namely trust, passion and innovation.

Trust is the foundation

Three jobs are imperative for a steward. Firstly, set himself an example to others and trust in his staff. Stewards represent the company, only when the stewards set themselves as examples for others, will the employees fully engaged in their work. Secondly, a company also needs the trust of customers in operating the sales system, which is a two-way process. Following the requirements of Yutong’ s Five Main Guidelines, we need to truly understand and create the products and services that meet the needs of customers so as to win the trust and support of customers. As Maslow pointed out “love and belonging are the important psychological needs of people” , which means only when this need is met, is it possible for people to achieve the "self-realization". In other words only when people have a sense of belonging, can they work initiatively and passionately. Last but not least, we need to strengthen the sense of trust and cohesion among colleagues, get them work synergistically and give play to team effectiveness, thus enhancing the sense of belonging to the company in the work.



Passion makes the performance

The phrases of “enhance troop morale” and “charge at the head of one’ s men” often mentioned by us also reflect the ideas and methods of management. It is the management method to motivate the morale of soldiers while it is the leadership to lead them into assault. Such teams are able to win in the battle, and the successes always belong to such teams.

Innovation boosts the development

Technical innovation will bring a qualitative change and even a leap. In fact, besides the technical innovation, the innovation on business and cultural management will also bring significant improvement on efficiency and benefits. Teams full of confidence and passion will form a good atmosphere of supporting innovation, and the innovative achievements can boost the rapid and healthy development of business. Stewards need to tolerate the failure occurred during the innovation.

“Trust, passion and innovation” is easier said than done which needs to be thought about, done and guided by stewards carefully. Only when we deeply understand the cultural guideline of the company and implement it conscientiously, can the real excellent cultural atmosphere be formed, thus achieving the excellent cultural management, making the company stronger and getting our products better and better.

胡锋举

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Global Overview



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Europe plans to save energy by 30% by 2030

European Commission approved a plan in July to address the climate warming, aimed to achieve the goal of saving 30% of the energy. The leaders of the member states will discuss this issue on the EU summit to be held in October this year. This program is proposed by Connie Hedegaard who is in charge of the climate, and Jose Manuel Barroso, former president of European Commission, is the supporter of the program. But the member states don't have great progress since they are worried about the energy-saving program might reduce the needed investment. Recently, Connie also received the support of the incumbent President of European Commission.

The European Commission plans to reduce 40 percent of greenhouse gas emissions and get 27% of energy consumption coming from renewable sources by 2030. But now Europe's energy supply has been severely affected by the Ukraine and Iraq crisis. The environmentalist Cloude said the EU's energy-saving program is still not enough, and its reliance on Russia and other unstable regions can not be relieved thoroughly. But Günter Odin, energy commissioner of EU, doesn't agree with this view, and said the goal of saving 30% is relatively realistic.



China and Germany unifies the charging standard of new energy vehicles

Along with the accelerated technical cooperation between China and Germany, the State Grid Corporation of China started the third round of tendering, and the charging industry chain that supports China's new energy vehicles is expected to attract more social capital.

On July 8, German Chancellor Angela Merkel, during her visit in China, delivered a speech on sustainable development at Tsinghua University, and launched the charging project of Chinese and German electric vehicles. Miao Wei, Minister of Industry and Information Technology, was present at the launch ceremony. It is learned that China and Germany will cooperate in the area of charging standards of electric vehicles and unify the related interfaces. BMW, Audi, Volkswagen, Mercedes-Benz, Chang'an and Brilliance are involved in, and will provide vehicles for test.

According to reports, there are four criteria for fast charge of electric vehicles with DC, namely the European standard, American standard, Chinese standard and Japanese standard respectively, which are not conducive to the scale development of electric vehicles. The cooperation of China and Germany in terms of the charging standards will play an active role in promoting the unification of charging standards of electric vehicles in the world.



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Signing ceremony of E-Bus project between China and Poland

On August 30, the Beijing Institute of Technology, Zhengzhou Yutong Bus Co., Ltd. and other units as well as Polish TAURON Group, Warsaw University of Technology successfully signed an agreement of E-bus project in Beijing between China and Poland. Thereinto, Polish TAURON Distribution Company, Zhengzhou Yutong Bus Co., Ltd. and BIT Huachuang Electric Vehicle Technology Co., Ltd. jointly signed a joint development agreement.

The successful signing of the agreements marked the high-tech achievements of electric vehicles as well as electric buses and application system technology programs of hi-tech Olympics supported by the Ministry of Science and Technology began the formal output and authorization to Europe. Previously, the technologies of new energy vehicles were introduced from foreign countries for a long time. Therefore, it has a far-reaching meaning for the output of technical achievements of Chinese new energy vehicles and the improvement of China's international image.

At present, the project is going well. BIT Huachuang Electric Vehicle Technology Co., Ltd. has united a number of advanced companies in China like Zhengzhou Yutong Bus Co., Ltd., Shanghai Dianba New Energy Technology Co., Ltd. and CITIC GUOAN MGL to attend the project, and jointly promote China's new energy technologies to the international market.



► Li Gaopeng (R), Deputy Technical Director of Yutong Bus, at the signing ceremony

New South Wales invests AUD 61b for the development of public transportation



In the latest budget of the government of New South Wales (NSW), it is promised to invest AUD 61 billion in the coming four years for the development of the public transport projects in Sydney, capital city of Australia. This will be the largest investment in the history of NSW for the infrastructure.

A report released in June this year pointed out that the public transport project plays an important role in promoting the investment in the future. The report also praised the government's policy of "capital recycling", and believed that the scientific and reasonable cost-benefit analysis is critical to the success of the project.

Andrew Constance, director of NSW's national treasury, said he was pleased to see the viewpoint that the highway and railway projects of NSW they planned to develop will benefit the Australian economy has been widely accepted and supported. Constance pointed out they have worked out the infrastructure blueprint of NSW, which would provide support for the country's overall economy together with the investments from other states. The NSW government is working with the federal government to find out investment channels including pension for the future infrastructure projects.

Over 1,000 mini school buses to be phased out in Dubai

According to the regulations of the Dubai Roads and Transport Management Bureau, Dubai will phase out over 1,000 mini school buses in the next 18 months.

Currently, about 4,000 school buses are under operation and carry 150,000 students every day, among which 30 percent of the vehicles are mini school buses.

Before then experts and police officials have repeatedly called for restricting the use of mini school buses, since they have hidden safety hazard.



Eisa Al Hashemi, a responsible member of Dubai Roads and Transport Management Bureau, said "Banning the operation of mini school buses with less than 15 seats is to guarantee the safety of students, and meanwhile, the carrying capacity of large-sized buses will be increased."

The new regulations will be implemented in September 2014, the beginning of the new semester. But the school bus operators and schools have an 18-month grace period to replace the mini-school buses with large-sized school buses.

Regarding to the increase of the carrying capacity of large buses, Al Hashemi explained "According to the new regulations, the operators can transform the school buses into three or two seats a row, which increases the carrying capacity without reducing the safety factor of the school buses".

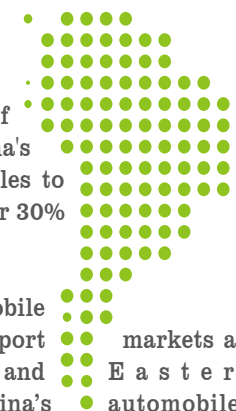
South America becomes China's largest automobile export market

It is learned from the information conference of China Association of Automobile Manufactures that South America has become China's largest automobile export market. China exported 286,500 vehicles to this area last year, an increase of 18.9% year-on-year, accounting for 30% of total export volume of China's automobiles.

Shi Jianhua, deputy Secretary General of China Association of Automobile Manufactures, said at the information conference that China's auto export markets are mainly in developing countries, like South America, the Middle East and Eastern Europe. In 2013, among the top ten exporting countries of China's automobiles, four are in South America, which are Chile (79,000 units), Peru (39,500 units), Colombia (37,500 units) and Uruguay (31,100 units).

Brazil is the world's fourth largest auto market and totally sold 3,767 million vehicles last year. Chinese automobile makers will have a large development space in South America.

The auto parc in South America is much lower than that of developed countries in Europe and America, so the development potential of automobile market is huge. It is also a target market of China's auto exports. In addition, China's automobiles feature good quality and affordable prices, which are welcome in the local market.



Memo signing of 1,500-unit Yutong bus order between Venezuela and China



12:15 hours on July 21 local time of Venezuela is an important historic moment for the internationalization process of China's bus industry. In the presence of Chinese president Xi Jinping and Venezuelan president Nicolas Maduro, Chinese bus manufacturer Yutong signed a memorandum with Venezuela which contains 1,500 Yutong buses as well as spare parts, tools, maintenance and intelligent bus operation management system on July 21, 2014. In addition, according to the demand of Venezuela, Yutong also signed a framework agreement on building a joint venture of bus plant in Venezuela with Venezuelan Ministry of industries and Land Transportation Ministry.

In addition to providing vehicles and spare parts, Yutong will also provide a package of solutions covering transportation planning, service network construction, vehicle design, construction of background monitoring system and so on. The delivery time of the order is from the second half of this year to the first half of next year. After the delivery of the order, it will effectively improve the vehicle supply for the urban public transport in Venezuela and provide a low-cost and high-quality transportation way for local residents.

Up to now, Yutong has established six service stations in Venezuela. There are 25 resident Chinese service engineers and 10 Venezuelan service engineers, providing maintenance, repair, emergency rescue, technical support, training and so on. The company is also the only one in China's bus industry who has both the service and repair, spare parts reserve and after-sales engineers in Venezuela.

Uruguay supports electric city buses with financial subsidies

At the end of last year, the government of Uruguay showed great interest in two models of electric buses produced by Chinese companies. On March 13 this year, the officials in charge of the government procurement projects submitted the evaluation report about the performances of these two city buses to the Uruguayan government.



Generally speaking, the procurement prices of electric city buses are five times that of the fossil fuel city buses. According to an official in charge of the procurement of electric city buses, the cost price of an electric city bus is usually about USD500,000, but its operating and maintenance costs is about one tenth that of a conventional diesel city buses.

An official of Uruguayan Ministry of Finance said the annual subsidies given by the government to the public transportation is high up to USD 100 million, which is mainly used to cover the rising oil prices. The official pointed out if the money is used to purchase electric city buses and build the charging stations, both the protection of the natural environment and the green travel of passengers can be achieved in Uruguay. The official also expressed the subsidies of public transportation should not fall into the erroneous logic of "people who spends more gets more subsidies", the money should be used on "people who reduces more emissions gets more subsidies".

According to an official of Uruguayan Ministry of Environment, the public transport of Uruguay accounts for one third of the country's energy consumption. In other words, the annual fiscal spending of the Uruguayan government in terms of fuel costs reaches high up to USD 2 billion. For this reason, the "green public transportation" program is aimed to save the fuel expenses for the country.

Bangkok to purchase 3,183 NG city buses

Recently, Bangkok Public Transport Bureau (BMTA) issued Guidance on Procurement (TOR) and decided to purchase 3,183 natural gas city buses, including 1,524 air-conditioned buses and 1,659 ordinary buses. These new buses will replace the old buses that are running in the streets of Bangkok. The first batch of 489 natural gas city buses is expected to be delivered to the public transportation company in January 2015.



The newly purchased city buses are required to be equipped with compressed natural gas (CNG) engines. The length of the vehicles should be 12 meters with a gross vehicle weight (GVW) no less than 15,000 pounds. In addition, the vehicle needs to have 30 seats and standing space for 50 passengers.

It is learned the procurement contract of this batch of city buses will be concluded in October this year. According to the Bangkok Post, the price offer of air-conditioned buses is 4.5 million baht each vehicle (USD145,000) and the price offer of ordinary buses is 3.8 million baht each vehicle (USD118,700).

The global sales of electric vehicles exceeds 500,000 units

Recently, the data compilation released by UC Davis shows the accumulated sales of global electric vehicles as of last year reached 500,000 units. The United States stays in a dominant position and ranks first among all countries with 200,000 units, of which one third of the sales are from California.

Therefore we can say, now, the market size of global electric vehicles has already surpassed the milestone of 500,000 units. UC Davis is gathering the latest data, the current real figure is close to 600,000 units, and is still rising rapidly.

UC Davis said, from the statistics they collected since 2010, among all the countries, the sales share of electric vehicles in the United States has reached about 45%, and the other big countries in terms of the sales of electric vehicles are Japan, China and Holland respectively.

As of early this year, the United States has sold about 168,000 electric vehicles, but Tesla Roadsters and Fisker Karma and MiniE are not included. As of June this year, the United States has totally sold approximately 227,000 electric vehicles, and the growth rate is very high.





Yutong Bus releases output and sales data of Sep. 2014

Zhengzhou Yutong Bus Co., Ltd releases its output and sales data of Sep. 2014.

	Sep. 2014(unit)	Jan- Sep.2014 (unit)	Y-o-y growth of Jan.- Sep.
Output	6,669	37,722	0.55%
Large Bus	2,923	16,293	1.72%
Medium Bus	2,683	16,292	-4.22%
Light Bus	1,063	5,137	14.41%
Sales	6,090	39,188	7.22%
Large Bus	2,667	16,480	2.37%
Medium Bus	2,522	16,931	2.84%
Light Bus	901	5,777	44.93%

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, 6,090 buses and coaches were delivered in September. From January to September, the accumulated sales volume reached 39,188 units, up 7.22 percent than the previous year.



Yutong buses on the Silk Road

The Silk Road Economic Belt Transport Summit & International Truck Race kicked off in Xi'an, capital city of Shaanxi province, on August 19, 2014. The event is of great significance for Xi'an, the starting point of Silk Road mentioned in the book *The Travels of Marco Polo* and also the capital of nine dynasties.



■ Yutong bus at Wild Goose Pagoda Square

The bustling scene of the city in front of us is not inferior to that in ancient time. The biggest difference is that the eye-catching businessmen and tourists on the backs of camels and horses at that time can no longer be seen and are replaced by buses full of passengers. Whether at Xianyang International Airport or Xi'an North Railway Station, whether at scenic spots like Terracotta Warriors Museum or strolling along the ancient city wall, you can see Yutong buses from time to time, including city buses, touring coaches and commuter buses. If we say a thousand years ago the guests from afar to this city measured the distance by camels and horses, then today, Yutong buses seem to become the best envoy, receiving friends from all over the world.



"In the commuter bus market of Xi'an, our market share is increasing year by year, from 15% several years ago to 31.8% last year and ranked first in the industry. The market share of Yutong's touring coaches even reached over 40%, continuously ranked first in the industry," said Wang Yao full of pride, who is Yutong's account manager in charge of the sales in Xi'an city.

It is really a hard-won achievement. Those who familiar with the domestic bus industry know that Yutong didn't enter into the coach and commuter bus market very early. In addition, the users of coaches and commuter buses are relatively scattered and attach no importance to brands. This gave Yutong which has no big advantage in sales prices a great challenge in exploring the market.

**Market champion
of touring coaches and commuter buses**

Wang Yao said in the bidding of commuter buses for Samsung (Xi'an) company conducted last year, Yutong won the bid of all 42-units, and 35 of them are operated by Shaanxi Transportation Group. "Why do we chose Yutong? There are two reasons: firstly, it is related with the image of our company, so we need to choose buses with high quality; secondly, our customer Samsung company required that the buses to be purchased should be the first-tier bus brands in China. Finally we chose Yutong," said Wang Jun. He added Yutong have the highest performance-price ratio with good after-sales service, and the spare parts are cheap and easily to get. Founded in 1998, Shaanxi Transportation Group started its cooperation with Yutong ten years ago. At present, among all some 200 operating vehicles of the company, Yutong buses have the lion's share.



Yutong bus in Xi'an street

Help customers win customers

Along with the proposal of the strategic concept of the "Silk Road Economic Belt", the areas along the Belt are ushering in the opportunity for accelerated economic development. As the top priority, the city has done sufficient preparation for transport. "The second line of Lanxin railway is going to be put into operation soon, Baolan passenger transport line is also under construction, and Xianyang International Airport has completed the second phase of expansion already. In the future, the building and optimization of a large transportation system will play an increasingly important role in boosting the economic development along the Belt," said a well-known professor of Chang'an University to the reporter. During the transformation period of economic structure, the transportation industry also needs to speed up the transformation and upgrading.

The commuter buses for Shaanxi Transportation Group are all Yutong buses. "As an operating company, we try to maximize the benefits when purchasing vehicles. But the customers we serve like Samsung company care more about the service level rather than the merely low prices," said Wang Jun, "Yutong buses feature superior quality and good ride comfort, and even our customers spoke highly of that." The good reputation of vehicles also enhances the attractiveness of Shaanxi Transportation Group to customers.



Yutong buses carry 60% passengers for Nanjing Youth Olympics

The sacred flame of Nanjing Youth Olympics extinguished slowly and the sports show of youngsters concluded successfully after 12-day competition. After five years of preparation, the Nanjing Youth Olympics attracted 3,787 young athletes from 204 countries and regions as well as 88,000 registered customers to gather in this ancient oriental city. This gave Nanjing tremendous traffic pressure while bringing huge business opportunities to the city. It is a test of not only Nanjing's transportation planning but also the bus brands serving the games.



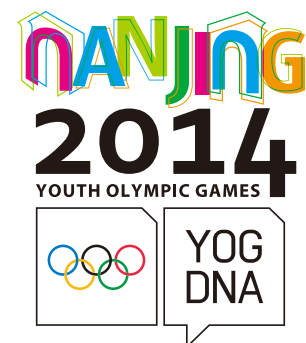
It is learned Nanjing added 2,530 new buses for the games, among which 1,470 units are Yutong buses, accounting for nearly 60 percent of the total. There were 1,400 Yutong city buses and 70 Yutong coaches, and the latter were mainly used for carrying athletes and referees, and became a highlight of the games outside the stadium. With superior product quality and sound after-sales service, Yutong buses were recognized by Nanjing citizens and athletes from different countries.



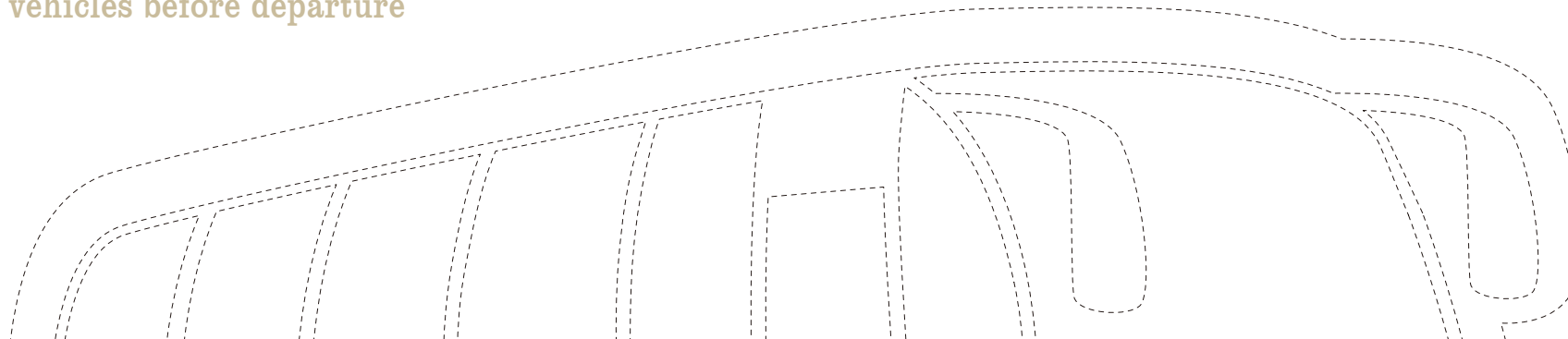
In order to ensure the normal operation of the vehicles during the games, Yutong has arranged a professional service team consisting of 32 people and conducted a comprehensive examination on all Yutong buses involved in the games. Especially for the 70 coaches carrying athletes and referees, they conducted inspections every day on each one before its departure, and gave individual professional guidance to every driver.



In recent years, Yutong buses undertook the transportation task of a number of major events, becoming one of the most direct elements to show the image of China. From the Beijing Olympic Games in 2008 to World Expo 2010 in Shanghai, from Universiade 2011 in Shenzhen to Nanjing Youth Olympics 2014, you can always see Yutong buses on such big events. The frequent appearance of Yutong buses has made Yutong become a star in China and even in the world, which also enhanced its popularity in the sales market. The statistics showed that Yutong delivered 4,050 buses and coaches in July, up 24.6% than the same period of the previous year. And the accumulated sales volume from January to July this year reached 27,439 units.



Check the vehicles before departure



Based on the excellent performance during the Nanjing Youth Olympics, the brand recognition of Yutong has been further improved and Yutong will continue to take the lead in the bus sales in the second half of 2014. Firstly, driven by the state's incentive policy, many cities are replacing their city buses with eco-friendly ones, and Yutong's new energy city buses are almost their choice of priority in various regions of China. Secondly, the safety issues of school buses are getting a lot of attention in the society and the sales of school buses are expected to rise to a new level. The sales volume of Yutong's special school buses has been ranking first for a long time. In the first half of this year, Yutong delivered 1,771 light school buses, accounting for 56.2% of the total with a market share of 34.2%. Thirdly, the sales of electric buses see a rapid growth nationwide, so the sales performance of Yutong's competitive product E7 and the 12m electric city bus recently launched on the Guangzhou Transpo can be highly expected in the second half of this year.



Yutong fleet ready for departure

Help customers win customers

Along with the proposal of the strategic concept of the "Silk Road Economic Belt", the areas along the Belt are ushering in the opportunity for accelerated economic development. As the top priority, the city has done sufficient preparation for transport. "The second line of Lanxin railway is going to be put into operation soon, Baolan passenger transport line is also under construction, and Xianyang International Airport has completed the second phase of expansion already. In the future, the building and optimization of a large transportation system will play an increasingly important role in boosting the economic development along the Belt," said a well-known professor of Chang'an University to the reporter. During the transformation period of economic structure, the transportation industry also needs to speed up the transformation and upgrading.

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It is learned Nanjing added 2,530 new buses for the games, among which 1,470 units are Yutong buses, accounting for nearly 60 percent of the total. There were 1,400 Yutong city buses and 70 Yutong coaches, and the latter were mainly used for carrying athletes and referees, and became a highlight of the games outside the stadium. With superior product quality and sound after-sales service, Yutong buses were recognized by Nanjing citizens and athletes from different countries.



In order to ensure the normal operation of the vehicles during the games, Yutong has arranged a professional service team consisting of 32 people and conducted a comprehensive examination on all Yutong buses involved in the games. Especially for the 70 coaches carrying athletes and referees, they conducted inspections every day on each one before its departure, and gave individual professional guidance to every driver.

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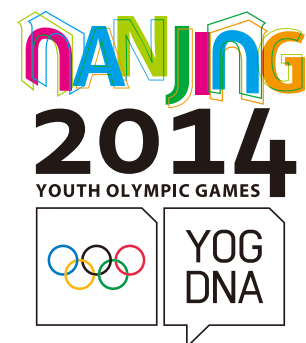
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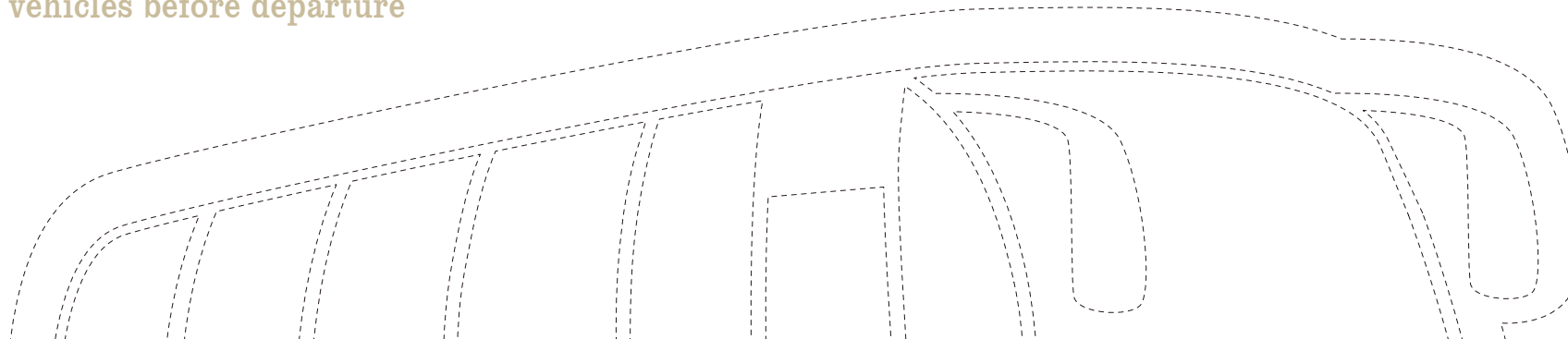
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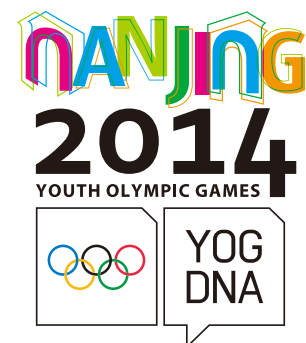
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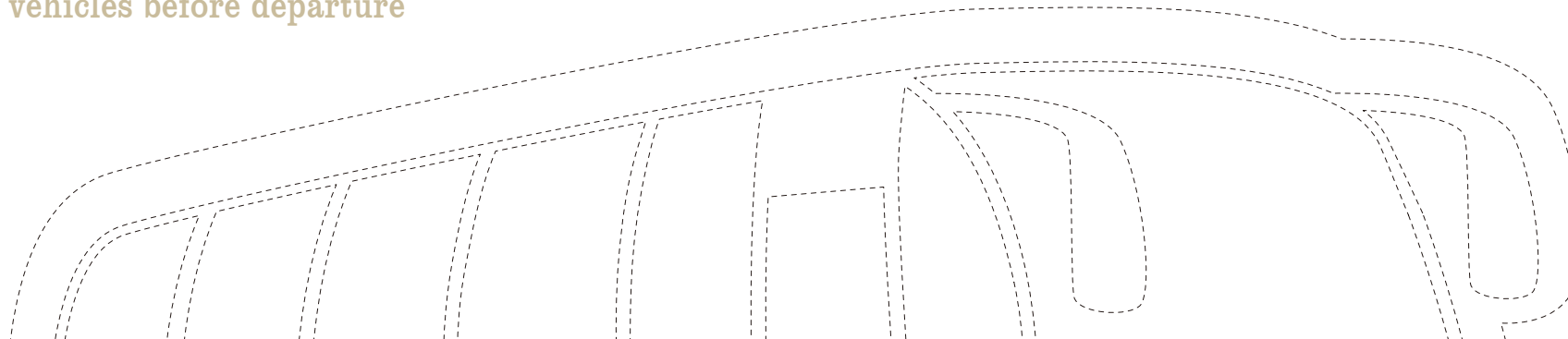
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In recent years, Yutong buses undertook the transportation task of a number of major events, becoming one of the most direct elements to show the image of China. From the Beijing Olympic Games in 2008 to World Expo 2010 in Shanghai, from Universiade 2011 in Shenzhen to Nanjing Youth Olympics 2014, you can always see Yutong buses on such big events. The frequent appearance of Yutong buses has made Yutong become a star in China and even in the world, which also enhanced its popularity in the sales market. The statistics showed that Yutong delivered 4,050 buses and coaches in July, up 24.6% than the same period of the previous year. And the accumulated sales volume from January to July this year reached 27,439 units.



Check the vehicles before departure



Based on the excellent performance during the Nanjing Youth Olympics, the brand recognition of Yutong has been further improved and Yutong will continue to take the lead in the bus sales in the second half of 2014. Firstly, driven by the state's incentive policy, many cities are replacing their city buses with eco-friendly ones, and Yutong's new energy city buses are almost their choice of priority in various regions of China. Secondly, the safety issues of school buses are getting a lot of attention in the society and the sales of school buses are expected to rise to a new level. The sales volume of Yutong's special school buses has been ranking first for a long time. In the first half of this year, Yutong delivered 1,771 light school buses, accounting for 56.2% of the total with a market share of 34.2%. Thirdly, the sales of electric buses see a rapid growth nationwide, so the sales performance of Yutong's competitive product E7 and the 12m electric city bus recently launched on the Guangzhou Transpo can be highly expected in the second half of this year.



Yutong fleet ready for departure



YUTONG IN THE GLOBE

Tour exhibition of Yutong buses in Russia in Q1

From April 3rd to 23rd, the tour exhibition of Yutong buses in Russia in the first quarter of this year was officially started and it was successively held in five areas including St. Petersburg, Samara, Ural district, etc.

Main leaders of local passenger transport companies and public transport companies as well as government's transportation departments were invited to the exhibition, such as St. Petersburg City Transportation Committee, First Transportation Company of St. Petersburg Leasing Company, NG & NG Engine Northwest Bureau, Almet'yevsk Public Transportation Company, No.7 Transportation Alliance, Garsk Transportation Company and so on. The tour exhibition not only promoted Yutong brand in the local cities, but also learned about the market information in the local areas, laid a good basis for the cooperation with local transportation organizations, and improved the relationship with Yutong customers.

Based on the feedbacks from the customers during the tour exhibition, Yutong's sales staff contacted with the customers and invited some of them to visit Yutong plant in order to let them further know about Yutong's strength on R&D and manufacturing and provide an opportunity for both sides to know more about each other.

Up to now, nearly one hundred units of Yutong ZK6852HG CNG buses have been delivered to these five areas, some other transportation companies also said they would issue tendering or take one bus for trial operation this year. It is estimated that a considerable number of CNG buses would be sold in this year.



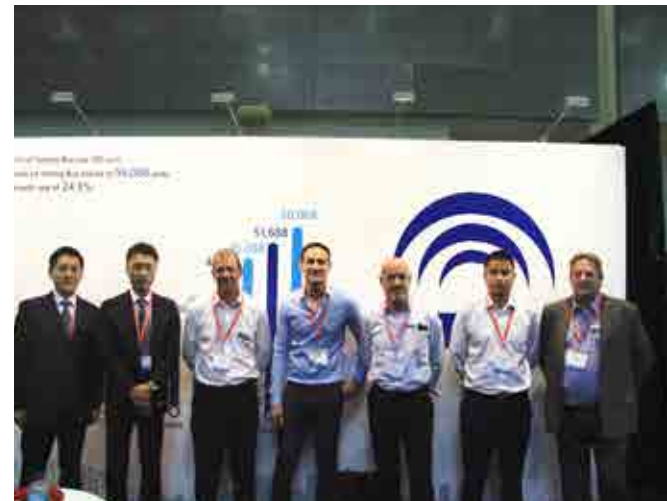
YUTONG FOR YOU

—Yutong launches new vehicle in Australia

On September 29 - October 1, 2014, the only automobile exhibition in Australia in year 2014 was held in Brisbane, which combined the Sydney and Brisbane Automobile exhibitions together. This grand exhibition opened in a beautiful area - Gold Coast in Brisbane.

Like the previous exhibitions, this exhibition also organized a variety of exhibitions and corresponding official events. Here, China's domestic brands as well as manufacturers from Europe, Japan and South Korea were presented. Mainly organized for the local transportation department, bus passenger transport companies, tourism companies, bus associations etc., this professional bus exhibition provided a high quality and efficient platform for display, cooperation and communication, and was also a window to learn about the industry development trend and product design concepts of Australia's bus industry.

Yutong actively prepared for the exhibition. With the theme of "YUTONG FOR YOU", Yutong participated in all kinds activities of the exhibition. As the main exhibited model, the ZK6760DAA combined some designed points updated in 2014, and brought customers brand new driving feeling with a brand new posture. Meanwhile, the debut of Yutong ZK6131HG1 city bus also drew a lot of attention and received enthusiastic and positive response from each participated party.



Yutong launches F12 in Africa

On July 24, Yutong launched the new bus model F12 in Maputo, capital city of Mozambique. In the exhibition, the mayor of Maputo made a detailed introduction of the vehicle in front of the media and appreciated Yutong's contribution to the improvement of local traffic condition in these years. Ten bus operators of Maputo delivered speeches one after another in the event, and they all praised the superior quality of Yutong buses as well as the considerate service. Three leaders from local banks have provided preferential financing on site after seeing that Yutong buses were so popular among the customers. People got on the buses and took photos one after another.

In addition, Yutong also held a launch ceremony for F12 in Harare, capital city of Zimbabwe recently. There were nearly 200 people, including Zimbabwe's Minister of Transport, as well the representatives from military circle, banks, industry association and customers, attending the launch ceremony. A number of local media covered the launch ceremony. ZBC, the largest radio station in Zimbabwe covered the event and also introduced the strength of Yutong company and its sales and service policies in Zimbabwe, which drew attention from different sides.

After a three-month promotion, F12 made a great success and achieved unprecedented repercussions, which cemented the Yutong's leading position in Africa's bus market.



The new vehicle launch ceremony was held on August 23 in Ghana, and the venue of the ceremony was the J.A PLANT POOL. About 25 companies as well as officials from the government attended this event. Responsible persons from GPRTU, important end customers like GREAT IMPERIAL, JOPEE, WTS and so on, main representatives from ZENITH BANK, etc., totally 45 people attended the event and achieved the purchase intension. The Vice Minister of Transport of Ghana went to the site and participated in the ribbon-cutting ceremony for the new bus.



In the event, Mr. ABI, general manager of Yutong Ghana Limited, Mr. Lolu, general manager of JAPP and Yutong's sales manager introduced the selling points of the new bus, the preferential policies of the service month and Yutong brand. The vice minister and the responsible person of Ghana Private Road Transport Union (GPRTU) made a speech respectively.

During the activity, the guests conducted free view exchanges and showed great interest in Yutong's ZK6122H9. Meanwhile, the guests and media closely experienced the ZK6122H9 and spoke highly of the styling and space of the ZK6122H9. Besides, a number of customers were interested in the product, and GREAT IMPERIAL, EMAKA and some customers of commuter buses expressed their purchase intention. The mainstream media in the local area like DAILY GRAPHIC and B&FT reported the event.

Yutong launches the new bus in Ghana



Yutong attends the first CUBAINDUSTRIA



The first CUBAINDUSTRIA was held in Havana, capital city of Cuba, from June 23 to 27, 2014. At the invitation of Cuba Ministry of Industry, Yutong, as the only bus builder, brought two products to this Exhibition.

On June 25, Yutong was invited to attend the industrial conference held in the Cuba Conference Hall. On this conference, Steven Zhang, Manager of America Division I of Yutong introduced the development of Yutong Group and its development and future plans in Cuba, which were well appraised by all the representatives on the conference.

In this Exhibition, the stand of Yutong totaled 100 m², mainly showing its development history in Cuba and its cooperation with the Cuba Ministry of Industry.

During the Exhibition, the public and senior officials of the Cuban government paid many attentions to Yutong's stand, including Ramiro Valdes, Vice Chairman of the Council of Ministers, Cabrisas, Chairman of the Council of Ministers and Adel Izquierdo, Minister of Economic and Planning.

Accompanied by the Cuban Minister of Industry, the Cuban Minister of Foreign Trade, Malmierca, and the Vice President of Argentina, Amado Boudou, also successively visited the Yutong's stand and got on Yutong buses.

Through this Exhibition, Yutong has sufficiently showed its development history in Cuba, its cooperation with the Cuba Ministry of Industry, and its future development, which have not only been well appraised by the public and the senior officials, but also greatly expanded Yutong's fame.

The media with wide influence such as the Cuba TV Station, the Granma, the Youth Daily and Latin America News Agency have reported and spoken highly of the development of Yutong in Cuba.



02

MEMO SIGNING OF 1,500-UNIT YUTONG BUS ORDER BETWEEN VENEZUELA AND CHINA

Tang Yuxiang, president of Yutong, and Haiman Troudi, Venezuelan Minister of Land Transportation sign the Memo

In the presence of Chinese president Xi Jinping and Venezuelan president Nicolas Maduro, Chinese bus manufacturer Yutong signed a memorandum with Venezuela which contains 1,500 Yutong buses as well as spare parts, tools, maintenance and intelligent bus operation management system on July 21, 2014. In addition, according to the demand of Venezuela, Yutong also signed a framework agreement on building a joint venture of bus plant in Venezuela with Venezuelan Ministry of industries and Land Transportation Ministry. In the future, Venezuela is expected to export the buses produced domestically to South American Community of Nations and other market.

It is learned this is Yutong's another new action of exploring the key international market after its annual sales volume has ranked first in the world for three years in a row. In 2013, Yutong's sales volume reached 56,068 units, becoming the leader of Chinese bus manufacturers in exploring the international market.



Tang and Haiman Troudi
sign the framework agreement

Conduct technical output and sales of buses at the same time

It is learned the 1,500 buses signed in the memorandum this time are expected to be delivered from the second half of the year to the first half of next year. In addition, the memorandum also includes the spare parts, tools, maintenance and intelligent bus operation management system. The conclusion of the memorandum will provide low price products with high quality to the public transport system in Venezuela. Meanwhile, the implementation of the framework agreement on building a joint venture of bus plant will also drive the development of the local auto parts industry chain. In the future, Venezuela is expected to export the buses produced domestically to South American Community of Nations and other market.

Taking the Venezuelan conditions into consideration, Yutong adopted the TSM system to build the internationally advanced intelligent public transport management system through the GPS positioning, real-time monitoring, electronic tickets and so on. In addition, Yutong also try to improve the ride comfort and safety via applying the technical elements.

"Our service is not merely limited to products, it also covers a package of solutions including traffic planning, service network construction, vehicle design and building of vehicle surveillance system. We'll work out detailed short-term, medium-term and long-term market strategies after carefully studying the macro political environment, industry environment, import & export policies and regulations as well as homologation regulations," said Tang Yuxiang, chairman of the board of Yutong company.

Six areas in the overseas market incl.

Latin America, Asian-Pacific area

According to the statistics released by Chinese Automobile Industry Association in the first half of this year, South America has become the largest export market for Chinese automobiles. Last year, China exported 286,500 vehicles to this area, up 18.9% year-on-year, accounting for 30 percent of China's total automobile exports.

In 2002, the Yutong bus was exported to overseas market for the first time.

In 2005, twelve Yutong buses became the first batch of Chinese buses exported to Cuba. Up to now, there are totally 4,497 Yutong buses in the Cuban market, including city bus, long-distance coach, labor bus, school bus, tourism coach and so on, accounting for over 90% of imported buses in the Cuban market.

It is learned Yutong has totally exported over 10,000 buses to the Latin American market so far with an export amount of about one billion US dollars. In 2013, Yutong's sales volume in Latin American market reached about 2,200 units, accounting for 40% of Chinese buses exported to this market. The Latin American market has become the largest market for Yutong's bus exports, and its sales network covers more than 20 countries and regions in the area.

Yutong has formed a development layout of six areas in the overseas market, namely Latin America, CIS, the Middle East, Asian-Pacific area, African area and Europe & North American area. Its bus products have been delivered to Russia, Saudi Arabia, Algeria and so on. In some regional markets, its comprehensive market share has reached more than 10%.

So far, Yutong has totally exported over 30,000 large and medium-sized buses and coaches to the overseas market. According to customs data of China's bus industry from January to May this year, Yutong's market share reached 33.6%, continually ranked first in the industry.

In 2013, Yutong's sales volume of large and medium-sized buses reached 56,068 units, accounting for 14% of the world's total, continually ranked first in the world for three years in a row. It has become the largest bus builder in the world and acted as a major force in the international bus market.

China-made buses boost the brand internationalization

The brand awareness of Chinese bus builders is weak all the time. Establishing our own brands in the overseas market can not merely reply on the low prices, but rather provide corresponding technical products for the export market different from the local bus products so as to win the trust of the market.

In the past, Chinese auto builders might face challenges from climate, road, operating habits, local regulations and other aspects while exporting since they hadn't fully known about the market environment in the overseas market. In this aspect, Yutong has done a lot of homework and made great efforts.

Based on the subtropical climate in Cuba which proposes high requirements on the anti-corrosion performance of vehicles, Yutong sent a large number of outstanding technical staff to Cuba to conduct joint research with Cuban customers and adapt the products sold to the Cuban market. For example, Yutong's electrocoating process of chassis and body adopted the world's most advanced coating technology, which can ensure the performance of vehicles under the oceanic climate condition of high temperature, high humidity and salt-rich environment so as to extend the service life of vehicles and reduce the operating costs.

At present, Yutong has about 60 people of sales, service, technology and administration settled in the Latin American market, and established the office and large-scaled spare parts warehouse in Cuba, Venezuela and so on in a bid to better serve the local market.

In order to ensure the efficient operation of the vehicles sold to the local area, Yutong not only built a spare parts warehouse in Cuba, but also set up two large-scaled service centers and 14 service stations in Cuba. With mobile workshop vans, Yutong service people are able to repair vehicles timely which provide a strong guarantee to the Cuba customers and decision makers for the long-term operation of Yutong buses.

The Cuban government has invested about one billion US dollars in the transport sector since 2006. The application of a number of Yutong buses has changed the public transport situation in Havana. The original public transport network has been extended, the new routes have complemented the gap in the past, and the time interval of bus departure has been shortened to 10 minutes. In the minds of Cuban people, "Yutong" seems to have become the synonym of buses.





YUTONG HEAVY INDUSTRIES APPEARS ON CTT 2014



The 15th International Show of Construction Equipment and Technologies (CTT) was grandly held at CRUCOS Exhibition Center, Moscow from July 3 to 7. 911 exhibitors of construction machinery and parts manufacturers from China, the United Kingdom, Japan, South Korea, Russia and other 31 countries and regions attended the show, and Yutong Heavy Industries was one of them. During the five exhibition days, Yutong Heavy Industries has accepted customers from Kazakhstan, Belarus, Finland, Russia and other countries. It also collected more than 60 letters of intent from customers in Russia's Moscow, Lipetsk, St. Petersburg, Nizhny Novgorod, Chelyabinsk, Kazan and other cities, including more than 50 end customers and 10 agencies.



As the largest architectural and engineering machinery exhibition in Russia, Central Asia and Eastern Europe, CTT had developed into a professional international exhibition with a total area of 124,000 square meters since its inception in 2000. Yutong Heavy Industries showed hundreds of construction machineries such as the crawler crane, rotary drilling rigs, excavators, loaders, graders, dumpers, rollers and tower cranes.

Because of pre-existing products in the local market and good brand fame of Yutong Group, Yutong Heavy Industries attracted a number of customers and received a total of 60 interested customers even without any prototype at the CTT. Through our staff's introduction, the customers showed strong interest in our loaders, mining vehicles, rotary drills and so on. And we had a further negotiation with the customers.

Yutong Heavy Industries entered the CIS after the financial crisis in 2008. With the boom of infrastructure construction in Russia recent years, there is a great market potential and the annual growth rate of engineering machinery and equipment maintains at 12%. As a military manufacturing enterprise, Yutong Heavy Industries hopes to highlight the advantages in CIS, obtain more market attentions, and help to expand the sales of its loaders, mining vehicles, rotary drills, crawler cranes, and sanitary facilities.

04

Yutong in Europe



Yutong to attend Euro Bus Expo 2014

Established as a leading international trade fair for the bus and coach industry, covering every aspect of operation, Euro Bus Expo 2014 will give visitors direct access to manufacturers, suppliers and services for the future, not just for the UK, but around the globe.

Focused firmly on innovation in passenger



transport through the development of technology, environment and vehicles, Euro Bus Expo 2014 will feature leading UK and international suppliers of vehicles, products and services. The show will give exhibitors the platform to meet decision makers from a range of operators, suppliers, local authority representatives and community transport providers. Visitors will be heading to Birmingham from across the UK, Ireland, and over 40 other international markets.

Yutong will launch one TC12 coach and one TC9 coach on the expo, and addition one TC 9 for test drive. The presence of Yutong buses on the expo will play a positive role in promoting the sales in UK market. Meanwhile, it also indicates that in the future the customers in UK will have the option of choosing buses that have good cost performance and are in accordance with European quality brought by Yutong.



Yutong to attend Autocar Expo Show 2014

The Autocar Expo Show 2014 will be held from October 15 to 18 in Lyon "Eurexpo" exhibition area. This year will be a show with 90 exhibitors over 19,000 sqm with an expectation of more than 6,000 visitors and 850 dynamic test drives in 4 days.

Autocar Expo brings together in one place for 4 days, the major bus and coach manufacturers, engine manufacturers, equipment manufacturers, carriage-builders, service providers, training, insurance, leasing, finance company, fuel management, IT and consulting, automatic identification, software and information systems.

In this year 2014, it will be the second time that Yutong buses will be shown by DCG on the Autocar Expo Show. For this event, everything is brought together to make the best use of Yutong buses, DCG knowledge and the opportunity.

For the fair DCG will bring 3 vehicles (EC13, IC12 & IC9) that will be shown inside and 2 vehicles for giving the customers the chance to try our vehicles (EC13 & EC9 SPOT) outside.



Handover ceremony of Yutong buses held in Norway

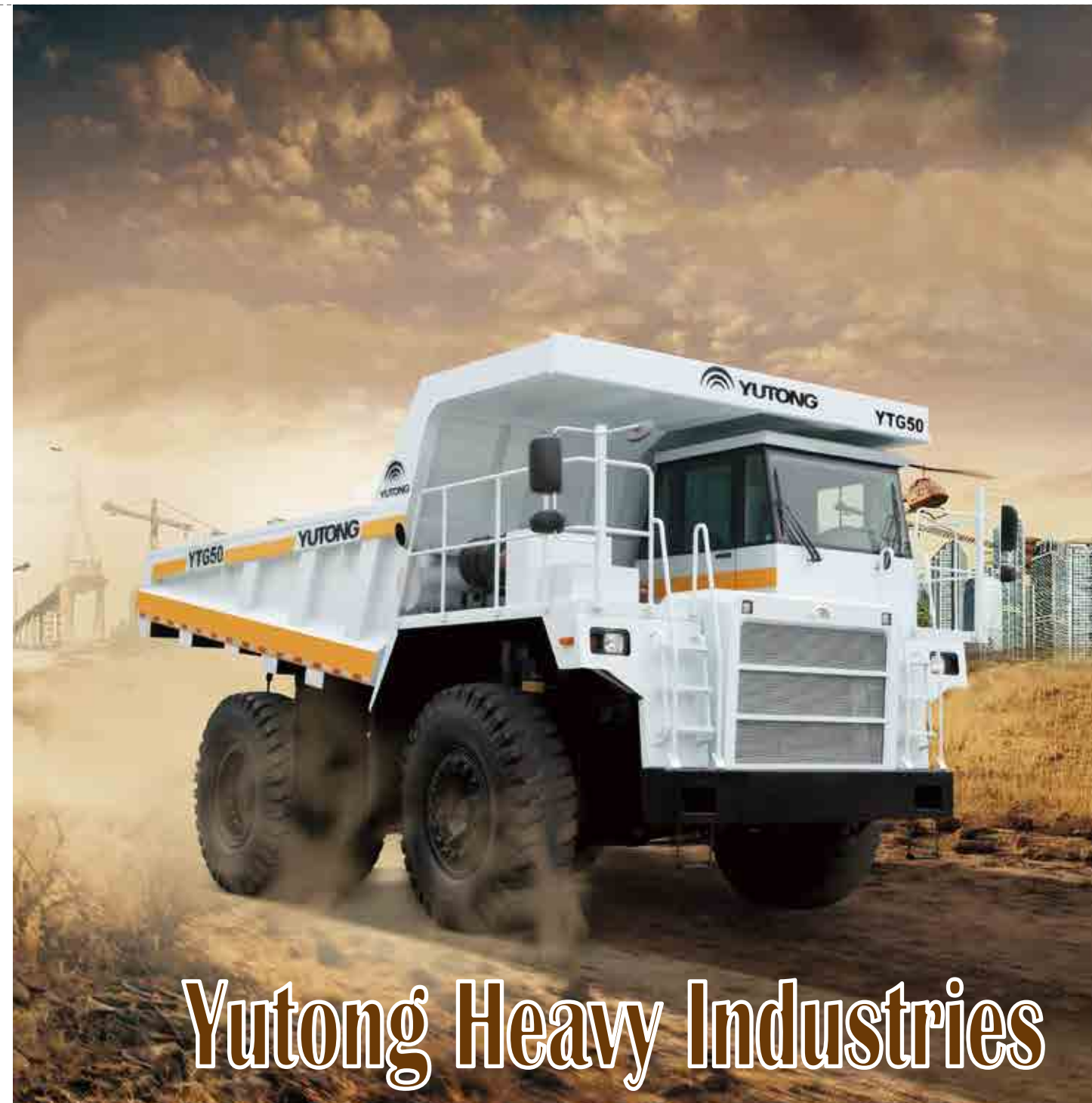


The handover ceremony of three Yutong ZK6121HQ coaches to the end customer Tide Buss AS was held in Porsgrunn, Norway on August 26, 2014. The local media reported the event that caused widespread concern in Norway's bus industry.

After viewing the vehicles and conducting test drive, Jan-Helge, technical director of Tide Buss AS, praised that the vehicles have appealing appearance and good driving experience. He is satisfied with good performance of the vehicles. As the second largest bus operator in Norway, Tide Buss AS purchased two Yutong buses in 2012 for trial. After nearly two years of commercial test, the customer recognized the performance of Yutong vehicles and bought three units of intercity buses in 2014.

The repeated procurement of the customer showed that Yutong buses have gradually entered the supplier list of the customer. In addition, there are more and more bus operators and customers who are beginning to care much about Yutong buses, for instance, Nettbus – the largest bus operator in Norway, also expressed its interest in Yutong products.

Northern Europe is a high-end market in Europe that has the most stringent requirements for buses. Through the market of northern Europe, Yutong can well prove its technical and design level, and meanwhile expand Yutong's brand influence in the international bus industry. Norway is one of the key markets in northern Europe. Along with Yutong's market development in Norway and based on the good performance of Yutong buses, Yutong will have the opportunity to explore other markets in northern Europe, like Denmark and Sweden, and become an important supplier of buses and coaches in the Nordic market step by step.



Yutong Heavy Industries

—Manufactured with heart

Zhengzhou Yutong Heavy Industries Co., Ltd. (hereinafter referred to as "Yutong Heavy Industries") is the core enterprise of Yutong Group, a professional manufacturer setting the research and development, manufacture and sales service in one. We have been certified as the high-tech enterprise by Science and Technology Agency, Henan Province. As a large national appointed enterprise for producing military and civil engineering machinery, Yutong Heavy Industries is also the manufacturer for producing engineering machinery and special equipment for the PLA. Being one of the 50 largest engineering machinery manufacturers, we own independent import and export rights.

Yutong EC9 school bus ready for the school beginning

From the two range of Yutong' s models proposed by the French importer Dietrich Carebus Group, there is the school bus EC 9, with a capacity of 39 seats + driver, we have tried it with the 6-in-line cylinder Cummins engine of 6.7 liter developing 280 hp.

Yutong has an advantage over its competitors: an undeniable cost performance which is their main strength. The will of DCG is not to commercialize the "Made in China", but the "Made by DCG" to the market.

Some models built on solid foundations and assembled with well-known equipments in Europe such as: ZF (gearbox, steering), Cummins (engine), Telma (retarder), Meritor (rear axle), Michelin (tires), etc.

The lines before rather old, were well rejuvenated: the shape is slim, notably with lights harmoniously integrated into the front panel. They rise on to the side till the lateral windows, making a good looking at the middle and front doors.

Nothing shocks neither the outside nor the edge. In spite of its 2.50 m width and a length of 9,35 m, the EC 9 welcomes passengers in a high comfort.

Passengers enjoy complimentary luggage racks, reading lights and individual air vents, four opening windows and a luggage compartment of 4.4 m3 volume. Impressive. Most of them are transversal.

All about the diver seat is also well seen. Nothing is lacked: display linked to the camera, heating and air conditioning controls (also well positioned and located just on the right of the dashboard), gear lever integrated into the board.



The central display signed ACTIA provides a wealth of information and diagnostics (levels of fuel, AdBlue, etc.). Among the other facilities including the on-board alcohol tester, autowatch, well-positioned controls, plus plenty of storage space... the last but not least: the driver seat has multiple adjustment, with on the side, an adjustable microphone.

In addition to fixed seats with headrests (there is backrest cover in standard), passengers can easily place their belongings in the luggage rack provided for this purpose.

If the vehicle is in a dark place or if it is night, the cabin has a central lighting (+ sides) . On each side of the luggage racks there are handles and stop buttons.

The air conditioning is 24,000 Kcal/h (with compressor Bock). In addition, the EC 9 has 2 roof hatches with integrated ventilator, a 'plus'!

The entrance is through a simple, swinging door, pneumatically controlled, and in the middle section, through a swinging double door.

The driver has a dashboard that extends itself with elegance. Even though it is quite narrow, it takes a lockable storage at the front door. Talking about the storage, we can see it almost everywhere: under the dashboard and at each side of the roof. Above the driver, there is the first aid kit and a deep storage case on the right (also locking).

Bottle holder, storage compartment and driver's side window opening complete the very well designed driving area.

The departure from the service station is made without any problem. A must in August. Paris ring road is crowded at the beginning, then smooth toward the tunnel in St. Cloud.



Yutong's Family Products Series - IC/EC12 IC/EC13



Contributing Writer / Jansen Jia

IC/EC12-IC/EC13 series buses and school buses in Europe. It has formed styling and elegant school buses, and meanwhile independent suspension with large angle, improves the emissions and expands several sets of performance matching parameters, thus making the whole family products rich and full. It can climb the Alps and roam on the plains in Eastern Europe; and it can also gallop on EU's intercontinental expressway and run in the streets of ancient cities in Western Europe. The presence of the series enables Yutong to have all-weather and multi-purpose family products for the first time.

With the length of 12.365 meters, IC/EC12 can hold 59 seats to the maximum, while the 13.065-meter IC/EC13 can have max. 63 seats. In addition, the increased volume of the luggage compartment enhances the operating capacity of vehicles and gives considerable increase on the operating income of single trip for customers. It can act as intercity bus or school bus, continuously bringing value for you with multiple application purposes.

The DAF MX11-240 engine gives a stable power support and the 24/7 service takes away your worries. Automatic transmission and manual gearbox are available for you to choose, and the manual gearbox applies new technology of air assistance, getting the gear shifting easier and improving the driving pleasure of drivers. The perfectly matched retarder makes you feel relieved even while driving downhill with longtime brake.



The thermal management system of engine can adapt to the European climate from north to south and the longitudinal-mounted tank outperforms its competitors in terms of the cooling performance. The 350L plastic fuel tank efficiently cuts the weight of the whole vehicle. The annular frame member structure of bus body with high structural strength and good energy absorption performance greatly improves the passive safety performance of the vehicle.

Through the analysis of FMEA, CAE, experiment center and so on in the preliminary phase of design and production, the IC/EC12-IC/EC13 series improves the efficiency, reduces risk and saves unnecessary losses. During the engineering process, the rigidity, strength and ergonomics have been fully taken into account with rational layout of the vehicle. During the production process, Yutong also attaches great importance to the quality control and makes great efforts on the fineness improvement of the workmanship.

Since we have made great efforts on the NVH indexes in the early time, a good result has been achieved after the completion of the prototype while conducting the NVH test. Yutong is also serious about the conformity of the whole vehicle to the related regulations, from planning to certification and packaging, from on-site inspection by certification experts to the verification of various certification items in advance, all these work ensured the conformity of Yutong buses to the related regulations.

After the launch of the product, Yutong actively responded the feedbacks of customers and enhanced the adaptability of the product in the market. We believe that the IC/EC12-IC/EC13 series will continue to inherit the reliable quality of Yutong buses, achieve good sales result in the bus market of EU and help support Yutong's success in the European market.



Rebirth with upgrades

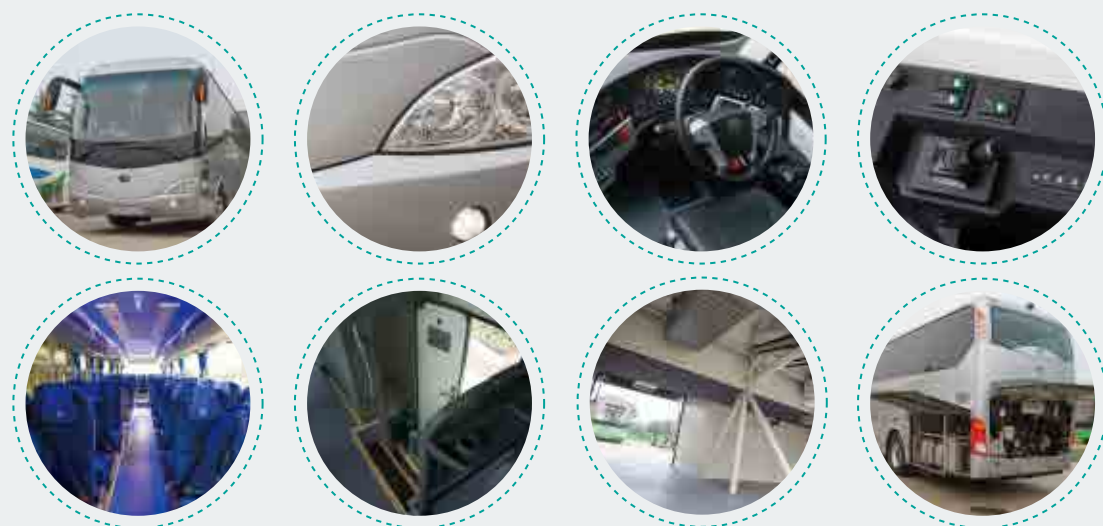
—Yutong ZK6129HQ

Contributing Writer / Jansen Jia

The Yutong ZK6129HQ series is a completely new generation product specially designed for the market segment of passenger transportation in Europe. It is based on the best-selling product ZK6129H and continues with the good-looking styling and luxury interiors of ZK6129H. Yutong has very carefully improved the design of the vehicle in many different areas, such as the addition of the independent suspension to improve steering and handling whilst reducing the turning circle to make the coach more maneuverable, improved emissions, enlarged luggage compartment and upgraded seats and interior style. Driver ergonomics and maintenance accessibility are also improved.

With the length slightly increased to 12.28 meters, the ZK6129HQ can hold up to 55 seats, and is available in both LHD and RHD versions, with either middle or rear door as well as toilet available as options. In addition, the increased volume of the luggage compartment enhances the operating capacity of the vehicle as customers continually require more luggage space. The DAF MX11-291 engine, with larger power output, gives smooth stable power output and 24/7 service through the European DAF network takes away your worries.

The ZF automatic transmission delivers reliable performance, making it easier for you to drive the vehicle, and the latest in-built ZF Ecolife program enables the driver to select either power performance mode or high fuel-efficiency. The optional KICKDOWN function ensures safe overtaking whilst the hydraulic retarder in the gearbox provides reassurance while driving on long downhill stretches of road. The reliable hydraulic cooling system adapts to the European climate from north to south and outperforms its competitors in terms of the cooling performance.



A 450-liter plastic fuel tank helps reduce the weight of the whole vehicle. The annular frame member structure of the bus body with high structural strength and good energy absorption performance greatly improves the passive safety performance of the vehicle. The newly added compartment above the wheel makes full use of the space and improves the appearance of the vehicle. The passenger seat fixings are designed to apply the quick disassembled structure, and the optional safety door and wheel chair lifting device can alter the bus into a vehicle dedicated for the disabled. Softened partitions as well as USB charging interface for each passenger show our attention to every detail.

Through the analysis of FMEA, CAE, experiment center and so on in the preliminary phase of design and production, the ZK6129HQ series improves efficiency, reduces risk and saves unnecessary losses. During the engineering process, the rigidity, strength and ergonomics have been fully taken into account within the basic design and layout of the vehicle.

During the production process, Yutong attaches great importance to quality control and makes every effort to improve the build quality and workmanship. Since we have made great efforts on the NVH indexes, a good result has been achieved after the completion of the prototype while conducting the NVH test.

Yutong is also very serious about the conformity of the whole vehicle to the related regulations, from planning through to certification and packaging, from on-site inspection by certification experts to the verification of various certification items in advance. All these works ensure the conformity of Yutong buses to the related regulations.

After the launch of the product, Yutong actively responded to customer feedback and further enhanced and adapted the product to the market requirements. We believe that the ZK6129HQ series will continue to inherit the reliable quality of all Yutong buses and coaches, achieve good sales results in the EU bus market and help support and continue Yutong's success in the European market.



• Pierre REINHART

- President
- Dietrich Carebus Group (DCG)

Q Why did you choose to cooperate with Yutong? Please tell us about the process how you chose Yutong as your partner.

A Under our strategy of development in France and in the Western Europe, we were looking for a bus & coach brand who will share with us a true dynamic and who will be capable to offer us a real partnership for the future.

Our ambitions, accorded to the evolution in our markets, were to be able to bring to our customers products, a range and especially a brand and a cultural company capable to adapt to these new data and also capable of forecast with a strong capacity in R&D.

Thenceforth we established accurate specifications to guide our research (industrial capacity, investment capacity in R&D, experience in the coach market, product quality, listening capacity and review capacity facing to the market evolution, human quality, company vision, ambition in the European market...

These specifications have given us the opportunity to meet with different potential partners, with whom we could freely exchange our points of view and the ambitions of each other.

At the end of this first step, Yutong revealed itself obviously.

Apart from the strength and the experience, it was mainly the quality of the men and women we met who convinced us that it was possible to build a real shared future together.

Q

What aspects do the European customers care about while purchasing buses?

A

Today in France and in the Western Europe, the bus & coach market could be defined as mature. They are also markets in full economic and environmental evolution.

The western customers are also exigent customers. They know how to benefit from well installed brands with good reputation in our market.

The available vehicles, at least from the main brands, are with high quality, often extremely reliable, with a hard worked design and are able to fulfill the actual expectations of the customers.

So we are stepping in high competition markets where the notion of global quality, capacity of anticipating the new expectations, the view and also the services given to customers are becoming the main points to success in a long lasting implantation.

QUESTIONS ANSWERS

Q What are the advantages and disadvantages of Yutong products compared with other European counterparts? How did you get customers to accept Yutong products?

A No company whatever which one it is can imagine only to have advantages, and it is obviously the case for Yutong as for DCGroup.

More than a simple addition of strength and weaknesses, we are more interested by the capacity of the company to question itself and analyse his market, his position, his products, and his capacity to go over itself to face the future, his capacity to listen and to learn to build the future.

Of course, no one could be able to question the advantages of Yutong in terms of industrial capacity and R&D: the numbers are speaking for themselves. It's simply the number one in the world.

Undisputed worldwide leader, today Yutong is perfectly capable to come over the Western European markets. Accompanied by a company like us in this step, it benefits from physical location, anteriority and history on the market, experience and above all knowledge of the culture and the special expectations from the European customers.

The main weak point of Yutong today is, mostly in the mind of the Europeans, that a Chinese company which makes Chinese products... Unfortunately the conventional ideas are strong and they must be taken into consideration. They know how to better face, fight against and prove that China and companies in this country are capable to offer anything other than the low quality products.



It is a matter of image that Yutong have to face, which is his biggest challenge. We need, at our modest step (because it is principally the goal that all the Chinese company have to aim...) to build an upgraded image of the Chinese products by enhancing the quality.

It is for sure a long-term work which requires important investment, a real "integration" strategy, influence and true constant actions. That in the future the Chinese products will be considered by their simple quality and not polluted by the received idea which is not corresponding with the reality of today. That in the future the Chinese companies will be accepted for their knowledge and their capacity to progress on the markets where they are interfered in.

We, Yutong and DCG, are particularly aware of it and will work together without any fail to reach this main target.

Tomorrow and at right title, the Chinese vehicles will be considered as a real true value in Europe, and at the same title as well as the best coaches from European brands.

Q Since there are big differences between the European standards & regulations and Chinese ones, how do you think the Yutong products need to be adapted in order to better meet the requirements of the European market?

A The adaptation of the Yutong vehicles to the European standards is of course the key to the success for the brand in this part of the world. And it is all the strength of our "competence association": together be capable to, due to the industrial capacity and R&D of Yutong and the perfect knowledge of the market of DCGroup, bring the best solution, so that the Yutong vehicles will be not only adapted to the European standards but above all be capable to bring the plus and the best to our customers.

It is one more tile for all the benefit and the interest of our partnership.

Q How do you see the development trend of the European bus market? And what is your expectation on Yutong's development in the European market in the future?

A The French and European markets in terms of passenger transportation are since few years in a complete mutation. The rarity and the cost of the fossil energy, the recurrent economic difficulty, the ecological urgency... Everything is coming nowadays to a profound question how the government and our customers are seeing their job. To be adapted to these new data in short term is not only essential but it is also a question of life and death for the companies in this sector.

To keep on going with the old way of seeing the passenger transportation, is a waste, instead everything is changing around us. It is by the imagination that we will adapt ourselves to these new conditions.

And it is the Yutong power that takes all its meaning, industrial capacity, strength in R&D, advancement in the new energies... Everything is here for Yutong to approach the future serenely.

Being today in the Western on, as we said above, the DCG to impose a new view of our markets.

Being set up tomorrow and European markets (and our capacity to anticipate and and economical mutations



European markets depends capacity of Yutong and the Chinese vehicles in

lasting in the Western worldwide) depends on follow up the ecological that govern our markets.

Q The European customers care much about the service. What steps will you take to meet the requirements of customers on service?

A The service is a basic data for the success of a brand in France and Europe. The service is the heart of DCG's strategy in France since the inception of the company in the 1920s. The service is what allowed us to be long-lasting implanted in our markets. The service and the warranty of service are what make the difference in the eyes of our customers.

DCG is well known and recognized for the quality of their services before and after the sales. Our locations in the French territory, our field technicians, the quality of advices given to transporters... Everything is set up for insure our customers and give them the trust in our group and at the same time in the brand that we are selling.

To set up Yutong in our territory, we are applying and will apply the same service strategy.

It is again one of the major keys to success in France and Europe.

Q Could you please tell us about your deepest feelings during the cooperation process with Yutong?

A The feeling which is present since the beginning of the partnership with Yutong is a feeling of trust and mutual understanding. I talked about the quality of the human at the really beginning of this interview. This adventure is before all a human adventure. I and we have found (DCG teams) in front of us, not only real professionals but also men and women with great quality, sincerely listening and being engaged every day to develop what I would call a real "partnership action".

The industrial strength is one thing, but the men and women's quality who are giving themselves to a company is another thing. One does not go without the other. One insures the other.

In Yutong, we really found a partner with whom we know that we can make big things.



• René RICHERT

- Product development & quality manager
- Dietrich Carebus Group (DCG)



Q What kind of demands do the European customers have on bus products?

A The European customers are becoming more and more sensitive in terms of products, like they always want to have the vehicle that does not exist. As well as the transport branch is becoming tougher every day they want to carry the maximum passengers for the lowest cost of ownership. From a more technical point of view I would say that Western Europe is a very open market and all the products are needed, when I say all I mean that more and more the trend is going to new energy.

Q Can Yutong's current products meet such demands?

A With the current Yutong products freshly developed in Euro 6 we are able to cover 50% of the coach market as they are school and intercity vehicles, I'm not hiding you that the other 50 missing percentages are under development.

Q What do you think of the advantages of Yutong's products?

A The Yutong products have many advantages, I mean the electrocoating is for sure the best way to guarantee the durability of the body, but if I speak from our new products we have many more, like seat capacity, design, option flexibility, well-known and powerful DAF engine, clever and nice interiors, modern dashboard, good Yutong front axle, etc.

INTERVIEW

Q

Which aspects of the products still need to be improved?

A

What Yutong still needs to work is just the continuation of what has already been started, this means to use more new generation materials for weight reduction and as well fine tune some applications according to the customers' feedback. Here I speak about products already delivered and ongoing busses. If I would speak about global improvement then I would say that with the newly coming electronic systems and as well new energy busses, Yutong has to be in front of the competition in order to pull the market and to be always one step ahead of the competition.

Q

How do you see the development trend of the European bus market in terms of the technology?

A

This question is very interesting because I don't have a crystal ball but nevertheless I could tell you my idea about it. The European market is moving each day more to new energy products and to maybe other type of vehicles. To be more precise I would say that currently running in Euro VI since some months we are already pushed to Euro VII or who knows to alternative powertrains. On another side is the safety of the passengers which is a big point and the multiple systems that will have to be installed are awaited.

Q

In your opinion, what is the development direction of Yutong's products for European market in the future?

A

It is more than my opinion because as I'm directly involved in "Create our future". I could say that the first stones of the road are already laid. New energy like hybrid, plug-in hybrid, full electric or fuel cell will be for sure the way to push, this is not only for city buses but also for school busses or intercity buses that are running short trips.

Q

As far as I know, you like motorcycling very much, which is different from our conventional impression on technical personnel. How do you balance your work and life?

A

I was awaiting that question, from my point of view you cannot play Guitar without liking listening music and in bus development is exactly the same thing. Motorbike is for me the music in weekend or in the days off business. To build a bus you have to be a team and work together, for motorbike racing is the same, as not only the pilot is involved but also all the team behind. Without team you are not going to win. Same in the racing you are always pursuing for performance, weight reduction, optimisation, power etc. It is same with buses: a good bus is the one that has something more than the competition which makes you win. So I could say even I'm off work I'm still thinking on our busses.



INTRODUCTION



Dietrich

Carebus Group is a family company founded in 1921. Since then, the company keep his vision which is giving the best to the customers, in terms of quality, services, parts, advices and so on. DCG and Mr Pierre REINHART, are proud of the family vision of the company, and this vision is not only within the company but also within the partners. DCG is the exclusive dealer of Yutong, Tamsa, and his own made products Ingwi. DCG is not only selling the vehicles, it also insures the before and after sales, the services and maintenances, the spare parts distributions, the financing and so on, in short, everything that makes the customers' life the easiest.

dcg
Dietrich
carebus GROUP



• OMER ZOHAR

- CEO
- ChinaMotors

It wasn't easy to introduce Chinese products to Israeli clients that are used to buying European brands for many years. It was and still is a very big challenge for us to broaden and deepen our market share and to sell Yutong's products to new clients. I think that we can emphasize our success so far by showing our returning clients percentages.

Q

Since there are big differences between the European standards & regulations and Chinese ones, how do you think the Yutong products need to be adapted in order to better meet the requirements of the European market?

A

Israel adopted fully the European regulations & standards and in order to be able to import Yutong products they need to fully meet the specific requirements in each and every aspect. Our clients demand that our products will be high-end in every aspect. With the new Euro-6 designed vehicles, we hope to introduce a better and more sophisticated alternative for our client base.

We always seek to be innovative and pioneer in every aspect of our work and we believe that Yutong products must be designed and produced according to these principles.

Q

The European customers care much about the service. What steps will you take to meet the requirements of customers on service?

Q

Why did you choose to cooperate with Yutong? Please tell us about the process how you chose Yutong as your partner.

A

After a long due diligence process of searching for Chinese partners to cooperate with to import their products to Israel, ChinaMotors was introduced to Yutong. We were pleased and impressed to learn about the outstanding capabilities, massive production process and unique blend of human being. We work with Yutong during last few years and we hope to keep the partnership and expand it even further.

Q

What are the advantages and disadvantages of Yutong products compared with other European counterparts? How did you get costumers to accept Yutong products?

A

Yutong products are competitive in most aspects in comparison to other European counterparts imported to Israel. We wish to offer our clients advantage both in price and in quality and we feel like Yutong products allows us to do so.



A

China Motors believes that service is the heart of the company. We believe that our clients should get the best service in the market in comparison to other companies and we put a lot of efforts on this issue since the establishment of the company.

Only during the last year, we made a huge progress on all service related requirements. Among others, we established a 24/7 call service center that is available by phone to all the costumers anywhere they need us.

In addition, we have established a 24/7 service vehicle that is available upon demand to identify and fix any technical problem our clients may have with Yutong products.

Our service department is the largest department in the company. Our employees work hard to create a warm and welcoming atmosphere to our client base and to potential clients.

ChinaMotors was founded in Israel back in 2009 and is currently importing buses, trucks and heavy equipment vehicles from China to Israel. China Motors managed to take over more than 30% of private buses market share in Israel in the last 5 years.

ChinaMotors believes in providing its costumers unbeatable prices alongside with uncompromising quality and persistent service throughout the way.

INTRODUCTION





• Richard Crump

- Managing Director
- Pelican Engineering Company (Sales) Ltd

Yutong, your best value purchase

The Pelican business was founded in 1919 just after the end of the First World War by the grandfather of the current owner using money given to him by the army — when they no longer needed his services. The company evolved into a DAF and MAN truck business but in 2011 entered the UK Bus and Coach market with the Turkish manufacturer BMC. In a short space of time Pelican was transformed from a truck only business into a company distributing and supporting buses and coaches nationwide.

In September 2012 BMC started to experience financial problems and the factory closed later that year. Pelican took the decision to look for a new, financially secure, quality build bus and coach manufacturer not currently represented in the UK, who could meet the high demands of UK operators in both design and build quality and who had the strength and commitment to expand into the UK.

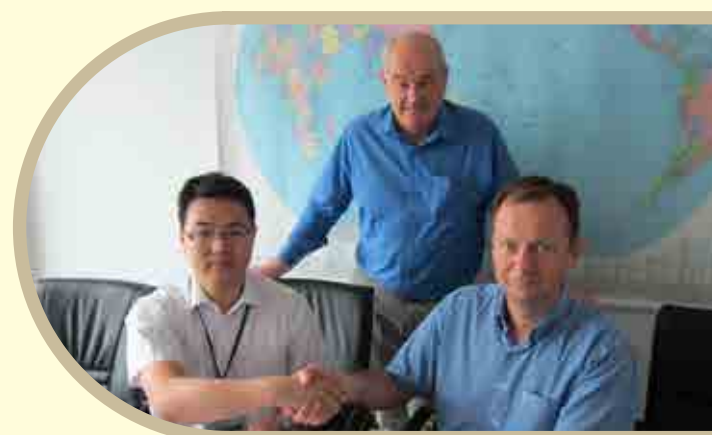
At the time, Pelican's managing director, Richard Crump, was very aware of Yutong, having seen and examined their products

on a recent visit to Dubai in the UAE. Further investigation revealed Yutong's credibility as the world's largest manufacturer and that UK operators would immediately be confident in the Yutong brand. Looking back at this, Richard Crump commented "even though Yutong was not in the UK at the time, we found that most operators were already aware of the brand. We felt sure that ultimately a company the size of Yutong would want to expand into every major bus market in the world and we saw an opportunity to approach Yutong about representing them in the UK".

The management team from Pelican first travelled to Zhengzhou in November 2012 and were very impressed by everything they saw. Remembering the visit Richard Crump recalled "none of us had ever been to China before and we did not know what to expect. What we found far exceeded our expectations, especially in terms of build quality, engineering skill and the ambition of Yutong to be successful in the global market. We went on to submit our business plan for the UK market and assist Yutong with their market research and the first UK spec coaches arrived in the UK about 12 months after our first visit."

The market for motor vehicles in Western Europe is probably the most advanced in the world where customer expectations and requirements are higher than in any other region. The market is dominated by German manufacturers although the UK has a strong bus manufacturing base. The challenge for Yutong therefore is to build vehicles that meet these standards. The UK is an open market ready to accept new entrants and there is no special loyalty to UK coach manufacturers. The vehicles sold in France, Scandinavia and Israel are very close to UK requirements so adapting a vehicle for the UK has not been that difficult.

However, whilst customers always want a competitive purchase price and well specified reliable vehicle, the customer perception of the brand is also a very important part of their buying decision. Since the standard equipment level on the Yutong is amongst the highest available and the early vehicles have been very reliable in service, what we have been doing at Pelican is focusing on establishing the Yutong name and brand in the UK market. The strength and credibility of Yutong are based primarily on the fact that it is the largest bus and coach manufacturer in the world and we have sought to portray it as an unstoppable force arriving in the UK market and that Yutong is a global manufacturer and in the UK market to stay.



Within the UK coach market there is a very clear split between high end brands that command a high price and come with top class build quality and cheaper brands that come with a lower price and a very basic specification and compromised build quality. We are working to position Yutong as a high specification vehicle at a competitive price but without the compromises on quality. Our UK marketing is based around the theme of Yutong being "Your best value purchase" pushing the fact that Yutong offers the best value for money currently on offer in the UK, not the cheapest but the best value.

Currently we can offer UK customers the 9 metre and 12 metre coaches only and they account for about 85% of the UK coach market. Unlike France and central Europe, the UK does not have a clear market for inter-city coaches so everything we sell is luxury specification touring coaches. There is increasing demand for 3 axle coaches to carry more passengers and higher amounts of luggage and we look forward to being able to introduce a 3 axle model into the UK.

In the bus market the demand is for lighter, more fuel-efficient diesel powered vehicles and UK bus builders are now introducing composite materials to save weight. Half of all buses supplied in the UK are used in London and most of these are double deck vehicles. In the larger cities, especially London, there is a move away from hybrid vehicles towards full electric vehicles in the interests of reducing air pollution.

Respecting the service, in the UK the trend is for bus and coach service to move towards the established truck dealer networks. At Pelican, we have links with DAF and MAN truck dealers across the country and carefully selected dealers are able to provide service to Yutong customers. The move to the DAF engine at Euro 6 makes the DAF network ideal to support Yutong vehicles in the same way they already offer support to other DAF engine users such as Van Hool and VDL. Links with DAF also allow us to offer Yutong customers with access to the European wide breakdown service DAF Aid.

We have a nationwide parts delivery operation whereby parts ordered by 18:00 will be delivered anywhere in the UK by 06:00 the following morning and we have an experienced sales team that operates all over the country. Our aftersales operation is open 24 hours per day, 7 days a week so help is always at hand for Yutong customers. Routine service and repair work can be done overnight so operators do not need to take expensive vehicles off the road. We share Yutong's belief that "top quality after sales care is the key to selling new vehicles".

We have been a Yutong distributor for only 12 months now but in that time we have received a level of support we have never been given by any European manufacturer. Yutong have invested a lot of time and money in researching the UK market and this in turn shows to us their commitment to successfully entering the UK market. The people at Yutong who we deal with have become trusted friends and we find that nothing is too much trouble for them. We have no reservations about sharing information with them and Roger Zhou and Alvin Jin have visited many UK customers to help us secure sales. We have a shared commitment to make Yutong a successful brand in the UK.

What we have seen and greatly appreciated is the willingness of Yutong to learn about our market and adapt to it. All too often big companies are not willing to adapt to new markets, they think customers should accept whatever they produce. This is not the case with Yutong.

When BMC failed, Pelican was left with good people but no manufacturer to work for.

Everyone at Pelican is very grateful that Yutong had the confidence to choose Pelican as their UK and Ireland partner and we take very seriously our responsibility to repay Yutong by making their brand a success in our country.



• Ken Grindrod

- Sales Director
- Pelican Engineering Company (Sales) Ltd

backup, Pelican Bus & Coach Sales have the ability to give Yutong operators this support.

Price is always a major factor in the purchase of a coach but most companies look beyond that, as that is only one factor. They would also look at the quality of what they are buying, the backup they will get, the residual value, fuel economy as well as driver and customer acceptance.

Q

As a salesman, how should we do you recommend Yutong to the customers? What kind of positive views do the customers have on Yutong buses?

A

The first thing that any salesman has to sell to a customer is himself. Once the customer is comfortable with that salesman then they will consider whatever he has to sell. Therefore we are spending a lot of time going out and introducing Yutong to our prospective customers. In my view we have been more successful doing it this way rather than sending out marketing e-mails or letters and brochures through the post.

We have placed a number of full page adverts in the bus & coach trade press which has resulted in many telephone enquiries. These enquiries have been followed up by personal visits allowing us to sell the whole package of Yutong and Pelican together.

In November it will be the first Coach show which the Yutong coach will be exhibited in the UK. We will have a TC9 & TC12 coach on display and we are expecting a lot of interest in the coach.

Q

Please introduce the current situation of the bus market in UK. What aspects do the British customers care about while purchasing buses?

A

Following on from the recession where very few new vehicles have been bought, the operators are now faced with an ageing fleet which is now starting to cost a lot of money to repair. So do they buy new? The trouble is that to go out and buy a new coach there is a large price to pay. This is where we feel that Yutong has a great advantage because it gives the operator an extremely good quality coach at a very affordable price, therefore giving great value for money.

The UK coach market is mainly made up of family run businesses who have developed relationships with coach manufacturers over the years and this brand loyalty will be hard to break.

One thing which seems to be lacking is good backup once the vehicle goes into service. Few coach suppliers are open 24 hours a day to support the coach industry. With having a background in the truck business where the manufacturers and customers expect and require round the clock

Q

How well does Yutong's Europe & North American Division cooperate with you? What kind of cooperation is still needed to be done?

A

At last year's Kortrijk show we were introduced to the Yutong dealer from France and Iceland. We also met some other companies who were looking to take on the importership.

I look forward to forming relationships with these companies as we need to work together. Like our customers, people deal with people. If you know the person you are speaking to on the telephone, it is a lot easier asking them to help you if one of our customers need assistance in their area. But it is more than just that. Sharing information with each other will allow for you as the manufacturer to better understand the European market.

Q

How do you think of the sales prospect of Yutong buses in the UK market?

A

I think we have an excellent opportunity. The Yutong coach offers European quality at an affordable price and as we are coming out of the recession customers are looking for the best value in today's market place.

Q

What is the biggest difficulty you have encountered while selling Yutong buses?

A

People's perception of any Chinese product is that it is inexpensive but will not last. What we have to get over to our customers is that Yutong is the world's largest bus & coach manufacturer who invests a great deal of money in R & D, creating a reliable, long lasting product which the customer will be pleased to own.

Q

Do you think in which aspects Yutong products have advantages?

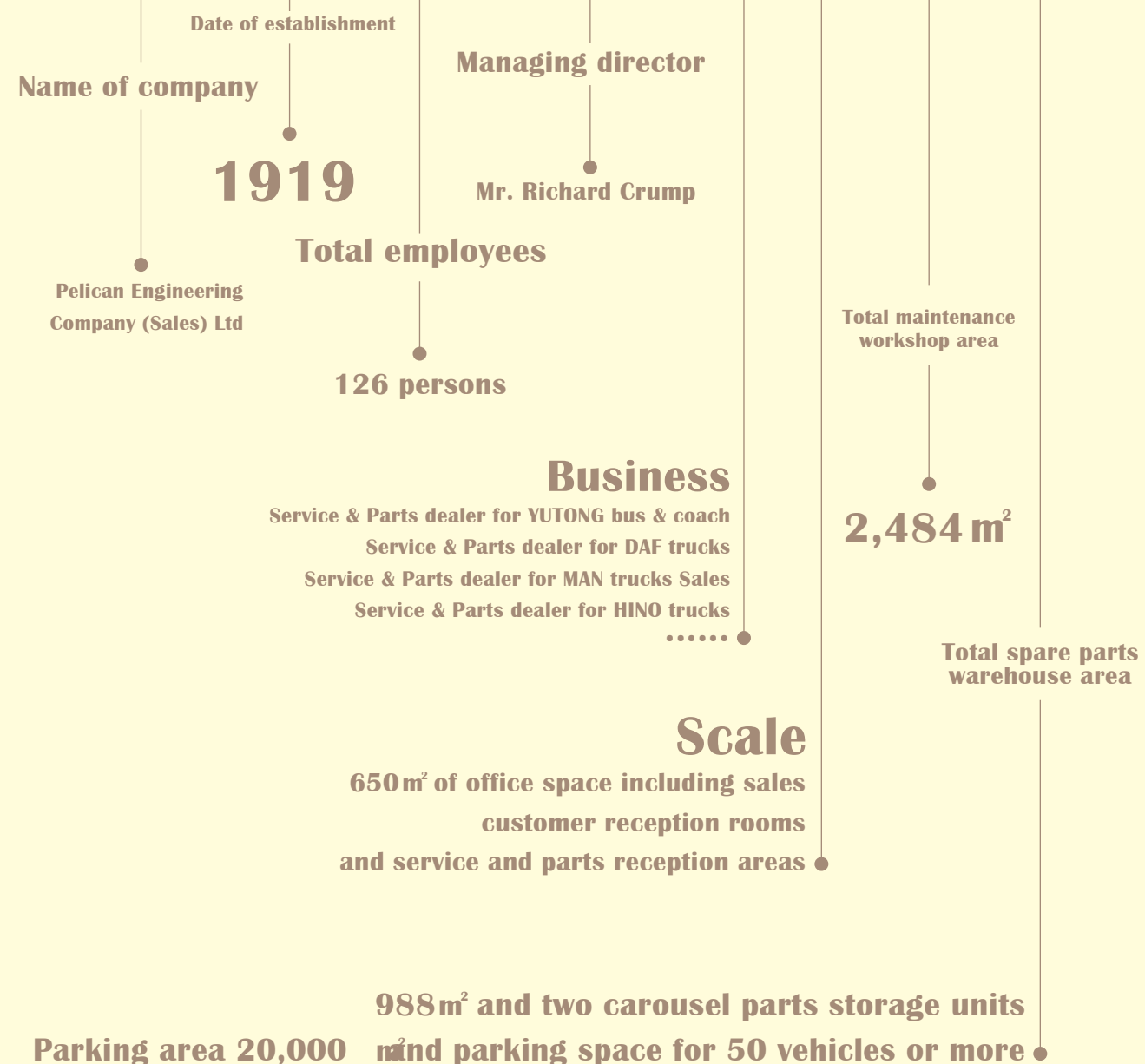
A

Majority of people will always be attracted to any product which has a low price. But quite often buying cheap is not always best, but with Yutong you are getting the advantages of the economies of scale. The more you build, the lower the cost. Put this together with the lower cost of labour and you have a cost effective, quality product. The Cummins and Paccar engines coupled with the transmission and many other components sourced from Europe offer the customers a specification which they are already familiar with.



PELICAN Bus and Coach Sales

I N T R O D U C T I O N



• Kitty Hu

- General Manager of European and North American Market
- Zhengzhou Yutong Bus Co., Ltd.

A Europe is the birthplace of the bus industry, the forefront of technical innovation of the bus industry and also the most competitive market of the bus industry. In recent years, Chinese mainstream bus builders are preparing for exploring the European market, but they have encountered difficulties from inside and outside China. On the one hand, the parts and components capability of meeting requirements, technical innovation capability, test & certification capabilities and so on in China's bus industry still have a large gap with that of Europe. In contrast to the well-established parts and components supply system, technical innovation system, products test & certification management system, the China's bus industry is lagging behind with a late start. On the other hand, the European regulatory rules and customer's preference are also a big challenge that we need to face. The supervision on emissions, safety, performance and other aspects of products are closely related with the pace of technical innovations, this is for Chinese bus builders a huge challenge in terms of the response speed. At the same time, customers' preference to brands and products is also a key factor while entering the market.

Q Which strategy will be adopted by Yutong for the development of the European market?

A Yutong's strategy of exploring the overseas market, to put it simply, is "farming", in other word, it means Yutong cares about the service and the service comes first than the market. Put the building of service network first and then begin to develop the market. Of course, we will investigate the local environment and customer habits

Q Compared with other overseas markets, what do you think are the characteristics of the European market?

A Most of the internationally renowned bus brands are from Europe. Currently, Europe represents the development trend of bus technologies, and plays a dominant in formulating the standards of the world's bus industry. The export of Chinese buses to developed countries is an important sign to make Chinese buses "strong", which is not only lured by the market volume in Europe, but also a necessary condition for building a world-class bus builder. The export of Chinese buses to Europe shows not only the quantity but also the strength on quality. The export of Chinese buses to Europe is helpful for the domestic bus brands to go abroad and extend to the high-end market which is of great benefit in exploring the markets in other areas.

Q What kind of difficulties and challenges the Chinese bus builders will face if they want to enter the European market?

before entering the market, which is what we called "self-reliance". To manage and operate the market with the concept of "farming" enables us to gradually win the trust of customers and accumulate the potential sales opportunities. Meanwhile, Yutong adopts differentiated competitive strategy for different market segments, customers and orders. The cost performance acts as the breakthrough point in exploring the market to gradually establish the reputation and acceptance of the brand and ultimately operate the market in a long term via the brand's influence and charisma.

Q

We all know there are many bus builders in Europe, including some world-class companies. What mindset do you have to face the competition with these leading brands?

A

As the birthplace of the world's automotive industry, the European Continent has a veil of mystery, which may make the Chinese companies hold a relatively conservative attitude towards this market. Despite all kinds of investment on certifications, the progress still looks implicit. Although the situation is understandable, our major competitors in different areas worldwide, besides a few Chinese bus brands, are mainly from Europe. In other word, even outside the Europe, the competition in other areas is still inevitable.

Q

You have many years of sales experience in the European market. What is your deepest feeling during the process?

A

The European brands have sound sales and service areas of Europe and represent the most aspect of the world's bus industry. A number in Europe have powerful strength in terms service, sales, etc., which possess production and sales networks in Europe and are their brands and influence through a variety of other parts of the world. How to get them going time apart from keeping their good product service? This provides a good reference for Yutong emerging in the overseas market. The process of knowing the European market and the growing course of European brands itself is also a learning process. So my deepest feeling is keeping on learning and growing with an open mind.

networks in the local sophisticated of bus builders of technology, deep-rooted expanding ways in for a long quality and who is

INTERVIEW



Contributing Writer / René RICHERT

BUS MANUFACTURERS PUSHED BY REGULATIONS

Building busses is not so difficult, what you need is steel, axles, engine, gearbox and seats; but building busses for Europe has been more and more complicated years after years due to law changes that never stop.

First if I start in the year 2000 there was seatbelt obligation coming with Euro III regulation in busses which made the manufacturers think different. Then later in 2007 came Euro IV with reduction of emission based on nitrogen oxide which creates new technology not only for the engine manufacturers but also for the body builders due to famous AD-BLUE installation in the vehicles. This system was brand new and the manufacturers had no other choice than to install it, most of them have completely started new vehicles for that. In the year 2009 the second level named Euro V arrived which was even stronger in term of exhaust emission but was a small step to go.

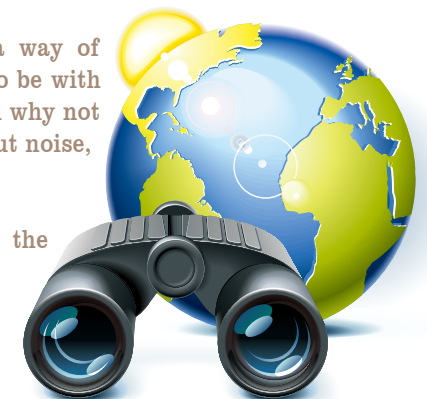
In the year 2013 the authorities decided to reinforce the safety in the busses and made the "LED day lights + ESC "electronic stability control" as mandatory. Now 2014 is the present time and still there is a push behind the manufacturers by asking more safety and less emissions, this is named Euro VI and AEBS + LDW. What is that? I would say Euro VI is another world from the past as the particle emissions should be 50% less and the nitrogen dioxide 200% less than Euro V. To implement that there was a need of double particle filter, turbocharger with variable geometries and EGR "Exhaust gas recycling" but not only that as the emission should be guaranteed for 5 years there was a complete restructuring of the on board diagnostic which needs a complete refund of the architecture on electric system.

AEBS it is "Advanced Emergency Braking System" which means an evolution of older ABS and then EBS where systems that have main concerns not to block the wheels by strong braking on slippery surfaces. This new AEBS is not only handling the none blocking of the wheels but also is managing the braking force of each wheel according to the angle of the steering wheel and the road surface quality. Moreover this system is proactive which means if there is an obstacle in front of the bus the vehicle will stop automatically without driver's action. For LDW "Lane Departure Warning" is still in a way of passenger safety, in case the driver gets out of his lane on the road there are audio warning in the cockpit and a vibration warnings created in the seat + steering wheel.

All these requests are pushing the bus manufacturers in a way of development that never ends and we as DCG team are proud to be with YUTONG for this experience, the new needs open the mind and why not think tomorrow about busses that will run without fuel, without noise, and why not without driver.

With YUTONG we are sure that in a short time it will be the regulation that will look on us.

YUTONG and DCG for YOU



Service you with heart and soul

— Photo gallery of Yutong's customers worldwide



Customers from France visit Yutong



Customers from UK visit Yutong

Customers from Israel visit Yutong



Customers visit Yutong New Energy Vehicle Plant

Yutong service engineer works together with an Israeli customer

Service training of Yutong's customers from Asian region



Promoting brand with strength

— A collection of Yutong's Marketing Campaigns



Yutong attends the Busworld Kortrijk



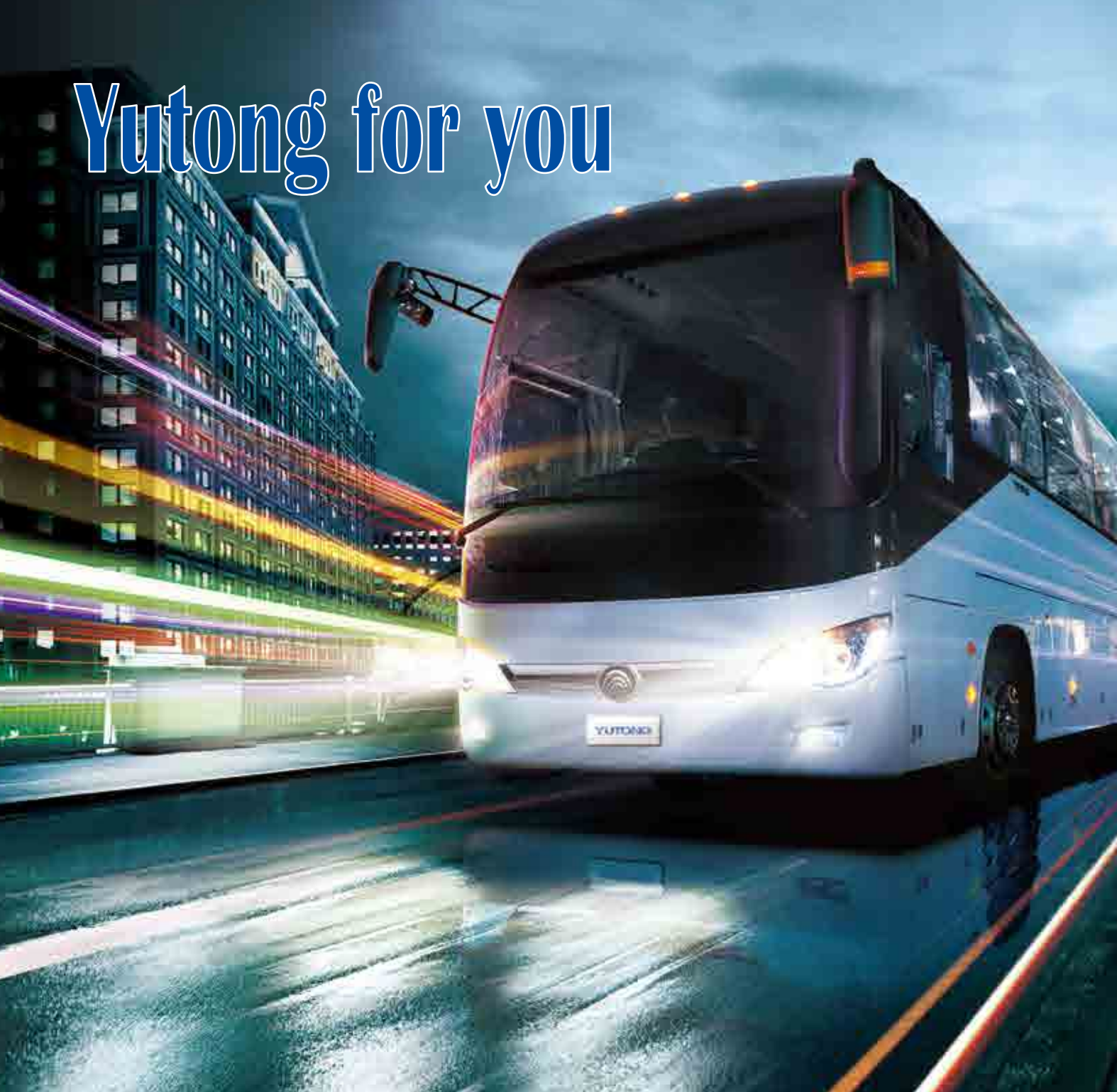
Launching ceremony of Yutong's new bus in Pakistan

Yutong stand at the CZECHBUS Show



Handover ceremony of Yutong buses for Israel

Yutong for you



Yutong, your trusted partner

As the world's major bus and coach supplier, Yutong is a large-scale enterprise mainly specialized in bus business and also covers areas of construction machinery, special vehicles, auto parts and components, real estate and other investment business.



ZHENGZHOU YUTONG BUS CO., LTD.
Add: Yutong Industrial Park, Yutong Road, Guancheng District, Zhengzhou, China (P.C.: 450061)
Tel: +86 371 6671 8999 Website: www.yutong.com E-mail: sales@yutong.com

EN ROUTE contributors wanted



Here

your every word has the opportunity to be listened by the world;

Here

your every point of view might trigger a resonance;

Here

different perspective and ideas coexist harmoniously.



Anytime, no matter where you are, as long as you have a point of view and are willing to share it, we will be “responsible for spreading it”.

***EN ROUTE* is expecting your involvement!**

Requirements on articles:

- 1) The articles shall be the original work of the author and never published elsewhere (if an article is sent to many journals or has been published, please specify.)
- 2) Comments of the hotspots of the bus industry and analysis of the industrial status quo and trend at home and abroad are welcome. Articles with unique perspective which make sense are preferred.
- 3) Original photography and articles related with the bus industry are welcome. (We reserve the right to amend the articles.)
- 4) Please leave the author's real name, address, zip code and contact way.
- 5) Please send you articles to enroute@yutong.com

