

# EN ROUTE

YUTONG NEWSLETTER

ZHENGZHOU YUTONG BUS CO., LTD

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Premier Li Keqiang takes Yutong business van

Yutong new energy bus sales expected to reach 13,600 units in 2015

Yutong attends the COACH & BUS LIVE in UK



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# PREFACE

## STRIVING TO BECOME PIONEER OF "MADE IN CHINA"

Reviewing Yutong's development history from a small factory to a large-sized company with thousands of employees, the process is full of hardships and difficulties. The achievements Yutong has made should be attributed to the attention of the country and support from all sides of the society. In the meanwhile, Yutong people always joined together in the process and formed the "Morality, collaboration and innovation" values and "Customer-orientation, staff-orientation" operational philosophy.

As the leading bus maker, Yutong should consider the development of the whole bus industry from the sector's perspective, and even consider how to enhance development of "Made in China" from the perspective of national industrial construction so as to become the pioneer of "Made in China".



Tang Yuxiang  
President of Yutong Group

Nowadays, the internet is growing at an unprecedented speed and accelerating the convergence with conventional industries. The development mode of the manufacturing industry is also undergoing in-depth reform, the new industrial competition pattern begins to take shape. As for the bus industry, the "Internet +", intelligentization, new energy vehicles are becoming the future direction of the industry. It is a new round of industrial revolution lead by technological innovation, which is both opportunity and challenge for Yutong. How to grasp the industrial trends and where is our future development direction? These are what we need to think about deeply and try to solve with our efforts.

In respecting of the "Internet +", Yutong will continue to strengthen the development and promotion of telematics technology, and try to transform from a sales-focus maker to a service provider and even a provider of intelligent transport system solutions in the future. As for the intelligentization, Yutong needs to concern the cutting-edge trends, benchmark the world-class level and provide intelligent products that can improve the transportation efficiency and meet passengers' needs on new travel ways. Speaking of new energy vehicles, Yutong has made some exploration in this area, and will continue to develop more flexible and adaptable solutions for new energy buses in a bid to make contribution to the sustainable development of the society.

Time and tide waits for no man. Maintaining the spirit of "Daring to be the first" and following the commitment of "Creating greater value for you", Yutong will carry out the work with greater enthusiasm, provide customers with quality products and professional services, boost the development of China's bus industry and narrow the gap with world-class enterprises so as to win greater respect and honor for Chinese brands and "Made in China".

A handwritten signature in black ink, which appears to be the name 'Tang Yuxiang' written in a cursive style.



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## Yutong Bus releases output and sales data of Oct. 2015

ZHENGZHOU YUTONG BUS CO., LTD RELEASES ITS OUTPUT AND SALES DATA OF OCT. 2015.

 YUTONG	Oct. 2015(unit)	Jan-Oct. 2015 (unit)	Y-o-y growth of Jan.-Oct.
<b>Output</b>	<b>5,626</b>	<b>50,459</b>	<b>15.69%</b>
Large Bus	2,383	19,464	4.57%
Medium Bus	2,279	20,696	9.47%
Light Bus	964	10,299	68.97%
<b>Sales</b>	<b>5,309</b>	<b>49,475</b>	<b>13.04%</b>
Large Bus	2,052	19,082	1.67%
Medium Bus	2,294	20,248	8.21%
Light Bus	963	10,145	61.31%

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

From the above table we can see, 5,309 buses and coaches were delivered in October. From January to October, the accumulated sales volume reached 49,475 units, a rise of 13.04 percent than the previous year.



## Premier Li Keqiang takes Yutong business van

On Sept. 23, Chinese premier was on his inspection tour in Henan province. Yutong T7 business van was honored to be the carrier for Premier Li's whole trip in Henan.

In recent years, the governments at various levels in China have been showing their determination to encourage the development of indigenous brands. Choosing the domestic bus brand for reception of officials is a big step forward to show the governments' support to the growth of local vehicle industry.

Yutong T7, as a representative of high-end vehicles for business and official reception, is meant to boost the bus manufacturing industry in China. T7 is produced on a special production line, the investment on the vehicle reached over 400 million yuan and the accuracy of toolings and fixtures is within 0.2mm. In addition, its spare parts are purchased all across the globe to ensure the highest reliability of the vehicle.



## Yutong joins hands with Didi Kuaidi for strategic cooperation

Recently, the world's largest bus maker, Yutong officially signed an agreement with the world's biggest mobile-based APP platform Didi Kuaidi for strategic cooperation. In the future, the two parties will work together to build a sustainable internet-oriented bus network by introducing more competitive new energy bus making technologies and driverless bus intelligence technologies.

Along with people's increasing awareness of environmental protection and eco-friendly travel, new energy buses have long become the holy grail in the bus making industry. With their complementary strengths, the two parties will share their current resources and play more active roles in promoting the eco-friendly buses. Didi Kuaidi will take a series of measures to encourage its customers to choose Yutong new energy buses while Yutong will offer more preferential policies for Didi Kuaidi's customers who make bus purchases.

In addition, Yutong and Didi Kuaidi will carry out cooperations in such fields as Internet+ bus, vehicle financing, repair & maintenance value-added services and second-hand bus disposal. Yutong will also offer life-long after-sale services for bus rental companies' fleet.

Such cooperation between Didi Kuaidi and the bus maker Yutong is a new breakthrough for both parties. "We will make every possible effort to support the continued robust development of Yutong and tap the huge market potential in the



vehicle and vehicle service industry. "We are confident that by working together, we are better positioned to boost the research and development of new energy buses and driverless intelligence bus technologies. We expect to see a stronger profitability for our company and our partner as well," says the person-in-charge from Didi Kuaidi.

Yutong also speaks highly of its cooperation with Didi Kuaidi, saying that such a "bus maker + Internet" cooperation mode will become a new yardstick in the industry and give another vital boost to the transformation of Yutong. It is believed that through such an innovative cooperation, Yutong will reap even more benefits in new energy buses and driverless intelligence bus technologies, further consolidating its leading position in the industry. The inevitable integration of internet with buses promises a host of business opportunities and is set to create more value for bus operators.



## Yutong new energy bus sales expected to reach 13,600 units in 2015

In September, Yutong produced about 2,000 units new energy buses. From Jan. to Sept. this year, the company rolled out over 10,000 units eco-friendly buses. The company estimates that its overall production volume of new energy buses will reach 13,600 units in the whole year.



Currently, Yutong boasts a wide spectrum of new energy buses, ranging from 10-18 meter plug-in hybrid buses to 6-12 meter full electric buses. In China's plug-in hybrid bus market, Yutong now holds 40% of the plug-in hybrid bus market while in China's full electric bus market, the brand's market share has exceeded 20%. Along with the technological advances in vehicle batteries and vehicle weight reductions, the majority of Yutong full electric buses are capable of driving over 200km continuously.

In Aug. this year, Yutong sold 8,032 units plug-in hybrid buses. In 2014, Yutong's plug-in hybrid buses held 41.25% of the market. So far, the company has delivered 16,535 units energy-saving and eco-friendly buses in 116 cities across the nation, accounting for 26.76% of the new energy bus market in China. With its market share in both plug-in hybrid bus market and full electric bus market ranking the first, Yutong now boasts a solid No.1 position in China's bus industry.



## Yutong attends the COACH & BUS LIVE in UK

The COACH & BUS LIVE was held at the National Exhibition Center in Birmingham, UK on September 30 - October 1, 2015. Yutong brought three coaches to the exhibition.

As the sole professional bus exhibition in UK, this exhibition is held once a year. Over 90% of operators, transport associations and government officials in charge of public transportation are involved in it. In 2014, Yutong showed two bus products at the exhibition. This time, Yutong and its dealer jointly attended the exhibition to collect the information of customers and enhance the visibility of Yutong brand.

Yutong brought three right-hand drive tour coaches with Euro VI emission to the show, namely one unit of TC12 and two units of TC9. Quite a number of customers visited Yutong stand and showed great interest in Yutong buses. They also praised the quality of the "Made-in-China" products.



## Yutong pursues its dream and glory for Made-in-China buses in Europe



On Oct. 16, all leading bus makers from China gathered at Kortrijk, a small town in Belgium to attend Busworld Exhibition, which is held every two years. Yutong, the leader of China's bus industry, brought nine buses on display to showcase its competitiveness in bus manufacturing.

One thing noticeable at this year's Busworld Exhibition is changing roles played by bus makers from China. Apart from their formidable power in manufacturing buses, China's bus makers are also competing with the internationally renowned bus brands from Europe, demonstrating that the bus brands from China are enjoying a gradually rising status in the global arena.



During the Busworld Exhibition, Yutong not only has some futuristic bus products available, but also bus models which are enjoying rising popularity in Europe. Its 12-meter full electric bus and 12-meter high-end coach are aimed at taking the European mainstream bus market by storm. In the meantime, its ZK6121HQ and ZK6938HQ buses are the new generation of vehicles for European markets according to customers' special demands.

For many years, bus makers from China had only dreamed of entering European market, where bus industry is originated. In addition, Europe boasts the highest bus manufacturing technologies. For the reasons above, the entry into European market is the highest standard for evaluating a bus maker's level of internationalization. Europe also boasts a number of internationally well known bus makers. In recent years, along with the rising status of China's buses in the global market, to conquer the European market is a must for all leading bus brands from China.

Tang Yuxiang, president of Yutong points out, "for the internationalization of Chinese brand, the products made in China must first be recognized in the global market." In 2004, Yutong officially started to enter European market. However, in the first seven years, the company had been cultivating the market in a quiet manner, only making small progress. Starting from 2011, its hard work has started to pay off. In that year, Yutong sold 114 units buses in Europe. In 2012, its sales volume in Europe reached 200 units. In 2013, Yutong registered a bus sales volume of 383 units. In 2014, its bus sales volume stood at 277 units. To date, Yutong buses have made their presence in an increasing number of European countries, including France, UK, Spain, Italy, Norway, Sweden, Denmark and so on.

Just as Yutong is constantly monitoring the changes in Chinese bus market, the company has also become quite well versed in the European bus market. According to some media, Paris is planning to further develop its public transport. In the next five years, the city will invest 32 billion Euros to purchase clean-energy powered vehicles, extend public transport routes and offer subsidies for public transport cards. In London, the city also aims to have all its single-deck buses with zero-emission standards.

To lead a new trend in Europe, Yutong designed and developed a 12-meter full electric bus for the market, offering a new choice for all European bus operators.



## A tour of Paris on Yutong bus

As one of the most popular tourist destinations in the world, Paris, the capital of France, boasts advanced comprehensive public transport system. Apart from over 300 public bus routes, it has quite a few tour bus routes especially catering to shoppers and tourists from across the world.

Tour coaches and double-deckers can be seen everywhere in Paris. Besides, the public buses are not hard to find. Hopping on a bus route, you can arrive at anywhere you want to go. Still, it is not difficult to notice that many buses operating in Paris are now under poor conditions and desperately need replacement.

LACROIX is one of the largest privately owned bus operators in Paris. When asked when buses made in China can have a much more visible presence in the metropolis, the president of LACROIX replied, "China has already made it as you are now touring on a Yutong bus. I believe more and more Yutong buses will join our bus fleet in the near future."



Yutong bus passing the Triumph Arch



Yutong bus in front of the Eiffel Tower

Indeed! Different from any previous tours, this time Yutong is our carrier, taking all of us to a host of globally renowned tourist attractions in Paris, such as the Eiffel Tower, the Louvre, the Notre Dame, Seine River, etc.

Zigzagging through the streets in Paris, Yutong tourist coach is surely an eye-catcher in the crowd thanks to its uniquely fashionable design and overpowering body structure. While on an urban tour with Yutong coach, tourists experience a host of comforts on board, leaving all of them an unforgettable traveling experience.



Yutong bus at the Place de la Concorde

## Yutong shines at Macau Auto Show

From November 6 to 8, Macau Auto Show was held at the Venetian Macau Golden Light Exhibition Center. As China's leading bus maker, Yutong attended the show, bringing its full electric bus E7, high-end business coach T7 and double-decker ZK6116HGS on display. Just coming back from the Busworld Exhibition held in Belgium, the three vehicles fully demonstrate the overall competitiveness of Yutong in developing new energy buses, high-end business coaches and its advanced bus manufacturing technologies.



During the three-day event, the fifth China (Macau) Asia-Pacific Auto Leaders Summit & One-Belt One-Road Global Development Strategy Forum was held with the theme of "Integration, Development and Mutual Benefits". At the summit, Yutong made a detailed introduction of the company's overseas development and discussed with other participants about the challenges faced by China's auto makers and great opportunities on the road to their globalization.



With the concerted efforts of Yutong staff, the bus maker has so far made impressive achievements. Since 2002, it has sold over 35,000 units large and medium buses in the overseas markets. In 2014 alone, Yutong exported 6,855 units buses, ranking the first place in export volume among other domestic bus brands, according to the statistics released by the China Customs. On the back of its state-of-art technologies, well educated and well-informed R&D team, effective corporate management, high quality products, and well recognized brand image, Yutong has climbed to the top-tier bus makers across the globe. In the new energy field in particular, Yutong has proved its undisputed leading position by obtaining the first production certificate in China's bus industry for manufacturing fuel cell buses, rolling out full electric bus overall solutions and delivering E7 to Diaoyutai State Guesthouse.

"Creating greater value to customers" is not just a mere slogan for Yutong, which always considers the creation of more added value as the source of power for its robust growth. From products export to brand export, with a strategy of selectively developing some regional overseas markets, Yutong has made another business success story and provided a new way of globalization for all Chinese bus makers. It has also pushed China's bus industry to a historical new height in the global bus making industry.

Against the backdrop of China's One-Belt One-Road Initiative, Yutong is aspiring to continue its miraculous growth in the global market and compete with its global counterparts on the same stage. It strides forward confidently, hoping to make more contributions to the integration of China's buses into the global market.

## Yutong South American training center starts operation

On Oct. 2, the largest training center in South America set up by Yutong officially started operation in Caracas, the capital city of Venezuela.

Covering a total area of 1,200 square meters, the center boasts two floors. The first floor holds all types of engines, front and rear axles, gearboxes, gas circuits and other bus spare parts. It also holds practical training for bus maintenance workers. On the second floor, areas for bus driving simulator, electrical system and special training rooms can be found. According to the bus maker, the training center will provide training services for trainees from all across Latin America.



Jose Lewis Bernardo, Minister of the Venezuelan Ministry of Transport, Ji Xianzheng, the economic and commercial Counselor of Chinese embassy to Venezuela and a number of other high-level officials attended the ceremony for the opening of Yutong's training center.



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Empresa de autobuses china Yutong inaugura centro de capacitación en Venezuela

Spanish.xinhuanet.com 2015-10-03 08:28:22

CARACAS, 2 oct (Xinhua) -- La empresa china de autobuses Yutong inauguró este viernes un centro de entrenamiento y capacitación en Venezuela, el tercero de este tipo en el mundo, el cual permitirá a cientos de conductores y técnicos de mantenimiento recibir formación para operar las modernas unidades que circulan en esta nación suramericana.

El centro, de unos 1.200 metros cuadrados, cuenta con la más alta tecnología para el mantenimiento de autobuses, así como dos simuladores que proyectan las distintas rutas y tipos de unidades existentes en Venezuela.

El ministro venezolano de Transporte Terrestre y Obras Públicas, José Luis Bernardo, destacó la importancia de la referida institución y el beneficio para los operadores al permitirles recibir una formación integral.

"Acá tenemos el centro más moderno de esta naturaleza para la formación tanto de operadores como técnicos de mantenimiento que tenemos en Venezuela", indicó el ministro.

Según representantes de Yutong, el centro de capacitación permitirá ofrecer un servicio de valor agregado, con alta calidad de mano de obra y transferencia eficiente de la tecnológica que emplea la empresa china.

"Este centro que estamos inaugurando tiene las mejores instalaciones y equipos de la más alta tecnología y va a ser ejemplo de standard de calidad para futuras fundaciones de nuevos centros de capacitación", manifestó Xun Chunhui, gerente de Yutong en Venezuela en el acto de inauguración.

De igual forma, el directivo asiático recordó que esta nación suramericana es uno de los mercados estratégicos de la compañía a nivel internacional y hasta la fecha hay cerca de 6.000 autobuses de la marca circulando en todo el país.

Esta cifra seguirá incrementando con la puesta en marcha en las próximas semanas de una planta de ensamblaje que tendrá capacidad para producir 3.600 unidades al año, destacó Xun.

News release about the event on [www.xinhuanet.com](http://www.xinhuanet.com)



At the ceremony, Mr. Bernardo pointed out that equipped with the state-of-art technologies and equipment, the training center will provide unparalleled training programs for bus drivers and maintenance workers. Mr. Ji also remarked that the training of human resources plays a significant role in the sustainable and sound development of the bilateral relations between China and Venezuela and Chinese government will lend every possible support for the healthy growth of Yutong's training center in Venezuela.

Currently, nearly 6,000 units Yutong buses are operating smoothly in Venezuela, including city buses, long-distance coaches, tourism coaches and school buses. Of all Chinese buses exported to Venezuela, Yutong now plays a dominant role, accounting for 95% of the Chinese buses exported to Venezuela. What's more, Yutong has jointly set up a bus assembly factory in the country with an annual production volume of 3,600 units. It is expected that the factory will be put into production in November this year.

## Yutong E12 full electric bus



### >>> A response to environmental challenges

The current operating mode of transport is still largely based on fossil fuels, and is no longer sustainable in the short term. Climate change, depletion and exhaustion of fossil energy and public health issues, all these need to find new solutions very soon to ensure that the future travel patterns are more "soft" and respectful to our environment. The energy transition is the key to our common future: it is now a global issue that goes beyond the specific interests of companies, nations and states. This is simply an issue of survival of human as we know it today.

In order to meet these challenges, Yutong launched the full electric bus: E12 Low Floor.

As the explorer and innovator in China's new energy area, Yutong was the 1st one who started the development of fuel-saving and new energy buses early in China. To date, it has delivered over 22,000 new energy vehicles, including 8,000 full electric buses which are running in more than 140 cities.

Yutong creates a complete product lineup of new energy buses that meet the new environmental requirements in Europe and around the world.



YUTONG FOR YOU



### >>> Live up to the new expectations of urban transport

Today, major players in public transportation engage and integrate ecological factors in the development of their networks in the world and particularly in Europe.

So RATP in Paris has decided to reconsider its entire fleet, and all its diesel vehicles will be replaced by new energy buses before the end of 2025. And 2025 is not far distant, it's simply tomorrow.

As part of its plan "Bus 2025", RATP has chosen to integrate Yutong and its French partner Dietrich Carebus Group in its experimental phase of electric vehicles. Later, except France, Yutong's full electric buses will be also experimentally used in Middle and Northern Europe.

### >>> Ahead of its time

For electric buses - and tomorrow's electric coaches - dedicated to long distance transport and tourism become obvious to everyone, it is necessary to improve the driving ranges through the development of new technologies and batteries.

#### Battery life

The current performance of batteries used by Yutong is already outstanding and sets us apart from other competitors. We are working to make them even more efficient. With the different onboard energy management systems added to the vehicle, they will, tomorrow, further increase our lead.

#### ReCtrl intelligent electric drive system

Yutong E12 adopts Yutong's unique intelligent electric drive technology platform – ReCtrl, which has drive management, whole vehicle CAN control and remote technology. It boasts long driving range and long battery life, and can achieve low power consumption and zero emissions easily!

Providing customers with safe, reliable and eco-friendly buses is Yutong's consistent operational concept, which is also the mission of E12.



## ZK6140BD airfield bus

Yutong airfield bus. The best way for connecting people!



# ZK6140BD

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

## >>> SPECIAL DESIGN OF THE APPEARANCE

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



- \* Detachable front wall not only matches with the overall style of the whole vehicle, but also facilitates the repair and maintenance.
- \* Ultra large front windshield provides a wide visual field for drivers.
- \* Electric rearview mirrors without blind spot enhance the vision of drivers. The electric defrosting function of mirrors improves the driving safety.
- \* Equipped with the high-quality anti-pinch system, the service door will automatically reopen when it encounters some obstacles while closing to prevent passengers from being pinched.
- \* Only when all service doors are closed can the vehicle be started to ensure the safety of passengers.



## >>> ELEGANT AND COMFORTABLE INTERIORS

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



- \* The luggage racks at the front, middle and rear service doors take full use of the interior space.
- \* The handrail poles facilitate the standing and alighting of passengers without compromising the interior space.
- \* NVH mute technology effectively reduces the interior noise by 4-7 decibels and provides a more comfortable environment for passengers.
- \* With the distinctive structure, the floor boasts water-resistant, corrosion-resistant and anti-aging surface characteristics.



## >>> FIRST-CLASS MANIPULATION

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



- \* The ergonomic driver seat effectively alleviates the driving fatigue and improves the ride comfort. With fully reclining function, the seat provides a temporary rest place for drivers.
- \* The LCD display on the dashboard facilitates the driver to observe the boarding and alighting of passengers.
- \* The new generation CAN bus under the centralized control of computers improves the visualization of faults and makes the repair and maintenance more convenient.
- \* The new-style ECAS lifting system enables the vehicle to kneel on both sides to facilitate the access of passengers.



# Take A New Step Into The Future

The Busworld Kortrijk is the biggest bus and coach exhibition in the world. The highly-anticipated Busworld Kortrijk 2015 was held in Kortrijk, Belgium on October 16-21. As the world's largest bus maker, Yutong brought nine buses to the show and demonstrated its strength in the global arena.

