

# EN ROUTE

| YUTONG NEWSLETTER

| ZHENGZHOU YUTONG BUS CO., LTD

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**ZK6136H NAVIGATOR OF PASSENGER TRANSPORT**

**The 10th Yutong Cup International Golf Tournament concludes successfully**

**Representatives from European parties visit Yutong**



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# EN ROUTE

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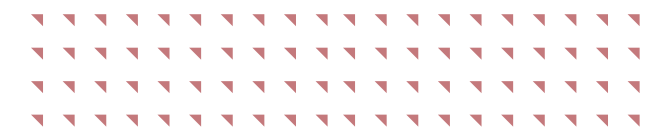
Grateful for being with you for past ten years



# NAVIGATOR OF PASSENGER TRANSPORT



## ZK6136H



Yutong ZK6136H is a bus model elaborately made for short, medium and long-distance passenger transportation which integrates various advanced production processes and technologies. The elegant appearance, environment-friendly interiors and relaxed driving experience are much more superior to that of other buses of the same kind, thus making passengers feel comfortable and enabling drivers to feel at ease.

--- New and distinct appearance

--- Nice and comfortable interiors

--- Smooth and easy handling





## NEW AND DISTINCT APPEARANCE

ZK6136H

With large area of dark colored side windows, the bus appearance features elegance and steadiness. The front and side walls are connected with an arc corner that look very smooth and beautiful.



▲ The rearview mirror without blind spot boasts a classic design and meanwhile improves the driving safety.



▲ The split front windshield provides drivers with broad vision and reduces the repair and maintenance costs as well.



▲ The front wall features a perfect combination of the central silver lines and the front panel skin.



▲ The integral headlights are novel and stylish.

## NICE AND COMFORTABLE INTERIORS

ZK6136H



The colors of the interiors are limited in four kinds which look harmonious with each other. The rational and scientific layout brings a very comfortable experience to passengers.



▲ Thickened seats greatly improve the ride comfort of passengers.



▲ The aisle with scientific width (>350mm) facilitates the accessibility of passengers.



▲ The optional partition behind the driver's seat reduces the communication between driver and passengers during the driving, thus ensuring the safety of passengers.



▲ The fabrics are beautiful and harmonious in color.



## SMOOTH AND EASY HANDLING

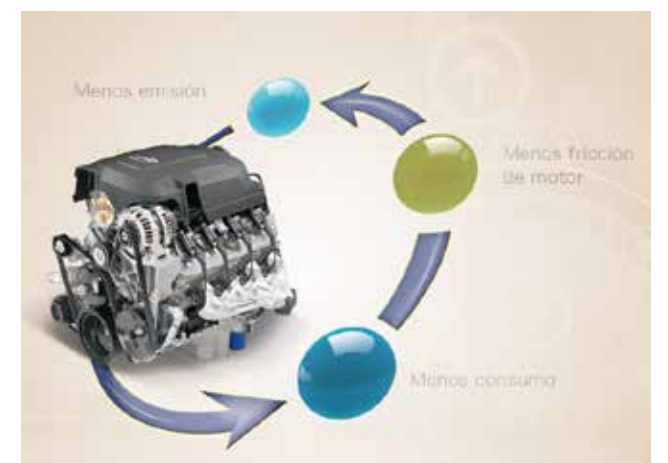
ZK6136H



The surrounding dashboard gives the driver an easy access to buttons, thus enhancing the convenience of handling.



▲ The driver seat equipped with air spring greatly enhances the driving comfort.



▲ Optional engine thermal management system can save the fuel by 3%, improving the operating economy of vehicles.





## Yutong grows in province

The handover ceremony of two Yutong coaches was held in Chimbote, Peru on May 13, 2016. Harry Chang, the general sales manager of Sinomaq, Joaquín Ding, the sales manager of Yutong, Segundo Guzmán, general manager of America Express attended the delivery ceremony of Yutong coaches.

"From the first moment we have opted for Yutong, these are the first batch which will be available to our passengers and enable them to enjoy the traveling pleasure in Yutong buses. And also Chimbote is proud to have this type of quality buses rolling on our slopes," Segundo Guzmán said.



These two buses are 12 meters and the load capacity is 48 persons and with Cummins engine which is mainly for the inter-provincial transport. "For Yutong, America Express is a very important customer which is a leading company in the sector of inter-provincial transport in Chimbote, also in the north of Peru. We believe that this first step will allow us to strengthen our long-term trade and the cooperation ties," said Joaquín Ding, the sales manager of Yutong in the ceremony.

After the delivery ceremony, a pleasant meeting was held between representatives and guests from both companies.



Yutong ZK6136H coach

## EVENTO

Entrega de buses Yutong

## Yutong crece en provincia



Sinomaq, dealer exclusivo de buses Yutong en el Perú, entregó dos unidades interprovinciales a la empresa de transporte America Express.

**M**undo Trucks estuvo presente en la ciudad de Chimbote, en donde Yutong, marca representada por Sinomaq en el Perú, realizó la entrega de dos buses a la empresa de transporte America Express.

La ceremonia contó con la presencia de Harry Chang, Gerente Comercial de Sinomaq; Joaquín Ding, Gerente Comercial de Yutong; y Segundo Guzmán, Gerente General de America Express, entre otros ejecutivos de ambas compañías.



Julio Carranza, Joaquín Ding, Melanio Luján, Segundo Guzmán, Enrique Guzmán y Harry Chang.



## The 10th Yutong Cup International Golf Tournament concludes successfully

Themed with “Grateful for being with you for past ten years”, the 10th Yutong Cup International Golf Tournament concluded successfully at the end of May. More than 80 customers and dealers met in Cairns, Australia and enjoyed the fun of golf sport together.

The guests from eight countries and regions including Singapore, Hong Kong, Macau, Malaysia, Sri Lanka and Australia were involved in the competition.

During the activity, Yutong also organized a business communication conference with the title of “Another wonderful decade” to introduce Yutong’s excellent performance in the

overseas market over the past ten years. Meanwhile, the dealers and customers from Australia and Macau also shared their cooperation experience with Yutong, making the other customers to learn more about Yutong’s strength and cultural background.

The golf tournament has been widely praised by the customers and obtained the good effect, which not only provides a communication platform for the customer, but also lets customers deeply feel Yutong’s “Customer orientation” corporate culture. It has laid a good foundation for building customer relationship, improving the loyalty for Yutong brand and promoting the signing of orders in the future.





## Yutong service station in Sri Lanka put into operation

Yutong Sri Lanka Service Station officially kicked off its operation on May 7, 2016. Wang Yinqi, Business Counselor of Chinese Embassy to Sri Lanka, Chang Hao, Vice GM of Yutong's International Business Department, Yutong's dealer in Sri Lanka, officials from Ministry of Transportation, and 134 end customers attended the opening ceremony.



Equipped with the state-of-art facilities and equipments, Yutong Sri Lanka Service Station consists of a special repair workshop for panel beating and metal spray paint, engine & gearbox workshop, spare parts warehouse, customer reception room and customer lounge. With standard service procedures, customers are able to enjoy a whole set of services tailored for their special needs.


Laurence Perera, president of Yutong's dealer in Sri Lanka, reveals that his company has been in cooperation with Yutong for over five years. As the only company which is able to assemble vehicles in Sri Lanka, it has made impressive

achievements in recent years. Along with rising number of Yutong buses in the nation, the company and Yutong decided to open a service station so as to better serve local customers.





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

ZHENGZHOU YUTONG BUS CO., LTD RELEASES ITS OUTPUT AND SALES DATA OF MAY 2016.			
 YUTONG	May. 2016(unit)	Jan-May.2016 (unit)	Y-o-y growth of Jan.-May.
Output	5,901	22,766	19.14%
Large Bus	1,587	6,940	-10.68%
Medium Bus	3,746	12,722	46.45%
Light Bus	568	3,104	17.04%
Sales	5,698	23,316	24.31%
Large Bus	1,557	7,138	-5.22%
Medium Bus	3,681	13,048	52.57%
Light Bus	460	3,130	17.10%

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, 5,698 buses and coaches were delivered in May. From January to May, the accumulated sales volume reached 23,316 units, up 24.31 percent than the previous year.



## ZK6136H NAVIGATOR OF PASSENGER TRANSPORT

Nowadays, Yutong ZK6136H has been launched in Central and South America, and sold to Chile, Peru and other countries. The superior quality of products gives positive riding experience to passengers and brings good benefits for operators.



## Yutong shines at China Transpo 2016



The 13th China International Exhibition on Transport Technology & Equipment officially kicked off at the new International Exhibition Center in Beijing on May 23-25, 2016. Yutong, the leading bus maker in China immediately grabbed attention of all visitors by showcasing its eight new vehicle models and its new spare parts. Yutong's third generation fuel cell bus is particularly an eye-catcher in the whole exhibition center.

Since the advent of new energy vehicles, heated discussions about their development road have been going on in the bus manufacturing industry. After the appearance of full electric vehicles, and plug-in hybrid vehicles on roads, people start to wonder when the fuel cell vehicles will be put into market. At this year's exhibition, Yutong's third generation fuel cell bus ZK6125FCEVG2 definitely has raised all people's expectations about the new type of green vehicles.

With zero-emissions, fuel cell buses take only a short time to get hydrogen refill and are able to drive longer distances continuously. No matter in their performances or their environmental friendliness, they are far better than full electric and plug-in hybrid buses.

In 1999, Yutong started its R&D work in new energy area. In 2009, it successfully rolled out its first generation fuel cell buses, which made a huge splash at Hanover International Commercial Vehicle Exhibition. In 2013, Yutong's second generation fuel cell buses made their debut. Boasting low-floor access and state-of-art hydrogen storage technology, the vehicles were highly praised by experts from UNDP and China's Ministry of Science and Technology.



Yutong's third generation fuel cell bus incorporates its ReCtrl technology, which has won the highly competitive National Technological Progress Award. After overcoming a host of challenges, the bus can get a hydrogen refill in ten minutes. In its trial operation, it drove 600 km continuously. In addition, it has successfully cut its production costs by 50%. All these impressive achievements made by the vehicle are now bringing new hope to the auto industry.

Apart from its fuel cell bus, Yutong new energy buses, including E8 full electric city bus, E10 group coach, E12 city bus, eight-meter plug-in H8 and ten-meter plug-in H10 look equally classy and sleek.

According to a staff member from Yutong, all new energy products produced by the bus maker are equipped with power battery management technology. In addition, its inner-outer casing structure with insulation and heat radiation functions and integrated thermal management system, can effectively maintain the temperature at 15-35° C in the battery compartment. Thanks to this, battery related safety issues are no longer a concern for bus operators. Also worth mentioning is Yutong's integrated controller which can effectively ensure the smooth operation of buses. Operation data show that thanks to ReCtrl 3.0 technology, Yutong plug-in hybrid bus is able to cut energy consumption by 42% and Yutong electric bus can help its operators reduce costs by 10-65% in a five-year period operation cycle.

Besides its new energy buses, Yutong ZK5130XZHAA communication vehicle, with a host of functions, such as 4G telecommunication, teleconferencing and power generator, is targeted at the military field and the public security field. Yutong T7 high-end business vehicle, which officially entered the market last year, has already made its appearance at a number of high-profile events, such as the annual NPC and CPPCC sessions, SCO Premier Summit, and Bo'ao Forum for Asia.





## Representatives from European parties visit Yutong



On the morning of May 19, when China-Europe Political Parties High-Level Forum was held in Zhengzhou, representatives from European political parties, accompanied by officials from Henan Provincial Government, visited Yutong. Kang Jimin, deputy secretary of the CPC party committee, on behalf of the bus maker, delivered a welcoming speech to all visitors from Europe.



After the welcoming ceremony, representatives, accompanied by Kang, visited Yutong New Energy Bus Production Base. At the entrance of the workshop, an exhibition with both pictures and videos was presented to visitors to show the development history of the bus maker. When told that Yutong now boasts an annual production volume of over 60,000 units, all visitors raised their thumbs and expressed their hope that Yutong could strengthen its marketing efforts in Europe.

At the Final Assembly Workshop No. 3, Kang explained in detail about the manufacturing procedures of Yutong buses. Visitors were all amazed by the state-of-art production facilities and advanced management.

At Yutong Bus Exhibition Area, visitors were immediately attracted by Yutong T7 high-end business bus and two buses which would soon start their journey to Europe. They made inquiries about the technical details of these vehicles. Philip from Czech boarded T7 and was deeply impressed by its interior design and its comfortable seats.

As a modern enterprise specialized in researching, developing, manufacturing and selling a wide variety of buses, Yutong is capable of making over 340 units buses each day. Boasting the largest production scale in the world and internationally competitive production facilities, it has established well-connected after-sales service networks across the globe. So far, it has already obtained WVTA certificate from EU and it has set up a solid presence in a number of countries in Europe, including UK, France, Norway, and Macedonia, etc.





## Yutong boosts China's green airport construction

The China Airport Development Forum & Airport Facilities Exhibition was held in Changsha, Hunan Province on May 25-27, 2016. As a new platform for exchanging information and holding discussions among airports across China, this year's forum is themed with "Leading the New Normal for Airport Development" and it focuses on how to encourage innovations and coordinate green and open airport development.

To help airports cut emissions and create a more passenger-friendly environment, Yutong rolled out a full electric bus ZK6140BEVBD, providing a more environmentally-friendly passenger transportation solution.



In 2008, Yutong ZK6140BD diesel powered airfield bus made a high-profile debut at China's airports where only overseas bus brands could be seen then. So far, the vehicle has achieved great success, making its way to a number of airports in China. The 13.8-meter ZK6140BEVBD electric airport apron bus, which first appeared in 2015, has now become the first choice for many airports to replace their old bus fleet.

Equipped with a permanent magnetic synchronous electric motor, an integrated controller, lithium-iron batteries, highly efficient

air-conditioning systems and energy management systems, ZK6140BEVBD further cuts its energy consumption by successfully losing even more weights. For every kilometer, the bus keeps its operating costs at 0.90 RMB. When the air-conditioning system is off, the costs can be as low as just 0.70 RMB. For one year, the bus only requires an operating cost of 63,000 RMB while a diesel-powered airport apron bus costs 226,800 RMB. In addition, the bus can cut the emission of carbon dioxide by 82.845 tons each year. And it can be fully recharged in 90 minutes and is able to drive over 200 km after an additional recharge in the day time.

Apart from its high environmental friendliness, ZK6140BEVBD also achieves high safety standards. Its batteries and electric motors boast a life expectancy of over ten years. Moreover, the vehicle has already passed a number of stringent safety tests. With a standing area of 24 square meters, the bus provides ample room for passengers.

At 2016 China Airport Development Forum & Airport Facilities Exhibition, Yutong T7 is another eye-catcher, which is aimed at the VIP transportation services at airports. Having made its appearance at a number of high-profile events in the past two years, such as China's V-day Parade in 2015, Prime Ministers' Meeting of SCO Member States (Zhengzhou), China's NPC and CPPCC sessions 2016 and Bo'ao Forum for Asia 2016, T7 has well established its indisputable leading position in China's luxury coach market.





The Chile based media El Mercurio, Negocio Globales and Bólide reported the newly launched bus model V7 made by Yutong, introducing the features of the vehicle in details. The following words are the excerpt from these articles translated into English.

## Yutong presents the new model V7 in Chile

Yutong is a brand that will give us a surprise every day. Its continued progress that has been realized on its buses, as well as the undisputed quality, promotes the arrival of its new model. Yutong V7 bus has both coach version and city bus version, which can meet various needs of both city and rural transport, especially for the transport of a short distance.



Su motor es un Cummins ISFe de 3,8 litros y 154 HP.

SERIE V7:

### Lo nuevo de Yutong

El V7 es el nuevo modelo de bus de Yutong que aterrizó en Chile en dos versiones: V7 Full para transporte privado, turismo y corta distancia, y V7 Urbano para traslados en zonas rurales y urbanas.

## Buses Yutong presenta en Chile el nuevo modelo V7

Recomendar

Twitter

Para satisfacer la creciente necesidad de transporte en ciudad y rural, enfocado principalmente en cortas distancias pero con un alto grado de equipamiento, seguridad y confort para los pasajeros, es que Automotores Fortaleza presenta su nuevo modelo de Buses Yutong denominado V7, el cual llega al mercado en dos diferentes versiones.

Vale destacar que ambas versiones del modelo V7 comparten un 80% de los componentes y equipamiento básico que dispone el modelo, siendo la versión Full más completa y sofisticada, pues está mayormente enfocada al transporte privado y de turismo, a



In the magazine Bólide, it has a detailed description of the bus configuration. “We will compete in the segment of minibus with Yutong V7 which is a high standard product, plus an excellent after-sales service. We hope to have a 30% market share of the minibuses,” Cristián Pérez Dalence, the director of Fortaleza (dealer of Yutong Bus in Chile), said.

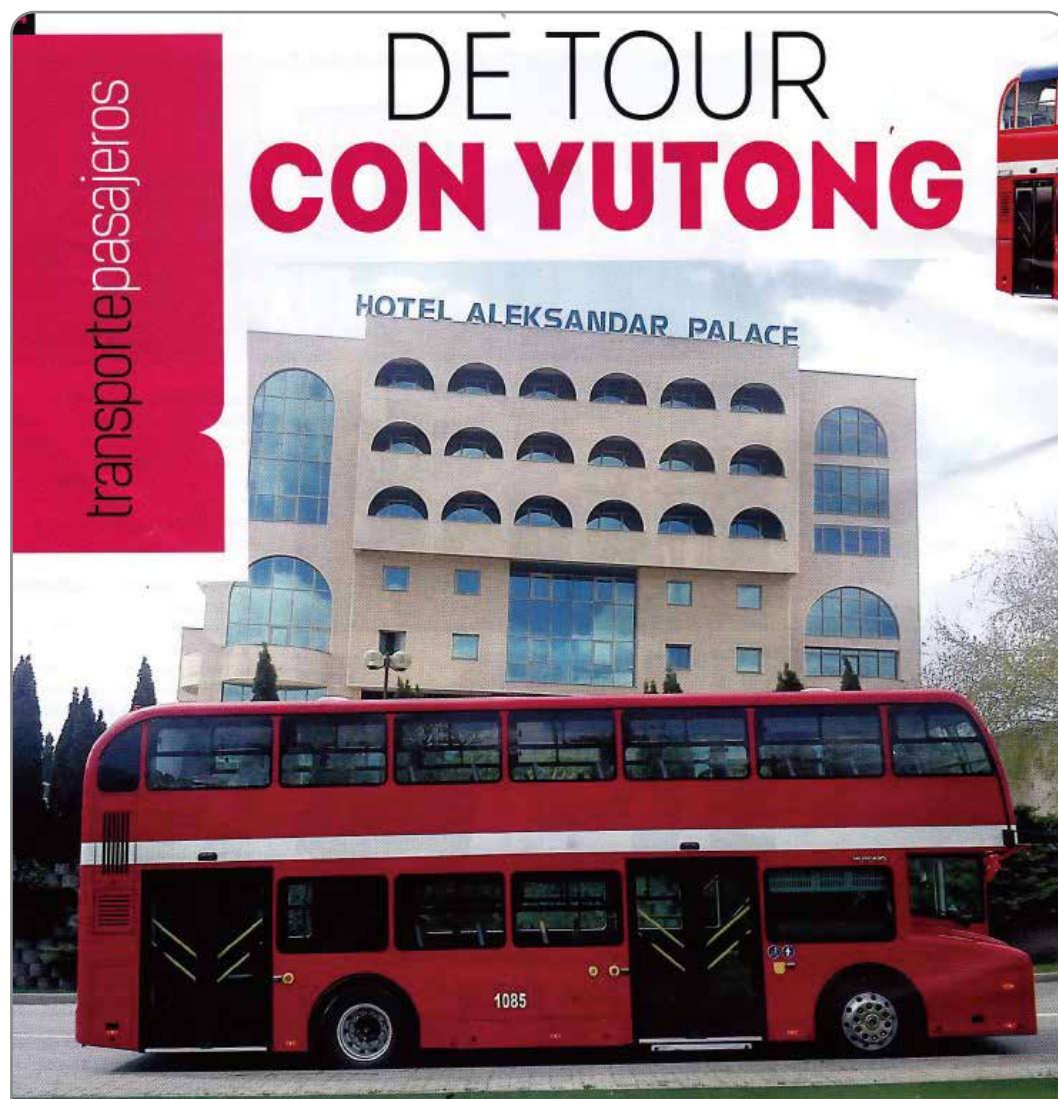


The Chile based magazine Transporte pasajeros published an article about Yutong, introducing that Yutong double deckers were put into operation in Chile. The following words are the excerpt from the article translated into English.

## TOUR WITH YUTONG

transportepasajeros

# DE TOUR CON YUTONG



**HOTEL ALEKSANDAR PALACE**

La empresa de turismo Turistik ha decidido integrar a su flota nuevas unidades del modelo ZK 6116 de Buses Yutong. Una máquina que se caracteriza por su llamativo look y su alto nivel de equipamiento. El gerente de la división Buses de Automotores Fortaleza, Cristián Pérez Dalence, entrega más detalles de estos vehículos rojos. ILUSTRACIÓN: DANIELA SOLÍS / FOTOS: PRENSA BUSES YUTONG



**S**i es capitalino, de seguro que habrá visto por Santiago lo que en su minuto creíamos sólo patrimonio de Londres: aquellos buses de dos pisos, de color rojo, de formas redondeadas, un frontal algo trompudo y, a veces, con el techo descapotado.

Fue en el año 2007 cuando aterrizaron en el país, a través de la empresa Turistik que como su nombre lo indica, realiza trayectos turísticos en Santiago justamente a bordo de estas curiosas máquinas.

El 2012 decidió ampliar su flota y dotarla de buses de dos pisos. El primero de ellos fue un ZK 6116 de Buses Yutong, con motor Euro V y estándar europeo. Una adquisición que resultó un acierto si se tiene en cuenta que a inicios del presente año, Fortaleza, el representante de la marca en Chile, amplió su acuerdo comercial con Turistik mediante la incorporación de cuatro nuevas unidades a la flota actual de la empresa, con lo cual ya suman siete buses doble piso. Estos disponen de un bloque Cummins de 210 HP de potencia, asociado a una caja de transmisión automática Allison, mientras que la capacidad es para ocho pasajeros en la planta inferior y para 54 en el segundo piso.

El gerente de la división Buses de Automotores Fortaleza, Cristián Pérez Dalence, explica que la "calidad,



de volcamiento. También tiene sistema de detección de fuego y retardador hidráulico, y todo el sistema de tratamiento de pintura es hecho en unas piscinas en las que se sumergen estas máquinas y que las protege de toda corrosión. Viene con llantas de aluminio y un sistema de suspensión inteligente que equilibra al bus de acuerdo a las cargas que lleva, para mantenerlo parejo.

**¿Qué dice del prejuicio de "producto deficiente" que existe con el origen chino?**

La crítica fácil es decir que es un producto malo porque es chino, pero actualmente mucha de la tecnología número uno se produce en China, como la de los celulares o la aeroespacial, por ejemplo. Si, han habido empresas chinas que han llegado a Chile y que han sido un desastre porque hay una mala configuración o no hay respaldo en la postventa. Pero nosotros traemos la marca número uno del mundo en buses, que invierte millones de dólares en tecnología y desarrollo. Nuestros clientes nos siguen comprando y ya no es un asunto de prueba o de conocer a la marca, sino que han comprobado su fiabilidad y excelente producto".

**¿Turistik pueden personalizar los buses que pide?**

Sí. Todos nuestros buses vienen personalizados. Aquí se configura desde parachoque a parachoque. Es decir, se elige desde el tipo de espejo o si vienen con vidrio laminado, blindado o tinteado, por ejemplo. En este caso, los buses de Turistik vienen personalizados al tipo de servicio que entregan: sistema especial de audio y de parlantes, unas cámaras interiores (de retroceso, de apertura de puertas y de pasillo), un toldo retráctil hecho en aluminio. Además, los asientos vienen con los colores especiales para Turistik.



The tourism company Turistik decided to put the new double-decker bus model ZK6116 of Yutong into use. Turistik currently has 7 Yutong double-decker buses. This model is characterized by its attractive look and its luxury configuration. The Euro V engine of Cummins, automatic gearbox of Allison and ABS, ASR ESP system ensure the safety of the operation.

Cristián Pérez Dalence, the director of the Bus Division of Fortaleza which is the dealer of Yutong Bus in Chile, he explains that the quality, guaranteed safety and excellent after-sales services are factors that explain the persistence of alliance between the two companies. "We are the leader in the segment of buses, and we hope to continue the growing in the year of 2016," Cristián said.



## GRATEFUL FOR BEING WITH YOU FOR PAST TEN YEARS



The 10th Yutong Cup International Golf Tournament was held in Cairns, Australia on May 22-26, 2016. More than 80 customers and dealers from eight countries and regions including Singapore, Hong Kong, Macau, Malaysia, Sri Lanka and Australia were involved in the competition.

