

EN ROUTE

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Yutong serves Belt and Road Forum

Yutong attends Bus & Truck Expo 2017

Energy conservation & emission reduction



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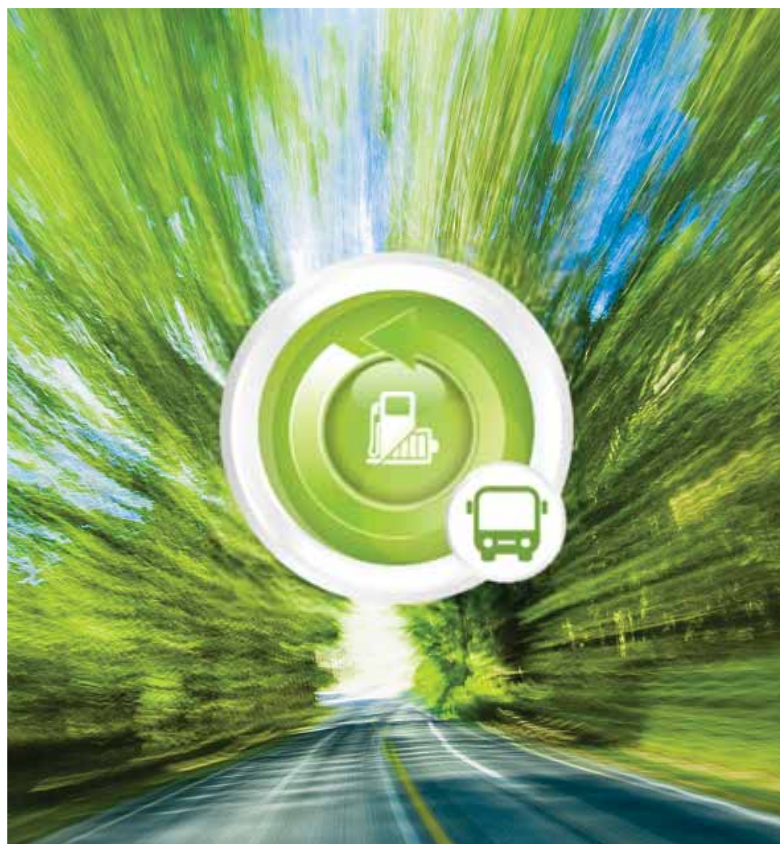
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ENERGY CONSERVATION & EMISSION REDUCTION



Along with the growing shortage of oil resources and continuous deterioration of environmental pollution, the rising appeal on sustainable development of energy and environment can be seen worldwide, and the energy conservation and emission reduction have become an international consensus.

For the automotive industry, hybrid vehicles, as a new solution to the traditional energy consumption that features energy saving and emission reduction without changing the existing infrastructure, have become a new trend in developing new-style energy-saving vehicles around the world.

As a major bus and coach supplier in the world, Yutong has formed a R&D team consisting of high-tech talents, and some of them have doctor and master degrees. Its powerful R&D strength and technical accumulation have created the high fuel-saving rate gene of Yutong hybrid buses. The average fuel saving rate reaches as high as 30%. More importantly, the successful operation of Yutong hybrid buses in many cities marks that Yutong has built up a set of sound operating mode of hybrid buses and laid a solid foundation for the comprehensive and mature development of new energy city buses in the future.



ADVANTAGES OF YUTONG HYBRID BUSES



Through the in-depth development and extensive operational practices, it is proved that Yutong hybrid buses not only have a good energy conservation and emission reduction effect, but also bring good economic and social benefits to customers. The technical reliability has been gradually improved and helps customers achieve multi-win-win situation in terms of operation. So it is an ideal approach to solve the energy-saving problem of diesel-powered buses.

OPERATION



For operators, Yutong hybrid buses boast good fuel-saving effect, thus reducing the operating costs.



For drivers, Yutong hybrid buses can achieve stepless speed change function, greatly reducing the labor intensity and enhancing driver's handling convenience and ride comfort.

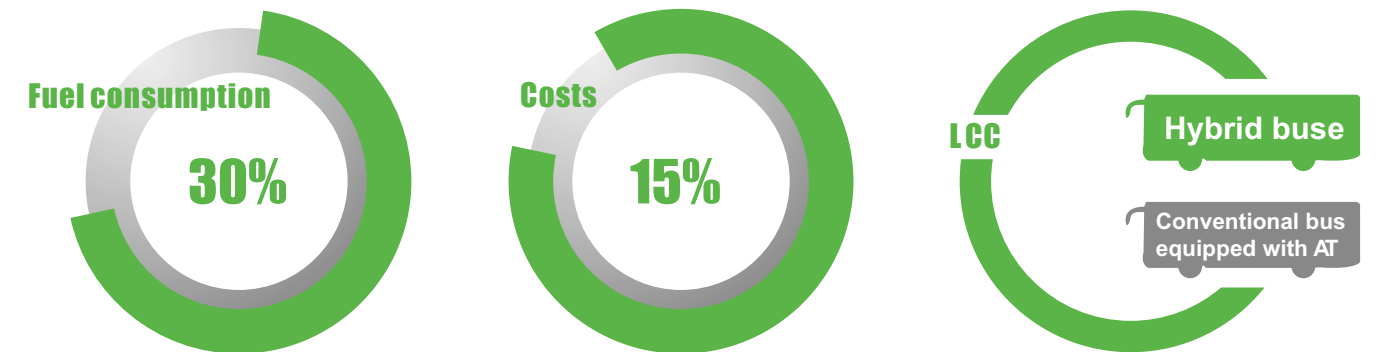


For passengers, the vehicle starts up more smoothly, and passengers can enjoy better ride comfort.

BENEFITS

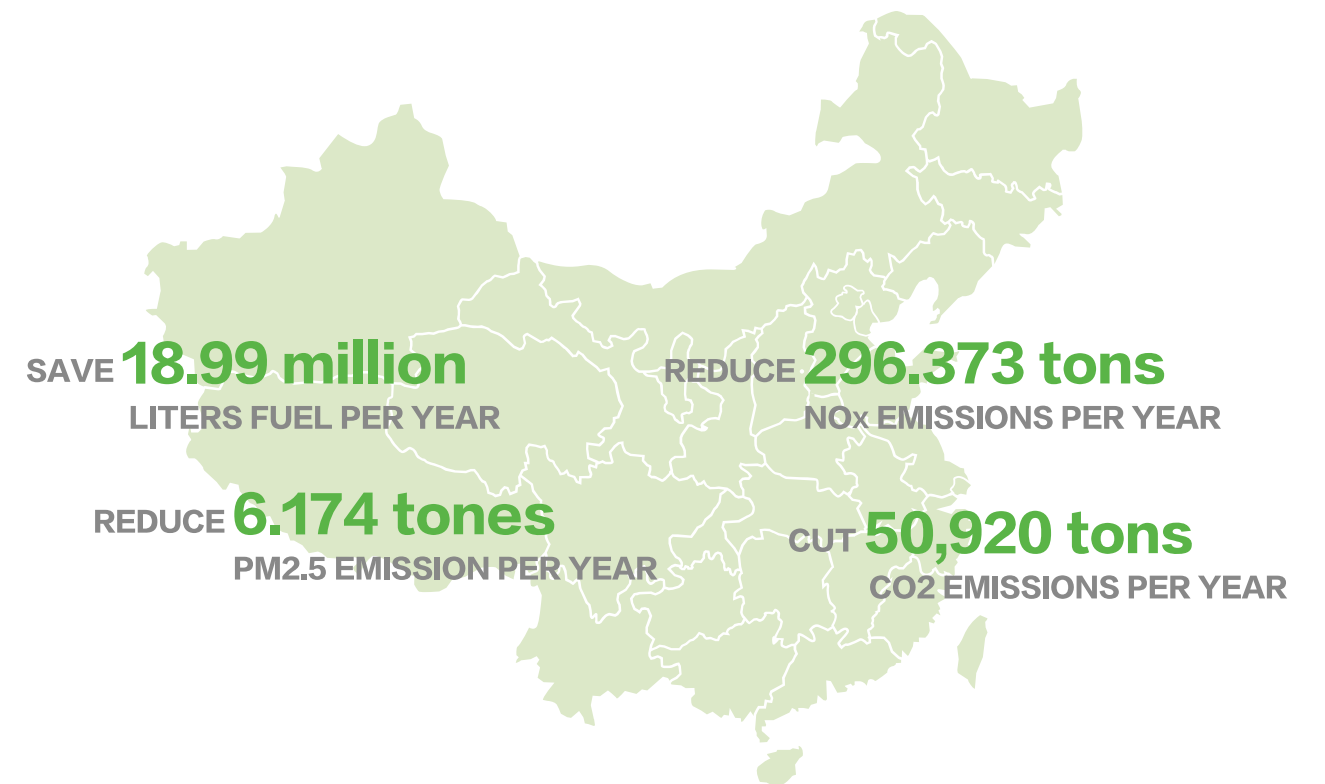
Economic benefits

The statistics of actual operation show that the procurement costs of hybrid buses is slightly higher than that of conventional buses equipped with AT, but it can achieve the function of AT and at the same time save the fuel by 30%. Taking the LCC into account, it can save more than 15% costs than the conventional buses equipped with AT.



Socail benefits

For the urban environment, the application of hybrid buses has greatly reduced the air pollution and carbon emissions. From 2009 to 2016, under the condition of 200km operating mileage per day and 350 days per year, every year Yutong gas-electric hybrid buses have totally saved 18.99 million liters fuel, reduced 50,920 tons CO₂ emissions, cut 6.174 tons PM_{2.5} emissions and reduced 296.373 tons NO_x emissions.

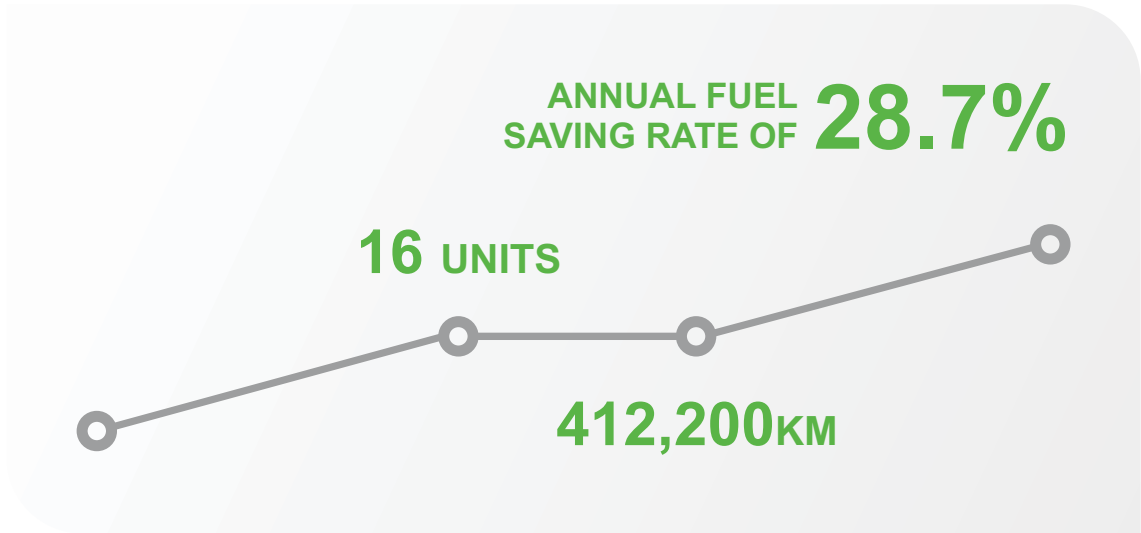


With the above mentioned advantages, Yutong hybrid buses have been running in a number of cities, and won customer's recognition and praise.



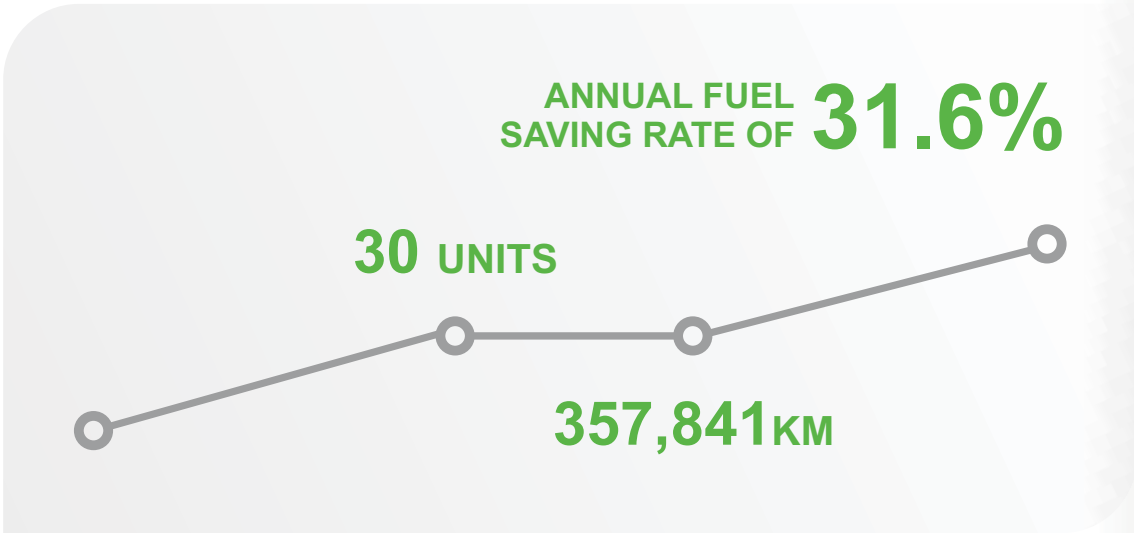
SUZHOU

For example, the Suzhou Public Transport Group put 16 units of Yutong 12-meter fuel-electric hybrid city buses into operation, and the cumulative operating mileage of a single bus reached 412,200km with an average annual fuel saving rate of 28.7%.



ZHENGZHOU

Zhengzhou Public Transport Group put 30 units of Yutong 11.5-meter fuel-electric hybrid city buses into operation in May 2012, and the cumulative operating mileage of a single bus reached 357,841km with an average annual fuel saving rate of 31.6%.



Yutong serves Belt and Road Forum



The Belt and Road Forum for International Cooperation (BRF) was officially held in Beijing on May 14 and 15, 2017. This year's event is themed with "Strengthening International Cooperation and Co-Building the 'Belt and Road' for Win-win Development". Xi Jinping, Chinese president, attended the opening ceremony and hosted a roundtable leaders summit.

As one of the most high-profile diplomatic events hosted in China, the forum attracted over 1,500 distinguished guests from over 130 countries. Yutong, which represents the highest bus manufacturing technologies, has been designated to shoulder heavy transport tasks during the forum. According to the organizer of the forum, over 500 units large- and medium-sized buses were put into service. Among them, 327 units were branded with Yutong, accounting for nearly 60% of the total bus fleet.

It is also noticeable that 37 units Yutong T7 were put into service. As a high-end business reception vehicle, T7 fully demonstrates China's formidable strengths in the bus manufacturing industry. In addition, Yutong electric cleaning vehicle YTZ5170TXSZ1BEV can also be seen at various



venues of the forum to provide cleaning services and ensure a super clean environment.

As China's first vehicle which was developed fully in line with passenger cars, T7 epitomizes Yutong's hard work in the past ten years. With a total investment of over 400 million RMB, the vehicle has already made its appearance at a number of big events, including China's V-day parade, Boao Forum for Asia, G20 Summit in Hangzhou, Prime Ministers' Meeting of SCO

Member States and China's annual "two sessions". On May 10, the first China Brand Day, Yutong rolled out T7D powered by diesel. Built on the success of T7, T7D came as another blockbuster in the world's high-end business vehicle market.

Yutong, as the world's largest bus maker, is now taking active measures to innovate its international cooperation and expand its business abroad. Having realized a miraculously fast growth in the international market, Yutong now has nearly 6,000 units in smooth operation in over 40 countries and regions along the Belt and Road region. Now accounting for 99.9% in Cuban bus market, Yutong has set up a good example for all Chinese enterprises.



Yutong attends Bus & Truck Expo 2017

The Beijing International Exhibition on Buses, Trucks and Components 2017 officially kicked off at Beijing Exhibition Center on May 24, 2017.

On the theme of "Driving the Future, Intelligence Goes First", Yutong brought its latest products on display, including a dual powered trolleybus equipped with intelligent internet of vehicle system, a new generation 12-meter coach for the high-end market, a T7 business vehicle powered by diesel, an E6 electric city bus, and an upgraded airfield bus.

In recent years, building integrated public transport systems with instant information sharing and systematic management of vehicles has become the inevitable trend. Yutong dual powered trolleybus is born to meet this trend. With highly accurate positioning system, intelligent driving and control,



the vehicle is more responsive to real-time situations. Moreover, it is able to load more passengers and offers them with more travel comforts.



Currently, Yutong dual powered trolleybus are working smoothly in Shanghai. With a one-way route measuring 17.5 km in length, the vehicle cut the travel time by 20 minutes, according to Jia Zhiwei, Deputy Director of Yutong New Energy Bus Department.

Apart from its dual powered trolleybus, Yutong's new generation 12-meter coach for the high-end market, T7 business vehicle powered by diesel, E6 electric city bus, and newly upgraded airfield bus are equally eye-catching. They are the results of many years hard work and efforts of all employees from Yutong. With a number of operation data far superior to those of their rivals, they are all set to make big splashes in the global transport market.

Also at the exhibition, Yutong rolled out its intelligent city bus operation solutions, which are armed with a number of state-of-art technologies, including internet of vehicles, cloud computing, environmental sensing and advanced driving assist. Taking its advanced driving assist for example, the company started its R&D work as early as 2012. On August 29, its bus drove 33 km without a driver, accomplishing such

amazing tasks as changing lanes and overtaking other vehicles.

With all Yutong intelligent bus operation solutions, bus operators are now better positioned to monitor their vehicles and allocate their resources more efficiently. In addition, vehicles can be recharged automatically.



Yutong T7D makes a high-profile debut



Yutong officially rolled out its T7D coach on May 10, 2017. Powered by diesel, the vehicle is set to become another fist product among the company's wide spectrum of vehicles. The same day, the state council announced the celebration of the first Chinese Brands Day, which aims to nurture independently owned brands.



Built on the success of Yutong T7, T7D is equipped with 2.8T diesel engine manufactured by Shanghai Diesel Engine Co., Ltd. and Fast transmission gearbox. With ABS+EBD, front and rear disc brakes, the vehicle achieves even higher stability and safety standards. In addition, its clutch, independent front and rear suspension systems help the vehicle improve its stability on some bumpy roads. Its advanced NVH, ventilation and AC systems provide passengers a quieter and more comfortable traveling environment.

Its rear axle final drive, clutch and combination switch fully meet the standards that are widely applicable for passenger cars. The CAN system has also greatly improved its overall quality and maneuverability. In addition, T7D has successfully passed stringent tests at extreme working conditions, such as in extremely hot (over 40 degrees) and cold (minus 26 degrees) weather and at high altitude of over 4,000 meters above the sea level.

It is also worth mentioning that T7D, equipped with a six-

2017, Boao Forum for Asia, and G20 Summit in Hangzhou.

So far, it has won a number of honors, such as 2016 Business Vehicle for Government Procurement, 2016 Business Vehicle Star, and 2017 Innovation Star.

"We spent over ten years in developing T7", says Wang Jianjun, Marketing Director of Yutong Bus. From its prototype ZK6708 to T7, the bus maker invested over 400 million RMB and took China's bus manufacturing industry to a brand new era.



speed transmission gearbox, achieves even higher fuel economy and delivers more powerful performances.

In 2015, Yutong T7, a business vehicle for the high-end market, was officially revealed to the public. It soon became a new banner in China's high-end bus market, breaking the status quo that the market had been dominated by a handful of overseas bus brands for over three decades. It has grabbed wide media and public attention at a several high-profile events, such as Prime Ministers' Meeting of SCO Member States in 2015, the well-known "Two Sessions" in 2016 and



Yutong speeds up its overseas expansion in response to China's Belt & Road Initiative



In April this year, Yutong successfully secured a deal of 500 units city buses with Yangon Public Transport Company in Myanmar, marking a huge step forward in its overseas expansion. According to the bus maker, the buses will be delivered to their customer in the coming June.

In 2016, Yutong sold 70,988 units large- and medium-sized buses, accounting for 15% of the world's total sales volume. For the sixth consecutive years, the bus maker ranked the first place in the global market. In the meantime, its export volume stood at 7,121 units, accounting for 37% of the total bus exports in China. In addition, the value of its buses exported abroad made up 35.2% of the total value of all Chinese buses sold in the overseas markets.

"China's Belt & Road Initiative has brought many opportunities and challenges for our company", says Tang Yuxiang, president of Yutong. "On the back of a number of favorable policies and the recovering global economy, we have been maintaining a fast growing momentum in the global market in recent years", Tang adds.

When talking about Yutong's miraculously fast rise in the international market, Cuba is inevitably the first country that jumps to people's mind. As a country which was practically isolated from the outside world in late 1980s and 1990s, Cuba only had 1,000-plus units buses which were remodeled from heavy trucks from Soviet Union. In late 2004, Cuban government made an important decision to upgrade the country's public transport system. After a thorough investigation and research of bus manufacturers in Brazil, South Korea, China and Europe, the country had set its eye on

Yutong.

To win the heart of its customers in Cuba, Yutong did a lot of preparation work, such as getting to know the special operation conditions and rolling out tailor-made products. In April and September, 2005, Yutong exported 400 units and 630 units buses to Cuba. In the same year, 1,000 units Yutong buses made their way to Iran. In that year, its export value broke the 100 million USD threshold. Soon, Yutong CKD factories opened in Cuba and Iran, creating a new business mode for Chinese enterprises to expand in the overseas market.

With the rising number of orders from abroad, Yutong had never neglected the construction of its marketing and after-sales networks in the foreign countries. Taking Cuba for example, it has several technicians and engineers stationed in Cuba. Moreover, it has made an investment of 800,000 USD and built a warehouse, two large repair & maintenance centers and 14 service stations. Despite the severe impacts of global financial crisis in 2008, Cuban customers could purchase Yutong spare parts on account.

Currently, the number of Yutong buses in Cuba has reached 4,497 units, accounting for over 90% of all buses in the country.

By adopting a unique marketing strategy in each and every country, Yutong continued its successful stories along the 40-plus countries along the Belt and Road region.

In Kazakhstan, Yutong buses have reached over 1,200 units. In



its capital city Alma-Ata, the number of Yutong natural gas powered city buses has totaled 700 units. In 2016, 200 units city buses arrived in Lahore for operation in Pakistan. In Iran, nearly 600 units Yutong buses are now in smooth operation.

In Europe, Yutong's export volume merely stood at 114 units in 2011. However, the figure jumped to 995 units in 2016. In 2015 alone, over 100 units Yutong buses were put into operation in the UK and France. In addition, Yutong was invited to attend the 23rd FNTV held in France and was put into service for the UN Climate Conference.

Apart from providing quality buses, Yutong is also ready to offer a whole package of other services, such as vehicle management, spare parts distribution and after sales services. "No matter in appearance or quality, Yutong can meet our standards. Moreover, its vehicles are very competitive in price", says Richard, president of the UK-based Pelican. The company started cooperation with Yutong in October, 2012. In April, 2014, the company sold the first Yutong bus in the UK. Eighteen months later, Yutong made its way to the top bus

brand club in the country with an annual sales volume over 100 units. In France, Yutong also maintains a fast growing momentum. In 2013, the company only sold 15 units in the country. However, in just two years, its annual sales volume jumped to over 250 units, accounting for 12.5% of the whole market.



500 Yutong buses shipped to Myanmar



On June 10, a batch of 500 units Yutong 10-meter city buses were shipped from Lianyungang port, east China's Jiangsu Province, heading for the country along the Belt & Road Initiative – Myanmar. In early July, these bright yellow NG city buses with “China Yutong” letters on their bodies are expected to appear on the roads and streets of Yangon, capital city of Myanmar, and put into operation to serve the public transport in the city.

The climate in Myanmar features high humidity and high temperature throughout the year. In order to meet the vehicle operating needs under all-weather conditions, Yutong has purposefully conducted the development and engineering. The cooling effect and stability of air conditioner are enhanced. In

view of the relatively poor road conditions in Myanmar and the less concern on vehicle maintenance, Yutong also adjusted the chassis and suspension accordingly.

Since Myanmar used to import the second-hand vehicles from Japan and Korea, both the LHD and RHD vehicles can be seen on the road. Yutong specially sent a technical team to conduct the field investigation, and figured out that LHD vehicles are more suitable for the local road conditions. Therefore, the company carried out the engineering accordingly and proposed relevant suggestions to the local government. “Now Yutong’s market share has been ranking the first in Myanmar for several years in a row, and Yutong brand has almost become the synonym of ‘Made in China’. Whenever Yutong

is mentioned, many drivers will give it a thump-up praise”, said Chang Hao, Vice GM of Yutong International Business Dept.

The agreement signed in April this year has showcased not only Yutong’s strong presence in the Myanmar market, but also the deepened cooperation between China and Myanmar. However, this is merely part of Yutong’s efforts to respond the Belt & Road Initiative. It is learned, under the guidance of “Cooperation and win-win outcome”, Yutong has achieved the full coverage of the countries and regions along the Belt & Road Initiative. In addition, Yutong’s overseas footprints have covered the major markets in the six continents and its total export volume reached over 50,000 units.



The 11th Yutong Cup Invitational Golf Tournament concludes successfully

Recently, the 11th Yutong Cup Invitational Golf Tournament themed with “Colorful Yunan, warm invitation” lowered curtain in Kunming, capital city of Yunnan province. Nearly 100 Yutong customers and dealers from 12 countries and regions like Australia, New Zealand, Macao, Kazakhstan, Pakistan and the Philippines got together and enjoyed the fun of playing golf.

During the period, Yutong also held a business meeting with the topic of “Embrace the upgrade of bus travel”. After the meeting, a full electric city bus E10 and a high-end tourism coach T12 made by Yutong were exhibited to let the customers experience Yutong’s new products and new technology closely.

