

EN ROUTE

| YUTONG NEWSLETTER

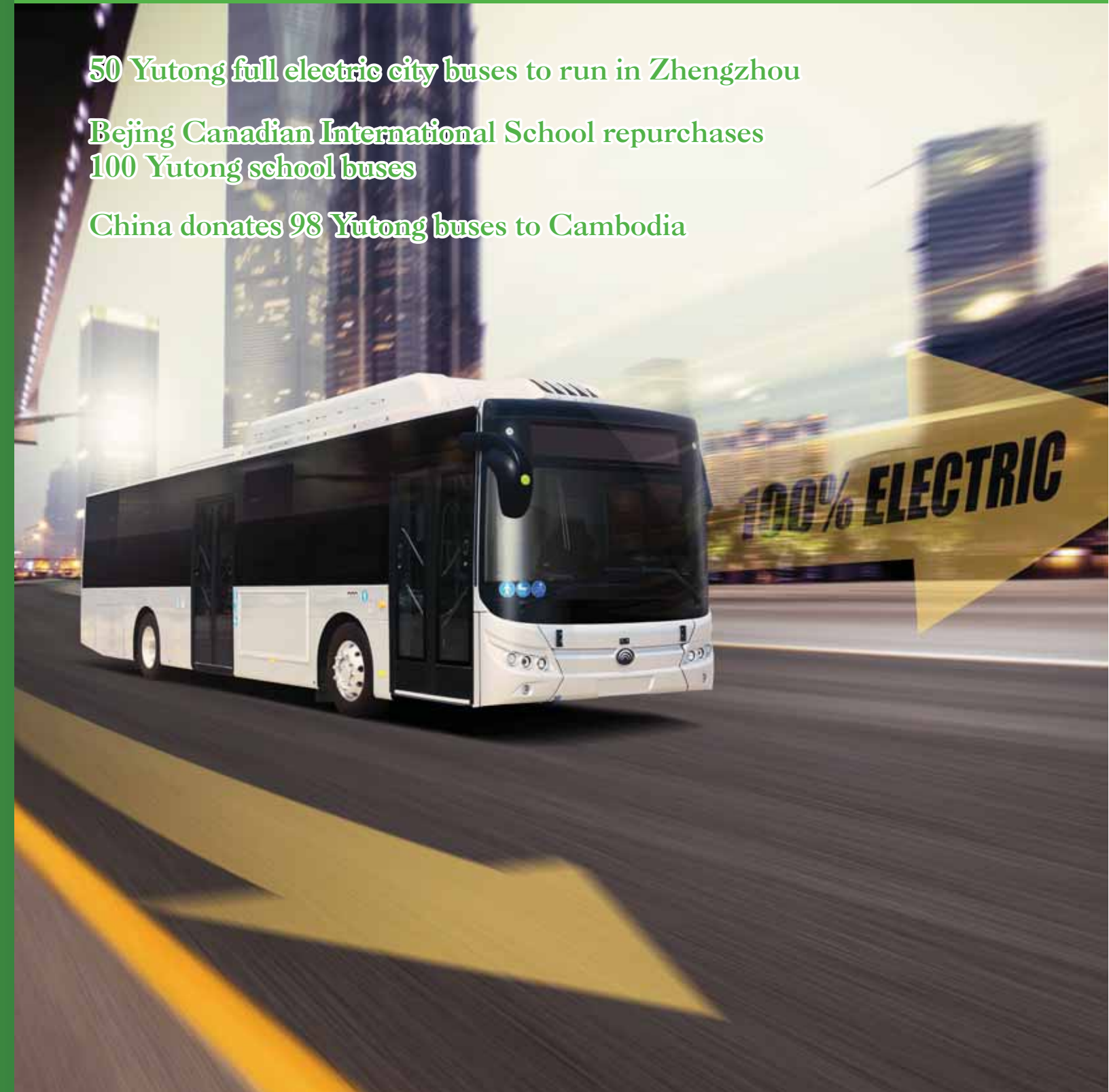
| ZHENGZHOU YUTONG BUS CO., LTD

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50 Yutong full electric city buses to run in Zhengzhou

Beijing Canadian International School repurchases
100 Yutong school buses

China donates 98 Yutong buses to Cambodia



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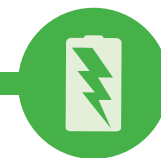
E-MOBILITY IS COMING

THE FUTURE IS COMING,
AND FULL ELECTRIC VEHICLES WILL
ACCOMPANY YOU ALL THE WAY!

In view of the two big problems all over the world, namely energy shortage and environmental pollution, the EU is actively taking measures and plans to cut greenhouse gas emissions by 95% by 2050 and 30% by 2020. With regard to this, different countries have introduced relevant policies. For instance, the UK plans to upgrade all its single-decker city buses in the core area of London to full electric buses by 2020 while France plans to upgrade all its city buses in urban areas to full electric buses by 2025.

The full electric buses will be paid more and more attention

under the background and become the development trend of the automotive industry in the future. Therefore, the earlier you use the full electric vehicles, the more contributions you will make for the environmental protection; the earlier you use the full electric vehicles, the earlier you will improve your corporate image; the earlier you use the full electric vehicles, the more investment value you will obtain.

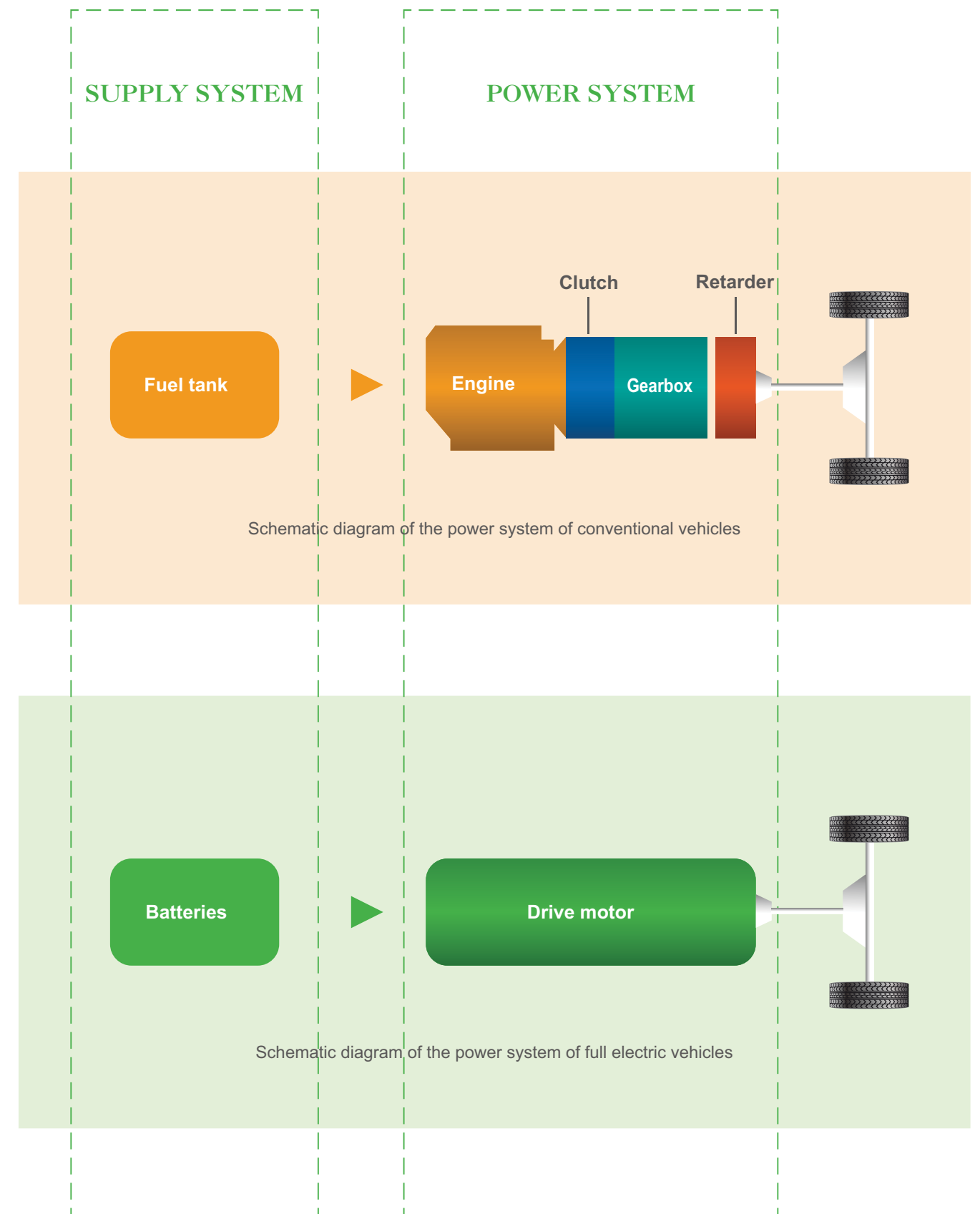




DIFFERENCES BETWEEN FULL ELECTRIC VEHICLES AND CONVENTIONAL VEHICLES

Full electric vehicles differ from conventional vehicles in terms of supply system and power system.

1. Supply system: batteries replace the conventional fuel tank;
2. Power system: the drive motor replaces the conventional engine, gearbox and clutch.

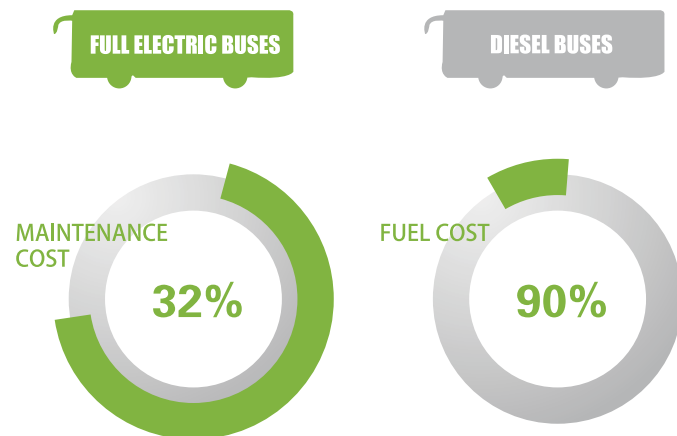


COMPREHENSIVE BENEFITS OF FULL ELECTRIC BUSES

The long-time operation in many cities proved that full electric buses can bring good comprehensive benefits and achieve multi-party win-win situation, which is an ideal solution to the energy consumption and pollution problems of conventional buses.

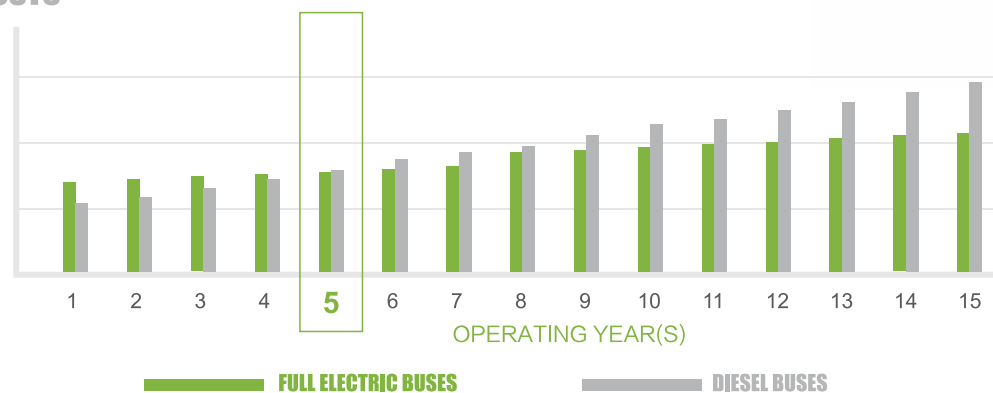
Economic benefits

1.Low usage costs: compared the 15-year usage costs of Yutong 12-meter full electric buses with that of the mainstream European 12-meter diesel buses, the overall costs of full electric buses is 30% lower than that of diesel buses, the fuel costs is cut by 90%, and the gross margin is higher than that of conventional buses.



2. Low maintenance costs: through the costs difference comparison of 15-year LCC, the purchase cost recovery cycle is five years. Although the purchase cost of full electric bus is relatively high, it has big advantages in terms of maintenance and fuel costs, and the longer it is used, the higher the gross margin will be.

COSTS



Social benefits

The full electric buses feature zero emission, and their exploitation can greatly reduce the air pollution and emissions, thus improving the quality of the environment. Supposed a bus runs 200 kilometers per day and 350 days per year, a 12-meter full electric bus can totally save fuel by 25,200 liter, reduce PM emissions by 8.1 kg, cut NOX emissions by 393 kg, reduce CO2 emissions by over 67 tons, and relieve companies from the operating cost pressure of excessive carbon emissions.

Full electric vehicles represent the development direction of automobiles in the future, and are the transformation and upgrading trend of the automotive industry. Taking full electric buses as the operating tool, you will set up a responsible corporate image for your business and obtain more benefits of preferential policies.

Save **25,200 LITERS**

fuel per year

Reduce **8.1 KG**

PM2.5 emission per year

Reduce **393 KG**

NOx emissions per year

Cut **67 TONS**

CO2 emissions per year

50 Yutong full electric city buses to run in Zhengzhou



Fifty Yutong full electric city buses were delivered to the No.3 Company of Zhengzhou Bus Communication Corporation on July 5, 2017. They are expected to put into operation soon to provide the public with safe and comfortable and low-carbon travel services.

The new energy buses purchased this time are all 10.5-meter full electric buses, boasting stepless speed change and easy

handling, which can greatly reduce the labor intensity of drivers. Featuring smooth start-up and running, the vehicle provides passengers with better ride comfort. Compared with conventional city buses, the repair and maintenance of electric buses are much simpler. With high-energy-density batteries, the vehicle boasts long driving range, and can run about 300km after being charged for four hours. Meanwhile, it can achieve zero emissions and low noise during the driving,

which is more environment-friendly.

At present, the installation and commissioning work are being carried out. In the near future, these buses will come into service in Zhengzhou, capital city of Henan province.

It is learned that the new energy buses of the No.3 Company of Zhengzhou Bus Communication Corporation account for

85.48% of its total vehicles. The application of new energy buses effectively reduces the harmful gas emissions of vehicles.

Beijing Canadian International School repurchases 100 Yutong school buses



Recently, the graduation ceremony of Beijing Canadian International School was held in the Great Hall of the People, Beijing, and the purchase agreement of 100 Yutong school buses was also signed here. The Ministry(Commission) of Education of the two countries attached great importance to the cooperation. Tao Xiping, Vice Chairman of the UNESCO and WFUNA, and Peng Jianhua, Board Chairman of Beijing Canadian International School and other relevant leaders and guests attended the signing ceremony.

In fact, the Beijing Canadian International School carried out cooperation with Yutong early in 2012. In 2016, both sides signed a strategic cooperation agreement, and Yutong become the only designated brand for its school bus procurement to provide the transportation service for

its 19 branch schools all around the country.

It is learned that the school bus purchased this time are all ZK6739DX61 model, which was specifically developed by Yutong for the Beijing market with emission standard of Euro 6.

With the length of 7.3 meters, the vehicle is equipped with Cummins engine and Fast 6-speed gearbox featuring strong power performance and smooth gear shift to provide students with good ride comfort. In view of the haze weather in Beijing, it is also fitted with air purifier to create a more healthy environment for students in the vehicle. In addition, the Yutong Anxin school bus intelligent management system can automatically collect the engine data, vehicle operating data, GPS location

information, video information, card-swiping records of students and other information to help operators achieve the intelligent management of vehicles.

It is reported that the market share of Yutong school buses in Beijing is 100 percent. Actually, Yutong school buses are not only favored in Beijing, but also throughout the country due to its good reputation. In the market segment of school buses with the length above 5.5 meters, Yutong also takes up about 50 percent of the country's total.

Yutong is further expanding its school bus market by means of improving product quality and ergonomic designs to provide transportation services for more students.



China donates 98 Yutong buses to Cambodia

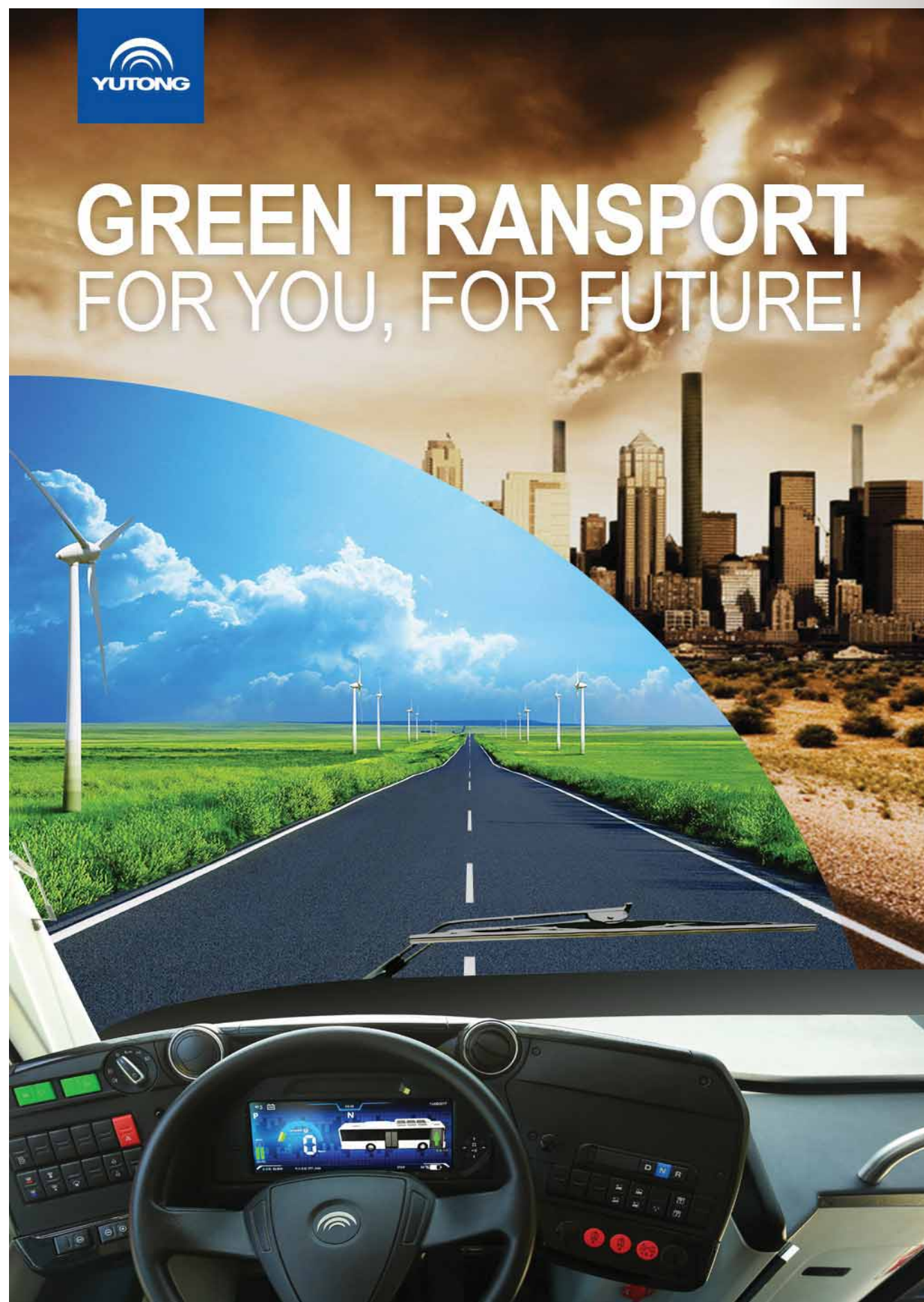
The handover ceremony of 98 Yutong city buses donated to Cambodia by the Chinese government was held in Phnom Penh, capital of Cambodia, on July 13. Tan Qingsheng, Charge d'affaires of the Chinese Embassy in Cambodia, and Khuong Sreng, Governor of Phnom Penh, were present at the event. During the ceremony, the governor took the model key from Tan on behalf of the Cambodian government and expressed his gratitude.

It is reported that these vehicles include 60 units of ZK6108HGC city buses and 38 units of ZK6852HG city buses. After a thorough market investigation, Yutong tailor-made this batch of buses based on the actual local conditions of Cambodia and equipped them with intelligent management system.

After the arrival of the vehicles, Yutong staff resided in Cambodia were fully involved in various work, such as checking the vehicles at the port, pre-delivery quality inspection, training local drivers and repair workers, helping the local government and the embassy with the handover ceremony and vehicle exhibition, etc. With the all-out efforts of Yutong staff, all these vehicles were delivered smoothly, and won the praise of the municipal government and the public of Phnom Penh.

It is learned that these buses will be helpful for Phnom Penh to build a more complete public transport system, improve the traffic congestion situation and provide the public with more convenience and comfortable experience amid the bus travel.



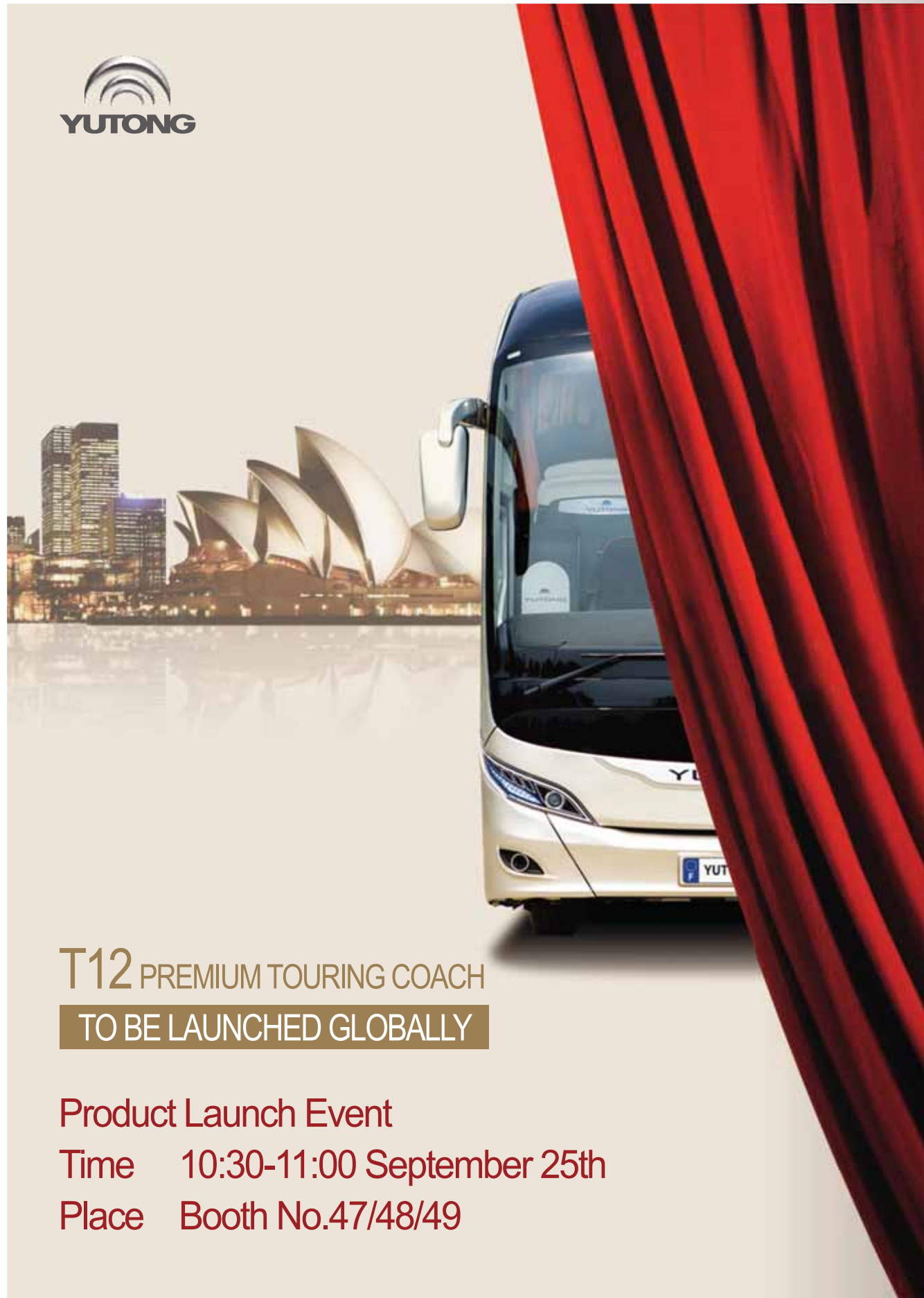


2,420,000 TONS
Yutong new energy buses reduce CO₂ emissions
by 2,420,000 tons per year.

↕

2,000 HECTARES
Equivalent to the absorbing capacity of 2,000 hectares
broadleaf forest.

GREEN TRANSPORT: FOR YOU, FOR FUTURE!
Every year, Yutong buses carry 34, 000,000,000 passengers in total, which are
nearly five times the sum of the population on earth. As for Yutong new energy
buses, they can reduce CO₂ emissions by 2,420,000 tons per year, equivalent to
the absorbing capacity of 2,000 hectares broadleaf forest.



T12 PREMIUM TOURING COACH
TO BE LAUNCHED GLOBALLY

Product Launch Event

Time 10:30-11:00 September 25th

Place Booth No.47/48/49

Call-up



EN ROUTE contributors needed

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