

EN ROUTE

| YUTONG NEWSLETTER

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Yutong hydrogen fuel cell buses win the bid in a UN project

Yutong attends Busworld Academy LA



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: sales@yutong.com

**Happy
2018 New
Year**



EN ROUTE

Honorary Editor-in-chief

Hu Huaiban

Honorary Consultant

Kent Chang Wang Tiancai Guo Zhiyong Cheng Zhen

Consultant

Ren Hong Wang Feng Wu Zhijie

Editor

Chen Hui Tina Tan

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T12

PREMIUM TOUR COACH

STANDING OUT WITH APPEARANCE AND PERFORMANCES



T12

The outstanding design forms the elegance of T12, and the LED headlamps add extra luster to the whole vehicle.



PLEASANT JOURNEY WITH GOOD RIDE COMFORT



From the layout of the interior space to the use of ergonomic seat design, from the lighting, entertainment devices to the temperature control system, all the designs are human-oriented so as to create a comfortable ride experience for passengers.





EASY HANDLING AND DRIVING

Rational cockpit layout featuring passenger car style is provided with a number of intelligent systems to ensure the convenience and comfort of the cockpit and make the driving more relaxed.



T12



SMART TECHNOLOGY FACILITATES THE MANAGEMENT



- Full coverage of remote failure diagnosis: determine the best solutions through the database, thus making the repair more convenient.
- Check the failure information via mobile phones anywhere at any time, thus facilitating the diagnosis.
- Fleet management function: helpful for the analysis and improvement of driving habits, and reviewing the whole process of failure handling.



T12 FOR AUSTRALIA



EASY MANEUVERABILITY



INCREASED SPACE OFFERS MORE FREEDOM



SPACIOUS LUGGAGE COMPARTMENTS SUPERIOR TO ITS PEERS

Luggage compartment with a volume of 11 cubic meters.

Internal height of 950mm allows 28-inch luggage case to stand upright.



STRONG POWER AND PERFORMANCE

Mercedes-Benz engine with 11.97-liter displacement and torque up to 1850N.m boasts good power performance.

Optimized ZF automatic transmission and rear axle ratio.



EXCEPTIONAL RIDE COMFORT WITH REDUCED NOISE



- Advanced acoustic packing technology.
- Internal noise at idling status (A/C turned off) – By the ear side of driver ≤ 50 dB (A);
at final row of seats ≤ 56 dB (A).
Internal noise at constant speed (A/C turned off) – By the ear side of driver ≤ 65 dB (A);
at final row of seats ≤ 70 dB (A).
Internal noise at acceleration status (A/C turned off) – By the ear side of driver ≤ 71 dB (A);
at final row of seats ≤ 74 dB (A).

200 Yutong full electric buses to run in Luohe city

200 units of Yutong 10.5-meter full electric city buses will be put into operation in Luohe city, Henan province. At that time, the new energy buses in Luohe are expected to reach nearly 500 units, marking that a new era of public transport mainly conducted by new energy buses has arrived in the city.

These full electric buses are equipped with the most advanced airbag damping system, and passengers will not feel any big difference even riding on road bumps. The seats made of slip-resistant leather are very comfortable while the newly

designed circulating air duct ensures the good air circulation inside the passenger compartment. Taking these new full electric city buses will bring you a brand new experience.

With the strong support of the municipal government and competent authorities, the local public transport group has taken the development of green public transport as its target, and introduced CNG buses, gas-electric hybrid buses and full electric buses step by step.

New energy vehicles boast smooth running, good compartment tightness, low noise and zero emissions. Air conditioners can also be found on these vehicles. The operation of the 200 full electric city buses will further promote the green transport concept in Luohe city.

The buses are also provided with GPS intelligent scheduling terminal and IC card swipe machine. Moreover, each bus is equipped with eight USB ports near the seats of both sides, and four cameras can offer drivers a 360 degrees vision

system.

The extensive use of full electric buses is in comply with the philosophy of "Green, energy-saving and low-carbon travel", and can better reflect the development concept of "Public transport first", which are helpful to solve the urban traffic congestion, ease the traffic pressure in the city and build an eco-friendly city.



Yutong serves Fortune Global Forum 2017

Themed with “Opening and Innovation: Shaping the Global Economy”, the Fortune Global Forum 2017 was grandly held in Guangzhou, capital city of Guangdong province, on December 6-8, 2017. It is the largest ever event in the history of Fortune Global Forum. Leaders of global Top 500 companies and multinational corporations as well as government officials gathered in Guangzhou and jointly discussed how to bring new vitality to economic growth with an open mind and innovative approaches.

Fortune Global Forum is a big event in which the elites from around the world talk about the international business and the future economic trend. The appearance of Yutong T7 on the event once again proved the charm of China's proprietary

brand.

Through careful selection, 20 units of Yutong T7 become the only brand of high-end business reception vehicles to provide comfortable, safe and convenient transport service for distinguished guests from home and abroad.

In fact, Yutong T7 has also lived up to expectations and withstood a number of tests, becoming the highlight of domestic and international conferences and events, including China's V-day parade, Prime Ministers' Meeting of SCO Member States, China's annual Two Sessions, Boao Forum for Asia, G20 Hangzhou Summit, Belt & Road Forum and Summer Davos 2017, etc. The zero-fault records during these



events have fully showcased the new image of "Made in China".

Besides the high-profile T7, a “green” fleet of 199 Yutong full electric 8-meter and 10-meter full electric city buses also safeguarded the event, helping the forum to achieve “zero emissions” with green public transport. They are also the first batch of full electric city buses put into operation in Guangzhou.

Long-time technical accumulation has made Yutong a domestic and even global leader in the new energy bus area. Especially in the full electric bus area, Yutong has a complete portfolio ranging from 6 meters to 18 meters. With excellent performances, Yutong new energy products have covered 271 cities nationwide with a market share of over 21%, making it a leader in the domestic new energy bus market.

Yutong vehicles, as the carriers of the Fortune Global Forum 2017, not only ensured the smooth travel of the residents during the forum, but also demonstrated the strength of China's eco-friendly manufacturing.



Yutong hydrogen fuel cell buses win the bid in a UN project



Recently, supported by the Global Environment Facility (GEF) and the United Nations Development Program (UNDP), and implemented by Chinese Ministry of Science and Technology, the 3rd phase of “Promoting the Commercialization of China’s Fuel Cell Vehicles” issued the

bidding results, and Yutong hydrogen fuel cell buses won the bid and will carry out trial operation in Zhengzhou, capital city of Henan province.

It is learned that this project covers fuel cell buses, trucks,

cars, logistics vehicles and so on, and totally 16 fuel cell buses are needed for the international bid and they are expected to conduct pilot run in five cities namely Beijing, Shanghai, Zhengzhou, Foshan and Yancheng. The Yutong fuel cell buses that won the bid will be operated in Zhengzhou.

The implementation of this project is of great importance to both China and the rest of the world. Therefore, every part of the project is critical and the selection of vehicles is no exception. Why Yutong could pass the strict selection is closely related with its advanced technologies and profound accumulation on fuel cell bus field.

As a company who firstly obtained the production qualification of hydrogen fuel cell buses in China, Yutong has eight-year experience in developing fuel cell buses. Nowadays, Yutong has successfully developed the third generation of hydrogen fuel cell buses, and the fourth generation products are also under development. The performances of third-generation hydrogen fuel cell buses have been greatly improved. The hydrogen consumption is less than 7.2kg per 100km, the vehicle can startup at -10 °C temperature, and the driving range reaches more than 500km. Hence, there is no wonder that Yutong could win the bid.

The hydrogen energy features a wide range of sources and is clean and highly efficient, which is regarded as the ultimate solution to the problem of energy shortage. As one of the important direction and inevitable trend of new energy bus development, hydrogen fuel cell buses are also encouraged and supported by the state.

In addition, the project of "Promoting the Commercialization of Fuel Cell Vehicles in China" will also provide data and information support for solving the above problems. Through the trial operation of the fuel cell buses in different cities, the project can collect and analyze the data of buses and hydrogen refueling stations, and figure out how different business models in China can affect the fuel cell technology upgrading and cost reduction, thus proposing the industrialization development route of China’s fuel cell vehicles.

Yutong attends Busworld Academy LA

The 2nd Busworld Academy Latin America was held in Medellin, Colombia on December 5-7, 2017. The main bus makers and parts manufacturers in Colombia and Latin American area attended the event. As the first Chinese bus company who entered the Colombian market, Yutong brought its 12-meter full electric city bus to the show and was invited to attend the Manufacturers Debate themed with “Future Trends”.

Right after the Busworld Kortrijk 2017, Yutong began to prepare the Busworld Academy LA. Based on the road conditions in Columbia, Yutong exhibited a high-powered full electric city bus with the gradeability higher than 30%. Boasting good power performance and excellent designs on interiors and exteriors, the vehicle was highly praised by customers and visitors, becoming the highlight of the event. A dozen of local media covered the Yutong’s presence on the show as well as the full electric bus.

As an explorer and innovator in the field of new energy vehicles, Yutong shoulders the social responsibility for more green travels. Up to now, Yutong new energy buses have been running in over 140 cities. With experience and technologies in this area, Yutong is capable to provide eco-friendly and comfortable travel solutions for people in Columbia.



A glimpse of Yutong's steps in Asia in 2017

Thailand

From April to May 2017, Yutong and its dealer jointly held the tour show of midibus ZK6729D in Bangkok, capital city of Thailand, and the neighboring area. Through trial rides and drives, the local customers could know more about the performances of this bus model. On October 9, the first midibus was officially put into operation in Bangkok.



Myanmar

In addition to the smooth operation of ZK6729D midibus in Thailand, Yutong's clean energy buses also achieved great success in the overseas markets. On June 10, 500 units of Yutong 10-meter natural gas city buses were delivered to Myanmar. These buses would appear in the streets of Myanmar's capital city and serve the public transport in Yangon.

Adhering to the "win-win cooperation" philosophy, Yutong also conducted KD assembly business in this area besides exporting bus products to Myanmar, thus creating greater value to customers through technologies and services. These businesses not only Yutong's further exploration in this market, but also serve as a proof of the deepened cooperative relations between China and Myanmar.



Cambodia

In addition, Yutong actively responded to the 100-bus project in aid for Cambodia by the Chinese government. On July 13, Yutong successfully delivered 100 city buses to Cambodia. These buses are mainly used for the newly opened bus routes in Phnom Penh to alleviate the traffic congestion and provide better public transport services to the local people. The superior quality of Yutong products and services earned wide praise from the Phnom Penh municipal government and the public.



Singapore

With its "full care" services and formidable strength, Yutong is changing the stereotyped image of foreign customers on Chinese bus makers. On September 29, a handover ceremony of 6 Yutong airport shuttle buses was held at Changi Airport, Singapore. The exquisite workmanship and user-friendly details fully showcased Yutong's technical strength and technological level, and meanwhile enhanced its brand influence.



Yutong's steps in Asia are only a miniature of its presence worldwide. In line with the "customer-orientation" management concept, Yutong will continue to provide customers with quality products and services as well as integrated solutions.

On November 9, the Chile-based newspaper EL MERCURIO, one of the largest media in the country, issued an article about Yutong, introducing the development of the company. The following words are the excerpt from the article translated into English.

Yutong: Clean technologies for public transport

One of the main characters of Yutong is that its factory operates closely with its customers, with technicians who provide continuous support to maintain the operation of the fleet. Highlights include full electric, hybrid and hydrogen buses.

Thinking about the combination of new energy technologies and more efficient and environmental protection since 2011, Gildemeister maintains the representative of Yutong in our country, one of the largest factories in the world in the market of buses with an experience in this segment for more than fifty

years.

This private company, which was listed on the Stock Exchange, develops high-end products for urban and rural transport. Within its product portfolio, it has full electric and hydrogen buses. One of its main features is that the factory has a way of operating fairly close to its customers, with technicians who provide continuous support to maintain the operation of the fleet.

Cristián Pérez, manager of Buses de Automotores Fortaleza,

considers that one of Yutong's advantages in the world market is the development of its electric motors and control modules. "In addition, the batteries have an extended warranty of five years with a low level of degradation. Not less important is the way to recycle these batteries, which Yutong gives medium and long-term solutions," explains the expert.

Undoubtedly, today there has been a change in the demand for public transport, which the urgent alternatives with clean energy technologies, intelligent systems, comfort and high quality are needed. This demand can be seen throughout the world.

For this reason, Yutong continues to grow in this segment and present in the main markets of the six continents. It has four plants for the production of buses with clean energy technologies, special vehicles and components, with a surface of 246 hectares and a daily production capacity of more than 400 units. Especially, it has the daily production record of buses with clean energy technologies, with 280 units. In this way, the brand informs that Yutong sales increased 20.5 times from 1997 to 2016, while in 2016, Yutong sold 70,988 units, up 5.92% compared to 2015.

Considering the current situation of our country with respect to e-mobility, Cristián Pérez affirms that they are currently participating in the Transantiago tender. "We hope to have an important contribution to the system with our electric models, which are a solution for both urban and rural transport in our country. We believe that it is the future of transport in Chile," stresses the manager of Buses de Automotores Fortaleza.

He adds that these technologies are totally new in Chile, therefore, he concludes that they expect with a tender to introduce 90 new buses into the system with the aim of helping decontaminate the city.

YUTONG:

Tecnologías limpias para el transporte público

Una de las principales características de la marca es que su fábrica opera en forma cercana con sus clientes, con técnicos que dan soporte continuo para mantener la operatividad de la flota. Destacan buses 100% eléctricos, híbridos y de hidrógeno.



Dentro de su mix de productos, Yutong cuenta con buses 100% eléctricos, híbridos y de hidrógeno.

Pensando en la incorporación de nuevas tecnologías y buses más eficientes y amigables con el medio ambiente es que desde el 2011, Gildemeister mantiene la representación de Yutong en nuestro país, una de las fábricas más grandes del mundo en el mercado de los buses con una experiencia en este segmento de

soporte continuo para mantener la operatividad de la flota. Cristián Pérez, gerente de Buses de Automotores Fortaleza, sostiene que uno de los sellos de esta marca en el mercado mundial es el desarrollo propio de sus motores y módulos de control. "Además, las baterías cuentan con una garantía

público, haciéndose urgente alternativas con tecnologías limpias, sistemas inteligentes, de confort y alta calidad. Esta necesidad se hace presente en todo el mundo.

Por lo mismo, Yutong sigue creciendo en este segmento y está presente en los principales mercados de los

limpias, con 280. De esta manera, la marca informa que desde 1997 hasta 2016, las ventas de Yutong aumentaron 20,5 veces; mientras que en

