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EN ROUTE

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300 Yutong Buses in utilization in Russia Amid 2018 Football Fever

MOSCOW, July 2th, 2018 /PRNewswire/ -- Zhengzhou Yutong Bus Co., Ltd. ("Yutong Bus") has delivered 300 buses to SpbTransBus in Russia to serve the transportation needs during the 2018 FIFA World Cup. Hu Huaiban, General Manager of International Business of Yutong Bus, has also addressed the company's post-FIFA business plan at the Sino-Russian Economic Forum in Moscow.

"As a pioneer of the bus manufacturing industry, Yutong Bus is pleased to bring our high-quality vehicles to Russia to serve





Hu Huaiban(left), General Manager of International Business of Yutong Bus, gives Yutong bus model as present to Sergey Glaziev (right), advisor to the president of the Russian Federation

the players and fans for the 2018 World Cup," said Hu. "We're actively looking to serve more local clients and passengers in the hope of creating more international business opportunities between China and Russia" he said.

Since 2003, Yutong Bus has exported over 3,233 buses to Russia in partnership with local operators, covering the needs of local public transportation vehicles and tour buses. During the World Cup, Yutong Bus has served players from Brazil, Panama, Denmark, Egypt, Australia, Senegal, Peru, Spain, Uruguay, Japan and Portugal.

As preparation for the project, Yutong Bus conducted research on the local environment and the needs of riders. They





Yutong Bus delivers 300 buses to Russia during the football season

developed buses that performed better in colder weather conditions common to Russia. Likewise, they focused on extending lifespan of their vehicles to ensure operation quality.

In order to manufacture the most suitable vehicles for Russia passengers, Yutong Bus underwent local researches and developed the buses catering to the cold weather in Russia, ensuring the operation quality and extending the lifespan of the vehicles. Now Yutong Bus has signed contracts with 19 local operation centers, five exclusive accessory dealers, and 19 secondary distributors in Russia, with 100 percent





coverage of the cities where Yutong's vehicles operate.

Eyeing the global market, Yutong Bus started to expand overseas as early as 2000, and has exported over 55,000 vehicles abroad, covering major markets across six continents. Aside from bus manufacturing, Yutong Bus also provides one-stop solution and human force training, including transportation planning, vehicle design and vehicle monitoring system, etc., while offering hands-on training to local operators.

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Yutong Mode praised by the ambassador to Russia, boosting the upgrade of Sino-Russian brands cooperation

On the afternoon of July 2, 2018, the Belt and Road Forum for Cooperation of National Brands of Russia and China was held at the Red Square Gum Convention Center in Moscow during the World Cup period. Yutong Bus, as a representative of the Chinese brands, conducted a wonderful "Presentation of Yutong Bus" on the forum. Mr. Li Hui, Chinese Ambassador to Russia, was present at the forum and spoke highly of the "Yutong Mode".



Li Hui, Chinese Ambassador to Russia, Sergey Glaziev, advisor to the president of the Russian Federation, and Zhou Liqun, Chairman of China Commerce Chamber of Russia, etc. were present at the "Presentation of Yutong Bus".

On the forum, Yutong Bus, as a representative of Chinese enterprises, brought a wonderful "Presentation of Yutong Bus", which introduced and demonstrated the internationalized development history of Yutong as well as the work carried out during the World Cup. Ambassador Li Hui attended the "Presentation of Yutong Bus" and praised Yutong's achievements in Russia. Li hopes that Yutong will further strengthen the cooperation with Russia under the "Belt and Road" initiative. Representatives from BBUS, Russia's largest tourism and transportation company, and KLAVTO, the largest group travel company in Moscow, delivered speeches that gave a high-level recognition to the Chinese brands represented by "Yutong Mode" and looked forward to the further cooperation between the two parties so as to jointly build the persistent competitiveness of "Intelligent





Manufacturing in China + Far East Market".

Yutong Bus, Vivo, China Chengtong and other enterprises became the first batch representatives of China National Brand Cooperation Center. The center is aimed to build a cooperative development platform for Chinese and Russian brands, enhance the friendship between the societies and people of the two countries, promote the bilateral economy, trade, culture and investment, and construct a pragmatic and efficient inter-firm cooperation.

Yutong provided 300 buses during the World Cup period, and totally 3,323 Yutong buses throughout Russia are providing the transportation service. Hu Huaiban, General Manager of International Business of Yutong Bus, revealed that Yutong will actively participate in Russia's bus procurement bidding work in the future and introduce the newly developed new energy buses to the country. Nowadays, Yutong's strategy in



Yutong Bus presented the bus model to the ambassador

the Russian market has shifted from solely exporting products to outputting technologies, capital, talents and management. The plan for the 2020 procurement project is already under implementation.

Over the years, Yutong provided not only the bus products, but also a package solution covering transportation planning, service network construction, vehicle design and vehicle monitoring system. This kind of mode not only enhances Yutong's brand image in the overseas market, but also enables the Yutong brand to take root in the local market. At the same time, it also improves the manufacturing capability of the local bus industry, truly achieving the mutual benefits and win-win outcome. In the future, Yutong will continue to take root in the Russian market centered on its brand.



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Yutong Bus Attends China-Russian National-Brand Cooperation Forum, Receives Recognition for Efforts in Russia

MOSCOW, July 16, 2018, /PRNewswire/ -- Yutong Bus (Zhengzhou Yutong Bus Co., Ltd), the leading Chinese bus manufacturer received praise during the recent China-Russian National Brand Cooperation Forum, held in Red Square, Moscow. The brand was commended for their commitment to creating a greener, eco-friendly transportation industry in the region and their support during the World Cup.

"Yutong Bus aims to provide not just vehicles but a total solution, including transport planning, servicing, and monitoring system to improve transportation. Working closely





Hu Huai Ban, General Manager of International Business (left), Yutong Bus and Alexander Strukov, Founder of BBus (right)





Yutong New Energy bus in Paris

with local partners, we can better identify and resolve local issues quickly; This is the Yutong Model. If our clients & partners are happy with this model then so are we, " said Hu Huai Ban, General Manager of Overseas Markets, Yutong Bus.

Through partners such as BBus, Russia's largest tourism and transportation company and KLAVTO, Moscow's largest commuting company, Yutong has seen 3,323 buses enter service across Russia; with over 300 buses providing logistical support during the World Cup — Creating what the organizers of the China-Russian National-Brand Cooperation Forum described as a winning example of China-Russian brand cooperation.

"BBus partnered with Yutong to help serve the World Cup transporting teams and fans. The World Cup requires the best and Yutong fits the bill, we are impressed by Yutong's performance and look forward to hearing about their new greener models, "said Alexander Strukov, Founder of BBus.

Yutong Bus has been operating in Russia since 2003. Since

then, it has been producing models designed for the local market, including a new generation of new-energy buses which the company aims to operate in Russia by 2020.

Yutong bus remains committed to upscaling their production process and improving the green credentials of their vehicles as part of the "Made in China 2025 project". In 2017, Yutong Bus sold more than 24,865 energy-saving and new-energy buses, ranking the first in the world. In total, the company has sold over 90,000 eco-friendly buses operating in over 310 cities including France, Britain, Bulgaria, Macao, & Shanghai.





Yutong successfully completes the service work amid the World Cup



The high-profile World Cup was successfully finished in Russia on July 15, 2018. Just before the soccer tournament, 300 units of Yutong buses were delivered to Russia to transport fans and reporters during the World Cup. Among a number of bus brands that provided transport service for the event, Yutong ranked first in terms of the bus volume.

In order to ensure the optimal performance of Yutong buses during the World Cup, Yutong started the preparation work two months in advance. Before the commencement of the event, the inspection and spare parts storage of all Yutong buses involved had been completed. The service stations worked together with the parts suppliers to jointly provide services during the soccer tournament.

During the World Cup, Yutong specially set up a service team to closely follow the status of vehicles and provide quality services to customers. Meanwhile, a fast processing





mechanism for spare parts was established to ensure the priority allocation of spare parts needed during the World Cup. Due to Yutong's careful preparation and timely services, no breakdown was detected on Yutong vehicles during the period, showcasing the strength of Chinese brand buses to the world with excellent product quality and services.

After the end of the World Cup, Yutong will wrap up the feedback and needs of customers during the service process to accumulate the experience of servicing the big events and continuously optimize the customer experience.

So far, Yutong buses have been entering the Russian market for 16 years. At present, there are 19 local service providers and 6 second-level providers directly contracted with Yutong. Every year, Yutong conducts reviews and upgrades the facilities of service station to ensure that the service coverage is within 200 kilometers and the services are always available



where the buses are located.

Relying on superior product quality and cost-effective services, the number of Yutong loyal customers in the Russian market is increasing year by year. We will continue to adhere to the customer-orientation philosophy and provide customers with quality, timely and thoughtful after-sales services.



600 Yutong full electric city buses delivered to Harbin successively



The handover ceremony of the first 100 units of the 600-unit order of 10.5-meter full electric city buses purchased by Heilongjiang Harbin Transport Group Public Transportation Co., Ltd. (hereinafter referred to as "Harbin PT") was held in the new energy plant of Yutong company on June 20, 2018. The rest 500 units would be delivered at the end of June. This is the first time that the Harbin PT purchased the full electric city buses, which is also the largest order of full electric city buses in Northeast China.

Wang Shuqiang, vice general manager of Harbin Transport

Group, said in his speech on site that Harbin is the northernmost capital city in China and has nearly a half year of winter season in the whole year. The procurement of full electric buses with a large volume this time is a careful decision of the Group after the sufficient investigation and verification. Through the operation of the 600 buses, he hopes to build a new demonstration role in the bitter cold area in term of the application of full electric city buses, and further enhance the image and level of the public transport service in Harbin together with Yutong, thus making new contributions to the improvement of Harbin's atmospheric environment.

According to Wan Xiaoguang, Party Secretary and Board Chairman of Harbin PT, the company now has about 3,000 units of vehicles with one third of them are new energy buses, and Yutong buses account for about 30% of the new energy buses. After the arrival of the 600 full electric city buses, Yutong buses will become the "green major force" of the Harbin PT.

Since Yutong has the mature product technology and highquality services, that's why Harbin PT chose Yutong brand when they purchased the full electric buses for the first time.





These buses are Yutong's new upgraded new energy products that boast improved and optimized performances in terms of battery energy density, safety, intelligence, comfort, etc. Equipped with ReCtrl 4.0 system, the "3S + Safety upgrade" and battery upgrade have been achieved that can better meet the operational needs in the bitter cold area.

It is worth mentioning that Yutong began to sell full electric buses to Helongjiang province in September 2015. So far, Yutong has totally delivered 2,271 units of new energy buses to the province with a market share of 40.1%. Among them, 1,600 units are full electric buses, covering 12 cities and one region (Daxinganling region) in Heilongjiang province.

Along with the successive delivery of the 600 units of 10.5meter full electric buses, the total volume of Yutong full electric city buses will be reach 2,200 units, with a market share high up to 47.3%, ranked first in Heilongjiang province in terms of the number of full electric buses.

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STRIKING APPEARANCE

3 Cleverly hidden side window pillars harmoniously complement the Z-form exterior lines.

CARRY STAR TEAMS AND SOCCER FANS

- Innovative and appealing headlight design.
- 5 Metal textured YUTONG logo is a sign of quality.



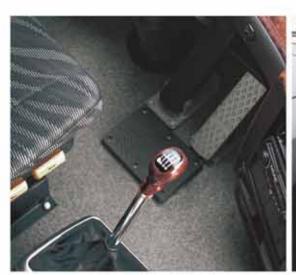






OPTIMIZED CONTROL AND OPERATION

- A carefully designed dashboard allows access to the control buttons easily and comfortably for the driver. Using three-dimension ergonomic research, we have improved the drivers visual capability. Meanwhile, the driver's operating force is greatly reduced with imported high-precision instruments like a dynamometer steering wheel, gyro sensors for shifting force and pedaling force, etc. The self-developed axle system with disc brake will greatly enhance the braking deceleration and braking stability.
- Driver seat: Six-direction adjustable seat with high level of comfort alleviates the driver's fatigue, thus ensuring a safer drive.







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ZK6122H9 UPGRADED COACH

3 Eye catching appearance with relaxing ergonomic seats and large windows enables you to fully enijoy the comfort



UPGRADED SPACE SUPERIOR COMFORT

- Passenger seat: The gap between saets is not less than 300mm, thus ensuring a comfortable ride for your passengers.
- With a powerful air conditioner, the interior temperature of the vehicle can be reduced to 20 centigrade degrees within a short time, enabling you to enjoy a cool and comfortable trip.











ZK6122H9

CARRY STAR TEAMS AND SOCCER FANS

LUGGARGE COMPARTMENT

The newly upgraded luggage compartment has a volulme up to 12.5 cubic meters without increasing the dimentions of the whole vehicel. The interior speace has been optimized, allowing for the maximum amount of space due to the rational layout of seats, luggage rack and so on.



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Zhengzhou Yutong Bus Co., Ltd releases its output and sales data of Jun. 2018.

	Jun. 2018(unit)	Jan-Jun. 2018 (unit)	Y-o-y growth of JanJun
Output	4,187	25,542	17.19%
Large Bus	2,017	10,822	19.24%
Medium Bus	1,481	10,890	13.23%
Light Bus	689	3,830	23.51%
Sales	4,020	24,780	13.52%
Large Bus	1,965	10,433	19.32%
Medium Bus	1,457	10,656	7.13%
Light Bus	598	3,691	17.66%

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 4,020 buses and coaches were delivered in June. From January to June, the accumulated sales volume reached 24,780 units, up 13.52 percent than the previous year.



FACTS & FIGURES





SIGHTSEEING IN DIFFERENT CITIES OF RUSSIA WITH YUTONG COACHES

The high-profile World Cup which attracted worldwide attention came to an end in Russia on July 15, 2018. The star teams and fans might have left the country, but Yutong coaches are still there to service the public. So far, there are totally over 3,000 Yutong buses running in Russia, including Moscow and Saint Petersburg.















YUTONG VALUE EXPLORATION TOUR @BBUS DURING THE WORLD CUP

The Yutong Value Exploration Tour was conducted in Russia during this World Cup season. We visited the BBUS enterprise, Russia's biggest tourism and passenger transport company, which has 120 Yutong buses in service directly involved in the World Cup, transporting national teams and fans. The leaders of the company stated that the World Cup required the best buses and services and Yutong did just that.













































YUTONG VALUE EXPLORATION TOUR @KLavto DURING THE WORLD CUP

During the 2018 World Cup season, Yutong's Value Exploration Tour went to Klavto in Moscow, which is directly involved in the World Cup transport services. Egor Kunin, president of Klavto, said they have worked with Yutong Bus for more than 10 years. They have served numerous brand events with the help of Yutong's high quality products and services in addition to being granted extremely demanding permits to send pilots and flight attendants directly to Moscow airport.



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MEDIA COVERAGE DURING THE FOOTBALL TOURNAMENT

FOREIGN MEDIA

The World Cup 2018 lowered its curtain. During the period, 300 Yutong buses shuttled in the eleven hosting cities of Russia, providing superior riding experience for the football teams, fans and journalists from around the world which aroused widespread concern in the global media.



TV STATION



DOMESTIC MEDIA



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