

# EN ROUTE

Yutong Newsletter

**It's EXPO Time:  
Let's meet in Shanghai**

**Yutong products pass European certification**



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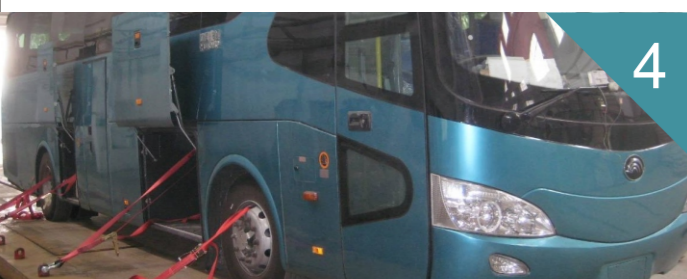


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### Dear readers,

With the theme "Better City, Better Life", Expo 2010 Shanghai creates blueprints for future harmonious urban life styles. It displays the great changes that have taken place in urban culture, urban science and technology, and urban environment in the humankind development history.

In the International Pavilion on the Expo Site, Yutong, in conjunction with the International Association of Public Transport (UITP), exhibits photographs and models, as well as videos, to advocate public transport and green travel for the audience to pay attention to the development of international public transport industry.

The idea of protecting the planet and selecting green travel has been widely accepted across the world, this is

the result of the advocacy by the public transport organizations, media and environmental protection organizations, and of course the warnings given by the severe natural disasters caused by global climate change. We are happy to see the new energy buses as one of the low-carbon approaches have been attracting the attention of public and the financial support by governments.

Meanwhile, we have also noticed that the public transport especially the green public transport is hard to achieve although it is much necessary. The growth rate and popularity rate of green public transport are directly or indirectly affected by such factors as technology, fund, idea, resolution, etc.

"Better City, Better Life", the vision calls for our practice and participation.

王向平



### Yutong wins 'Coach Builder of the Year 2010-BAAV'

May 5 - Shanghai, China

The BAAV (World Bus Union) awarding ceremony 2010 was held at Shanghai International Convention Center on the evening of May 5. Yutong won the award "Coach Builder of the Year 2010 - BAAV".

### Busworld delegation and foreign press media visit Yutong Industrial Park

May 7 - Zhengzhou, China

Thirty people of Busworld delegation and overseas press media, headed by Mr. Marc, president of BAAV, visited Yutong Industrial Park on May 7, 2010. They were warmly welcomed by Niu Bo, general manager of Yutong.



### Two types of Yutong buses pass European Union WVTA certification

On December 30, Yutong ZK6129H/ZK6119HA buses were declared to pass the WVTA (Whole Vehicle Type Approval) of European Union. WVTA is given according to Euro V emission standard. This indicates that the two types of buses are in accordance with 28 European Union regulations regarding whole vehicles and vehicle systems, and 27 European Union regulations regarding vehicle parts and components.

### Yutong trains 436 drivers in Sudan

Yutong - sudan

From June 9 to 16, 436 Sudanese city bus drivers were trained by Yutong staff at the University of Khartoum Police Officers and they completed the training course successfully.



## China

### Yutong's new energy buses are put into demonstrating operation

On June 25, 2010, ten Yutong ZK6140MGQA9 hybrid buses were put into demonstrating operation on the Zhengzhou-Kaifeng route. This is also the first time in the industry to employ hybrid buses for intercity public transport.



## Germany

### Yutong makes its debut at the 63rd IAA Commercial Vehicles

The Opening Ceremony of the 63rd IAA Commercial Vehicles hosted by VDA was held in Hannover on Sept. 23, 2010. The 805-square-meter Yutong booth is the biggest among Chinese exhibitors.



## Ghana

### 490 Yutong buses delivered to Ghana

June, the first batch of 300 Yutong buses left for Accra, the capital of Ghana, which also indicated the commencement of delivery of the 490 Yutong buses.



## Sudan

### 200 Yutong buses delivered to Sudan

The operation starting ceremony of 200 Yutong city buses was held on Green Space, the largest square in Khartoum, the capital of Sudan, on July 10, 2010. Colorful flags were waving on Green Space, where people struck gongs and drums for celebration.

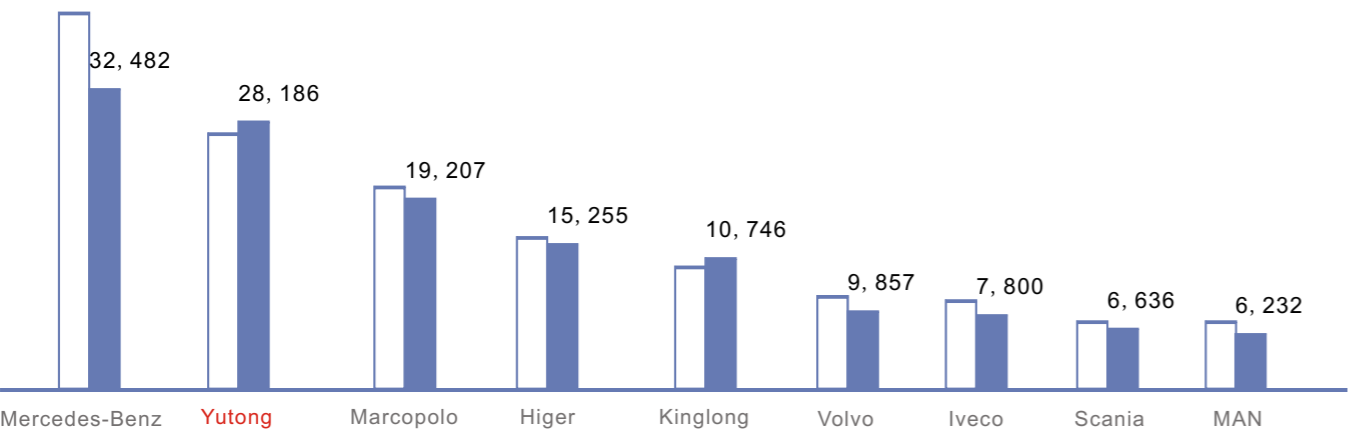


# Review of achievement on the international market in 2009

In 2009, the sales volume of Yutong Bus increased by 2.29% year on year. Both the sales volume and the turnover of Yutong Bus remained increasing for more than a decade.

## World Bus & Coach Industry Output

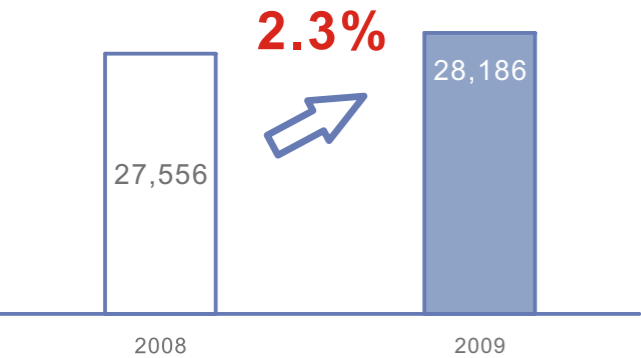
Deliveries in 2009, units



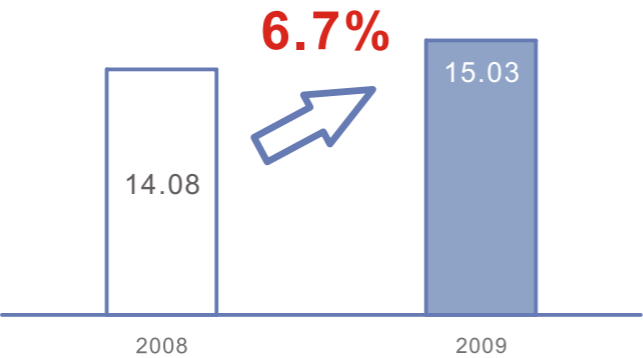
2008 2009 Sources: Annual reports, China Bus Statistics

## Yutong Group-Bus Segment

Deliveries, units



Revenue, bn CNY



In the first half of 2010, the sales volume of Yutong Bus increased rapidly

Thanks to the economic recovery, the sales volume of Yutong Bus increased remarkably. From January to June, a total of 16,983 buses were delivered, an increase of 49.49% year on year. In particular, the export of buses increased sharply on quarterly basis. Yutong buses have gained competitive advantages on overseas market.

## Yutong Bus releases output and sales data of June 2010

Zhengzhou Yutong Bus Co., Ltd releases its output and sales data of June, 2010

	June 2010 (unit)	Jan-Jun. 2010 (unit)	Y-o-y growth of Jan.-Jun.
Output	3090	16476	44.12%
Large Bus	1222	6605	45.71%
Medium Bus	1587	7946	49.64%
Light Bus	281	1925	21.15%
Sales	3478	16983	49.49%
Large Bus	1301	6939	56.39%
Medium Bus	1619	8075	53.08%
Light Bus	558	1969	19.41%

Note: This table as the Express data, the final report is subject to the company's regular report.

# Introduction to Expo 2010

## Basic information

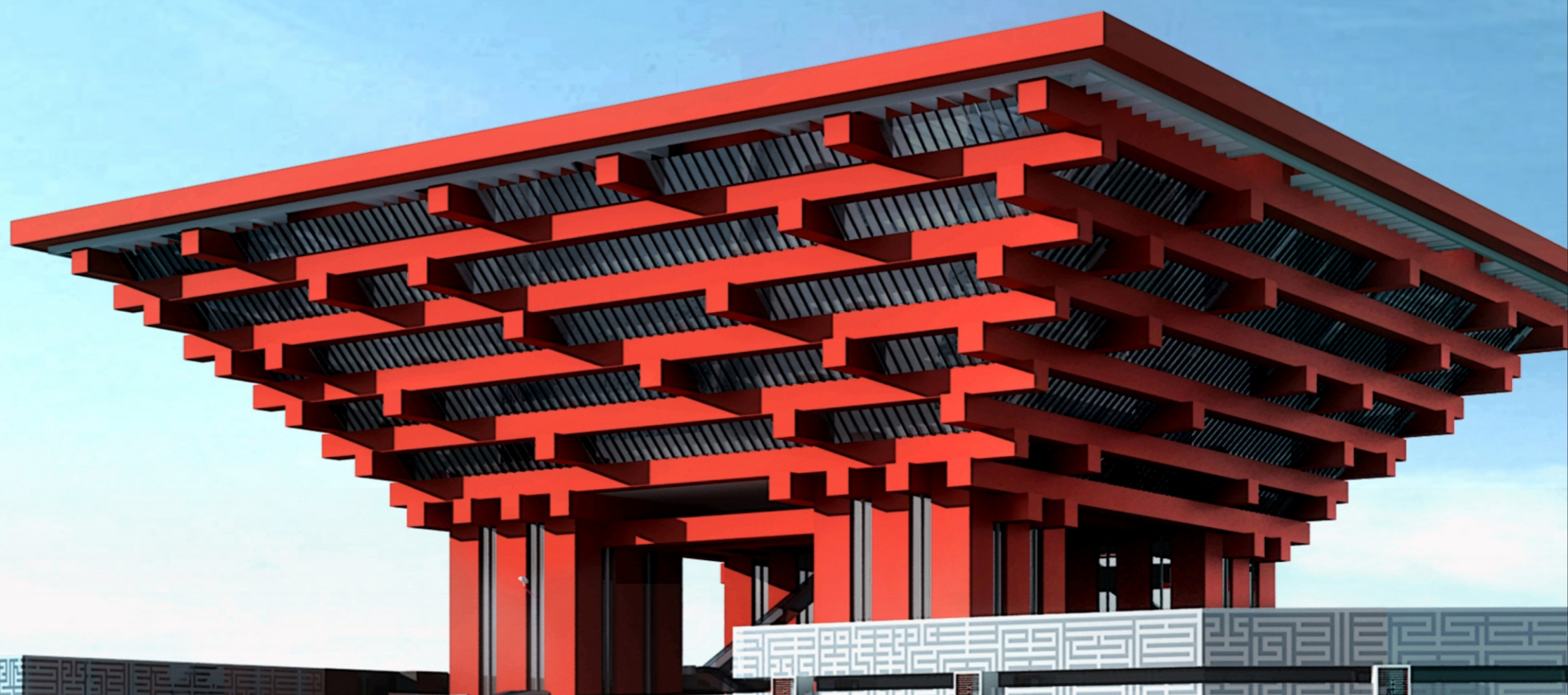
**Official name:** World Expo 2010 Shanghai China

**Category:** World exposition registered with International Exhibition Bureau.

**Duration:** From May 1, 2010 to October 31, 2010.

**Theme:** Better City, Better Life

Expo 2010 is the 41st world exposition held in Shanghai, China, from May 1, 2010 to October 31, 2010. This is the first world exposition held in China. The theme of Expo 2010 is "Better City, Better Life".





## Introduction to main pavilions

### China Pavilion

**Theme:** Chinese Wisdom in Urban Development

The contour design of the pavilion is based on the concept of "Oriental Crown, Splendid China, Ample Barn and Rich People," to express the spirit and disposition of Chinese culture. The pavilion display has "exploration" as its core theme. The three pavilion highlights are "Exploring 'Oriental Footprint'", "The Experience Trip" and "Focus on Low-Carbon Future". In the course of "exploration", Visitors will see or experience China's achievements in urban development. Yutong model buses are placed in Henan Pavilion of China's Joint Provincial Pavilion, applying a little modern tinge to the historical ambience.



# Introduction to the UITP Pavilion

(International Association of Public Transport)

## Basic information

**Theme:** Select public transport, select bright future

**Honor Day:** August 28

**Location:** Inside the Joint Pavilion of International Organizations



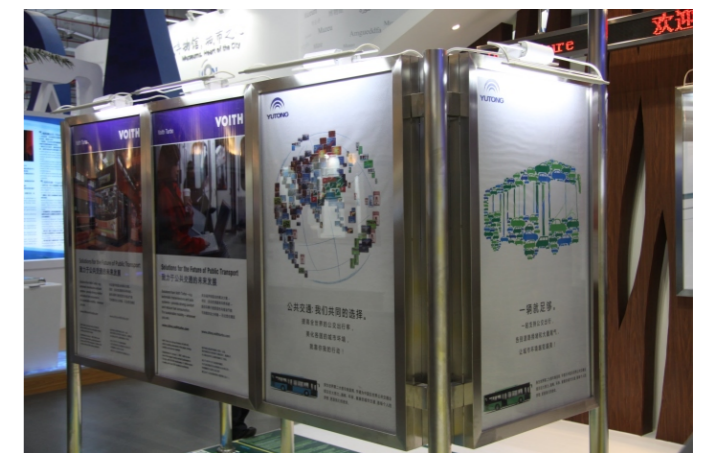
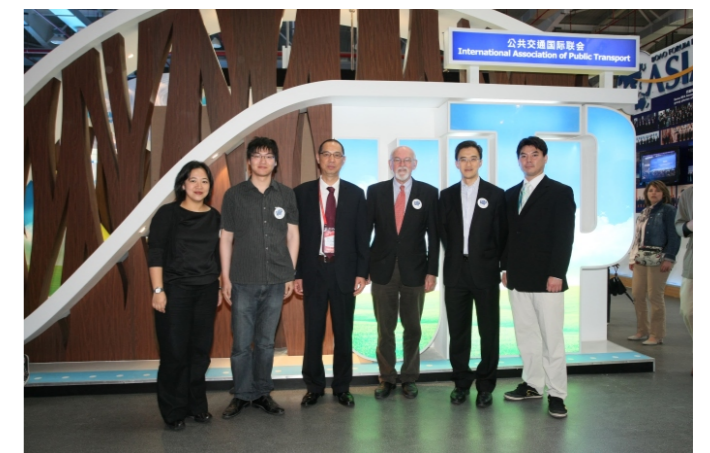
The International Association of Public Transport (UITP) established in 1885 is the international authority in the field of public transport including rail transit. The commission of UITP is to promote and develop more effective public transport service, and provide its members with the opportunities of communication with other international public transport organizations.

The purport of UITP Pavilion is to display the development course of international public transport, summarize both successful and unsuccessful experience concerned, and discuss how public transport changes the cities and improves the life of urban residents. The pavilion is designed to contain lots of green elements creating friendliness, novelty and interest, to make visitors perceive the benefits of public transport. For example, the rail and road models, films and pictures are displayed in the pavilion so that visitors are impressed with how public transport contributes to the beautiful urban environment.



As a representative member of UITP, Yutong also sets up a vivid display board in the pavilion, reading "Let's support public transport together, let's create beautiful urban environment together".

As China's largest bus builder, Yutong makes every effort in development of domestic and international public transport industry. "Smooth, environment-friendly and healthy urban transport is everybody's dream and also Yutong's mission."



**Yutong buses make cities more beautiful!**

# Busworld Asia 2010

On May 6, 2010, the sixth day after the opening ceremony of Expo 2010, Busworld Asia 2010 raised its curtain at Shanghai New International Expo Center. Yutong's seven bus models made their brilliant debut. These seven bus models are developed for different market segments. They are environment-friendly as driven by new energy. They won six awards including "Coach Builder of the Year 2010- BAAV" and "Grand BAAV Award-BRT Bus".

## New energy makes city better, Yutong makes new energy better

"Green Bus For You" is the theme of Yutong to attend Busworld Asia 2010, which agrees perfectly with the theme of Expo 2010, "Better City, Better Life".

Environmental protection is the development direction of urban public transport. Of the seven bus models, two are electric buses and one is hybrid bus. They are the great achievements of Yutong's "Public transport excellence" strategy and "New-energy-bus independent research and development" strategy.

At this moment China encourages developing energy-saving and new-energy public transport, to make "Better City, Better Life", Yutong, China's No.1 bus brand, will shoulder the responsibility to develop new-energy buses.



①

### ZK6100EGAA

- ▲ Yutong ZK6100EGAA won 2010 BAAV Innovation Award-Coach
- ▲ ZK6100EGAA is a 10m electric coach.



②

### ZK6122H

- ▲ Yutong ZK6122H won 2010 Grand BAAV Award-Coach
- ▲ ZK6122H is a 12m intelligent concept bus. The bus provides more safety and comfort, as well as saves more energy. You can deal with office work, relax or communicate with the outside in the bus.



③

### ZK6125EGAA

- ▲ Yutong ZK6125EGAA won 2010 BAAV Environment Award-Bus
- ▲ ZK6125EGAA is a 12m low-chassis electric bus and also China's first fuel cell range-extended electric vehicle.



④

**ZK6130BD**

▲ ZK6130BD is a 12.5m medium-sized airport ferry bus; and also China's first rear-engine airport ferry bus.



⑥

**ZK6146HQKA**

▲ ZK6146HQKA is a Euro-IV, 13.7m, one-and-a-half deck, new-style, large-capacity integral bus.



⑤

**ZK6180MGQA9**

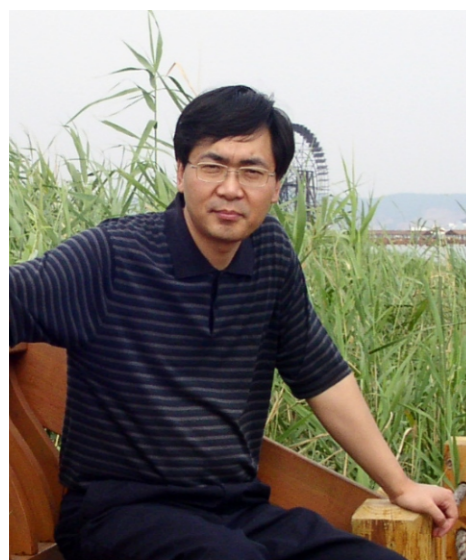
▲ Yutong ZK6180MGQA9 won 2010 Grand BAAV Award BRT Bus  
 ▲ ZK6180MGQA9 is a 18m hybrid bus to satisfy the requirements for bus rapid transit.



⑦

**ZK6662DXA9**

▲ Yutong ZK6662DXA9 won 2010 BAAV Safety Award-Coach  
 ▲ ZK6662DXA9 is a 6.6m medium-sized school bus developed by Yutong for pupil transportation.



## Yutong products pass European certification

—Interview with Zheng Liang of Product Management Division, Yutong International Business Dept.

Recently, experts appointed by Dutch Royal Ministry of Transportation declared that Yutong's ZK6129H/ZK6119HA buses passed the WVTa (Whole Vehicle Type Approval) of European Union. WVTa is given according to Euro V emission standard. This indicates that the two types of buses are in accordance with 28 European Union regulations regarding whole vehicles and vehicle systems, and 27 European Union regulations regarding vehicle parts and components, and can be sold to 27 member countries of European Union.

**En Route:** Please give a brief introduction to EU certification, the purpose of EU certification for Yutong's ZK6129H/ZK6119HA buses, especially for Yutong's overseas market development?

**Zheng:** All motor vehicles to be sold to European Union must pass European Union certification. The motor vehicles are tested with the participation of a third party (normally a certification company), in accordance with European Union-

established mandatory regulations regarding safety, noise and environmental protection. "The vehicle types are approved by relevant governmental department based on the report submitted by the third-party certification organization. European Union has many certification companies and governments of different countries can also conduct the approval, manufactures can choose from them according to their requirements." At the same time, the manufacturers must also pass the production conformity inspection and certification conducted by relevant governmental department, to ensure they can continually produce the motor vehicles that conform to European Union requirements.

According to the requirements of some European customers, we decided to firstly bring 6119HA and 6129H buses to the European market. Any Yutong buses to be sold on overseas market must pass the type approvals conducted in accordance with regulations of local countries and regulations. That's why the two types of

buses must pass European Union certification.

**En Route:** Please tell us the certification process, including the difficulties and how they are solved?

**Zheng:** The certification process is as follows:

— In November 2008, Yutong launched the project of European Union WVTa for ZK6129H/ZK6119HA buses, and established an cross-department certification project team.

— In July 2009, the certification project team completed all static and dynamic tests;

— In October 2009, the certification project team completed the preparation of all certification documents;

— On December 1, 2009, the two buses passed the audit conducted by Dutch Royal Ministry of Transportation at Yutong plant;

— On December 30, 2009, Yutong received the certifications of 32 individual systems, and the WVTa of the two vehicle types, issued by Dutch Royal Ministry of Transportation.

European Union certification is notable for strictness in that it not only inspects the performances of products, but also imposes strict requirements on the production conformity control of manufacturer. Related departments of our company cooperated with each other to pass this certification. Taken in this sense, this certification is also an inspection over our overall strength. In China, we have 3C (China Compulsory Certification)

and production conformity requirements, but they are far less strict than those of European Union. We encountered lots of difficulties during the process. We understand that we must establish a development platform for a series of products, in line with the characteristics of European Union products and type approval, to save certification time and expense.

**En Route:** Could you make a brief introduction of the certified products?

**Zheng:** By now, our 6119HA and 6129H vehicles passed European Union type approval; the 6119HA and 6129H are 10.8m and 12m respectively. To extend the product application scope and service life, currently we are collecting the feedback from markets and conducting the research. In addition, taking the mainstream demand on European market into account, we are also conducting the development and certification of integral large-sized city buses, inter-city buses and coaches. They are expected to pass certification and enter into European Union market by the end of this year.





## Yutong makes its debut at the 63rd IAA Commercial Vehicles

The Opening Ceremony of the 63rd IAA Commercial Vehicles hosted by VDA was held in Hannover on Sept. 23, 2010. 1,751 exhibitors from 43 countries joined the exhibition.

The IAA Fair for commercial vehicles is the largest commercial vehicle exhibition in the world and held every two years in Hannover. The exhibitors include manufacturers of trucks, buses and special commercial vehicles as well as related parts and components suppliers.

Yutong's booth area is located at Hall 11 F40 area. The four buses brought by Yutong to the exhibition are ZK6146HQKA one-and-a-half decker bus, ZK6125EGAA electric city bus, ZK6119HA coach and ZK6121H suburban bus, among them ZK6119HA has passed the homologation of EU.



### ZK6146HQKA

A more comfortable experience accompanies your journey. We launched Yutong ZK6146HQKA to offer both passengers and drivers a more comfortable experience, with the features of large capacity, safety and luxury decoration. Doubtless, it could be the flagship of your fleet and the source of pride for both your passengers and drivers.



### ZK6125EGAA

An emission free city bus, a free lifestyle for you and cities. Yutong ZK6125EGAA, as the leading trend of Yutong's city bus, is destined never to pour gases to the city and the planet. Electric drive system and extended range fuel cell technology offer a low-noise and smooth, as well as environmentally friendly running experience. After we launched this emission-free city bus, it won many honors and awards, including BAAV Environment Award Bus 2010.



### ZK6121HQ

ZK6121HQ is a suburban bus, mainly used for the transport between core cities and their satellite towns. It is a bus model between city bus and inter-city bus. Adopting electrocoating technology and sophisticated configurations both from home and abroad, the integral bus provides you with reliable performance and unique style.



### ZK6119HA

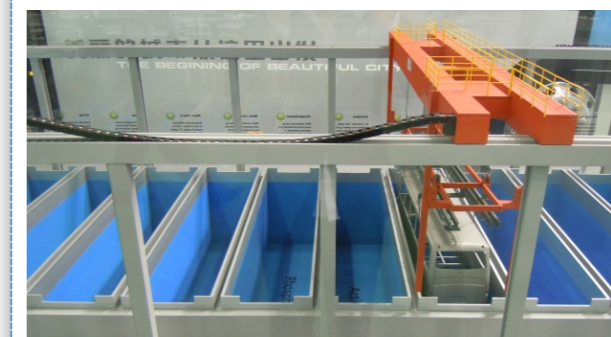
ZK6119HA is a bus model for long distance travel. The self-developed “smiling face” front wall, together with the “>”-shaped side wall, forms a unique appearance. Equipped with Cummins Euro V engine, the bus is environment-friendly. With sophisticated structure of famed brands and rational matching, the reliability is guaranteed. 6-airbag suspension, advanced seat sponge forming technology, heating and cooling facilities, audio & video systems, etc., all these create a comfortable riding space for passengers. Three-section large luggage compartment provides enough room for parcels brought by passengers.



The 805-square-meter Yutong booth with white and blue colors is the biggest among Chinese exhibitors. It not only reflects the powerful strength of Yutong, but also makes the visitors feel the emerging pace of Chinese bus enterprises.



The inflated Cartoon figure and unique tea ceremony with Chinese characteristics not only attracted the visitors, but also become the highlight of the exhibition.



The electrocoating line models show the advance manufacturing techniques and technical strength of the company.

**The IAA Commercial Vehicles provides a platform for commercial vehicle manufacturers to showcase their products and meanwhile gives Yutong a good opportunity to publicize its brand. More and more people are getting to know about Yutong. The debut at the IAA marks the new era of Yutong's overseas development.**

# Special coverage on service



## 1. Service Month in Venezuela

From May 15, 2010 to June 25, 2010, Yutong carried out a "Service Month Campaign" across Venezuela. The campaign received praise from both the dealers and end users.

The campaign covered all Yutong buses sold in Venezuela.

### Campaign contents:

1. Conducted an all-round inspection over all vehicles;
2. Solved the problems of vehicles for customers;
3. Visited and trained the maintenance departments of end users and the operation

management departments. In the campaign, Yutong inspected 36 items including engine, removed vehicle troubles on site, provided technical instructions and sold spare parts at a price discount of 20%.

The Service Month Campaign solved vehicle problems and improved the availability of spare parts and operation rate of Yutong buses in Venezuela, obtaining the recognition by end users and enhancing the friendship between them and Yutong.



## 2. Three mandatory inspections added by Yutong

As care for customers, Yutong added three mandatory inspections for vehicles delivered to beyond mainland China. The three mandatory inspections are the inspection at Chinese port, the pre-delivery inspection (PDI) at the destination country and the mandatory maintenance inspection. An inspection label must be attached to the vehicle after the inspection at Chinese port. PDI form and mandatory maintenance inspection form must be filled out respectively.

1. Inspection at Chinese port  
For vehicles delivered to beyond mainland China, Yutong shall inspect them when they arrive at Chinese sea ports or land ports, to ensure they are exported in good conditions.
2. Pre-delivery inspection ( PDI )  
For vehicles the stock cycle of which exceeds 90 days (the stock cycle refers to the duration from the date the vehicles arrive at destination port to the date they are delivered to customers), Yutong will provide pre-delivery inspection for these vehicles, to ensure they can be delivered in good conditions to end customers.

Yutong bears relevant labor cost

3. Mandatory maintenance inspection  
In accordance with Yutong's maintenance specifications, the vehicles that have run over the first 23,000-25,000km must receive the mandatory maintenance. Yutong bears relevant labor cost and material cost.

The three inspections ensure the exported vehicle are in good conditions at the port of departure, at the port of destination, and after the first 23,000-25,000km travel, thus maximally ensuring customers' benefits.

