

# EN ROUTE

| YUTONG NEWSLETTER

| ZHENGZHOU YUTONG BUS CO., LTD

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Yutong T7 grabbed global media attention at G20 Hangzhou Summit

110 Yutong buses delivered to Bulgaria

200 Yutong buses shipped to Pakistan



**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](mailto:sales@yutong.com)

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## Honorary Editor-in-chief

Hu Fengju

## Honorary Consultant

Kent Chang      Fu Benqi      Jin Xin      Kevin Pan

## Consultant

Ren Hong      Wang Feng      Wu Zhijie

## Editor

Zhao Yao      Tina Tan

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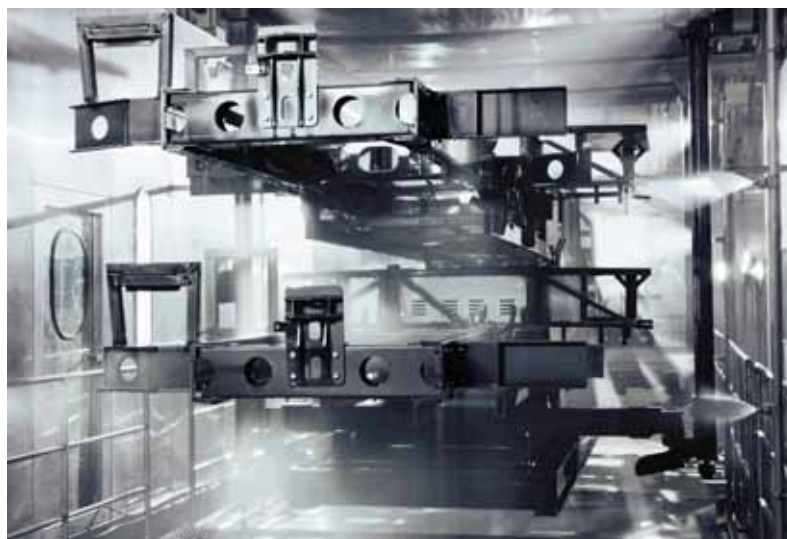




## State-of-the-art technologies and processes

For customers, the meaning of technologies is to bring practical benefits to products. Yutong is dedicated to not only conducting scientific research on buses via R&D capability, but also actively introducing state-of-the-art technologies worldwide, and tries to enhance your operating benefits through the application of various advanced processes.





## Electrocoating

Yutong's state-of-the-art electrocoating technique greatly improves the anti-corrosion performance and long-lasting beauty of buses. Designed and commissioned by the world-renowned Dürr company of Germany, the electrocoating line for bus bodies has reached the internationally advanced level in terms of manufacturing process and facilities and taken a lead respecting the scale and production capacity.







## Welding robots

Welding joints of axle housing by robots greatly improves the consistency of the welding quality and products, lays a solid foundation for the output of quality products and enhances the production efficiency.



## Painting robots

Multi-functional painting robots and world's leading pigging system can achieve a quick change of paint colors with centralized supply.





## Yutong T7 grabbed global media attention at G20 Hangzhou Summit



On September 5, the G20 Hangzhou Summit, which has attracted global media attention, officially lowered its curtain. Meanwhile, 100 units Yutong T7 coaches have successfully finished their heavy transportation tasks, leaving an indelible impression on all distinguished guests and journalists from both home and abroad.

Having been chosen as the carrier for a number of national leaders, including Russian president Vladimir Putin, German Chancellor Angela Dorothea Merkel, Singaporean prime minister Lee Hsien Loong, Saudi Arabian King Mohamed and Spanish prime minister Mariano Rajoy, Yutong T7 grabbed global media attention. Among all the carriers, Yutong T7 is indeed an eye-catcher everywhere it goes for it is usually the carrier for the head leaders of states.



In the history of G20 summit, it is the first time for the use of such a large number of high-end business reception vehicles. Yutong T7 is the only high-end business vehicle with proprietary brand serving at such a high-profile event, fully demonstrating its competitiveness in the market.

It is not only a great honor to serve at G20 Summit, but it is also a heavy responsibility. Having appeared at China's V-day Parade, Shanghai Cooperation Organization Prime Ministers' Conference, NPC & CPPCC sessions and Bo'ao Forum for Asia, Yutong has accumulated rich experience. Still, the company spared no efforts and made full preparations to ensure every detail of the Summit goes as planned, which once again shows high level of craftsmanship of the company.

Over 30 countries and almost all developed countries took part in this year's G20 Summit. Yutong T7's participation and its visible presence at the Summit fully demonstrates a new historical height of China's auto industry.





## 248 Yutong school buses put into operation in Nanjing

The new semester has already started across China for a few days. To ensure the safety of over 12,000 students, Jiangning District in Nanjing recently bought 248 units Yutong school buses, making the largest school bus order in Jiangsu Province.

On June 6 this year, Yutong school buses were put on trial operation on thirteen different school bus routes in Moling Community. During the summer vacation, more detailed plans and arrangements were made to suit the needs of school kids. According to local authorities, the newly purchased 248 units Yutong school buses will be put on 242 routes to meet the transportation demands for 24 schools in the district. Shouldering the transportation tasks are Yutong ZK6789DX6 and ZK6609DX6.

Statistics show that China sold 2,070 units school buses in July this year. Yutong's sales volume of school buses in the same month accounted for a whopping 44% of the overall sales volume, ranking the first place in the industry. From January to July this year, the sales volume of school buses in China reached 11,963 units, among which Yutong's sales volume of school buses took up 36.63%, way ahead of other bus brands.

How is it possible for Yutong to make such an impressive achievement? High quality products with super high safety standards are the answer. As the bus maker always puts the safety as its top priority, every detail of Yutong school buses, such as the high-strength body structure, anti-collision seats, clearly shows the company's meticulous attention to meet



students' special needs. In addition, its intelligent management system for school buses monitors the vehicles in real-time, providing an extra layer of protection for school kids. Inside the vehicle, decorated with environmentally friendly furnishings and student-friendly seats, the bus provides more travel comforts for students and further cuts the noise level to a new low.

On November 27 last year, Yutong school bus successfully completed a wall-collision test, demonstrating the bus maker's full confidence in its products. By launching School Bus Safety Lecture, School Bus Value Discovery Tour, etc., Yutong has constructed comprehensive student transportation solutions for school authorities.

On July 9 this year, Yutong school buses officially became the designated carrier for the Canadian International School in China, marking a new milestone in its expansion in the international high-end school bus market.





## Yutong attends China EV 100 Summer Forum



In an effort to boost a sound and fast development of China's electric vehicle industry, China Electric Vehicle 100 Summer Forum (2016) was held in Zhengzhou, central China's Henan province, on August 21. Jointly organized by China EV100 and Henan Provincial Government, the forum this year is themed with "Safety and Innovation Driven Development". By focusing on how to improve the safety standards and quality standards of electric vehicles, the forum is aiming at further raising public awareness of the environmental benefits brought by electric vehicles and pushing forward the emerging industry to a new historical level. Over 600 participants from governments, research institutions and enterprises attended the forum.

Tang Yuxiang, President of Yutong Group, delivered a keynote

speech at the forum, giving all audience a panoramic view of the development of China's electric vehicle industry. According to Tang, Yutong started researching and developing electric vehicles in 1999. Thanks to the continued supports from the state and provincial governments, Yutong has been strengthening its competitiveness in this emerging field in the global market. In the future, Yutong will focus on cutting the body weights of electric vehicles, realizing a higher level of their intelligence, and improving manufacturing technologies. By seeking independent innovations, mastering the key technologies, and improving the safety standards of electric vehicles, Yutong has been playing a key role in pushing forward China's electric vehicle industry.

To further upgrade China's automobile industry, push forward

its transition and help it realize an annual production volume of five million units by 2020, Yutong will continue to strengthen its efforts and increase its investments in electric vehicles and hybrid vehicles. Considering the fuel cell vehicles, Tang says China still lags far behind some other countries in the world. Thus, more efforts and investments are needed in this field so as to make new breakthroughs in some key technologies. Tang also says that China's electric vehicle industry is still at its initial stage of development. Despite all the challenges, the industry is also blessed with many opportunities. "Only by seeking an innovative development road can the industry realize sound development and further upgrading", says Tang.

On May 5, 2014, China Electric Vehicle 100, also known as China EV100 was officially set up in Beijing. Thanks to the

concerted efforts from government officials, researchers and entrepreneurs, China EV100 is expected to give a strong boost to China's electric vehicle industry by breaking down the boundaries between industries, government agencies and academic fields.





## Yutong secures a deal with Suizhou Public Transport for 120 full electric buses



Recently, Yutong successfully secured a deal with Suizhou Public Transport Co., Ltd. in Hubei Province for 120 units of full electric buses. After the arrival of this new batch of new energy buses in the city, more than half of the city's bus fleet will be powered by new energy.

"We have finished our purchases for this year and the buses we bought are all Yutong E8. We have seen a remarkable decrease in our operating costs thanks to the high energy efficiency of Yutong new energy buses. Moreover, our passengers have also given us very positive feedback. We believe the introduction of Yutong E8 full electric buses will further help us cut our operating costs and provide more travel comforts for our citizens", says Sun Rong, president of Suizhou Public Transport.

When asked why chose Yutong, the president reveals that the company has already developed a deep trust in the brand after using its vehicles for several years. "The most important reason for us to choose Yutong is because its high quality and

high safety standards. Plus, its unparalleled fuel economy has helped us save energy costs by 20-25% every year. A variety of amenities and travel comforts provided by Yutong have long won the hearts of our passengers", says Sun.

As the youngest city in Hubei province, Suizhou has been making all efforts in pushing forward the application of new energy vehicles. As early as 2014, Suizhou introduced 50 units of Yutong 10.5-meter plug-in hybrid buses. Last year, the city bought another batch of 60 units of Yutong hybrid buses. So far, eight AC recharging posts have been built. Another two recharging terminals with 16 recharging posts will also soon be put into operation.

According to the statistics released by China Association of Automobile Manufacturers (CAAM), China rolled out a total number of 177,000 units of new energy vehicles and sold 170,000 units in the first half of 2016, up by 125.0% and 126.9% year on year respectively.





## 110 Yutong buses delivered to Bulgaria

110 units of Yutong buses exported to Bulgaria from China formally entered the public transport system of Sofia, capital city of Bulgaria, which marked the buses manufactured in China entered the EU market in large quantity where rigorous standards on vehicle emission are implemented.

Zhengzhou Yutong Bus Co., Ltd. signed a contract with Bulgaria for purchasing 110 buses on December 20, 2015. The products are manufactured according to the standards of the European Union and reach the Euro 6 emission level. The successful completion of the contract marked the Chinese high-end buses entered the European Union in large quantity for the first time, which has a far-reaching meaning.

The Sofia municipal government held a ceremony especially for the inauguration of the 110 buses on August 31, 2016. Yordanka Fandakova, Mayor of Sofia city, Moskovski,



Bulgarian Minister of Transport, Zhang Haizhou, Chinese ambassador in Bulgaria, Hu Fengju, International Business Director of Yutong, and over hundreds of guests attended the ceremony. Fandakova expressed at the ceremony that she was pleased to see the high quality Chinese city buses entered the public transport system of Sofia. It is showed that the import of Chinese buses is a correct choice and more Chinese buses



are expected to be adopted in the public transport system in the future.

Yutong buses have been delivered to over 130 countries and regions. In 2015, Yutong sold over 67,000 units of buses and coaches, and became the largest bus maker in the world for consecutive four years. Hu Fengju, International Business Director of Yutong, said at the ceremony that the deliver of these vehicles is the first step. Yutong has worked out a special service plan to ensure the smooth operation of the buses and better serve the travel of Bulgarian people.

Currently, more and more Chinese buses can be seen in European countries. The total sales of Yutong buses in the European area have reached over one thousand units, especially in France and UK, Yutong has achieved great breakthrough.





200 Yutong buses shipped to Pakistan

After several rounds of intense competitions with rivals from Japan and South Korea, Yutong successfully stroke a deal with Pakistan for 200 units buses. On September 2, a total number of 200 units of brand new Yutong buses boarded at Lianyungang Port, ready for their shipping to their destination, Pakistan.


After their arrival, these buses will be immediately put into operation. Yutong will closely monitor the operation status of these vehicles, ensuring their smooth operation in the country.



So far, a total number of 314 units of Yutong buses have been exported to Pakistan, accounting for 85% of the total bus export volume from China. These buses have been working smoothly in various sectors, such as tourist transportation, public transportation and airport passenger transportation. The presence of Yutong buses has also successfully broken the monopoly of Japanese and South Korean bus brands in the local market.



Yutong Bus releases output and sales data of Aug. 2016

ZHENGZHOU YUTONG BUS CO., LTD RELEASED ITS OUTPUT AND SALES DATA OF AUG. 2016.			
	Aug. 2016 (unit)	Jan-Aug. 2016 (unit)	Y-o-y growth of Jan.-Aug.
Output	6,516	40,511	5.17%
Large Bus	2,403	13,413	-7.28%
Medium Bus	3,115	21,593	34.33%
Light Bus	998	5,505	-31.02%
Sales	7,099	41,067	9.60%
Large Bus	2,314	13,493	-5.05%
Medium Bus	3,445	21,972	41.50%
Light Bus	1,340	5,602	-27.53%
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, 7,099 buses and coaches were delivered in August. From January to August, the accumulated sales volume reached 41,067 units, up 10.31 percent than the previous year.





A Yutong coach appeared on the front page of the UK based magazine COACH&BUS WEEK issue 1241, and an article was also published on the inside pages, which mentioned Yutong TC12 coach. The following words are the excerpt from the article.

## Experiencing Yutong TC12

“Our new Yutong TC12 was displayed in the trade area this year and it was busy all weekend with operators who wanted to take a closer look.

“We have a fully-equipped paint booth at our garage and have been painting Yutongs for Pelican for a couple of years now. That gave us an opportunity to look at the product more closely and we soon had a pretty good idea of how well built it was.

“Pelican’s Simon Collins (Deputy Sales Manager) regularly called in to see me. What I would say to him about the Yutong was that it was no a cheap products, but value-for-money. What sold me on the Yutong was that it’s also DAF(Paccar)-powered and had more or less the same axles as what we were already operating. It replaced the oldest Bova.

“When our TC12 arrived from China it showed how much Pelican and the manufacturer had been listening. Rather than 51 seats and a toilet, ours has 49 with a toilet so there’s extra legroom. All our coaches are 49-seaters, even the ones that are 13m long. On other Yutongs we had seen that the seats were

in the same trim as the side panels and the roof centres. We asked for something different and that was changed at the factory as well.

“There have also been quite a few modifications incorporated as the product has been developed – lockers above the wheel arches for example. Then there are the extras that are all included in the price. It’s all sorts of things like having two monitors and an inverter and 240V sockets by the seats. The amount of spares that come with the coach was amazing and even included a steel tow bar. There was also a complete tool kits.

Up to now Pelican seems to have been concentrating on the 35-seat midi Yutong and they have been very successful, but I think they will sell quite a few TC12s as well. The PDI (Pre Delivery Inspection) they do is thorough and aftersales support is very good. How good it will be when there’s a lot more Yutongs in service, we will have to see, but I think Pelican is going to shake up the market.”