

# EN ROUTE

| YUTONG NEWSLETTER

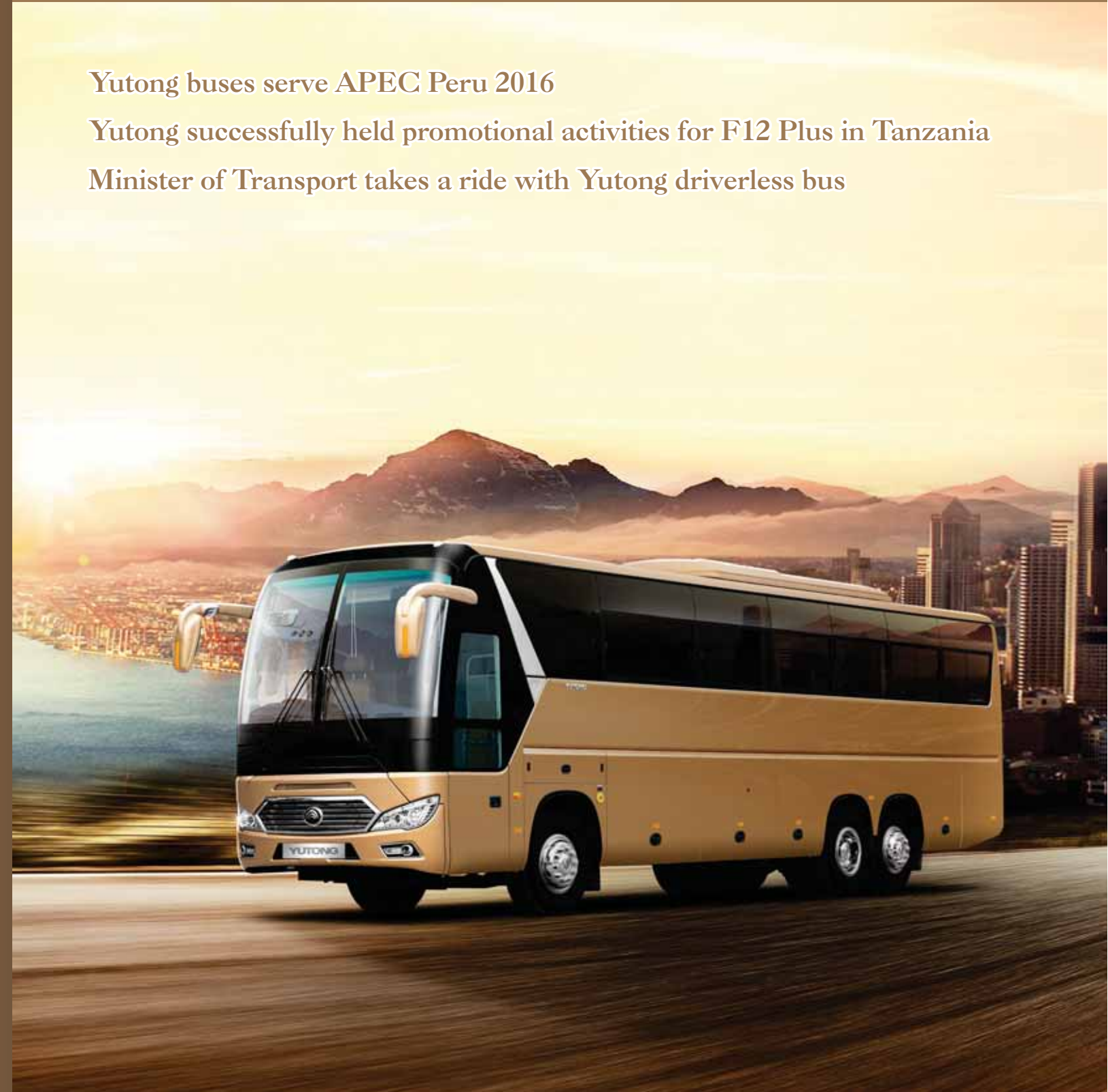
| ZHENGZHOU YUTONG BUS CO., LTD

| ISSUE 29 DECEMBER 2016

Yutong buses serve APEC Peru 2016

Yutong successfully held promotional activities for F12 Plus in Tanzania

Minister of Transport takes a ride with Yutong driverless bus



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# EN ROUTE

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# 2017 HAPPY NEW YEAR

In 2016, with your support and help, Yutong has made great achievement.

In the new year, we will continue to work hard and strive to create a better 2017 for you.

On this festive occasion, we would like to express our most sincere gratitude and blessings to you!

Wish you and your family all the best!

Zhengzhou Yutong Bus Co., Ltd.





## Yutong buses serve APEC Peru 2016



The 24th Asia-Pacific Economic Cooperation (APEC) leaders' meeting which is themed with "High Quality Growth and Social Development" was held in Lima, the capital of Peru on November 19, 2016. Yutong buses once again were designated as the official carrier for such a high-profile event. After its appearance at APEC Summit held in Philippines last year, this is the second time for the company to deliver transportation services for all high-ranking officials and journalists attending the event.

As early as 2006, Yutong entered Peru. Since then, it has been making all efforts to expand its presence in the country,



providing a whole range of services, like bus financing, training, operation and after-sales services to its customers. So far, it has set up its sales & service stations in some major cities in the country, including Lima, Arequipa, Ica, and Piura. Over 600 units Yutong buses, ranging from tourist coaches, city buses and intercity buses, are now working smoothly in the country.

As the biggest bus maker in the world, Yutong has maintained its top position in its bus sales among all its rivals in the world for five consecutive years. In 2015, its sales volume reached 67,018 units, accounting for over 15% of the global bus sales.





# LISTEN

THE MORNING BELLS  
OF THE CATHEDRAL OF LIMA

YUTONG



Yutong boosts APEC Peru 2016

# ENJOY

THE LEISURE  
IN THE HUACACHINA OASIS

YUTONG



Yutong boosts APEC Peru 2016



## Yutong successfully held promotional activities for F12 Plus in Tanzania

### NEW F12 PLUS BUS BRINGS EMPHASIS ON MORE SAFETY, RELIABILITY, COMFORT AND ENTERTAINMENT

Posted about 10 hours ago by Corporate Digest

Benbros Motors Ltd launched the New F12 Plus bus that boasts not only about its charming appearance, but also a sophisticated internal structure...

Earlier this week in Dar es Salaam Benbros Motors Ltd the Sole distributors of Yutong Buses launched the New F12 Plus bus that boasts not only about its charming appearance, but also a sophisticated internal structure, which the main point for the large-sized coach is the framework with high strength and Comfort.

The F12 Plus with two rear axles has a guaranteed reliability with a high loading capacity, making it become a real road king of passenger transportation. The F12 Plus is equipped with advanced video on demand (VOD) system and WiFi function.

Even when the WiFi is not available, you also have the access to the system free of charge which offers videos, audios, games and so on. Hence, your trip will be more enjoyable with more fun.

Comfortable Leather seats on the Bus comply with ergonomics bringing you an enjoyable trip throughout. The position of the TV monitors is adapted to the watching needs of passengers. More monitors are available to make the passengers in the back rows also feel satisfied. USB charging socket on each seat offers passengers more entertainment possibilities.

The event was graced with the presence of the Minister of Information, Culture, Artists and Sports. Nape Nnauye who was acting on behalf of the Minister of Industries, Trade and Investments Mh. Charles Mwilaose who was out of the Country as well



Like 1 G+ 0



Yutong successfully held a series of promotional activities for its F12 Plus at Dares Salaam, the capital city of Tanzania on November 19, 2016. Over 150 representatives from 70 bus operators in the country attended the big ceremony to mark the launch of Yutong F12 Plus. Minister of Culture from Tanzania, together with other government officials also attended the event and cut ribbons.

On its first day of launch, Yutong F12 Plus created a big stir among all participants, winning many praises for its unique design, strong power performance and passenger-friendly facilities on board. Visitors were also invited to drive or take a



ride with the vehicle to experience its unparalleled performance.

By holding a number of activities to launch its products, Yutong has further solidified its brand image among bus operators in Tanzania, projecting its vehicles to a new historical height in popularity.



# F12 PLUS

## ROAD KING FOR AFRICA

More Loading, More Value!



PLUS<sup>+</sup>



### LOADING CAPACITY

Innovative suspension structure with two rear axles greatly improves the loading capacity.

### ENTERTAINMENT

Free access to VOD system via cell phones

### SPACE

Ultra large luggage compartment increased by 12%.

### PERFORMANCE

Advanced Cummins engine enhances the power performance by 10%

### STRUCTURE

Lowered engine hood creates the fully flat floor.





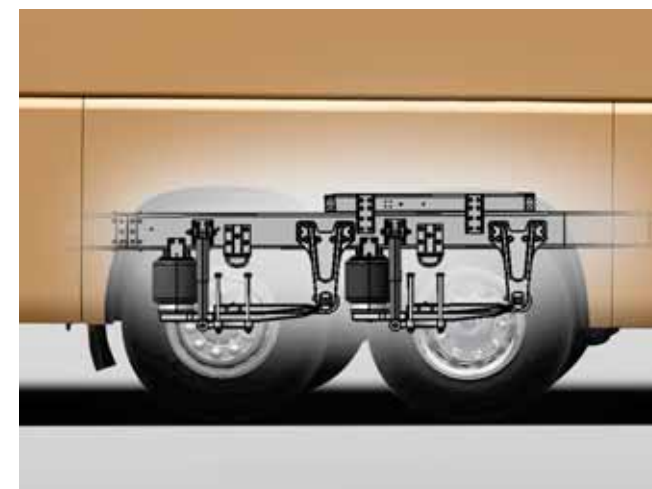
# F12 PLUS

## ROAD KING FOR AFRICA



### INNOVATIVE SUSPENSION STRUCTURE WITH TWO REAR AXLES

Besides the charming appearance, the main point for a large-sized coach is the framework with high strength. The F12 Plus with two rear axles boasting good reliability and high loading capacity, making it become a real road king of passenger transportation.





# F12 PLUS

## ROAD KING FOR AFRICA

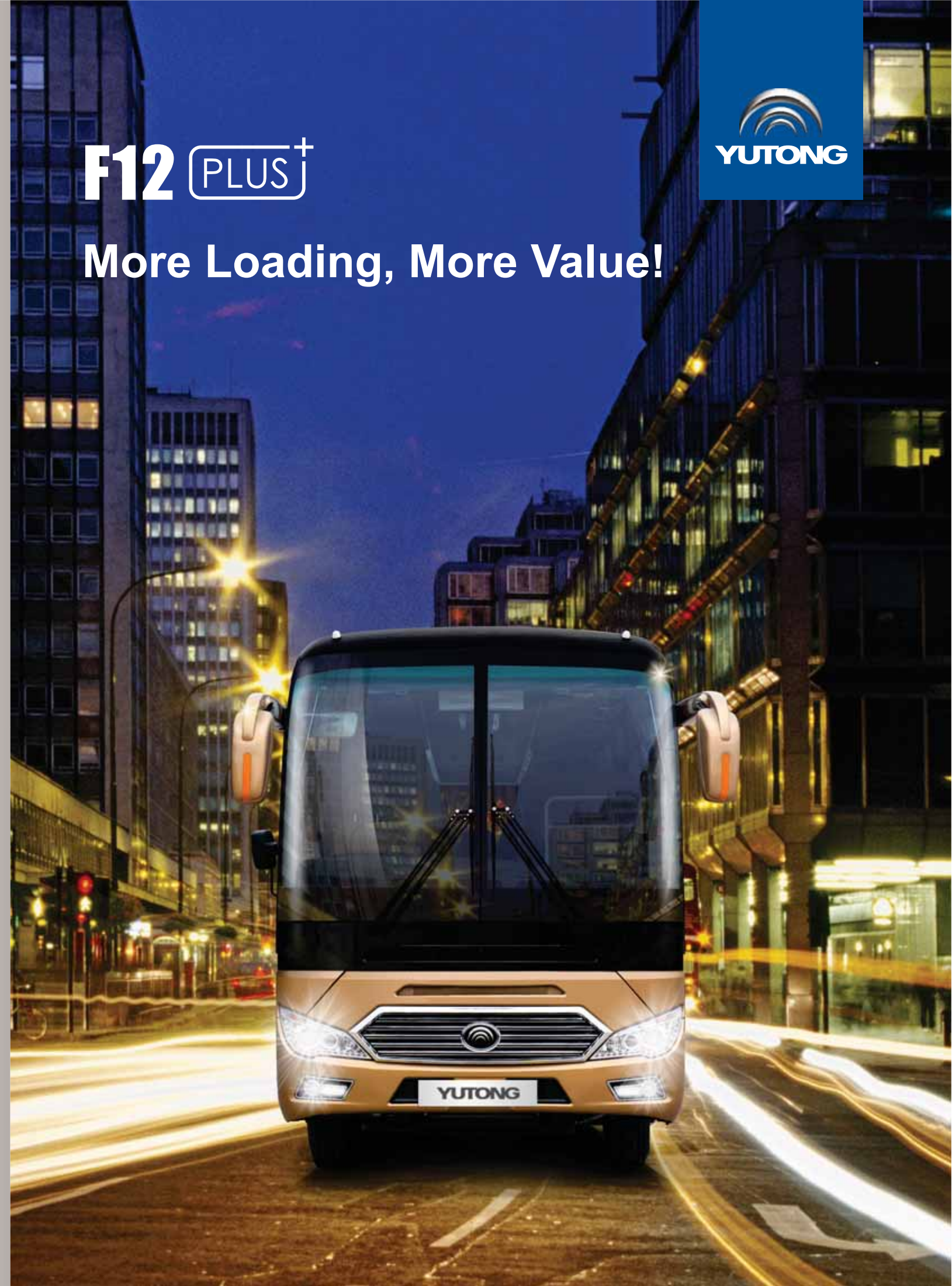


### ADDED ADVANCED VOD SYSTEM

How to ease the fatigue caused by a long trip is an issue we are always considering. Now, the F12 Plus is equipped with advanced VOD system and WiFi function. Even when the WiFi is not available, you also have the access to the system free of charge which offers videos, audios, games and so on. Hence, your trip will be more enjoyable and have more fun.

# F12 PLUS<sup>+</sup>

## More Loading, More Value!





## Yutong Cup Bus Driver's Driving Skills Competition held in Hangzhou



The 1st Yutong Cup Bus Driver's Driving Skills Competition was held in Tonglu County, Hangzhou, capital city of east China's Zhejiang province on December 1-2, 2016. A total number of 23 bus drivers from 22 bus operators in the provincial capital took part in the competition.

According to Yutong, every participant needs to drive Yutong ZK6120HQ bus in 36 minutes on a designated route with a distance of 38 kilometers. Four judges will be on board to assess each driver's performance on 20 different items, including operation skills, fuel consumption level, driving stability, time assessment, parking skills, etc. A bucket of water is also put on the bus to evaluate the driving stability of each driver. During the whole competition, driver's skill in reducing the vehicle's overall fuel consumption level is the key item of assessment for all the judges.

In the end, Yao Jianfeng, from Hangzhou Long-distance Transportation Group Co., Ltd. won the champion. He managed to drive 38 kilometers with the bus, which only consumed 5.1 liters of fuel. "I have been driving buses for

over a decade. Through such a competition, I have benefited quite a lot from all participants. While driving Yutong buses, I think the key to saving fuel is to be gentle as much as possible when it comes to the accelerator", says Yao.

Zhu Weifen, a woman bus driver from Hangzhou Guotong Tourist Transportation Co., Ltd. also participated in the competition. Though having been driving buses for 15 years, she is taking part in the driving skill competition for the first time. "To save fuel, it is very important to avoid using the braking system as much as possible and make full use of the accelerator and gear shifting to adjust the speed of a bus", says Zhu.

During the competition, all participants spoke highly of the outstanding fuel economy of Yutong buses, which can be chiefly attributed to the second generation of thermal management for bus engines and Lanxin System.

The second generation of thermal management for bus engines is able to help vehicles cut fuel consumption by 8-

13% through controlling electronic fans. Moreover, it can cut vehicle noise and engine wear. Lanxin System makes full use of intelligent control and helps drivers cut the number of unnecessary accelerations and improper operation of the accelerators. Currently, both have been widely applied on Yutong buses and have been warmly welcomed by all bus operators.

"We always aspire to create a win-win situation. In recent years, we have been making tenacious efforts in improving our buses' interiors and exteriors designs, boosting their fuel economy and enhancing their performances. Currently, Yutong accounts for 50% of the bus fleet used for tourist transportation in Hangzhou. Through holding such a bus driver's skill competition, we sincerely hope that we can further deepen our understanding of the pressing needs of our customers in the tourist transportation market", says Wang Qiang, General Manager of Yutong Zhejiang & Fujian Region.

Thanks to the successful G20 Summit held in the city not long ago, Hangzhou has left an indelible impression on many

people from both home and abroad. In the post G20 Summit era, the city has seen a marked increase in the number of tourists, which has brought new business opportunities for many enterprises, including those involved in tourist transportation. "Such a competition will build a new platform for bus drivers to improve their driving skills", says Jia Jinliang, Chairman of Hangzhou Road Transportation Association.





# Minister of Transport takes a ride with Yutong driverless bus



Li Xiaopeng, the head of China's Ministry of Transport (MOT), paid a special visit to the Land Transport Experiment Center located in Tongzhou, Beijing on December 6, 2016. During his visit, he showed keen interest in Yutong driverless bus and took a ride with the vehicle.

With a speed of 40 kilometers per hour, Yutong driverless bus drove around the vehicle experiment track which is measured 2.02 kilometers in length. While in operation, the vehicle has skillfully demonstrated its unusual agility in operating on the scheduled routes, changing lanes and stopping at designated points. While on the bus, Li made detailed inquiries about the specifications and the key spare parts of the vehicle.

While expressing his satisfaction over Yutong's impressive achievements in recent years, Li also points out that the fast


and sound development of China's transport sector will lay a solid foundation for continued robust growth of the nation's economy. Nowadays, technological innovation plays an increasingly important role in upgrading and transforming the transport industry. Against such a backdrop, Li urges all enterprises involved in the transport industry to play a more active role in pushing forward the overall growth of the sector and creating new business opportunities.

Driverless vehicles, also known as self-driving vehicles, were first introduced by Google, the well renowned search engine. In recent years, a number of automakers in China have joined the efforts to develop such vehicles. Yutong, as the leading bus maker in China, has also shown a keen interest in this promising industry. Li Deyi, an academician from China's Academy of Engineering, also joined Yutong in developing driverless driving technologies.

Yutong's first driverless bus, also the first one in the world, made its appearance to the public on August 29, 2015. It successfully completed a trial operation without any human assistance. What is worth noting is that the bus drove 32.6 kilometers on Zhengzhou-Kaifeng Avenue in Zhengzhou with a maximum speed of 68 kilometers per hour. During the journey, the bus passed 26 traffic lights without a glitch, masterfully dealing with a host of complex situations on the road.



## Yutong Bus releases output and sales data of Nov. 2016

Zhengzhou Yutong Bus Co., Ltd released its output and sales data of Nov. 2016.			
	Nov. 2016 (unit)	Jan-Nov. 2016 (unit)	Y-o-y growth of Jan.-Nov.
Output	8,408	60,767	4.75%
Large Bus	3,468	21,691	-4.74%
Medium Bus	4,496	32,039	32.82%
Light Bus	444	7,037	-36.72%
Sales	7,228	60,129	6.06%
Large Bus	3,255	21,709	-2.41%
Medium Bus	3,522	31,273	33.38%
Light Bus	451	7,147	-35.06%
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, 7,228 buses and coaches were delivered in November. From January to November, the accumulated sales volume reached 60,129 units, up 6.06 percent than the previous year.





CCTV NEWS is the English language news channel of China Central Television (CCTV). Recently, CCTV NEWS reported that Yutong attended the Havana International Fair 2016. The following words are the excerpt from the coverage.

## Yutong new energy buses to boost green travel in Cuba



market share. In order to improve the environment and energy structure in Cuba, and better serve the Cuba people, we are bringing in our electric buses,” said Hu Fengju, director of Yutong’s international business.

Chinese-made electric buses are expected to run on the streets of Cuban capital. The battery-driven buses are unique in Latin America’s public transportation system. Cuban officials hope



Now, Chinese renewable buses have become a big hit in the Havana International Fair 2016 which kicked off in Cuban capital on Oct. 31, 2016. In order to satisfy market demand from Cuba, the Chinese bus maker brought seven new models to the country.

“In recent years, clean energy buses have surged in the global

that Yutong buses can soon become an integral part of urban bus service in Havana.

“China has its advantage in this field, because it is the first country that introduced this technology to Cuban. We expect the electric bus to be reliable, perform well and have high efficiency,” said Ivan Chacon from Cuban Ministry of Transportation.

There is the global trending to use green technology. Cuba should catch up with it in the next few years, just like what I did now to keep up with the market,” said Eric, general manager of Cuba’s CAISA bus company.

Yutong buses accounts for 90 percent of the local market.

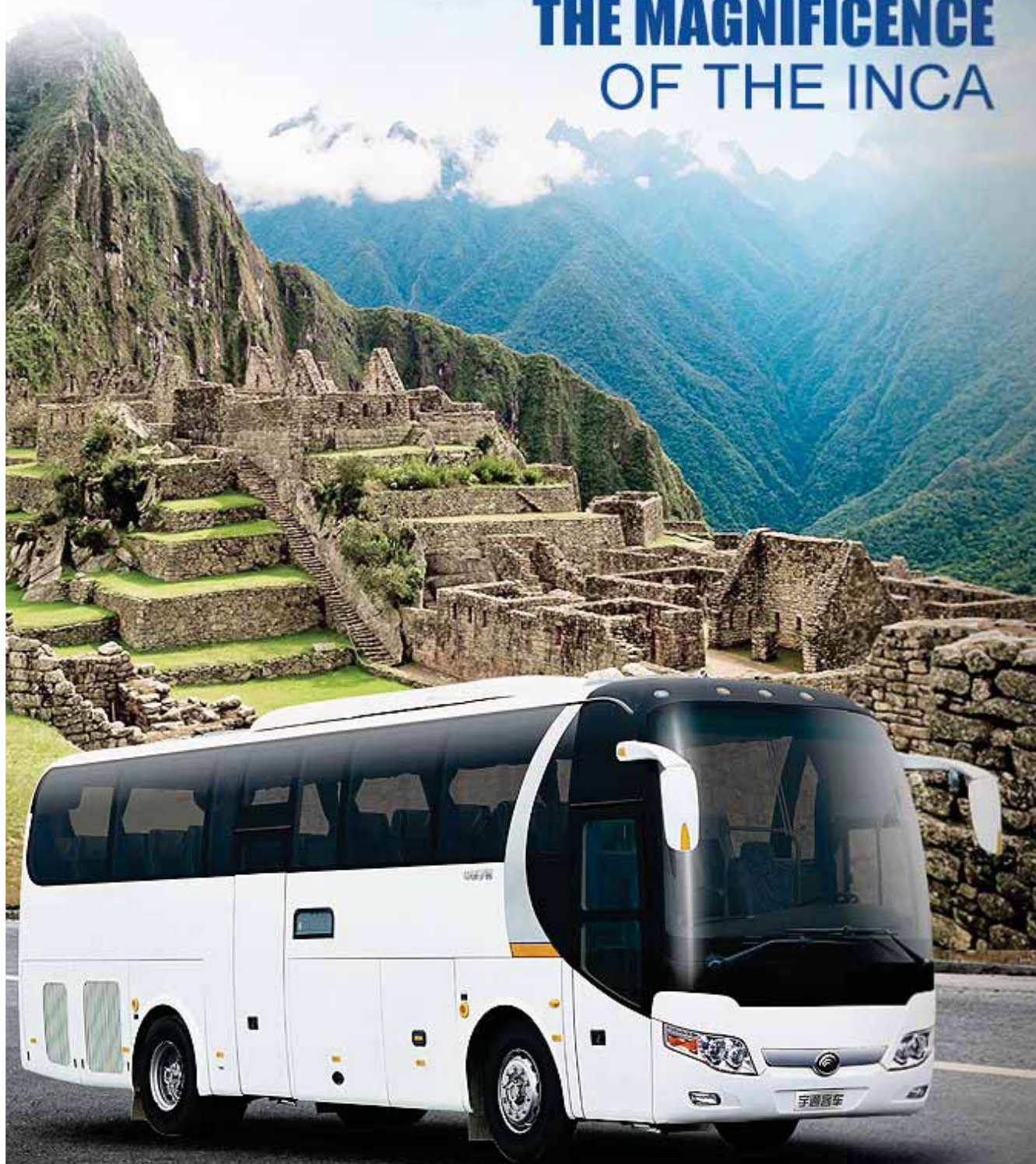
Yutong’s exports to Cuba range from urban buses, long-distance buses, school buses to construction machinery and chassis parts.







# DISCOVER THE MAGNIFICENCE OF THE INCA



Yutong boosts APEC Peru 2016



# APPRECIATE THE MYSTERY OF THE NAZCA LINES



Yutong boosts APEC Peru 2016