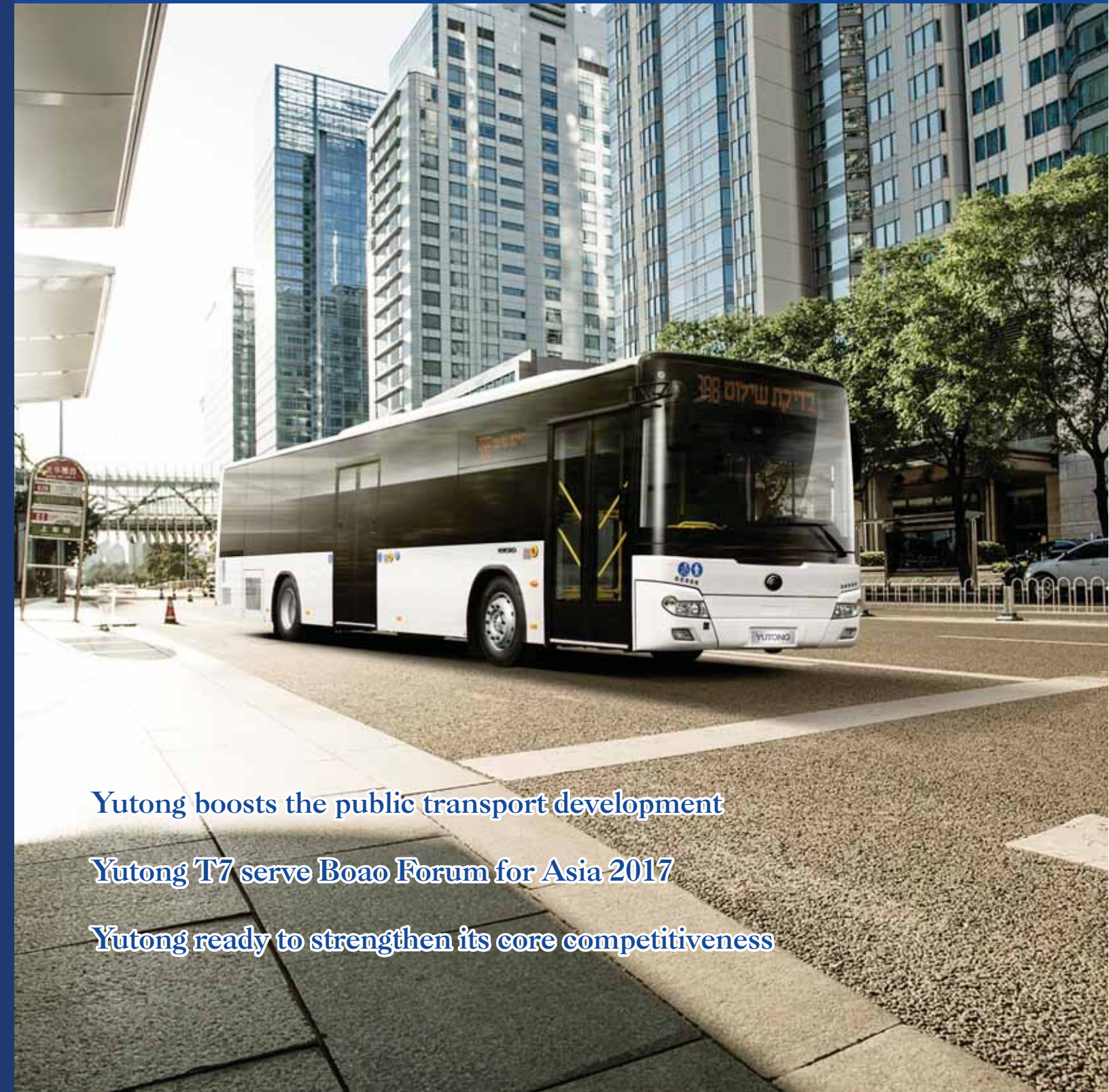


EN ROUTE

| YUTONG NEWSLETTER

| ZHENGZHOU YUTONG BUS CO., LTD

| ISSUE 32 APRIL 2017



Yutong boosts the public transport development

Yutong T7 serve Boao Forum for Asia 2017

Yutong ready to strengthen its core competitiveness



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

EN ROUTE

Honorary Editor-in-chief

Hu Huaiban

Honorary Consultant

Kent Chang Fu Benqi Jin Xin Kevin Pan

Consultant

Ren Hong Wang Feng Wu Zhijie

Editor

Zhao Yao Tina Tan

CONTENTS

ABOUT US

Yutong boosts the public transport development P-01

DOMESTIC

Yutong T7 serve Boao Forum for Asia 2017 P-09

Yutong ready to strengthen its core competitiveness P-11

Yutong attends Tianjin International Bus Exhibition P-13

Tibet Airlines joins hands with Yutong P-15

Yutong helps Deqing build green urban areas P-16

Yutong high-end business vehicle T7 makes a splash P-17

ON ROAD

Posters on new energy bus promotion P-18

PUBLIC TRANSPORT IS THE TOP CHOICE OF GREEN TRAVEL



Along with the rapid development of urban economy in recent years, more and more vehicles are running in cities. In addition, since the shortage of resources, increased haze, traffic congestion and other problems have become increasingly prominent, the development of public transport has become the priority in developing the green economy and building the green urban transport. The public transport system integrating the intelligentization, energy conservation and environment protection has become the future development trend.

The application of intelligent technology can not only achieve the real-time monitoring of vehicle's position and status information, but also realize the overall management of vehicles' safety, fuel economy, operation and entertainment.

Through the R&D and application of energy-saving and environmental protection technologies, the vehicles have been improved and upgraded in terms of engine, transmission system, body weight, wind resistance and energy use, so as to

reduce the energy consumption and pollutant emission, and improve the urban environment.

As the leader of China's bus industry, Yutong advocates the green travel. Possessing mature and stable conditions and sufficient advantages in city bus technologies and intelligent application, Yutong has developed three categories of city buses, contributing to the sustainable development of public transport and urban economy.



CONVENIENT MAINTENANCE, REDUCED COSTS

With durable and reliable technologies and process application, Yutong ensures the superior quality of its products and reduces the frequency of maintenance. The user-friendly design facilitates the repair and maintenance. The excellent after-sales services effectively reduce the maintenance costs by about 20%.



Reliable and durable quality with low failure rate

Self-made sophisticated chassis ensure the good loading capacity and braking performance.

Master and slave cylinders of clutch with high reliability reduce the failure rate by more than 90%.

Yutong electrocoating standard improves the anti-corrosion performance and beauty of whole vehicles.

All-terrain road simulation test for chassis enhances the reliability of chassis and comprehensively inspects the strength of chassis.



All-terrain road simulation test for whole vehicles enhances the reliability of whole vehicles and reduces the maintenance costs. The experimental standard of Yutong test track is dozens of times test strength of real vehicles. The 1,000,000km test can be completed within 30 days in Yutong's experiment center.

The fatigue and durability experiments of components ensure the durability of components.

The test drive on the proving ground featuring the typical roads in China ensures that the whole vehicle can adapt to various road conditions.



Easy access to repair and maintenance

Separable structure of the front wall facilitates the repair of the headlights and wipers.

The rear closed relay box in the battery compartment is sealed with transparent material, facilitating the repair and maintenance.

The new generation of CAN bus under the central control by the computer improves the visualization of faults.

Out-swing electric box facilitates the repair and maintenance.

TSM system with digitization and dynamic function can achieve remote control and comprehensive management. The front axle with disc brake features good brake stability, and the brake torque improves by 75% while the service life increases by 60%.



SELF-DRIVING SETS YOU FREE

Intelligent vehicles and intelligent transportation are the future development trend. In the self-driving process of a vehicle, the vehicle can automatically detect the road conditions and correct the driving behavior accordingly, thus ultimately achieving zero traffic congestion and zero accident. Meanwhile, it can also minimize energy consumption, reduce costs and protect the environment.

As the only bus maker in China who was involved in the development of self-driving buses, Yutong is conducting the first-phase technical research: on real road operation condition, Yutong self-driving bus can achieve functions such as route-followed driving, automatic obstacle avoiding, automatic steering, speed adapting, traffic light recognition, road marking recognition, traffic sign recognition, bus stops, terminal parking, etc.

In the future, the target of Yutong self-driving technology research is to gradually transform and apply the major technologies involved in unmanned automobiles, and ultimately realize the productization of unmanned buses.



TELEMATICS TECHNOLOGY MANAGES THE FLEET COMPREHENSIVELY.



Telematics is an innovative technology of “buses + internet”, which is used by Yutong to conduct comprehensive management of vehicles.

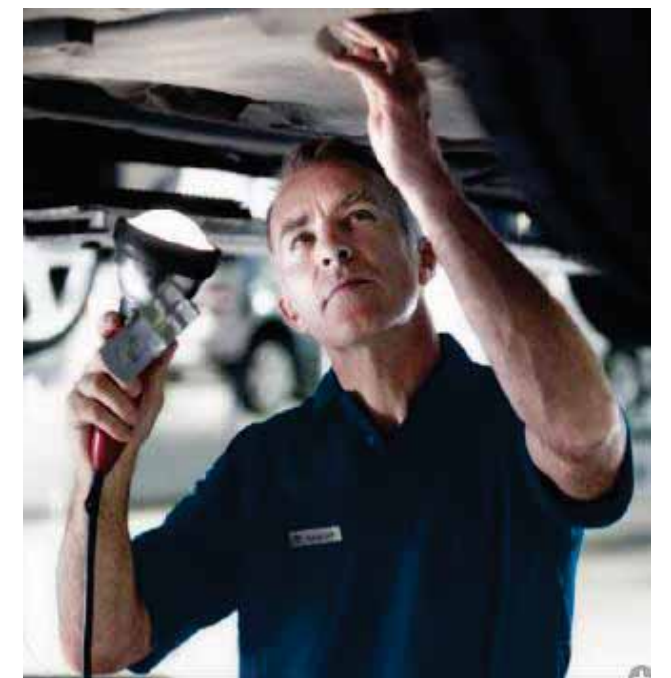
Monitoring management of vehicles: real-time supervision of the location and status of vehicles;

Safety management: ensure the safe operating in terms of vehicles and drivers' behaviors through pre-warning of vehicle status and statistics of drivers' behaviors;

Economical management: improve the economic indicators through multiple means like increasing the vehicle utilization rate, reducing fuel consumption, prolonging service life of spare parts and so on;

Operating management: enhance the operating and management efficiency through intelligent fleet management system;

Entertainment: multiple on-board entertainment devices can meet the needs of passengers.



HIGH FUEL EFFICIENCY AND LOW EMISSION

As the world's second largest carbon emission industry, the automotive industry is facing serious energy consumption and environmental pollution problems. Therefore, the low-carbon development has become the highest strategic objective of the automotive industry's current development.

Adopting new energy-saving and emission-reduction technologies, Yutong's conventional city buses, energy-saving city buses and new energy city buses boast high fuel economy and low emissions which not only enhance the sustainable development of urban transport, but also improve the quality of urban living environment.



APPLICATION OF MULTIPLE TECHNOLOGIES SAVE THE ENERGY.



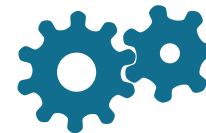
ReCtrl

The ReCtrl technology self-developed by Yutong realizes the combination of electrification and intelligentization, greatly improving the work efficiency and reducing the fuel consumption by 30%.



2nd generation of the thermal management system of engines

The 2nd generation of the thermal management system of engines self-developed by Yutong can cut 5%~8% more fuel consumption of buses than the 1st generation and save 8%~13% more fuel than ordinary engines. Meanwhile, the great improvement can be seen in terms of stability, fuel consumption, noise, etc.



Whole vehicle / driveline matching technology

Based on the requirements on vehicle's power system under actual conditions and through the driveline simulation technology, validation of customer's operating scenarios and low rolling resistance technology of tires, Yutong has achieved the best optimization of the power system.



Lightweight design of whole vehicles

The designed weight is about 350kg lower than the products of same kind, greatly reducing the fuel consumption. In addition, the corrosion and heat resistance of components is also improved.



Low wind resistance design

The wind resistance is about 10% lower than the products of same kind, greatly improving the fuel efficiency and reducing the noise of vehicles.

PERFECT DELIVERY



World's largest bus manufacturing base ensures the timely scheduling of orders.

Yutong has four manufacturing bases for conventional buses, new energy buses, special vehicles and parts & components. The bus plants include five production procedures (parts making, chassis, welding, painting and final assembly), and 15 production lines as well as completed road test procedures, covering an area of 246,600 square meters with an annual production and sales volume of more than 70,000 units.



The plant for special vehicles include parts making workshop, welding workshop, painting workshop, final assembly workshop and so on, covering an area of 533,300 square meters with an annual production and sales volume of more than 5,000 units.

The parts & components sector has seven departments, namely chassis, air conditioners, electronics, chemicals, compartment doors, seats and side windows. It has four plants

with an annual turnover of USD544 million.

Professional logistics team creates customized logistics solutions.

Possessing a professional international logistics team, Yutong has set up cooperation partnerships with world's renowned shipping companies and is continuously optimizing the costs and paths based on customers' needs so as to provide you with customized logistics solutions.



Complete logistics chain ensures the timely delivery of products.

Cooperating with world's major logistics operators ensures the timely delivery of products; establishing long-term partnership with partners worldwide solves the problems of custom clearance and vehicle inspection, thus ensuring the new vehicles can join the fleet timely and gain the operating benefit as early as possible.



TRUSTED SERVICE



Comprehensive, efficient and trusted service is an important guarantee for bus operation. Through various service measures, Yutong provides overseas customers with trusted service guarantee.

Well-established service network

Besides over 160 chartered service stations and more than 270 service outlets worldwide, Yutong also sends service engineers and spare parts managers to reside in the key overseas markets.

Systematic service training

Through multiple training ways, Yutong carries out diverse and effective service training for overseas service stations and end users.

Set up training centers

Teach overseas customers maintenance skills of Yutong buses

Develop multi-language training materials

Covering repair and maintenance of vehicles, driver brochure, service station management manual, etc.

Real-time service information exchange backed by informationalized systems

With the OSN platform, Yutong gradually builds up a service information supporting system, greatly improving the efficiency of services.

Online functions: information feedback and warranty settlement, spare part inquiry, technical document inquiry, parts ordering, training management, products information, dealer information, etc.

Providing you with attentive services with sustained, diverse and active caring

- Visit customers regularly to learn about their needs
- Conduct driving and maintenance training for customers free of charge
- Carry out special inspection for vehicles, give away maintenance parts and give discounts to some spare parts

Yutong T7 serve Boao Forum for Asia 2017



Boao Forum for Asia 2017 themed with “Globalization and Free Trade, the Asian Perspective” was held in Boao, Hainan province on March 23 to 26, 2017. Yutong T7 has once again been designated as the official carrier for such a high-profile event.

“We were assigned the transportation service task in February this year. All vehicles were delivered to the organizing committee on March 12”, reveals Zhou Minghui, Director of Strategic Customers Department. Just like serving at last year’s Boao Forum for Asia and G20 Hangzhou Summit,

Yutong has set up a special back-up team to provide timely services and comprehensive check-ups of each and every vehicle.

With a blemish-free record in a number of high-profile events, Yutong bus fleet has left an indelible impression on high officials and top business leaders from both home and abroad. T7, in particular, its fast rise in the high-end business reception market speaks volume of China’s formidable strengths in the global bus manufacturing industry.



Yutong ready to strengthen its core competitiveness



During the Two Sessions in 2017, how to curb the worsening environmental pollution was a hot topic among the delegates. Naturally, new energy vehicles were put under the spotlight again. In the post-subsidizing era, Yutong is determined to grasp every opportunity to strengthen its core competitiveness.

At Yutong's new energy bus product promotion campaign held in Zhengzhou, over 400 representatives of bus operators from all over China gathered and held insightful talks and discussions on new energy vehicle development and government's subsidizing policies.



Developing new energy buses is the inevitable trend. Blessed with unprecedented opportunities and confronted with many challenges, Yutong is keenly aware that it must concentrate on technological innovation. In the face of an imminent reshuffle of the industry, it is actively involved in seeking its own transformation and making new technological breakthroughs to beat its rivals.

The continued shrinking of subsidies for new energy vehicles indicates the government's determination to make new energy buses better meet the market demands and promote their sound development.



Yutong attends Tianjin International Bus Exhibition

The Tianjin International Bus Exhibition officially kicked off at Meijiang International Exhibition Center, Tianjin, on March 30, 2017. Yutong brought seven new bus models on display, including ZK6650BEVG (E6), ZK6845BEVG1 (E8), ZK6105BEVG6 city bus (E10), ZK6115BEV1 (E10) coach, ZK6850CHEVNPG29A (H8), ZK6105CHEVPG (H10), and T7. With an exhibition stand covering 1,000 square meters, these vehicles measuring from six meters to ten meters in length and ranging from full electric to plug-in hybrid ones, fully demonstrate the bus maker's formidable strengths in the world's bus manufacturing industry.

According to the bus maker, E6, E8 and E10, all of which are powered by electricity, are the company's fist products.

Moreover, they all have gained stardom in their respective markets. H8 and H10, as the plug-in hybrid vehicles, have further diversified the company's product line.

During the "two sessions" this year, Yutong E10 full electric coaches were designated as the carriers for the delegates, delivering impressive performances. Achieving even higher energy efficiency, Yutong E8 now better meets the bus operators' needs. Yutong H8 was rolled out in April last year. In less than one year, it has gained a reputation as the most ideal plug-in hybrid bus for medium-sized cities.

Yutong Zk6710Q1, also known as T7, is a business coach mainly targeted at the high-end passenger transport market.



Though less than two years old, T7 has successfully made its appearance at a number of high-profile events, including Boao Asia Forum 2017, China's annual CPC and NPPCC sessions, G20 Summit in Hangzhou, etc.

It is revealed that all these vehicles are equipped with ReCtrl systems. Thanks to their highly integrated, modularized and standardized designs, Yutong ReCtrl systems greatly help vehicles achieve high safety standards, high reliability, high environmental friendliness and long durability. In addition, the bus maker has launched comprehensive passenger transport solutions, helping bus operators solve their pressing concerns and create more added values for them. On February 27, Yutong rolled out its upgraded version of ReCtrl systems, aiming to build internet connected electric buses in the near future.



Tibet Airlines joins hands with Yutong

Tibet Airlines-Yutong Cooperation Memorandum was officially signed in Chengdu, southeast capital city of Sichuan province on March 23, 2017. At the signing ceremony, Yutong delivered seven units buses to Tibet Airlines, including four units T7 and three units airfield bus ZK6140BD measuring 13.8 meters in length. In addition, the two companies also signed a strategic cooperation plan which aims at promoting the two parties' long-term cooperation, creating a win-win situation and seeking mutual development.

According to Tibet Airlines, these vehicles were officially put into service on March 26. Six of them stay at Shuangliu Airport and one T7 will travel to Lhasa Airport for operation. This is also the first time for T7 to work in areas with high altitude. To better serve Tibet Airlines, Yutong has set up a special after-sales team to provide timely services for its customer.

Just a few years ago, the airfield buses at many airports in China were dominated by a handful of overseas bus brands. However, in recent years, Yutong airfield buses have become a major force in a number of airports in the domestic market, with a market share of 30% in China. At Chengdu Shuangliu Airport, Yutong buses account for nearly 50% of all airfield buses. In 2016, Yutong airfield buses were also exported to Latin America, Southeast Asia, the Middle East and Africa.



Yutong helps Deqing build green urban areas



With a population less than one million, Deqing is one of the Top 100 Counties in China. Apart from its robust economy, the city is also taking the lead in the public transportation among all its counterparts in China. Just a few years ago, Deqing School Bus Fleet made a big splash in China and its smooth operation set a role model for all school bus operators in China.

In order to promote the application of new energy buses and further integrate the public transportation market and the tourist transportation market, Deqing has recently introduced a large number of new energy buses from Yutong, providing greener and more unique travel experience for both local citizens and tourists. In 2013, it purchased some hybrid city buses from Yutong. Two years later, the county bought 20 units Yutong full electric city buses. Last year, 30 units Yutong full electric buses were officially put into service in the

county.

Currently, Deqing boasts 239 units new energy buses. In addition, over 90% of city buses working in its urban areas are powered by new energy or clean energy. In the next few years, the county will continue to introduce about 20 units new energy buses each year to build its green public transportation system.

"We have been cooperating with Yutong for many years since we first introduced school buses from the bus maker. We have made several visits to Yutong's production base and we have been very much impressed by its state-of-art bus manufacturing technologies. Moreover, Deqing citizens have long fallen in love with Yutong buses", says Zhu Liang, Director of Deqing Transportation Management Bureau.

Yutong high-end business vehicle T7 makes a splash



For a long time, China's medium-sized business vehicles targeted at the high-end class have seldom managed to make their appearance at some high-profile events. However, the situation is slowly changing with the debut of Yutong T7, a classy business reception vehicle which was independently developed by the bus maker.

Yutong T7 has successfully passed a series of stringent tests under extreme conditions, such as those places with high altitude or extreme temperatures. No matter in such unfriendly weathers as over 40 degree Celsius or minus 30 degree Celsius or in those places with an altitude of over 4,000 meters, the vehicle can still maintain smooth operation. Apart from successfully passing the national roll-over test, the vehicle achieves high level of safety standards and maneuverability and offers passengers a host of travel comforts. In all, Yutong T7 is fully prepared to rival with its global counterparts.

Yutong has been maintaining a robust growing momentum in both domestic and overseas market, according to Wang Wentao, the Deputy Marketing Director of Yutong. In 2016, the bus maker sold over 70,000 units buses around the world,

ranking the first place in the global market for six consecutive years. So far, it has established a formidable presence and a well-connected sales network in its six major overseas markets.

"Our (Yutong) success lies in our continued heavy investments in research and development," reveals Yang Zhaoxia, Deputy Director of Yutong Product Development Department. In 2015, the company's total investment in R&D reached a whopping 1.229 billion RMB, statistics show.



Global Vision, Green Future

As the No.1 bus brand in China, Yutong has already set up the global networks of sales, services and spare parts supply. With quality products and reliable service, Yutong is dedicated to creating great value for customers. Actively responding to the trend of green economy, Yutong owns China's largest manufacturing base of energy-saving and new energy buses and industry leading R&D advantages of new energy buses. It has launched 10~18m hybrid buses and 7~14m electric city buses with a wide product lineup.

Through developing energy-saving and new energy vehicles and building green public transport modes, Yutong will foresee the green future together with you.



Zhengzhou Yutong Bus Co., Ltd.

Yutong Industrial Park, Yutong Road, Guangcheng District, Zhengzhou, China (PC:450061) Tel: +86 371 6059 0566 Fax: +86 371 6689 9171-1020 Website: www.yutong.com E-mail: sales@yutong.com