

EN ROUTE

| YUTONG NEWSLETTER

| ZHENGZHOU YUTONG BUS CO., LTD.

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Come for the champion! Yutong buses serve star team and global soccer fans in Russia

Yutong releases a whole series of upgraded new energy products

Yutong shines at China Transpo 2018



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E10_(RHD)



FULL ELECTRIC BUS NEW CHOICE OF URBAN TRANSPORT

Create perfect ride experience



With comfortable and cozy interiors, E10 can bring passengers a pleasant feeling. The air conditioning system in the passenger area (cooling capacity: 28000 kcal/h) and cockpit area (cooling capacity: 3200 kcal/h) makes the temperature inside the vehicle very comfortable and the air very fresh. The USB charging interface, wheelchair area, alighting button and other user-friendly design fully meet the various needs of passengers.



Offer you an eased driving experience



- Enclosed cockpit design prevents the driver from disturbance, thus ensuring the driving safety.
- With stepless speed change, the clutch engagement operations can be decreased by over 2,000 times per day, and the noise is 3dB lower than that of conventional counterparts.
- ACTIA dashboard with full LCD instruments not only creates a catching appearance, but also provides an easy access for drivers.
- Yutong's BusEYE Pro Assisted Driving System has greatly improved the safety of whole vehicles and greatly reduced the stress and fatigue of drivers.





Meet the needs of whole-day operation



- Lightweight design, high-performance drive motor and high-efficiency control strategy — low power consumption



- 176Ah batteries — high energy density; 324kWh (12 packs) — large electric capacity
- "Vehicle+" charging management system: real-time monitoring of vehicle location and SOC, and rational planning of charging schemes to provide great support for charging management.



E10_(RHD)

FULL ELECTRIC BUS NEW CHOICE OF URBAN TRANSPORT



Overall parameters

Length	10855 mm
Width	2550 mm
Height	3280 mm
Wheelbase	5500 mm
G.V.W.	18000 kg
Service door	2

Battery

Electric capacity	324 kWh
Type	Lithium-iron battery (LFP)

Driving range

SORT2<XA/C off	340 km
A/C on for cooling	250 km
Electric heating on	185 km

Charging time

60Kw charger (European standard)	5.5 h
120Kw charger (European standard)	3 h
150Kw charger (European / Chinese standard)	2.6 h/2.2 h

Drive motor

Type	Permanent magnet synchronous motor
Rated power	215 Kw
Max. power	350 Kw

Power performance

Max. gradeability	18%
Persistent gradeability	7%

Axle

ZF independent front axle + ZF rear axle

Steering

Electric hydraulic power steering

Suspension

Air suspension, Lifting system with ECAS

Tire

275/70R22.5

Brake

EBS

Air conditioner (A/C)

Electric cooling & heating A/C

Max. passenger capacity	78	74	78	74
Sitting	47	43	49	45
Standing	31	31	29	29
Wheelchair	0	1	0	1
Wheelchair area length	2m		1m	

Come for the champion! Yutong buses serve star team and global soccer fans in Russia

The FIFA World Cup 2018 is held in Russia from June 14th to July 15th, 2018. Enthusiastic fans, moving vehicles and football elements on the roadside create a unique landscape. Yutong buses are also a part of the landscape. They are busy with carrying fans from all over the world to various football stadiums.

On June 13, Yutong, the leading bus maker in China, held a handover ceremony for the local transport company SpbTransBus in the Russian city of St. Petersburg, which has a history of more than 300 years. These buses epitomize Yutong's contribution to boosting the passenger transportation in Russia. In St. Petersburg, Moscow, and urban agglomerations across Russia, Yutong delivered more than



300 buses used for the World Cup to BBUS and other transportation companies. Among a host of bus brands that serve the World Cup, the number of Yutong buses ranked first.

At the handover ceremony, Russian girls dressed in national costumes presented bread and salt representing the highest courtesy to the distinguished guests from China. Chinese representatives presented the Russia guests with the Chinese knot that symbolizes the friendship and wisdom. The St. Petersburg Transportation Association granted the "Best Chinese Partner" honor to Yutong, and the Leningrad Transport Association awarded Yutong the "Best Tourism Coach Supplier" and expected both parties to have more in-depth cooperation in the field of transportation.

In order to ensure the smooth operation of buses in the low-temperature environment in Russia, Yutong has performed a lot of investigation work in advance, and visited different places to learn about customers' needs and actual operational environment of vehicles. Meanwhile, Yutong's technical team conducted corresponding development, adopted the world's most advanced electrocoating technology for chassis framework and bodies, designed high-power and independent heating system, thus effectively ensuring the operational



performance of vehicles, prolonging the service life of vehicles and establishing an image of durability and trustworthiness in Russia for Chinese buses.

Russia is one of Yutong's strategic markets. In 2003, the first Yutong bus entered Russia. As of March 2018, Yutong has totally exported 3,233 buses to Russia. With excellent product quality and services, the number of Yutong's customers in the Russian market is increasing year by year.

In 2020, Moscow will no longer use the fuel-powered buses, and the government will purchase electric buses. Yutong is actively participating in the related procurement bidding and putting the newly developed new energy bus technology into the production. Through technologies such as vehicle weight reduction, intelligent control, efficient electric drive and



braking, the ultra-low energy consumption is achieved. Regarding to intelligence, the remote fault diagnosis and collision warning system of vehicles can not only effectively avoid potential traffic accidents, but also realize one-press smart charging, which fully meet the operational needs of urban public transport in the future.



Over the years, Yutong provided not merely the vehicle products, but rather a package solution covering transportation planning, service network construction, vehicle design and vehicle monitoring systems. After studying the macro-policies, industrial environment, import and export policies and regulations, and certification laws and regulations, Yutong worked out detailed short-, medium-, and long-term market

strategies. Such kind of model has not only improved Yutong's brand image in the overseas, but also enhanced the technology and production capabilities of the local bus industry, truly achieving the win-win outcome.

From the Baltic Sea coast to the Far East area, Yutong buses can be seen everywhere on the vast land of the Russian Federation. Today, Yutong's market covers five continents including Europe, Asia, Africa, Oceania and the Americas, and has realized a sizable sales volume in over 30 countries and regions like France, Britain, Russia, Chile, Cuba, Venezuela, Australia, the Philippines, etc.

In the future, Yutong will further improve the overseas service network construction and enhance the product quality and service level. With uninterrupted product driving force, Yutong is becoming a shining business card showing the Chinese power to the world.



CCTV covers "China's vehicles in the World Cup", Yutong becomes the leading role

The Russia World Cup is ongoing now. Although the China national football team is not available in the competition, there are some Chinese brands that shine at the World Cup. Recently, the financial channel of China Central Television (CCTV), the most influential media in China, conducted in-depth reports on China's outstanding companies that provide services in Russia for the event in the special program "World Cup of Wealth & Wisdom".

In the broadcast on June 17, Yutong buses became the leading role of the program. In the program of "China's vehicles support Russia World Cup" of CCTV-2, the handover of Yutong buses, which had just completed the delivery in St. Petersburg, became the focus of journalists.



Zeng Zhe, GM of Yutong's Russian Region receives CCTV's interview

During the World Cup, a total of over 300 units of Yutong buses shoulder the task of carrying football fans and media reporters in different cities in Russia. According to news



Yutong buses serve the football teams of the World Cup.

released by the Russian authorities, why Yutong could provide services for the eleven cities where the World Cup matches are held, it is because that Yutong buses are safe and reliable, and the vehicles are adapted based on the special Russian environment. The data also shows that the number of Yutong buses ranked first among a number of bus brands that serve the World Cup. Russian officials stated that these Yutong buses will also undertake other transportation tasks in Russia after the end of the World Cup.

*Pictures are all from CCTV.

Yutong full electric bus runs in France

FlixBus, the largest long-distance bus operator in Europe, announced on April 13 that it would start trial operation of long-distance passenger transport route using full electric buses in France and Germany from April this year. This will be the first route of this kind in European area. According to media, the bus adopted by FlixBus is China's Yutong full electric bus.

Headquartered in Munich, Germany, FlixBus claimed on the same day that it planned to open a long-distance route using full electric bus between Paris and Amiens in April this year. The distance of the trial operation is approximately 150 kilometers. The company will then open another long-distance route using full electric bus between Hessen and



Baden-Württemberg in the early summer of this year.

The founder of FlixBus said that although the full electric buses are costly, and his company is convinced that this "future-oriented investment is cost-effective". "As an operator, we are releasing a clear signal, that is, the transformation of the mobility mode, is likely to happen. At the same time, the appearance of the first full electric long-

distance bus also sent signals to the bus makers, urging them to accelerate innovation and develop new energy vehicles that replace conventional diesel vehicles."

It is reported that the first batch of electric bus used by FlixBus to serve the European market is Yutong ICe12 (for French market), which has 53 seats with the maximum speed of 100 kilometers per hour.



Yutong releases a whole series of upgraded new energy products



On May 18th, the 2018 Yutong Whole Series of Upgraded New Energy Products Launching Event, which is themed on "Embrace the future with smart connectivity and upgrade", was grandly held in Shanghai.

Yutong launched new energy products, including E6, E8, E8-Plus, E10 and E12 buses, and 8m, 8.2m, 9m, 10.7m and

11.3m coaches. These products cover all segments and meet customers' individual needs.

These upgraded Yutong new energy buses have realized new breakthroughs in terms of performances: the energy density of power battery system reaches 140wh/kg, which is higher than the highest technical requirements of the state's latest subsidy

policies; through the smart heating technology of battery, the light-weight electric motor technology, the high-efficiency power drive technology, the customization of power system and the Smart Control 4.0 technology, these products have reduced their weights and energy consumption; the "3S+" safety technology can provide a better protection against fire, water and electricity...



In addition, through live connection, this launching event also showed a self-driving electric bus to guests which was not present at the event, but rather provided the demonstration operation of commuting services to Yutong staff in Yutong's New Energy Plant. The upgraded self-driving electric bus of Yutong can conduct regular operation on structured roads and perform commuting service on roads in the plant. It has functions like passing intersection, accurate arrival at the stop, coordination between buses and roads, automatic avoidance of barriers, etc., which is at a leading position in the world.

Yutong shines at China Transpo 2018



Themed with "Led by technology and driven by innovation, strive to push forward the construction of a strong transportation country", the 14th International Transport Technology and Equipment Exhibition (CHINA TRANSPO 2018) was held at the China International Exhibition Center in Beijing on May 28-30, 2018.

Yutong brought its five buses and coaches on display, namely fuel cell bus F10, full electric city bus E10, full electric coach E10, T7 business purpose vehicle and new generation of luxury coach ZK6128.

Equipped with smart driving technology such as environmental awareness and decision-making control, as well as 360 degree viewing system and front collision warning system, the 10.5-meter 60kw hydrogen fuel cell bus F10 features modern high-end specification of public



transportation, thus improving the driving convenience, ride comfort and safety.

Yutong also completed the development of the 12m fuel cell bus F12 and formed a product series of 10m and 12m. The fuel cell system is provided with two configurations, 60kW and 50kW energy-style fuel cell systems, which can meet

various needs of customers based on different urban transport conditions. Meanwhile, the energy-style configuration allows the fuel cell system to operate in the 50% load zone most of the time, boasting higher economical efficiency and longer service life.

Another highlight of the vehicle is its feature of "minus emissions". Adopting a distinctive active regeneration automatic control physical and chemical integrated air filtration technology, Yutong fuel cell city bus can absorb pollutants and PM2.5 particulates in the atmosphere, and discharge clean water and air. One-day running of a fuel cell bus can purify the air volume needed by 200 adults for one day, which makes the vehicle become a truly "mobile air cleaner".

In the past two years, Yutong continuously promoted the commercialization of fuel cell buses while optimizing the technologies and products of fuel cell buses. It has won the



bid of the 3rd phase of the project "Promote the commercialization of fuel cell vehicles in China" which was jointly supported by the Global Environment Fund (GEF) and United Nations Development Program (UNDP) and implemented by Chinese Ministry of Science and Technology, and it also won the bid of 12m fuel cell buses for Zhangjiakou Winter Olympics, etc.

At this exhibition, Yutong exhibited its new energy products, full electric E10 in city bus version and coach version respectively. Adopting the ReCtrl technology, both of the two products not only meet the national 3S safety technology standards, but also feature high safety, long driving range, strong power performance and good trafficability. The upgraded products are safer, smarter and more economical.

Keeping pace with the times, Yutong is building a world-renowned Chinese bus brand with high quality products, innovative technologies and sound services.

50 Yutong full electric buses delivered to Changdao Island



On April 24, 50 units of Yutong full electric buses were officially delivered to Changdao Island, Shandong province. It means that the electrification degree of public transport in the Changdao Island has reached 100%, marking that Changdao Island has become the first island county which entered the era of full electric passenger transportation. This has created a "Changdao Island model" for the transport construction of national and even global ecological islands.

Full of blue seas and beautiful scenery, Changdao Island is known as the "celestial mountain on the sea", which has totally 32 islands. Establishing the cooperation with Yutong, three passenger transport companies on the island are trying to build a green tourism and public transport system and keep the blue sky, clear water and lush mountain on the island. Only by building a green transportation system can we sustain the ecology and economy, thus ultimately helping the



Changdao Island achieve a sustainable development.

Seeing from the perspective of the relevant person in charge of Changdao Island, there are two reasons why they introduced Yutong full electric buses: first, Yutong is an influential brand, and its sales volume ranked first for many years, therefore it is trustworthy; second, the quality of Yutong full electric products is very good.



The buses delivered this time are Yutong ZK6115BEVG5 full electric buses. It is 10.7 meters long, 2.5 meters wide and 3.2 meters high, with 46 seats. It features zero emission, low noise and high energy conversion efficiency with a driving range up to 180 kilometers. It can adapt to the complex road conditions of the island, stand the test of sea winds and sea salt corrosion, and meet the operational needs of tourism and public transport on the island, which will improve and optimize the overall ecological conservation of the Changdao Island.

Vigorously developing the tourism and public transport with full electric vehicles and actively advocating the green travel are of great practical significance to promote the development of a low-carbon economy and accelerate the ecological construction of the Changdao Island. The entry of this batch of Yutong full electric buses will bring a new leap-forward development for Changdao Island.

Yutong will also make efforts to shoulder the mission of marine ecological protection and sustainable development of the Changdao Island. In terms of services, Yutong will do its utmost to ensure the smooth operation of its full electric vehicles. And in terms of products, Yutong will help the island to improve its ecological environment with eco-friendly products, and provide diverse, efficient and reliable carbon-free transportation solutions to the Changdao Island.



Envoys of LA and Caribbean countries to China visit Yutong



On June 1, a delegation of 22 envoys of Latin American and Caribbean countries to China visited the Yutong New Energy Bus Plant to learn about Yutong's development and manufacturing status of new energy products as well as the corporate business situation.

Accompanied by Tang Yuxiang, president of Yutong Group, the delegation visited the electrophoresis coating line of whole



vehicles and the final assembly workshop No.3. During the process, Tang introduced Yutong's history, development scale, operation situation and overseas market development to the delegation members.

Yutong entered into the Latin American market in 2003. After more than ten years of development, Yutong's products and services have received favorable reviews in Latin American and Caribbean countries. At present, over 22,000 Yutong buses are running in more than 20 countries in Latin America. Nowadays, Yutong accounts for 70% of China's bus exports to this area, ranked first in China's bus industry.

During the visit, the Cuban ambassador to China spoke highly of Yutong's friendly cooperation with Cuba over the years and hoped that the cooperation relationship between Cuba and Yutong can be further consolidated and deepened through the

joint efforts of both parties. Cuba also expects to further deepen its development in the KD field by means of Yutong's powerful manufacturing and technical capabilities.

Peru's ambassador to China says that more than 700 Yutong buses are operated in Peru. Meanwhile, Peru is also actively promoting the development of new energy industry and sincerely hopes that Yutong will be more involved in the development of new energy vehicles in Peru.

The first secretary of the Colombian Embassy in China says that the capital city of Colombia and Medellin are conducting bidding for new energy bus projects. With advantages in technology and products, Yutong is able to participate in the projects, and the Colombian embassy in China will also provide Yutong with the needed support.



Chilean ambassador to China firstly congratulated Yutong on its initial success in the full electric bus project in Santiago, Chile, and hoped that more and more Yutong full electric bus products will serve the Chilean public in the future.

Other envoys also recognized Yutong's achievements, and said that they would contact with their domestic transport authorities to recommend Yutong and support Yutong's development in Latin America. Tang expressed his sincere gratitude to the recognition of the envoys, and said that Yutong has the confidence and ability to meet the needs on buses and services in Latin America, and make more contributions to the development of public transportation in this area.

Yutong Distributors Conference 2018 completes successfully

Themed with "Transformation, upgrade, cooperation and win-win outcome", the Yutong Distributors Conference was held on May 28, 2018. Representatives of over 30 distributors of the overseas market attended the conference.

During the meeting, Yutong reviewed the performance of itself and its overseas distributors in the past year and proposed corresponding requirements and expectations for the future development plan of the distributors based on Yutong's medium and long-term strategic plan. In addition, the outstanding distributors in 2017 were commended.

Opening Yutong's score report of the overseas market in 2017, Yutong has continued to maintain a good development trend after twelve years of experience. In 2017, Yutong totally exported 8,412 units of buses and coaches, up 18.1% year-on-



year.

Yutong officially began to explore the overseas market in 2005. So far, Yutong has formed an overseas development layout consisting of Europe & North America, Middle East, Asia, Latin America, CIS and Africa. Along the "Belt and Road" area, Yutong has already achieved local KD assembly



and technical cooperation in Myanmar, Pakistan and other countries.

Yutong's steady style in overseas market is consistent with its style in the domestic market. After fifteen years of hard work, Yutong won the reputation for Chinese brands in the overseas market and became one of the "spokesperson" of Chinese brands. In 2018, focusing on transformation and upgrade as well as the brand building, Yutong will attach great importance to the development of strategic target markets based on its own technologies and products, grasp the window period of new energy and achieve the continuous improvement in terms of customer satisfaction. In the future, Yutong will shift from solely selling products to providing solutions for customers in the overseas market, thus achieving the win-win outcome.



GUESS: OF WHICH BUS WILL THE CHAMPION COME OUT?

The FIFA World Cup 2018 is underway. Football fans from all around the world gathered in Russia to cheer for their favorable teams. Yutong buses are also on site to carry the players of various national football teams. Who will lift the World Cup trophy? Let's wait and see!




GREEN THE FUTURE TOGETHER WITH YOU

At the end of May, the 12th Yutong Cup Invitational Golf Tournament themed with "Green the future together with you" was successfully completed in Shanghai. Over 110 Yutong customers and dealers from 10 countries and regions like the Philippines, Singapore, Australia, Malaysia, Pakistan, Kazakhstan, Taiwan, Hong Kong and Macau got together and enjoyed the fun of the golf tournament.

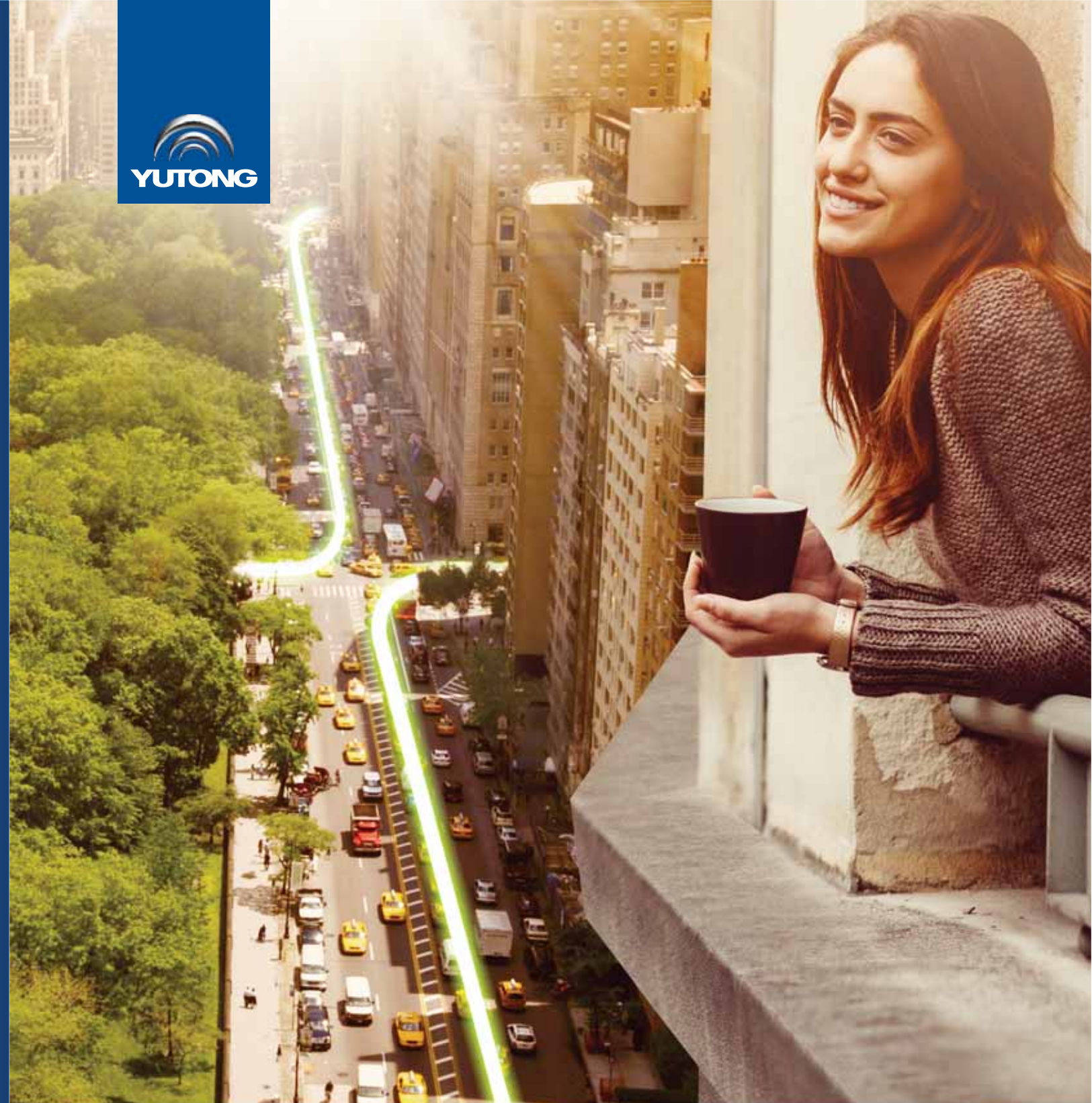
During the event, Yutong also organized business conference which was mainly focused on the promotion of new energy vehicles. In addition, the attendees also visited the control room and charging station of Shanghai Bus Group, and took a close look at the dual power trolley buses to personally experience Yutong's advantage in terms of the new energy field.



Yutong Bus releases output and sales data of May 2018

Zhengzhou Yutong Bus Co., Ltd releases its output and sales data of May 2018.			
 YUTONG	May 2018(unit)	Jan-May 2018 (unit)	Y-o-y growth of Jan.-May
Output	7,256	21,355	28.13%
Large Bus	3,082	8,805	25.43%
Medium Bus	3,483	9,409	31.91%
Light Bus	691	3,141	24.94%
Sales	7,741	20,760	24.92%
Large Bus	3,301	8,468	27.74%
Medium Bus	3,738	9,199	24.24%
Light Bus	702	3,093	19.65%
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 7,741 buses and coaches were delivered in May. From January to May, the accumulated sales volume reached 20,760 units, up 24.92 percent than the previous year.



TAKING YOU TO *FULL ELECTRIC ERA*

As the world's leading bus maker, Yutong has independently made breakthroughs with its outstanding innovation, and mastered a series of core technologies in the field of new energy buses. Based on various needs of customers, Yutong provide you with the most suitable solutions of full electric buses. It has launched hybrid and full electric bus portfolios, and achieved the world's largest sales volume of full electric buses.

Through manufacturing full electric buses, we hope to help you grasp the opportunities in the future and enter into the full electric era with ease.

