

Yutong Bus

--Yutong For You

Zhengzhou Yutong Bus Co. LTD.

Content

Part.01 General description of Yutong

**Part.02 Cooperation with Ministry Of Transport
And Communications Of The Republic Of
Macedonia (JSP-SKOPJE)**

- ❖ **Global largest complete bus manufacturer**
- ❖ **World largest bus manufacture base**



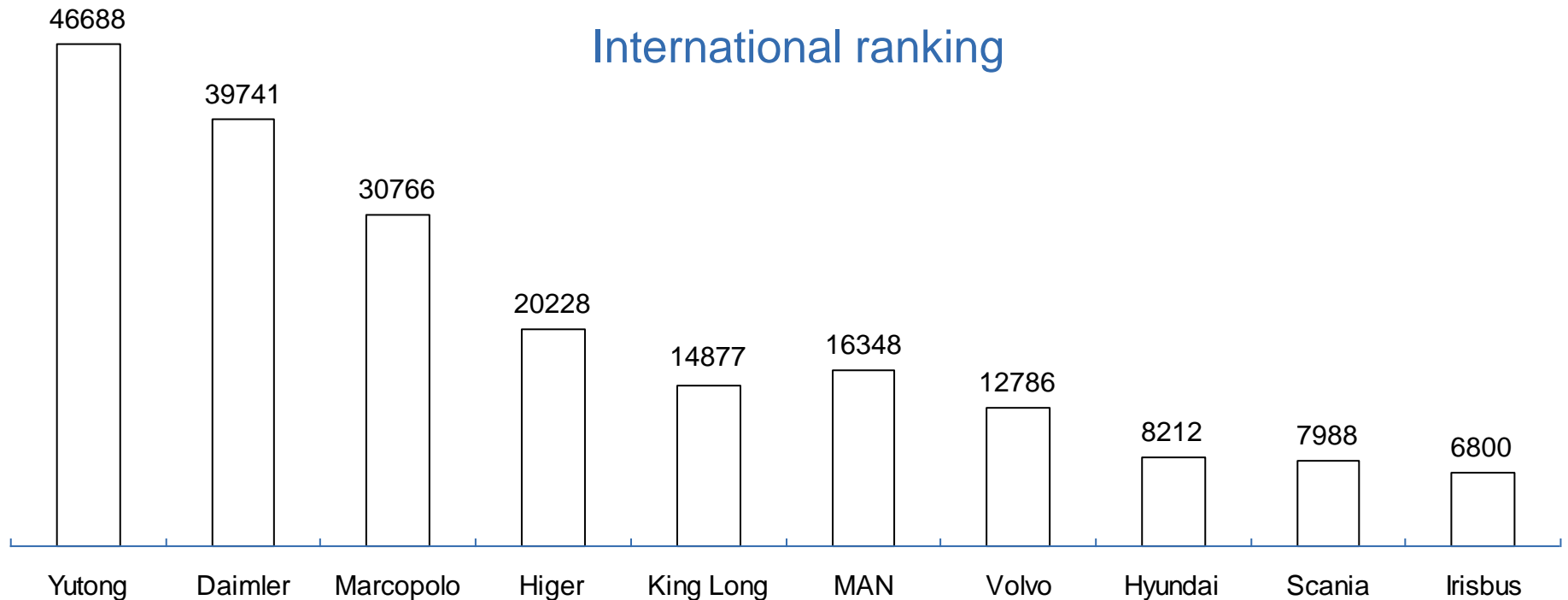


Yutong, as the leader of China bus industry

The sales amount breaks through **19.2 billion RMB(2.4 billion Euro)**.

- ❖ The production and sales volumes of large and medium-sized buses reach **to 46688** in 2011 to secure the No. 1 position in China with the market share as high as **25%**.
- ❖ Its overseas market has covered six strategic areas in the world.

In the Global Bus Industry, Yutong has replaced Daimler as the world's largest bus builder in terms of sales volume of large and medium-sized buses



Sources: 2011 Annual reports, China Bus Statistics

Honors & Awards



The most valuable brand in China's bus industry

BAAV Bus Builder of the Year Worldwide 2012
in Kortrijk Fair last Oct



First "Certificate for Exemption from Inspection of Import & Export Commodities" in Auto Industry in China



Till now, Yutong has delivered different kinds of buses (over **30,000** units) to all over the world, including: Middle East



South America



Africa



Russia



Delivery of Yutong bus

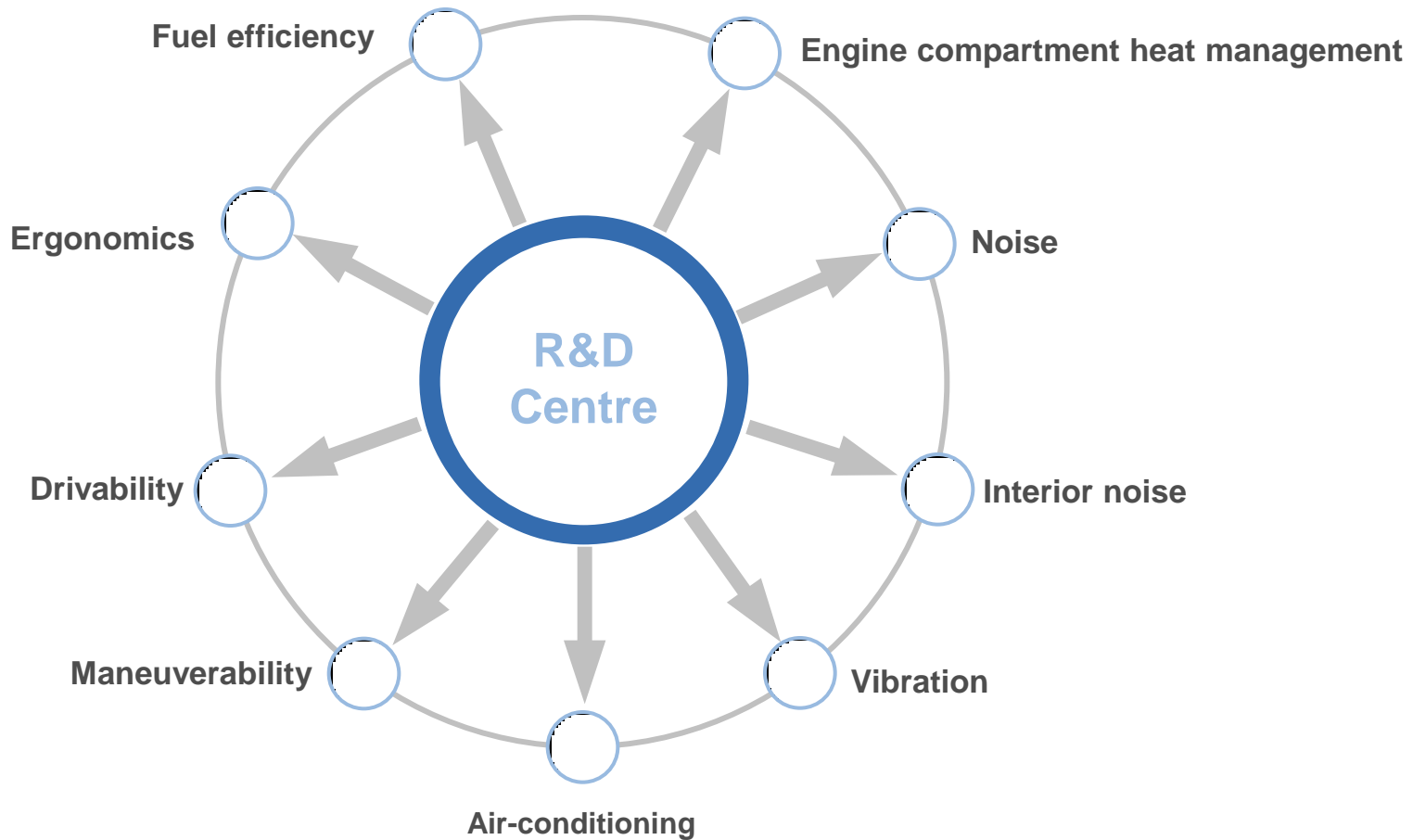


The most important Delivery--Europe market

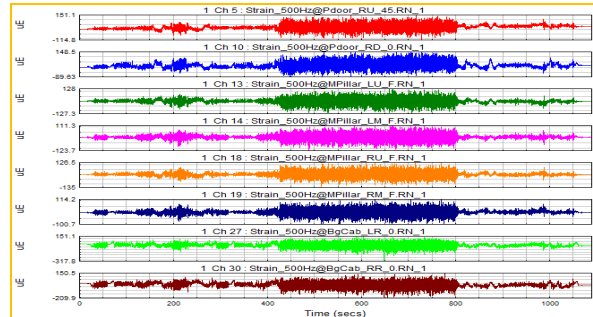


HOW CAN A CHINESE BUS MANUFACTURER GET THIS ACHIEVEMENT?

State-level R&D Centre was established in 2004 which are focusing on innovating of:



Simulation Test on Whole Vehicle under Intensified Real Road condition



Left: Collected Real Road Chart

Right: BMW and Yutong in Test
(World-only vibration test stand for buses)



We cooperate with world-class partners to build up our electro-coating production line.

Largest

24 Coating pools for both chassis and body, treating time is 6-9 mins for each tank , with annual production capacity 50000



Demonstration of strength

Traditional coating is subject to sever corrosion in salty/sunny/wet conditions, especially in case of surface distress.

Salt Spray Test Results



Spray coating
360 hrs



Electro-Coating
1200 hrs

Yutong can offer 8 years anti-rust guarantee ,For body and chassis

Yutong has its own test ground, and all buses shall be tested strictly before leaving the factory so as to reduce the fault rate and improve the adaptability.



Integrated Test Road



Analogue Stone Road



Analogue Wave Road

SUCCESS STEMS FROM PROFESSION

Content

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In this project, Yutong act as 3 roles:

➤ Flexible Designer

➤ Capable Supplier

➤ Reliable Partner

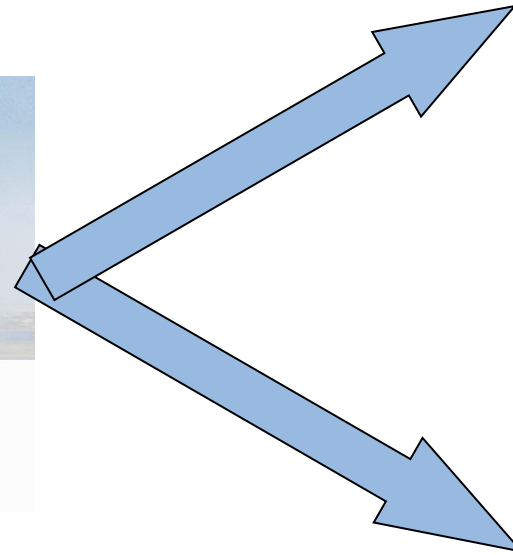


TENDER: No. 81 / 2009

Skopje, 15.02.2010

**Ministry of Transport and Communication of
Republic of Macedonia**

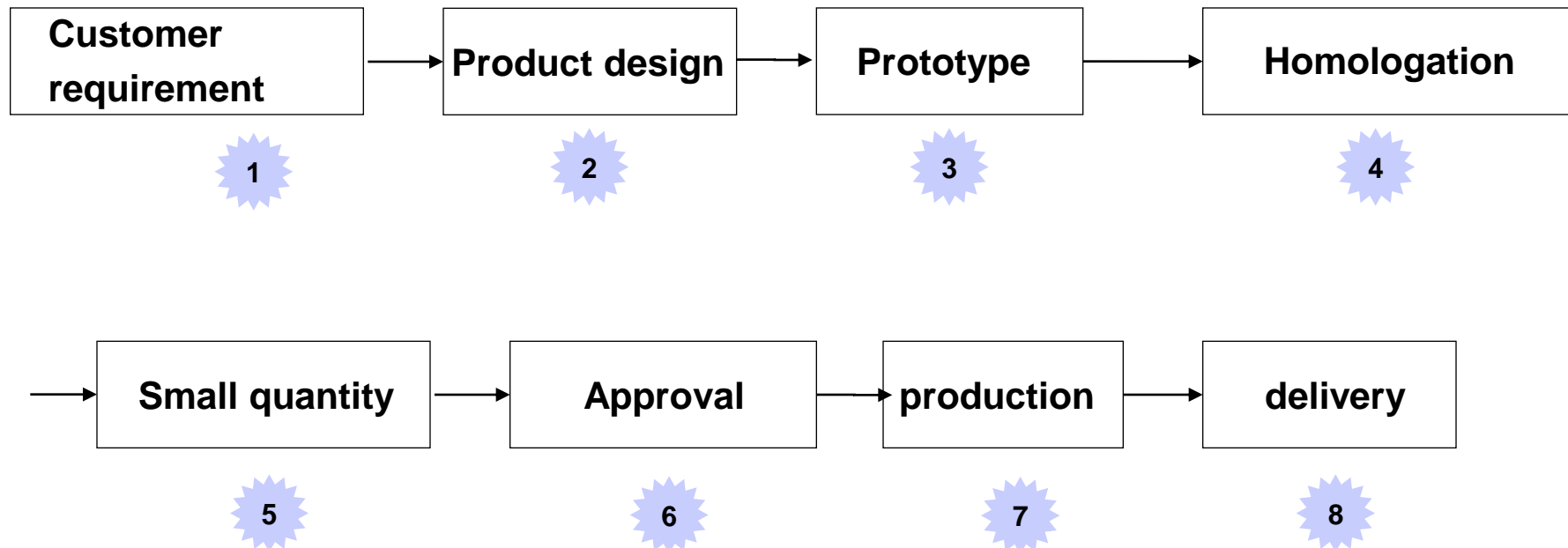
Based on the requirement of tender;
Cooperate with the professional engineer team in Macedonia (IEV COMPANY);
Study the special request of the Macedonia people;



Endless modification and improvement
Only for the tailored buses



In Apr 2010, Yutong got the tender to supply 200 DD Closed +2 DD Open buses to SKOPJE.



From the beginning, we make sure each procedure on schedule



**From the Prototype to the delivery of the first 68 buses, we spent less than 10 months.
From the first to the second delivery, we only spent 5 months.
The rest buses will arrive in Skopje at the end of this year.**

KEEP OUR BUES RUNNING

- **Quick response**
- **Professional service engineer live in the market**
- **In-time spare parts supply**
- **Efficient OSN system and 24-hour Call-Centre**
- **Cooperate with strong service partner**

IEV

+



Training the engineer from service partner in our own training centre in China.



Service Month Activity



Our Mission



Hope my short presentation is useful for your understanding of Yutong.

Looking forward to the further discussion and cooperation with you .

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Thanks For Your Time!