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# 01

PART ONE

## Our Proposal

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- Cooperation Model
- Buses Delivery
- Our Proposal Advantages

# Cooperation Model



01

## Direct Purchase

Direct cooperation without mid party

- ✓ quick response
- ✓ Lower cost
- ✓ Better support

02

## General Agency

Dealer or distributor on exclusive or non-exclusive base.

- ✓ Business with all customers in local country by all range of products
- ✓ will provide the best support to develop market

03

## KD Production

helps for KD factory built-up and know-how

- ✓ Lower cost of vehicle FOB, freight and duty
- ✓ Better support from local government
- ✓ Know-how and local brand

04

## Joint Venture

Develop the market together, sharing the benefits in all sections.

- ✓ Capital, technique, experience, market, ...

# Our Proposal Advantages

Without any extra cost and communication delay caused by mid party!

- ✓ Flexible cooperation models, CBU, CKD or Joint-Developing (can use Partner Brand)
- ✓ directly communication
- ✓ better support
- ✓ lowest cost

	CBU	CKD	Joint-Developing
FOB cost	higher	lower	lowest
Freight charge	higher	lower	lowest
Custom duty	higher	lower	lowest
Cost of Distributor or Manufacturer	Distributor cost is lower	Manufacturer cost is higher	Manufacturer cost is highest
Could be Partner brand	no	yes	yes
Support from Local government	lower	higher	higher

# 02

PART TWO

## Our Products

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- CBU Brief
- other CKD Body
- Customized Developing
- CBU Models
- CKD Components



# Completed Products Brief

## Automotive

### Bus

Transport  
&  
Tourism  
Coach



City  
Bus



### Special Vehicle

Logistic  
Vehicle



Sanitation  
Vehicle &  
Equipment



Municipal  
Works  
Vehicle



Airport  
Bus



Others



# CBU Models

Transport  
&  
Tourism  
Coach



From 5.9m to 12m

# CBU Models

City  
Bus



From 6m to 12.4m



# CBU Models

Special Vehicle



Logistic Van



Logistic Van



Logistic Van



Logistic Truck



Sanitation Vehicle



Sanitation Equipment



Municipal Works Vehicle



Ambulance Vehicle

# CBU Models

Special  
Vehicle



Airport Bus



Airplane Ladder Vehicle



Mine Transportation



Mine Rescue Vehicle



School Bus



Cold Chain Vehicle



Recreation Vehicle



Mobile Stage

# other kinds of CKD Body

6m - 7.3m Mid Bus (front engine) body *(we can make different body length):*



7.5m - 8.4m Mid Bus (front engine) body *(we can make different body length):*



8.5m - 10.5m Coach (front engine) body *(we can make different body length):*





# other kinds of CKD Body

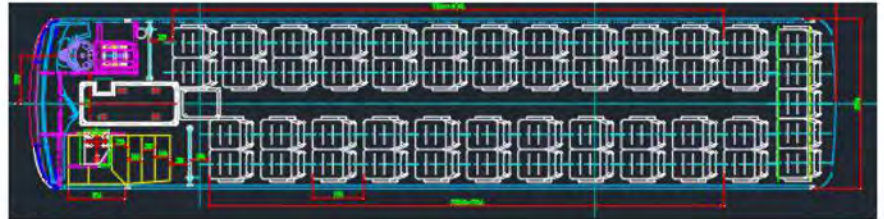
8.5m - 10.5m Coach (front engine) body *(we can make different body length):*



10.5m - 12.5m Coach (front engine) body *(we can make different body length):*



10.5m - 12.5m Coach (front engine) body *(we can make different body length):*





# other kinds of CKD Body and Chassis

9m - 10.5m Coach (rear engine) body *(we can make different body length):*



11m - 12.5m Coach (rear engine) body *(we can make different body length):*



Chassis with Mercedes-Benz engine, gearbox and axles



# other kinds of CKD Body

6m - 8m City Bus (front engine) body *(we can make different body length):*



10.5m - 12.5m City Bus (front engine) body *(we can make different body length):*



11m - 12.5m City Bus (rear engine) body *(we can make different body length):*





# CKD Components



# Customized Developing

*Please be remember that we can joint-develop the customized buses by following your requirements!*





# 03

## PART THREE

### CKD Production

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- Design & Engineering Company
- CKD Production Models
- CKD Production Procedure
- Support
- Support needed from Manufacturer

# Design and Engineering Company

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## a. Bus Design

design **coach, city bus, RV, special vehicles** for customers, based on homologation and regulations, vehicle operation circumstance, and technical requirements, etc.

## b. CKD Production cooperation

able to help customer to **use new technology** and **improve the products**, also **supply the CKD components**. will **guide** customer to **build-up CKD production line**, to **assembly vehicle**, and to **control quality**.

## c. What we have?

has one joint-venture company in **Thailand**, which has **CKD production** and cover the **Southeast Asia market**. is building-up **Ukraine** CKD factory, which will assembly **electric city bus with aluminum body** and cover **European market**.



Thailand project



Aluminum body project

# production models

## Supplied Status options

- **Mobile Chassis + Knocked-down Body**

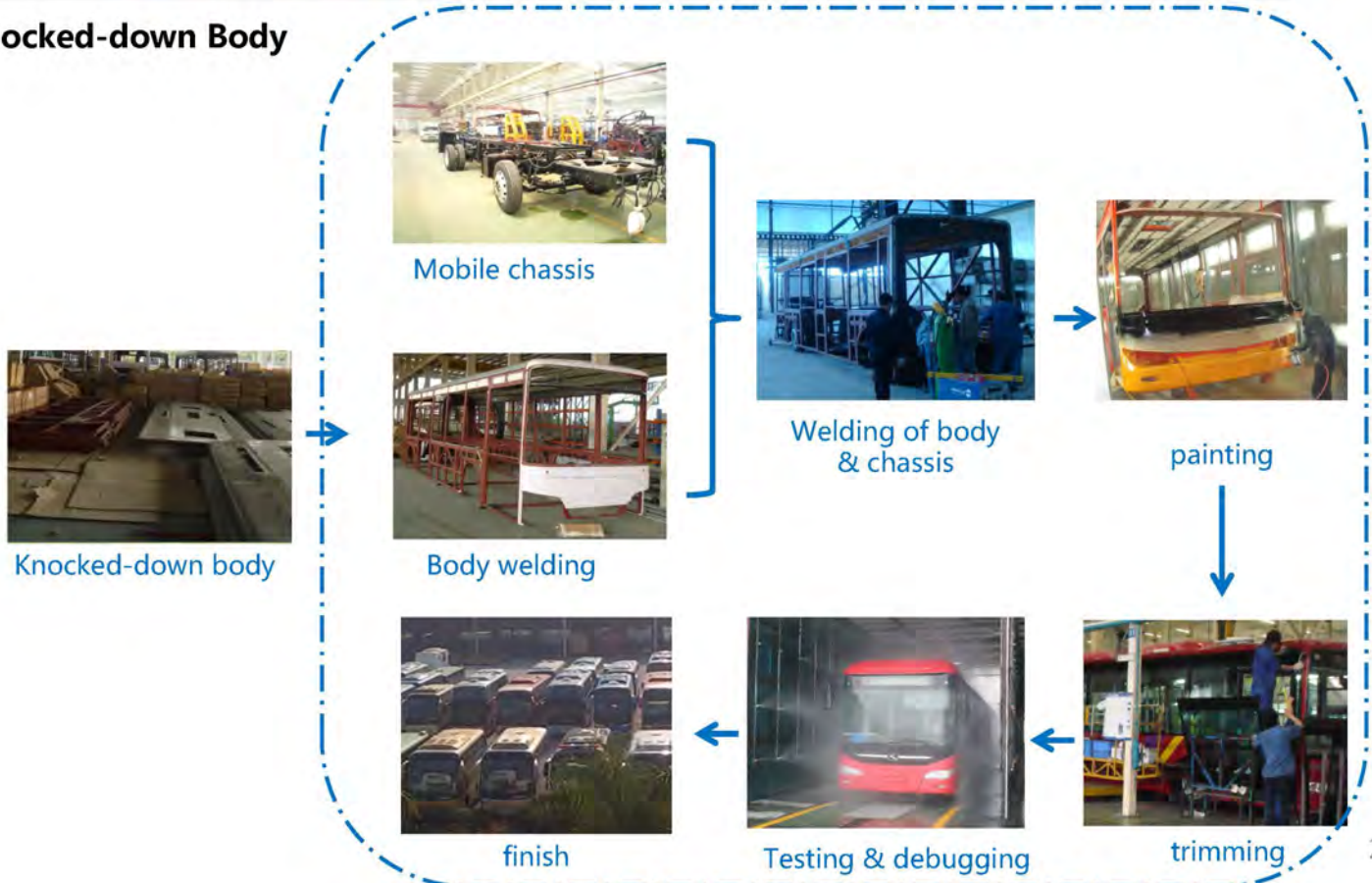


- **Knocked-down Chassis + Knocked-down Body**



# CKD Production Procedure

## Mobile Chassis + Knocked-down Body





# Comparison of 2 CKD production models

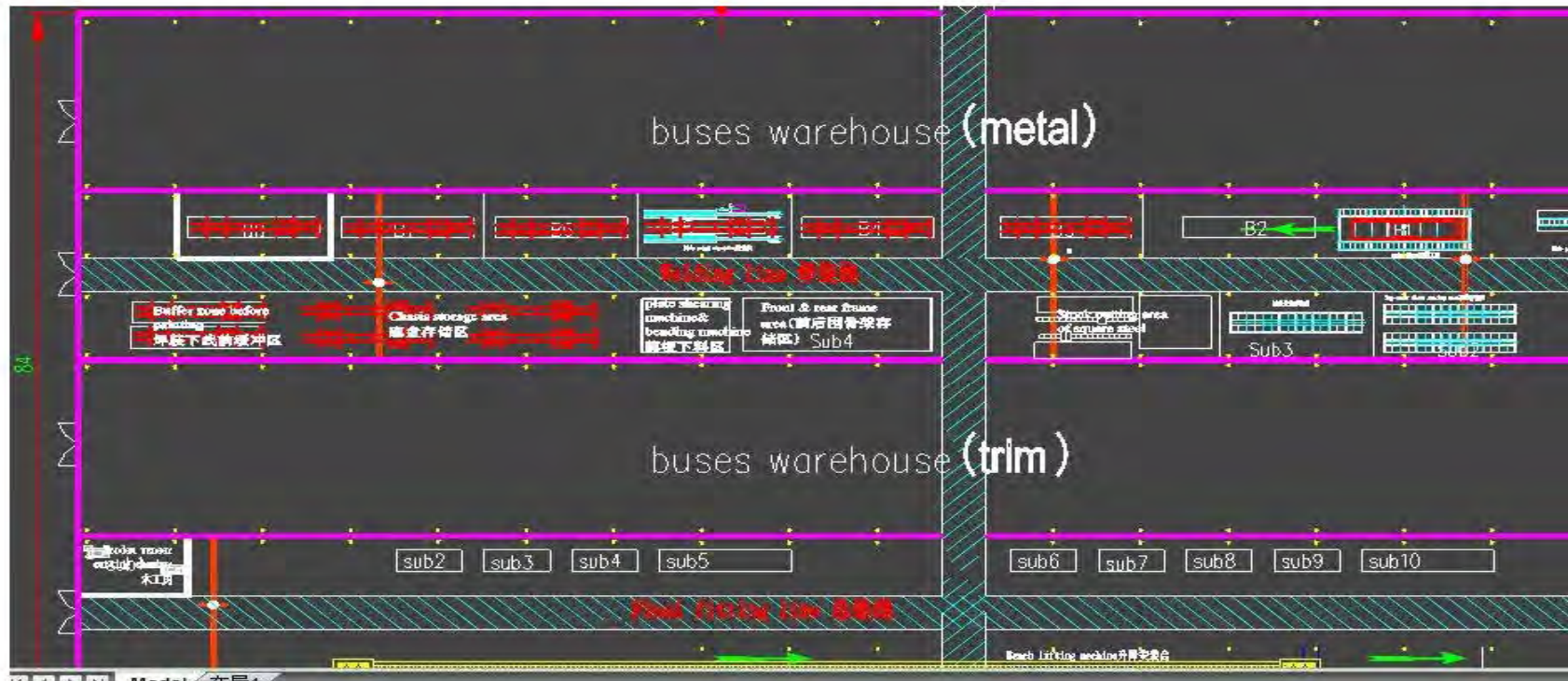
	Factory Investment (building + equipment + manpower)	Sea Freight Charge	Assembly Time
Mobile Chassis + Knocked-down Body	\$	\$ \$	
Knocked-down Chassis + Knocked-down Body	\$ \$	\$	

# CKD Production Support

CBU	CKD
✓ Market Research	✓ Market Research
✓ Model Selecting	✓ Model Selecting
✓ Distributor employee training	✓ Manufacturer employee training
	✓ Guidance of Production Line building-up
	✓ Guidance of Vehicle assembly
	✓ Guidance of Quality Control
✓ After sales service support	✓ After sales service support

# CKD Production Support

- Suggestions of Production Line arrangement





# CKD Production Support

- Suggested List of Equipment and Tools

Equipments&facilities description										
No	Description	Model	Pics	Different production	Prepare workshop	Chassis workshop	Welding workshop	Painting workshop	Trimming workshop	Total amount
17	grinding wheel	G228		1	1		2		1	3
				2	1		2		1	3
				5	2		4		1	7
				8	2		6		1	9
18	plasma cutting machine	G40-D		1	1	1	8			8
				2	1	1	10			8
				5	2	1	17			20
				8	2	1	17			20
19	polish room	14000×5000×3800		1				1		1
				2				1		1
				5				2		2
				8				2		2

# CKD Production Support

- Suggestion of Station And Workers Layout

Work flow of paint shop: +		
One unit/day+		
NO. +	Work +	Person + (13) +
1 +	Foaming , Premiering , Chassis bottom painting, Undercoat spraying, Damping rubber +	3 +
2 +	Putty +	4 +
3 +	Middle coat , Putty sanding, Repairing +	2 +
4 +	Upper coat spraying, Patterns , Coat repairing +	4 +
Two units/day+		
NO. +	Work +	Person + (24) +
1 +	Foaming +	1 +

# CKD Production Support

- Technician Supporting in Local CKD Production





# Support needed from Manufacturer

- **Support to engineers (who help local CKD Production):**

- travel tickets between China and Partner country
- local transportation
- local accommodation
- labor cost

## Manufacturer should purchase in local:

- chemical material (for example: paint, glue, ...)

## Suggested Order Quantity:

- small quantity CBU + big quantity CKD (CBU for guidance CKD production)

SKD parts be produced by us

All parts be assembled locally





- **CNG AND DIESEL PRODUCT**





## Diesel coaster bus –6/7/8 meter FOB China port: 28000-42000USD



<b>Dimension(mm)</b>	5990x2025x2610, 6990x2185x2665,2750 8060x2160x2630, 2860	<b>Passenger Seats</b>	18-31
<b>Engine Power</b>	YC4FA115-50 Cummins ISF3.8s3168	<b>Steps</b>	1/2steps





## Diesel city bus –10.5 meter

FOB China port: 48800/52200+4400USD



<b>Dimension(mm)</b>	8950*2480*3100	<b>Passenger Seats</b>	70/30
<b>Power</b>	Cummins B6.7GE5 210hp YC6J210N-52 210hp	<b>Steps</b>	3 steps





Diesel city bus –10.5 meter

FOB China port: 68100/+6000USD



<b>Dimension(mm)</b>	10490*2500*3250	<b>Passenger Seats</b>	85/38
<b>Battery Power</b>	Cummins L8.9GE4 280 WP7NG270E50, 270hp	<b>Steps</b>	1/2steps





CNG city bus –10.5 meter

FOB China port: 69500+6000USD



<b>Dimension(mm)</b>	10490*2500*3250	<b>Passenger Seats</b>	85/38
<b>Battery Power</b>	Cummins L8.9GE5 280 WP7NG270E50, 270hp	<b>Steps</b>	1/2steps





CNG city bus –12 meter

FOB China port: 79500+8500 USD



<b>Dimension(mm)</b>	10490*2500*3250	<b>Passenger Seats</b>	94/46-48
<b>Battery Power</b>	Cummins L8.9GE5 280 WP7NG270E50, 270hp	<b>Steps</b>	1/2steps





## LNG city bus –18 meter

FOB China port: 138000-248,800 USD



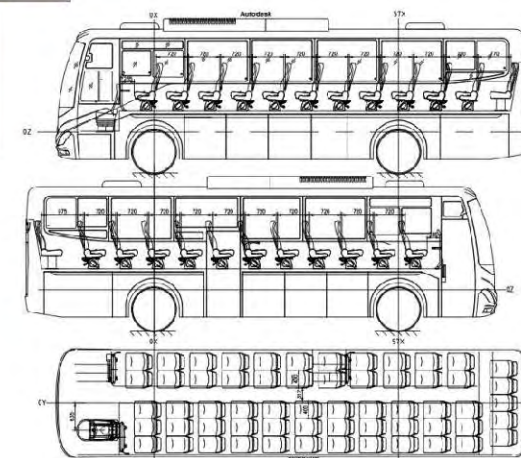
<b>Dimension(mm)</b>	18000×2550×3470	<b>Passenger Seats</b>	150/17-55
<b>Power</b>	Yuchai YC6MK380N-50 380HP WP10NG300E50 380HP Cummins L375 30 380HP	<b>Steps</b>	1/2steps





diesel coach—11-12 meter,

FOB China port: 78300-87000USD



<b>Dimension(mm)</b>	10990 × 2500 × 3500,3600	<b>Passenger Seats</b>	49+1/60+1
<b>Battery Power</b>	Cummins L8.9GE5 280 WP7NG270E50, 270hp YC6L280-42	<b>Steps</b>	2/3steps





diesel coach-12 meter,

FOB China port: 79500-89000USD



<b>Dimension(mm)</b>	12090×2590×3570mm	<b>Passenger Seats</b>	63+1(3+2)
<b>Battery Power</b>	Cummins L8.9GE5 280 WP7NG270E50, 270hp	<b>Steps</b>	2-4steps

- **HYBIRD PRODUCT**





**FOB China port: 98600/115500+9500 USD**  
CNG+Electric hybrid city bus –10.5 meter



<b>Dimension(mm)</b>	10490*2500*3250	<b>Passenger Seats</b>	89/23-41
<b>engine+Battery Power</b>	Cummins+LiFePO4 Battery, 50-90kwh	<b>Driving Range(km)</b>	182-253





CNG+Electric hybrid city bus –12 meter **FOB China port: 115300/153500+10000 USD**



<b>Dimension(mm)</b>	12000*2550*3150/3250	<b>Passenger Seats</b>	94/46-48
<b>engine+Battery Power</b>	Cummins+LiFePO4 Battery, 90kwh	<b>Driving Range(km)</b>	179-276

- **ELECTRIC PRODUCT**





Electric city bus – 5.99 meter

FOB China port: 57175-65668 USD



<b>Dimension(mm)</b>	5990*2,160*2,750	<b>Passenger Seats</b>	26/14+1
<b>Battery Power</b>	LiFePO4 Battery, 95.3 (2C)	<b>Driving Range(km)</b>	162-186



electric coaster bus –6/7/8 meter **FOB China port: 69000-96000USD**



<b>Dimension(mm)</b>	5990x2025x2610, 6990x2185x2665,2750 8060x2160x2630, 2860	<b>Passenger Seats</b>	18-31
<b>Battery Power</b>	130-140kw, 62-103kwh Li	<b>Steps</b>	1/2steps





Electric city bus – 6.6 meter

FOB China port: 62621-69581 USD



<b>Dimension(mm)</b>	6630*2160*2830	<b>Passenger Seats</b>	40/12-18
<b>Battery Power</b>	LiFePO4 Battery, 95.3	<b>Driving Range(km)</b>	119-137





Electric city bus – 6.9 meter

FOB China port: 89555-98561 USD



<b>Dimension(mm)</b>	6990*2230*3200	<b>Passenger Seats</b>	50/12-14
<b>Battery Power</b>	LiFePO4 Battery, 152.4kwh	<b>Driving Range(km)</b>	119-137



## Electric city bus –8.5meter

FOB China port: 92184-133300USD



<b>Dimension(mm)</b>	8490*2400*2940,3100	<b>Passenger Seats</b>	64/14-27
<b>Battery Power</b>	LiFePO4 Battery, 152.4kwh	<b>Driving Range(km)</b>	179-206





## Electric city bus –10.5 meter

FOB China port: 147211-179698 USD



<b>Dimension(mm)</b>	10490*2500*3250	<b>Passenger Seats</b>	89/23-41
<b>Battery Power</b>	LiFePO4 Battery, 237.89/245.86kwh	<b>Driving Range(km)</b>	182-283





Electric city bus –10.5 meter

FOB China port: 145705-159464 USD



<b>Dimension(mm)</b>	10490*2500*3250	<b>Passenger Seats</b>	89/23-41
<b>Battery Power</b>	LiFePO4 Battery, 236.47kwh	<b>Driving Range(km)</b>	236-270





electric city bus –12meter

FOB China port: 188705-218464 USD



<b>Dimension(mm)</b>	12000×2550×3470	<b>Passenger Seats</b>	94/46-48
<b>Power</b>	245kw motor+298-338KWh Li battery	<b>Driving Range(km)</b>	180-300





electric city bus –18 meter

FOB China port: 358000-380,800 USD



<b>Dimension(mm)</b>	18000×2550×3470	<b>Passenger Seats</b>	150/17-55
<b>Power</b>	300kw, 350-390kwh	<b>Driving Range(km)</b>	180-250



- **HYDROGEN FUEL BATTERY**

hydrogen fuel battery bus –10-12 meter



<b>Dimension(mm)</b>	12260 × 2540 × 3400	<b>Passenger Seats</b>	94/46-48
<b>Power</b>	30-80kw motor, 81-120kwh battery	<b>Driving Range(km)</b>	200-280km