GREEN VISIONS, GREEN DREAMS

1. OUR COMPANY HISTORY

We are honored to be considered as a supplier for your upcoming acquisition of 40-foot buses. BYD is uniquely qualified to deliver technologically advanced buses that will exceed the requirements of your procurement. Our organizational know-how, depth of experience, and breadth of vertical integration set BYD distinctly above the competition, and our zero-emissions, quiet, low-maintenance, all-electric buses are a worthy alternative to technology such as diesel, which is starting to fade into obsolescence.

Unlike other bus manufacturers, thinly financed by venture capitalists who are always looking for the first exit ramp, BYD has proven itself to have the know-how, ability, experience, and financial strength to be around for the long haul.

BUILD YOUR DREAMS

WE STAND AT THE CROSSROADS OF BUSINESS AS USUAL AND A TECHNOLOGY THAT CAN CHANGE, FOR THE BETTER, THE ENVIRONMENTAL QUALITY OF OUR LIVES . . . LEAVING A BETTER WORLD FOR OUR CHILDREN AND GRANDCHILDREN.

AS YOU STEP DOWN THIS EXCITING PATH, **BYD IS THE SAFE CHOICE** OF PARTNER: WE OFFER THE SAFEST PRODUCTS, BUILT BY THE INDUSTRY’S FINANCIALLY STRONGEST AND MOST EXPERIENCED COMPANY.
In addition to building world-class all-electric, zero-emissions transportation vehicles, BYD has the distinction of being the world's largest manufacturer of rechargeable batteries. We have over 20 years of experience in the battery technology field. Our quest to build safer and more environmentally friendly battery technology led us to our most current vehicle battery, the BYD Iron Phosphate, or Fe, battery. This thermally stable, nontoxic, completely recyclable and exceptionally long-cycle technology is the core of our Zero-Emissions platform for buses, trucks, utility vehicles, automobiles, and even our stationary energy storage facilities. BYD was, in fact, the first bus OEM to announce a 12-year no-nonsense battery warranty at no extra cost, and the transit life of our buses is a decade and a half.

BYD has the resources, technology, and organization to continuously design, refine, and manufacture excellent products for the global markets we serve.

Meeting the technical specs and building an electric bus is, however, the easy part. The true test is always the test of time: Does any other manufacturer have the track record to take care of you over the next 15 years, and can they offer you a 12-year battery warranty, be here to back it up years from now, or build their own battery cells—offering you supply-chain quality, stability, and control? Do they design and build their own propulsion motors and power electronics? Only BYD can answer “yes” on all counts . . . making BYD The Safe Choice.

2. OUR ENVIRONMENTAL MISSION

BYD epitomizes new, green technology; our entire mission rests on using our knowledge of batteries to help solve “the entire environmental problem” by realizing our “3 Green Dreams”—renewable solar energy, battery-based energy storage, and electrified transportation. We envision a future of green cities free of unhealthy particulate matter in the air, and electric buses that serve rural areas without degrading their residents’ quality of life.

We are a global company with operations that span North and South America, Europe, India, China, and beyond. We have become the leader in rechargeable batteries, as well as in solar power stations, electric-power storage, and electric vehicles.

We are the world’s top electric bus manufacturer, with over 10,000 buses delivered or in service, and over 10,000 on order worldwide—300 in the U.S. alone.

We were founded by engineer and environmental visionary Wang Chuanfu in 1995. Mr. Chuanfu began by designing and producing rechargeable batteries for phones and other such applications; once he realized the potential for solving some of the world’s problem, he began a quest to build ever-safer and more environmentally friendly batteries, along with vehicles that used them to their full potential. This quest led him—and us—to our current vehicle battery, the BYD Iron Phosphate, or Fe, battery, which is thermally stable, nontoxic, recyclable, and an exceptionally long-life source of power for buses, trucks,
utility vehicles, automobiles, and even our stationary energy-storage facilities and large-scale solar farms.

3. BYD COMPANY CAPABILITIES

BYD is the only electric bus manufacturer that designed its buses and its power source together. There are BYD buses on 27 countries across six continents: Canada, Mexico, and the U.S.; Brazil, Chile, Colombia, and Uruguay; the United Kingdom, Denmark, Finland, the Netherlands, Germany, Italy, Austria, and Spain; China, Hong Kong, Japan, Korea; Israel; India, Malaysia, the Philippines, Singapore, and Taiwan; Australia; and South Africa. We are “in it for the long haul” for the agencies and municipalities we serve.

The buses made on this continent are re-engineered to meet the agencies’ specifications, and conform to North American “best practices” and regulations. Yet our engineers here also work with their counterparts in China so the latter may pass institutional wisdom along, and ensure that the changes we make to customize our buses and coaches do not create any unforeseen challenges. The new models always harmonize with the original inventions.

Our K9M 40-foot low-floor bus is part of a best-selling zero-emissions line that also includes the 35-foot K9S and the fully articulated 60-foot K11M. Our 40-foot bus inspired the nimble 30-foot K7M, which is proving popular in its own right: over two dozen have been deployed in North America. The 35-foot K9S, a compact variation on the K9M, is selling briskly as well. These buses are being deployed across the continent.

**BYD’s buses were proven to outperform other new technologies such as hybrids, in comparisons by the Clinton Climate Initiative’s C40 Cities Programs.** The photo shows President Clinton at the Climate Leaders Summit in New York, with BYD Chairman Wang and BYD Motors President Stella Li.