

## **Irizar remains committed to its Galician clients and attends Nortrans**

In Ourense, on the 26th of June 2015

Irizar will attend Nortrans to reinforce and transmit the values of the brand and product; values such as safety, reliability, service and the guarantee of a brand, which after more than 125 years of history, is stronger and younger than ever.

Irizar will attend this year's Nortrans Fair to demonstrate they remain focussed on the Galician market and "it's commitment to always remain near its clients". In fact, more than 50 years have passed since they delivered their first coach to this autonomous region.

At Nortrans Irizar has a 600m<sup>2</sup> stand which has become the "meeting point for all its clients, collaborators and specialized press attending the Fair." At this stand you can see five completely personalized coaches that meet the needs posed by the clients that own them. On display we have two Irizar pb coaches; the 14.37m and the 12.37m versions and three model Irizar i6 coaches; the 15.37m, the 12.37m and the 10.78m versions. All of these coaches are built over chassis of all the brands that are currently marketed by Euro 6 and belong to different Galician clients.

Two other Irizar coaches will also be on display at the Man and Scania stands; specifically, a 12m Irizar pb at the Man stand and a 14m Irizar i6 at the Scania stand.

### **Irizar pb and Irizar i6**

To renew their fleets, Galician clients have opted for two of the most successful models among operating companies. On one hand we have the Irizar pb; an ideal coach for long distance routes and upmarket tourism, which during these years has become a benchmark in the regular and occasional transport service sector. This year we have delivered unit number 7,000 in addition to the nearly 3,000 that have been sold from the rest of Irizar's production plants to Australia, Brazil, South American Countries and South Africa; with Mexico being the country with the largest demand.



On the other hand, the Irizar i6 is a high end, multi-purpose coach which is ideal for providing regular as well as occasional services. It stands out for its features, design, aerodynamics, careful details and comfort. Irizar's identifying symbols make it unique. Also this year we have delivered 2,000 units as well as another 2,000 units that have been sold from the rest of the production plants.

## Latest news

The Irizar Group closes the year with a total aggregate sales figure of 535 million Euros, of which 82% corresponds to the export market. 2014 has been a great year in which the growth parameters of the previous years were reduced mainly due to the scarce economic growth of emerging countries.

During the economic crisis, the foreign plants, especially Brazil and Mexico, have led the growth of the Group; however, the trend has turned around this year and Irizar Ormaiztegi has led the growth, compensating for the economic downturn of these emerging countries.

Of all, in 2014 the foreign coach manufacturing plants have represented 42% of all the sales of the group compared to 45% of the previous year and those of Ormaiztegi were 38% compared to 33% of the previous year. The remaining companies of the Group have reported the 20% of the remaining sales.

Thus, this past year we have once again began to grow in production of buses at Irizar Ormaiztegi with a 15% increase as compared to the previous year, which also experienced a 15% increase as compared to the year 2012. We have now achieved a 47% market share in Spain, the highest ever in the history of Irizar. The reasons for this are a result, on the one hand, of the increase in production units in both our own buses and the conventional ones and on the other hand, to the better outfitting of these to meet the demands of the European markets.

Comprised of more than 2,600 employees, the Irizar Group carries out its activity through its five coach and bus production plants (Spain, Morocco, Brazil, Mexico and South Africa) and its five companies involved in different sectors in Spain, as a result of its industrial diversification policy. To these company's we must add our own R&D Centre, which has the long term goal of carrying out applied research and the technological development of our own products and systems.