

The Irizar Group ends 2015 by exceeding EUR 550 million in turnover and continuing strong growth and job creation in Ormaiztegi

Ormaiztegi, 18 March 2016

Last year's trend continues, which saw Irizar Ormaiztegi grow more than the other group companies, a change from the growth parameters that had been seen in previous years when, as a result of the economic crisis and the lack of growth in Europe, the Brazilian and Mexican plants assumed responsibility for the group's growth.

Irizar Ormaiztegi grew by 30% in 2015, thanks both to growth in Europe with its integral coaches and to growth in Spain with its bodies on chassis. We have also begun to manufacture integral coaches for the US market.

In addition to growth in units, the trend of strengthening our brand in the Premium segment continues which also leads to an improvement in the average fit-out of our coaches.

Our market share in Spain is over 40% and the market has grown by 30% compared to 2014, a year which itself experienced around 20% growth compared to 2013.

With this growth, Ormaiztegi once again leads the group and accounts for 46% of its total turnover.

The contribution of the overseas plants went down to 34% while the remaining companies account for 20% of the group's total turnover.

As a result of this growth trajectory over the past two years in Ormaiztegi, we have taken on 142 people, steadily increasing the workforce by 20%.

Of these new hires, 99 correspond to higher-level vocational training profiles and the remaining 43 people are Masters graduates hired, above all, to increase our technological capability and ability to carry out our R&D projects.

Given the economic situation in Brazil, the strategy there continues to be to increase export opportunities by taking advantage of a heavily devalued currency while continuing to position ourselves in the Premium coach segment.

The situation in Mexico is very different and, although registrations are down by 27% this year due to economic reasons, we ended the year maintaining our production volume and with a



market share of over 60%, mainly due to the anticipation surrounding the launch of our new high-end model, the Irizar i8.

In Morocco, a new record turnover has been achieved this year due to covering the country's luxury market and to assisting Irizar Ormaiztegi with the manufacture of units of the Century model for European markets.

In 2015, we would like to highlight the launch of Irizar's top-of-the-range model, the Irizar i8, in Kortrijk, Ormaiztegi and Madrid in October and in Mexico in November. This coach, a technological icon of the Irizar group, marks a watershed in product evolution and points the way for future releases for the rest of the Irizar coach range.

We are continuing to work intensively on a wide range of products and systems for our new line of business - electromobility - for which we have already created a new company, Irizar e-Mobility, and started building its new plant in Gipuzkoa.

Looking ahead to this year with optimism

We think that Irizar Ormaiztegi and Irizar Mexico will continue to be the group's main driving forces this year.

We anticipate new growth in integral coaches in Europe and the United States.

We are also launching our range of hybrid buses in the i3 and i4 family.

We have great expectations for Mexico in 2016.

The success of the i8 model has been impressive and we already have around a thousand orders for this top-of-the-range model which substituted the Irizar PB in Mexico. All the country's large customers trust in Irizar and demonstrate this trust by investing in Irizar products to meet their high-end needs.

In addition, we have started to manufacture integral coaches in Mexico. This will lead to strong growth in production at the Mexican plant both this year and in years to come.

We will continue with the strategy of increasing the export of Brazilian production and the strategy of manufacturing units of the Century model for Europe at the Moroccan plant.

As for the rest of the Group, we anticipate growth in all existing companies and have added another member to our group of companies, Irizar e-mobility, our new electromobility company whose plant in Aduna and prototypes of all its new products and systems will be completed by the end of 2016.



Irizar S. Coop. | Zumarraga bidea, 8 | 20216 Ormaiztegui (Gipuzkoa) | Spain | T +34 943 80 91 00 | F +34 943 88 91 01 | irizar@irizar.com | www.irizar.com

At the start of this year, the Irizar i8 coach and Irizar Group's 100% electric bus were named 2016 Spanish Coach of the Year and Environmentally Friendly Industrial Vehicle of the Year.