



## PRESS RELEASE

### **Solaris celebrates record year 2008 with over 1,000 buses**

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**In 2008, Solaris Bus & Coach again achieved solid growth, resulting in the best year yet. The total number of buses delivered to customers exceeded 1,000 for the first time. In Poland, Solaris is clear market leader with a**

**substantial lead over competitors. In Germany, Solaris once again was the biggest importer of city buses.**

A total of 1,037 new Solaris buses were handed over to customers in 2008. Compared to 2007, this represents an increase of 47%. 557 buses were destined for export customers in a dozen countries. 480 new Solaris buses were delivered to Polish customers. The 2008 business result is the best in the history of the company, which was founded in 1996.

*"We are proud to have fully met our target of more than 1,000 buses in 2008. This year, we expect further growth and total sales of around 1,200 vehicles. Our order books for the coming months are full and we look forward to the rest of the year,"* enthused Solaris founder Krzysztof Olszewski, who became head of the Solaris Bus & Coach supervisory board in September 2008.

At 526 units, more than half of the Solaris buses built in 2008 were production-intensive articulated buses. These included five climate-friendly Solaris Urbino 18 Hybrid buses for customers in Germany and for Poznań City Transport Company, the first Polish bus operator to use state-of-the-art hybrid buses. Solaris Bus & Coach will shortly reaffirm its position as leader in hybrid buses with the entry into service of the first Solaris hybrid buses in France.

On the Polish market, Solaris Bus & Coach in 2008 repeated its successes as leader of both the overall market and the city bus market. 480 buses delivered to customers represented a total market share of 30%, rising to 53% in the city bus market, where the company was almost 40% ahead of its closest competitor.

In Germany, Solaris again was the biggest importer of city buses. 185 new Solaris Urbino made up 9% of the city bus market. For Solaris Bus & Coach, Germany remains a crucial export market, with performance in the past year stronger only in the United Arab Emirates, where 225 modern Solaris Urbino low floor city buses were delivered to Roads and Transport Authority Dubai. 2008 also saw the signing of the biggest export order in the history of Solaris. The delivery of these 320 Solaris buses for the Greek capital Athens recently started and will be concluded before the end of 2009.

Thanks to continued strong performance, turnover of Solaris Bus & Coach S.A. in 2008 exceeded 1 billion PLN for the first time, reaching 1.055bn PLN (300m EUR) at a 48% year-on-year increase.

At the end of 2008, Solaris Bus & Coach employed 1,500 people. Over the past year, 200 new jobs were created to satisfy buoying demand for new buses and to bolster after sales support.

*"In 2009, we will continue with ambitious plans. We will honour the trust of existing Solaris customers and we will work hard to increase our customer base. New products will open up new market segments for us. Highest priority is given to intercity buses and hybrid buses with serial power trains. 2009 will also see the first Solaris trams in service in European cities. Faced with the sustained challenge of climate change, we will furthermore continue our efforts to develop all-electric buses",* explained Solaris CEO Solange Olszewska.

#### **Additional information**

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##### **About our company**

Solaris Bus & Coach sp. z o.o. is one of the leading producers of city and intercity buses in Europe. It focuses in particular on the development of zero-emission vehicles, i. e. electric and hydrogen buses as well as trolleybuses. This has resulted in the widest zero-emission product range in the European market and a leading position in this segment with a market share of 15.2%. Nearly 25,000 Solaris vehicles have been delivered so far and they ply the streets in 850 towns and cities across 33 countries located throughout Europe as well as beyond it. Solaris is part of the Spanish CAF Group (Construcciones y Auxiliar de Ferrocarriles) S.A. From conception, to the design and manufacturing phases, all Solaris buses are produced in Poland. Moreover, all activities undertaken by the manufacturer are in line with the brand's mission, which is reflected in the motto "We are changing the image of public transport". Solaris also actively partners with public transport operators and provides them with comprehensive support in their transition to zero-emission mobility.