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## PRESS RELEASE

### **Solaris maintained its position as the European e-mobility leader. The company sums up 2023**

Bolechowo, 12.03.2024

- **Solaris sold a total of 1456 vehicles in 2023,**
- **The company's revenues stood at €819 million, representing a growth of over 18% compared to 2022,**
- **The company held the no. 1 position in the zero-emission bus market in 2023 with a 15.2% market share<sup>1</sup>,**
- **The manufacturer maintained its no. 1 position in the zero-emission bus aggregated market shares from 2012 to 2023 with a 14.5% share<sup>2</sup>,**
- **Battery vehicles, hydrogen vehicles, trolleybuses, and hybrid buses, for the first time in the company's history, exceeded more than 80% of the share in the sales mix,**
- **In 2023 company presented its product in Canada, as part of Solaris' strategy to enter the USA and Canada with its offer.**

#### COMPANY RESULTS IN 2023

In 2023 Solaris has proved with its production and sales results that it is an organization well prepared for the constantly evolving market environment and is a company that is resilient to the dynamically changing economic context. Solaris reported solid sales results in 2023, selling a total of 1456 vehicles.

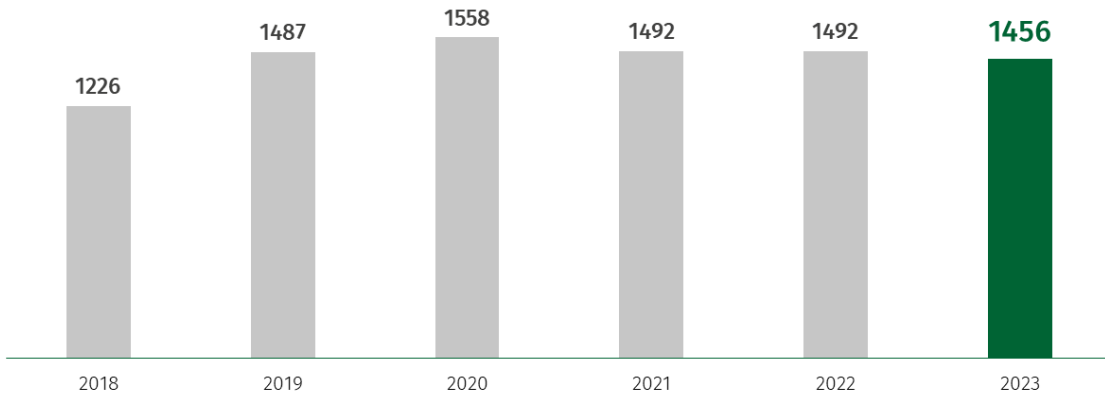
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<sup>1</sup> Based on battery/electric and hydrogen buses registrations in 2023, source: Chatrou/CME Solutions

<sup>2</sup> Based on battery/electric and hydrogen buses registrations in 2023, source: Chatrou/CME Solutions

## SALES OF SOLARIS VEHICLES

IN 2018-2023, IN UNITS

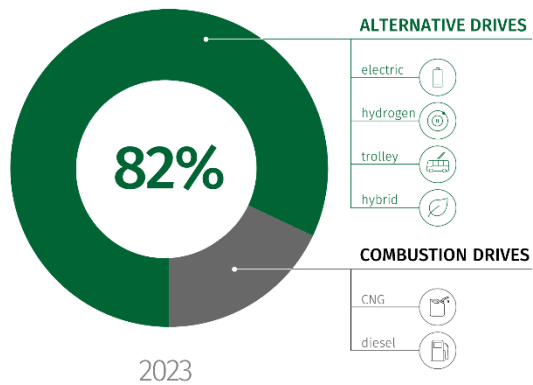


Consolidated sales of Solaris  
Source: Solaris

It is worth emphasizing that the vast majority of contracts executed in 2023 were for the supply of vehicles with completely zero-emission or low-emission drives. Battery vehicles, hydrogen vehicles, trolleybuses, and hybrid buses, for the first time in the company's history, exceeded 80% of the share in the sales mix and amounted to exactly 82%.

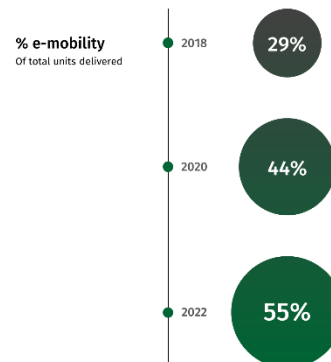
## SHARE OF ALTERNATIVE DRIVES IN SOLARIS BUSES

IN 2018-2023, IN UNITS



Source: Solaris

### GROWTH OF ALTERNATIVE DRIVE SHARE IN SOLARIS BUSES BETWEEN 2018-2022

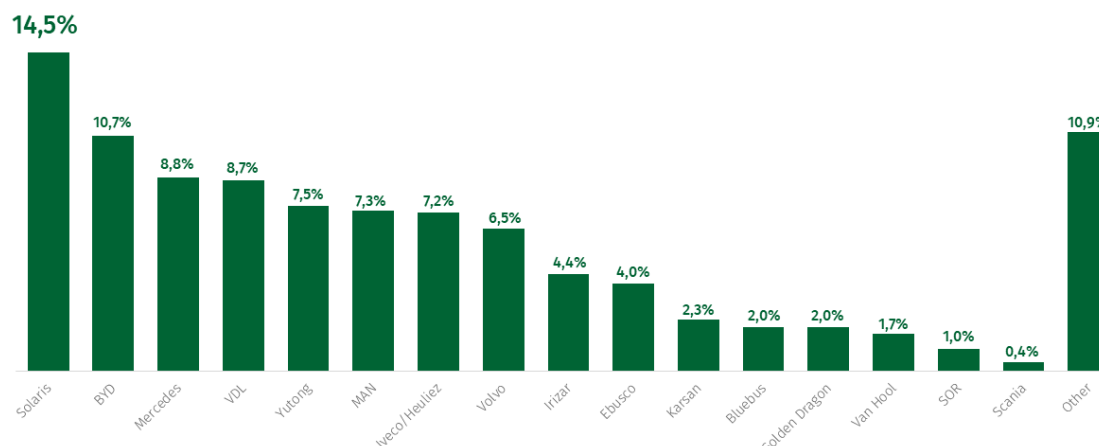


The growing share of low- and zero-emission vehicles in Solaris' sales mix, shows good recognition of the market and the manufacturer's adjustment to market expectations. In most EU countries, the share of e-mobility vehicles in the transport mix has been growing dynamically in the last few years. Solaris, building its portfolio in this segment for many years, is very well prepared for the changing expectations of end-users. This is confirmed by the company's maintenance of the position of the European leader in

the zero emission bus segment (battery buses + fuel cell buses) in the years 2012-2023 at the end of 2023 with a cumulative share of 14.5%.

## ZERO-EMISSION (BEV+FCEV) MARKET SHARES IN EUROPE

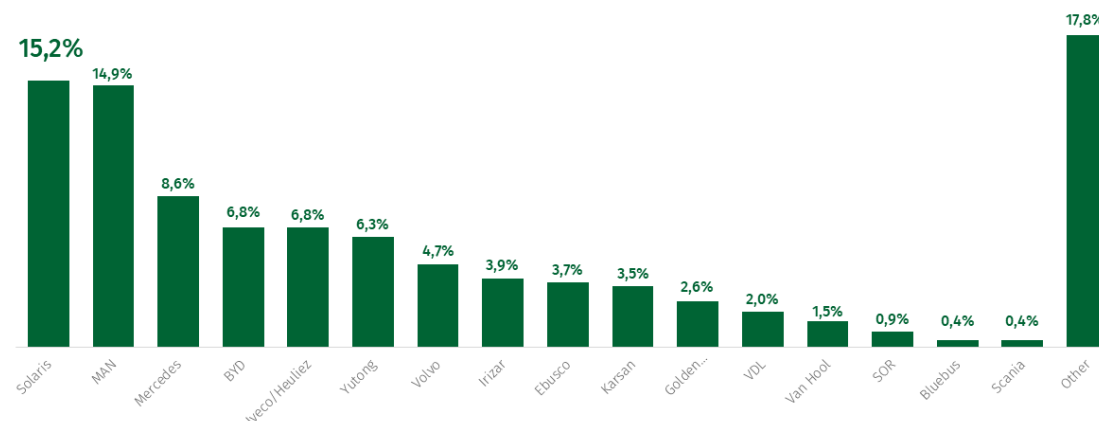
IN 2012-2023, BY MANUFACTURER, IN PERCENT



Source: CME Solutions, scope: 2012-2019: Western-Europe + Poland without UK and Ireland; 2020-2023: EU27 without UK and Ireland +ICE+NO+CH

## 2023 ZERO-EMISSION (BEV+FCEV) MARKET SHARES IN EUROPE

BY MANUFACTURER, IN PERCENT



Source: CME Solutions, scope: EU27 without UK and Ireland + ICE+NO+CH

Based on registrations of vehicles in 2023, Solaris had position no. 1 in the zero-emission bus market (battery buses + fuel cell buses) with a 15.2% market share.

Record-breaking sales of advanced technologically vehicles with alternative drives in the company's history contributed to equally record-high revenues in 2023. In 2023, Solaris' operations generated revenues of EUR 819 million. This means an increase of over 18% compared to the previous year.

In 2023 Solaris delivered its products to customers from 17 countries. Major recipients of Solaris vehicles included, among other carriers, operators from Poland, Spain, Italy, Norway, Germany, the Czech Republic, Romania, and Hungary. In the reported period, Solaris delivered a total of 690 units of battery electric buses. Also worthy of note is the fact that Solaris sold 202 units of trolleybuses and 81 hydrogen buses.

## **HYDROGEN LEADERSHIP**

The increase in the number of hydrogen buses sold last year clearly demonstrates the growing interest in this technology as more and more operators recognize it as a target solution for their public transport systems. By the end of 2023, Solaris has delivered a total of 180 hydrogen buses to the market, consolidating its position as the European leader in this segment. The fact that 44.5% of all hydrogen buses registered in Europe in 2023 are Solaris vehicles is evidence of the company's dominance in this field.

There is every indication that this trend will continue. This is also reflected in the large number of new orders Solaris has received for the coming years. By the end of 2023, the company has received orders for 535 hydrogen-powered vehicles, with delivery dates ranging from 2024 to 2026. To meet the growing demand and increase production capacity, Solaris has just inaugurated a new hall dedicated to the production of hydrogen vehicles. This state-of-the-art facility will become the heart of the company's hydrogen and CNG bus production, underlining its commitment to promoting green transport solutions.

## **SIGNIFICANT CONTRACTS**

In 2023, Solaris acquired and also delivered (partially or fully) a number of significant contracts:

- In April, Solaris delivered 183 Urbino articulated electric buses to Oslo, the largest order in the company's history.
- Under a framework agreement with Consip S.p.A., Solaris received an order for 98 Urbino electric buses for Cagliari in Sardinia.
- Danish operator AarBus ordered 56 Solaris Urbino 18 articulated electric buses for delivery in 2024 and 2025.
- BVG Berlin ordered 50 Solaris Urbino 18 electric buses for delivery in 2024 and 2025.
- TPER in Bologna ordered 130 Solaris hydrogen buses, the largest single order for hydrogen vehicles in Europe to date. First deliveries are scheduled for 2024.
- Azienda Veneziana della Mobilita of Venice has ordered 90 Solaris hydrogen buses for delivery from November 2025.
- In-der-City-Bus GmbH of Frankfurt am Main has ordered 10 Solaris hydrogen buses for delivery in the first quarter of 2024.
- Rebus Regionalbus Rostock in Germany ordered 52 hydrogen buses, including five articulated models, for delivery by the end of 2024.
- The public transport authority in Duisburg ordered 25 Solaris hydrogen buses as a first step towards a fully zero-emission fleet by 2030.
- Regionalverkehr Köln GmbH (RVK) in Germany has announced its third order for articulated hydrogen buses, with 18 units to be delivered in the second half of 2024.

- Continuing to invest in zero-emission public transport, Transports Metropolitans de Barcelona (TMB) has ordered a total of 36 Urbino 12 buses and two Solaris articulated hydrogen buses for delivery in 2024.

## **PRODUCT**

2023 has also brought news in terms of the company's product range. Last October, at the Busworld exhibition in Brussels, Solaris unveiled a new version of its electric bus, based on a new drive architecture that guarantees all-day operation and exceptional efficiency for operators, while maintaining a low battery weight. The launch of the bus also marked the debut of a new generation of batteries, all mounted on the roof only. This configuration guarantees ranges of over 600 km on a single charge<sup>3</sup>.

The new bus is characterized by its design, which doesn't include a conventional engine tower. Instead of it, the bus has been fitted with a modular driveline with components placed on the roof and in the rear of the vehicle. This solution maximizes the passenger capacity, facilitates servicing, and provides a great deal of flexibility when it comes to roof arrangement options.

The articulated model has recently been joined by a structurally similar 12-metre version. The vehicle was unveiled at the MOBILITY MOVE exhibition in Berlin in March 2024. Both the new Urbino 12 electric and the articulated version of this model fulfil all safety standards, including new GSR2 and cybersecurity requirements that will enter into force in July 2024 for newly-registered vehicles.

## **SUSTAINABILITY**

Sustainability is a key element of Solaris's strategy, a common assumption across the CAF Group. In 2023, the company will continue to implement its ESG policies and will progressively reduce its carbon footprint from 2021 onwards. In fact, Solaris's mission is not only to develop alternatives to internal combustion engines. It is also to reduce the emissions associated with its production and service processes. The overall goal of all these activities is for Solaris to achieve total carbon neutrality by 2045.

## **STRATEGY**

As part of its development strategy for the coming years, Solaris has identified three key areas of action. One of the priorities is to maintain its position as European leader in the zero-emission vehicle segment. The company also plans to expand its product offering in the European intercity market and to enter the North American market with a dedicated zero-emission vehicle offer.

Product innovation, a wide range portfolio and a flexible response to technological trends and market needs form the basis of the company's activities. As a result, Solaris has strengthened its leading position in the European market. Today, Solaris offers a complete range of zero-emission solutions for public transport, including 10 models of electric vehicles, hydrogen-powered vehicles and trolleybuses. This is complemented by a comprehensive range of battery solutions and charging systems, including large-scale infrastructure projects.

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<sup>3</sup> Based on the energy consumption in SORT 2-tests.

The company's development plan also includes the expansion of its product range into other segments, in particular the intercity market. Over the next few years, Solaris will introduce a new zero-emission intercity platform in three different lengths: 10.9, 12.2 and 13 meters. It is worth noting that each of these models will be available as both battery and hydrogen vehicles. In developing this segment, Solaris will certainly benefit from the experience gained with the 15-metre Low Entry (LE) model, which will be launched in 2020.

In 2023, Solaris has also taken the strategic decision to enter the North American market with its own brand. The manufacturer's offering for the American market will consist exclusively of zero-emission vehicles. The first step towards this goal was the testing of the Trollino 12 trolleybus in Canada. In August last year, Solaris presented the vehicle in Vancouver and received very positive feedback from local operators. The tests provided the North American authorities with an opportunity to familiarize themselves with Solaris's flagship product and to gather valuable feedback. During a press conference, Solaris presented for the first time a visualization of the vehicle dedicated to the American market, with commercial availability planned for 2026.

#### **Information about Solaris Bus & Coach sp. z o.o.**

*Solaris Bus & Coach sp. z o.o. is one of the leading European bus and trolleybus manufacturers. Benefiting from 27 years of experience and having manufactured over 25,000 vehicles, Solaris affects the quality of city transport in hundreds of cities across Europe every day. Thinking of the future, the firm is setting new standards by dynamically developing its products, in particular in the electromobility sector. Solaris electric buses, trolleybuses and hydrogen buses are cutting-edge solutions for zero emission public transport. Solaris products have been repeatedly awarded for quality and innovation. The Solaris Urbino 12 electric won the prestigious European "Bus of the Year 2017" competition. In September 2018 Solaris Bus & Coach sp. z o.o. joined CAF Group.*

#### **Additional information**

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