



Otokar exhibits its extended bus range at the IAA Commercial Vehicles Exhibition

As Turkey's best selling bus brand for the last six years, Otokar exhibited its 7-12 meter range of vehicles at the 66th IAA Commercial Vehicles Fair, the largest mobility trade exhibition of the industry, held in Hannover, Germany. Having increased its bus exports 35% in the first eight months of 2016, Otokar is the most successful Turkish bus producer in Europe with a constantly expanding sales and aftersales service network.

Otokar is a Koc Group company, currently exporting buses to more than 45 countries. The company displayed at the IAA Commercial Vehicles Fair, the world's most important trade show for transport, logistics and mobility, its 7-12 meter range of buses. As the leader of the Turkish bus market consecutively for the last six years, Otokar is presenting its Navigo T, Vectio T, Territo U, and Kent C, which are all praised for their designs, technologies, durability and ergonomics in the international markets, at the exhibition in Hannover, Germany from September 21 to 29, 2016.

“35% GROWTH IN BUS SALES”

Speaking at the press conference on the press day of the exhibition, **Otokar Europe SAS Marketing Manager Denis Toublanc** explained that Otokar's operations in Europe are carried out by 'Otokar Europe' founded in 2011 in France with the aim of expanding in the European market, and added, “ So far, 2016 has been a very productive year for us. Otokar's presence continued to expand throughout Europe in 2016. Otokar Europe's sales increased 35% over the first eight months in major markets. With the support of our developing sales and after-sales network, we have become the best-selling Turkish brand in Europe.”

Toublanc also referred to their activities and export figures in the European market, “ Otokar was the leader of Turkey's small bus exports in 2015, and has continued to grow in various European markets in the first eight months of this year. Our fleet sales, especially in France, Italy, Germany, Romania, and Malta are noteworthy”.

“ONE IN FOUR BUSES SOLD IN TURKEY IS OTOKAR”

Denis Toublanc also shared detailed information about the business developments in Turkey, and underlined the fact that Otokar boasts the largest product portfolio ranging from 7 metres to 18.75 metres in length with different passenger capacities. Noting that the bus market in Turkey is narrowing, **Toublanc** added, “ Despite the developments in the market, one in four buses sold in Turkey in the first eight months of 2016 continues to be Otokar. As the leader of the 7-metre bus market in Europe and Turkey, Otokar was awarded the contract for the procurement of 100 articulated buses by the public transport authority of the Izmir Metropolitan Municipality. Offering mobility for all with its vehicles for urban public transport, shuttle and tourism services, Otokar also stands apart in maintenance and support services.”

Otokar is motivated to continue being a long term partner to transport operators in Europe, offering cost efficient and reliable products, contributing to their profitability.

With modern exterior and interior designs, powerful engines, excellent handling and superior traction capabilities, the buses that Otokar will exhibit at IAA Commercial Vehicles Fair include the following:



Tourism Transport

NAVIGO T,

a compact and comfortable midi coach suitable for smaller groups, is already a market leader in its segment. Available in two lengths, it has capacity for up to 35 passengers and includes a 3.5 m² luggage compartment. In addition to its modern looks, the vehicle also stands apart with its spacious interior, and comes with optional automatic transmission.

With its unique innovative design and its low operating cost, the Navigo T makes it an excellent choice.

TECHNICAL SPECIFICATIONS

Engine

Make/model	CUMMINS ISBe4.5 Euro 6
Volume	4 462 cc
Max. power	137 kW(180 HP) @ 2300 rpm
Max. torque	700 Nm @ 2300 rpm

Transmission

Make/model	Mechanical: Eaton FS4106 B Automatic: Allison
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Suspension

Front and rear	Parabolic springs Double effective shock absorbers
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Dimensions

Overall length	7 721 mm
Overall height	3 275 mm (with A/C)
Overall width	2 265 mm
Wheelbase	3 866 mm

Passenger Capacity

Seats	7.7 m version with 31+1+1 8.4 m version with 34+1+1
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Tourism Transport

VECTIO T,

one of the favourite models in the European tourism transport segment, the Vectio T stands out as a 10-metre long bus with 5,5 m³ of luggage capacity. In a class of its own, Vectio T becomes the first choice in situations where bigger busses tend to cost more and smaller busses do not suffice in terms of capacity. The vehicle is also offered with automatic transmission.

TECHNICAL SPECIFICATIONS

Engine

Make/model	MAN D0836 LOH 72 Intercooler turbo Diesel, E6 Cummins ISB6.7. E6
Volume	MAN: 6871 cc / Cummins: 6700 cc
Max. power	MAN: 213 kW(290 HP) @ 2300 rpm / Cummins: 213 kW (310 HP) @ 2300 rpm
Max. torque	MAN: 1100 Nm @ 1200 - 1750 rpm /Cummins: 1100 Nm @ 1200 - 1800 rpm

Transmission

Make/model	Automatic: ZF ECOLIFE Mechanical: ZF 6S1110B0 air assisted gear shifting system
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Suspension

Front	2 air bellows, 2 hydraulic shock absorbers, 1 levelling sensor
Rear	4 air bellows, 4 hydraulic shock absorbers, 2 levelling sensors

Dimensions

Overall length	10100 mm
Overall height	3255 mm (with A/C)
Overall width	2410 mm
Wheelbase	5000 mm

Passenger Capacity

Seats	34+ 1 + WC + 1 or 43 + 1 + 1
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TERRITO U,

the Territo U, suitable for a wide range of uses, comes as a fresh breath of air to shuttle buses, and has a capacity of up to 84 passengers, seated and standing combined. Ranging between 12 and 13,26 metres, the Territo U also comes in an automatic transmission version as option. The 12 m version of this multipurpose intercity bus is presented in a line version on the booth.

TECHNICAL SPECIFICATIONS

Engine

Make/model	Cummins ISB6.7E6310
Volume	6700 cc
Max. power	213 kW (290 HP) @ 2300 rpm
Max. torque	1100 Nm @ 1200 - 1800 rpm

Transmission

Make/model	Automatic: ZF ECOLIFE
Mechanical:	ZF 6S1110

Suspension

Front	2 air bellows, 2 hydraulic shock absorbers, 1 levelling sensor
Rear	4 air bellows, 4 hydraulic shock absorbers, 2 levelling sensors

Dimensions

Overall length	12080 / 13260 mm
Overall height	3217 mm
Overall width	2540 mm
Wheelbase	5900 / 7080mm

Passenger Capacity

Seats	12 m: up to 55 + 29 + 1
	13m: up to 63 + 1





Urban Transport

KENT C,

a favourite of urban public transport, the Kent C is the ideal city bus with its 12-metre length, low operating costs, and durability. Available in two lengths, the Kent C is a full low floor bus with capacity for up to 99 passengers. The Kent C offers a comfortable ride for the passengers every season with its full low floor, spacious interiors and powerful air conditioning. With ABS, ASR, disc brakes and doors designed to avoid jamming, Kent C provides maximum safety. The 12 m version is displayed at the Otokar booth in a yellow customer livery.

TECHNICAL SPECIFICATIONS

Engine

Make/model	Cummins ISB6.7E6280B
Volume	6700 cc
Max. power	204 kW (280 HP) @ 2100 rpm
Max. torque	1100 Nm @ 1200 rpm

Transmission

Make/model	Voith
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Suspension

Front	2 air bellows, 2 hydraulic shock absorbers, 1 levelling sensor
Rear	4 air bellows, 4 hydraulic shock absorbers, 2 levelling sensors

Dimensions

Overall length	10780 / 12000 mm
Overall height	3145 mm
Overall width	2540 mm
Wheelbase	4670 / 5900 mm

Passenger Capacity

Seats	10.80 m: 25 seated + 62 standing + 1 wheelchair
	12 m: 35 seated + 64 standing or 35 seated + 60 standing + 1 wheelchair



About Otokar



Global

Products with Otokar-owned intellectual property rights, used in over 60 countries across 5 continents



Pioneer

Leading supplier of land defence systems to Turkish Armed Forces



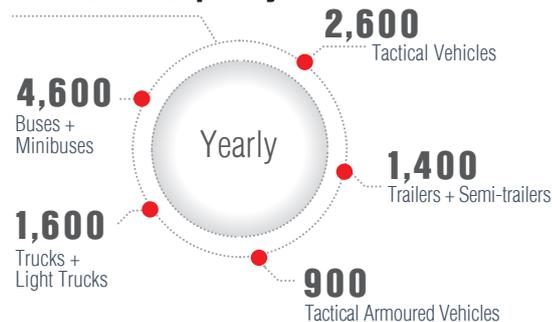
Market Leader

Most preferred bus brand in the 25+ capacity passenger transportation segment in Turkey for the last six years
most preferred small bus brand in France,
export leader in the Turkish small bus segment

1 out of every 4 buses sold in Turkey is Otokar



Production Capacity



149 million
USD
EXPORT REVENUES

1.4 billion
TL
2015 TURNOVER

310 million
TL
10-YEAR R&D EXPENDITURE



2,105
EMPLOYEES

1,484 Blue Collar
621 White Collar

552,000 m²
PRODUCTION AREA



approx. **300**

SALES & SERVICE NETWORK

FOUNDED 1963

100%
LOCAL CAPITAL



Koç Holding A.Ş.
45%

Ünver Holding A.Ş.
25%

Other
30%



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Otokar is a member of Koç Group, Turkey's largest conglomerate.



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