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:

Otokar Europe Communication
Otokar is a member of Koç Group, Turkey’s largest conglomerate.
NAVIGO T,
a compact and comfortable midi coach suitable for smaller groups, is already a market leader in its segment. Available in two
length, 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

Suspension
Front and rear: Parabolic springs
Double effective shock absorbers

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
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**

<table>
<thead>
<tr>
<th>Engine</th>
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</table>
| 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 |

<table>
<thead>
<tr>
<th>Transmission</th>
<th></th>
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</table>
| Make/model | Automatic: ZF ECOLIFE  
Mechanical: ZF 6S1110BO air assisted gear shifiting system |

<table>
<thead>
<tr>
<th>Suspension</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Front</td>
<td>2 air bellows, 2 hydraulic shock absorbers, 1 levelling sensor</td>
</tr>
<tr>
<td>Rear</td>
<td>4 air bellows, 4 hydraulic shock absorbers, 2 levelling sensors</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Dimensions</th>
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<tbody>
<tr>
<td>Overall length</td>
<td>10100 mm</td>
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<tr>
<td>Overall height</td>
<td>3255 mm (with A/C)</td>
</tr>
<tr>
<td>Overall width</td>
<td>2410 mm</td>
</tr>
<tr>
<td>Wheelbase</td>
<td>5000 mm</td>
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<table>
<thead>
<tr>
<th>Passenger Capacity</th>
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<tbody>
<tr>
<td>Seats</td>
<td>34 + 1 + WC + 1 or 43 + 1 + 1</td>
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</table>
Otokar is a member of Koç Group, Turkey’s largest conglomerate.

**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**
- 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 / 7080 mm

**Passenger Capacity**
- Seats: 12 m: up to 55 + 29 + 1
  13m: up to 63 + 1
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

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

- 2,600 Tactical Vehicles
- 1,400 Trailers + Semi-trailers
- 900 Tactical Armoured Vehicles
- 4,600 Buses + Minibuses
- 1,600 Trucks + Light Trucks

Export Revenues

- 149 million USD

2015 Turnover

- 1.4 billion TL

10-Year R&D Expenditure

- 310 million TL

Employees

- 2,105 Employees
- 1,484 Blue Collar
- 621 White Collar

Production Area

- 552,000 m²

Sales & Service Network

- approx. 300

Founded

- 1963

Local Capital

- 100%

Ownership Structure

- Koc Holding A.Ş.: 45%
- Ünver Holding A.Ş.: 25%
- Other: 30%

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