

June, 5<sup>th</sup> 2018

## Agreement signed for 400 Otokar buses to carry the people of Bucharest

The signing ceremony for the 400-bus tender of the Bucharest Municipality was held with Bucharest Mayor Gabriela Firea and Otokar General Manager Serdar Görgüç, representing the parties. Otokar, which offers superior comfort in public transportation for millions of passengers in 50 countries with its modern buses, will deliver the 400 buses within 2018 and 2019.



Otokar, the leading Turkish bus brand, continues to facilitate public transportation in 50 countries including Turkey with the buses it manufactures. With 55 years of experience in the industry, Otokar is widely favored for the design, ergonomics and technology of its own production buses in the countries where they are used. On June 5, Otokar's affiliate Otokar Europe signed the agreement for the 400-bus tender, including aftersales services for eight years, opened by Bucharest Municipality.

The signing ceremony for the biggest bus export agreement for one single item by a Turkish bus brand was held with Bucharest Mayor Gabriela Firea and Otokar General Manager Serdar Görgüç, representing the parties. Otokar has won several metropolitan municipalities' tenders in Turkey in the recent years and its buses are also preferred in key European markets such as France, Italy, Spain and Germany. The company will deliver the 400 buses of Bucharest Municipality within 2018 and 2019 in parties. In addition to offering new generation inner city buses, the company will also provide aftersales services for eight years.



➤ Bucharest Mayor Gabriela Firea and Otokar General Manager Serdar Görgüç

### THE CONTRACT INCLUDES AFTERSALES SERVICES

Serdar Görgüç, Otokar General Manager, explained that Otokar Europe, founded in 2011 by Otokar to better serve the bus customers in Europe participated in the tender that was opened to meet the increasing public transportation needs of Bucharest: "Global companies from Europe and Turkey, which is the bus production base of Europe, submitted offers for Bucharest Municipality's tender. As

Turkey's leading bus producer we aimed to offer our modern buses worthy of Bucharest. It is a great honor for us that our buses are preferred in the tender that Bucharest Municipality opened for vehicles and aftersales services. Bucharest will be the next city after Istanbul where we will serve with a large fleet. Our buses, which will serve the people of Bucharest are already used across Turkey, as well as other countries including Spain, Serbia, Germany, Italy, Greece, Belgium, Hungary, Slovenia, Malta and Cameroon."

Görgüç continued: "The agreement we have signed today in Bucharest comes after the recent order we received from Amman, Jordan, and from Warsaw, Poland proving our successful performance of our buses in export market. Our vehicle park continues to grow by the day in Western Europe as well as Central Europe, Middle East and North Africa regions. We carry out important research and development activities to produce the most innovative, well-equipped and environment-friendly vehicles and contribute to modern cities. Every year we allocate around 4 per cent of our revenues for R&D. We develop our vehicles according to user expectations and needs. In addition to production, we also provide aftersales services to ensure availability for our users and we always stand behind our vehicles."

Stating that Bucharest, which is one of the oldest settlements in the world and a touristic city, will own the best fleet in Europe with the new buses, Görgüç added; "Otokar vehicles have been favored and received with great customer satisfaction for many years both in Turkey and various European cities. We have served in Romania for over 12 years with Otokar vehicles. In addition to offering new generation inner city buses according to the city's needs and expectations to the people of Bucharest, we will also provide aftersales services for eight years to Bucharest Municipality."

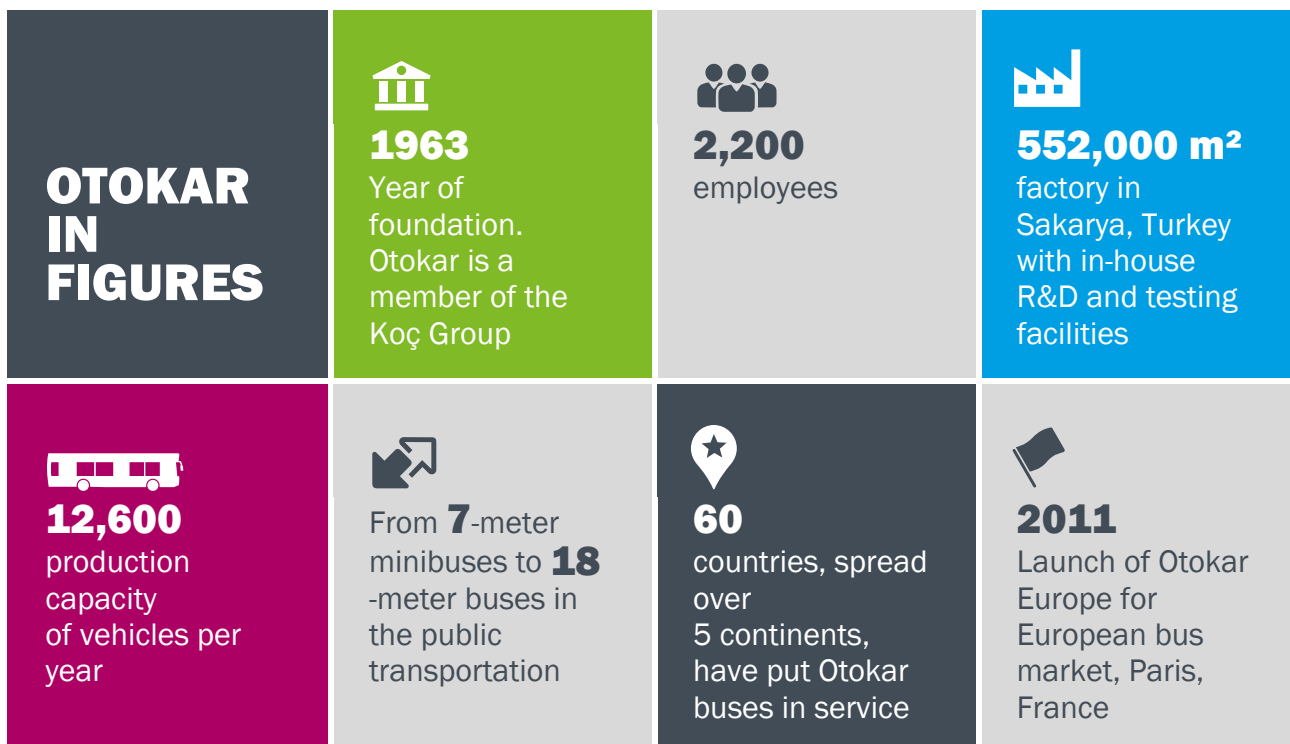
## **CARRYING PASSENGERS IN 50 COUNTRIES**

Currently, over 35 thousand Otokar buses carry millions of passengers in 50 countries and they are favored especially by European users for their design, comfort, technology and low operation costs. Otokar buses, developed specifically for public transportation, offer unparalleled comfort for passengers with low floors and spacious interiors and stand apart with their modern interior and exterior design, environment-friendly engine, superior road handling and economy. Otokar starts a new era in urban public transportation in the countries where its buses are used and also offers economic benefits for its clients with low operating costs. Otokar buses promise spacious journeys every season and maximum safety for users and passengers with superior safety systems.

Otokar also continues to work on alternative fuels, and has already designed Turkey's first hybrid bus and first electric bus and added them to its product family.

## ABOUT OTOKAR

Otokar offers solutions tailored to the needs of its customers using its own technology, design and applications. Otokar, a Koç Group company, designs and manufactures a broad range of commercial vehicles including buses, trucks and semi-trailers



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