Company introduction
Location of the company

Headquarters and production facility of SOR Libchavy s.r.o.
Počet prodaných autobusů SOR / počet zaměstnanců v jednotlivých letech

Počet kusů / počet zaměstnanců

Počet prodaných autobusů SOR / počet zaměstnanců v jednotlivých letech

období

0 100 200 300 400 500 600 700 800 900


Počet kusů / počet zaměstnanců

počet kusů počet zaměstnanců
History and growth

1991
Establishment of the SOR company

1993
First prototype of SOR C 7.5 intercity bus - length 7,5 m

1995
30 buses produced and sold, type C 7.5

1997
Opening process of Product line development

TODAY
Complete Product portfolio for Public Bus Transportation
SOR today

- Company with strong technical and economical background
  - Longterm positive economical results
  - Longterm knowledge in bus construction/prototyping
  - Longterm knowledge in bus production
  - Openess to new materials/technologies

- Company with strong strategic owner
  - Member of Energetický a průmyslový holding – one of the largest financial and industrial group in the region

- Company with complete product portfolio
  - Intercity
  - City
  - Alternative engines

- Reliable partner for major bus operators in the area
## SOR today in numbers

<table>
<thead>
<tr>
<th>SOR Libchavy (EURm)</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>111</td>
<td>80.3</td>
<td>80.9</td>
<td>91.2</td>
</tr>
<tr>
<td>Sales</td>
<td>141</td>
<td>99.3</td>
<td>75.5</td>
<td>65.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>18.7</td>
<td>12.6</td>
<td>11.1</td>
<td>8.7</td>
</tr>
<tr>
<td>Employees</td>
<td>840</td>
<td>730</td>
<td>600</td>
<td>590</td>
</tr>
<tr>
<td>Buses sold</td>
<td>751</td>
<td>594</td>
<td>488</td>
<td>424</td>
</tr>
</tbody>
</table>
SOR markets – in total more than 6000 buses (beg. 2015)

- 15 units of low entry intercity buses in Faroe Islands
- 9 Intercity buses in Denmark
- 31 units of intercity buses in Belgium
- 2 units EBN and city buses in Germany
- 1 unit of EBN in Switzerland
- 120 units of intercity buses in Estonia and Baltics countries
- 150 units of tourist and intercity buses in Russia
- Hungary, Romania, Bulgaria, Croatia, Austria, Ukraina – other markets where our buses are used
- 22 units of intercity buses in Moldavia
- 128 units of tourist and intercity buses in Serbia
- More than 3 000 units of city, intercity and tourist buses in Czech Republic
- More than 1 000 units of city, intercity and couch buses in Slovakia
SOR markets – in total cca 6500 buses in operation

- **ČESKÁ REPUBLIKA;** 4041; 62%
- **SLOVENSKO;** 1512; 23%
- **POLSKO;** 332; 5%
- **ESTONSKO;** 226; 4%
- **RUSKO;** 147; 2%
- **RBSKO;** 131; 2%
- **DÁNSKO;** 23; 1%
- **BULHARSKO;** 6; 0%
- **BELGIE;** 20; 0%
- **OSTATNÍ;** 2; 0%
- **NĚMECKO;** 56; 1%
- **SRBSKO;** 131; 2%
- **TÖNSKO;** 226; 4%
- **POLSKO;** 332; 5%
Split of the production in 2015 – Markets

- ČESKÁ REPUBLIKA; 384; 51%
- BULHARSKO; 5; 1%
- NĚMECKO; 51; 7%
- ESTONSKO; 41; 5%
- ŠVÝCARSKO; 1; 0%
- POLSKO; 79; 11%
- SLOVENSKO; 190; 25%
Split of the production in 2015 – engine type

- **DIESEL**: 469; 62%
- **CNG**: 184; 25%
- **TROLEJBUSY**: 96; 13%
- **ELETROBUSY**: 2; 0%
Split of the production in 2015 – bus types

- **MEZIMĚSTSKÉ**
  - 343
  - 46%

- **DÁLKOVÉ**
  - 13
  - 2%

- **MĚSTSKÉ**
  - 395
  - 52%
New buses sold in the Czech Republic (2015)

- **SOR**: 435; 32%
- **IVECO**: 331; 25%
- **SETRA**: 202; 15%
- **MERCEDES**: 143; 11%
- **SOLARIS**: 124; 9%
- **IRIZAR**: 28; 2%
- **MAN**: 31; 2%
- **OSTATNÍ**: 56; 4%
Market share

New buses sold in the Slovak Republic (2015)
Production program

- city buses
- intercity buses
- tourist buses
- alternatives – CNG, trolleybuses, electric buses, hybrid buses
Product portfolio – city buses – low floor and low entry

**SOR NB 18**
- 18m
- Diesel, CNG
- Up to 150 passengers

**SOR NB 12**
- 12m
- Diesel, CNG
- Up to 102 passengers

**SOR BN**
- 8,5m 9,5m 10,5m 12m
- Diesel, CNG
- Up to 57- 83 passengers
Product portfolio – Intercity buses – Low-entry and standard floor

**SOR CN**
- 8.5m, 9.5m, 10.5m, 12m, 13.5m
- Diesel, CNG
- Up to 57-83 passengers

**SOR C**
- 9.5m, 10.5m, 12m
- Diesel, CNG
- Up to 62-82 passengers

**SOR LC**
- 9.5m, 10.5m, 12m
- Diesel, CNG
- Up to 62-82 passengers
Product portfolio – Tourist buses / Coaches / Low temp. buses

**SOR LH**

- 9,5m, 10,5m, 12m
- Diesel
- Up to 35-51 passengers

**SOR LC**

- ...
- ...
- ...
Product portfolio – Alternative / Electric drives

**SOR TN**
12m and 18m
Up to 98-150 passengers

**SOR EBN**
8m, 9.5m, 11.1m
Up to 51-93 passengers
Aftersale services

Our standard:

- Service centre and central spare parts distribution from libchavy
- Transport of spare parts to our service points within 24/48 hours
- Wide net of service centers
- 24/7 technical support
- On-line internet spare parts catalogue and e-shop
- Training for maintenance
- Training for drivers – economical driving
- Use of diagnostic probes, data gathering on real time
Thank you for your attention