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### CONSTRUCCIONES Y AUXILIAR DE FERROCARRILES, S.A. NOTICE OF SIGNIFICANT EVENT

Pursuant to the provisions of article 17 of Regulation (EU) No 596/2014, of 16 April 2014, on Market Abuse, and article 228 of the consolidated text of the Securities Market Act, approved by Legislative Royal Decree 4/2015, of October 23, and supplementary regulations, the company Construcciones y Auxiliar de Ferrocarriles, S.A., ("CAF" or "the Company"), hereby reports the following <u>Notice of Significant Event</u>:

It is announced that CAF has entered into an agreement to acquire polish bus manufacturer Solaris.

Solaris, established in 1996, is a global supplier of conventional and electric buses with presence in over 700 cities in 32 countries. With a 2017 turnover of close to  $\notin$ 450 million, it has production plants in Poland and a workforce of more than 2,300 people.

The transaction will position CAF Group as one of the leaders in the urban segment in Europe. It should also be noted that the business complementarity of Solaris and CAF Group, with a large number of clients worldwide, will enable potentially significant synergies.

The Enterprise Value of Solaris is estimated to be slightly above €300 million, with the final amount to be determined at closing of the transaction based on the relevant adjustments.

The transaction, which involves the acquisition of all of Solaris' shares, will be funded mainly by additional CAF debt, and remains subject to customary closing conditions, including the approval of the Polish and German Anti-Trust Authorities, expected by September 2018.

A related press release is attached.

In Beasain, on 3 July 2018.



### CAF HAS ENTERED INTO AN AGREEMENT TO ACQUIRE POLISH BUS MANUFACTURER SOLARIS, STRENGTHENING ITS COMMITMENT TO URBAN MOBILITY

CAF has decided to take an important step within its Strategic Plan, on the road to European leadership in sustainable urban mobility systems. Together with Solaris, CAF will broaden its already extensive range of products enabling it to meet the current and future needs in urban transportation, particularly in electric mobility and multimodal door-to-door solutions. Moreover, by integrating with the Polish company Solaris, the CAF Group will become one of the market leaders in the bus segment.

"CAF's investment in Solaris confirms our commitment to the vision of profitable growth and opens new strategic markets to CAF," said Andrés Arizkorreta, President and Chief Executive Officer of CAF. "Together with Solaris, we will create a leader in urban mobility solutions beyond rolling stock, particularly in the e-mobility segment. We want to continue using and to develop Solaris' valuable brand and to keep its Polish character. The combination of both companies' know-how in production, design, technology and services, together with the track record of Solaris in bus product innovation will allow us to better serve our clients while creating shareholder value."

"By selecting CAF as an investor for Solaris, we ensure a promising future for the brand, its clients and its employees." said Solange Olszewska, President and CEO of Solaris Bus & Coach. "I strongly believe that CAF has the right vision for the company and will be able to develop Solaris' potential on a global scale. I am confident that this agreement is fully in line with everything we have achieved since the company was founded 22 years ago and elevates Solaris to a higher level of development path"" – Mrs. Olszewska added

Solaris, established in 1996, is a global supplier of conventional and electric buses with presence in over 700 cities in 32 countries. With a 2017 turnover of close to €450 million, it has production plants in Poland in the cities of Bolechowo and Sroda, and a workforce of more than 2,300 people.

The main markets where Solaris operates are Poland, Germany, Italy, Scandinavia and the Baltics. In 2017, the company delivered 1,397 buses, including conventional models (diesel and CNG) and a growing number of e-mobility vehicles, where it offers the widest available range of solutions, e.g. hybrid buses, trolleybuses, full-battery and hydrogen fuel cell powered public transport vehicles. Additionally, the company offers related services, such as maintenance and spare parts.

In 2017, Solaris Urbino electric bus was awarded the prestigious "Bus of The Year" title.

The transaction will position CAF Group as one of the leaders in the urban segment in Europe. It will also open new opportunities for CAF's urban railway business in Central and Eastern Europe and strengthen its services, electric traction equipment and transport systems design businesses, while providing an opportunity to enter and grow in new mobility-related areas.

In the bus segment, and complementary to the work undertaken in recent years by CAF's Vectia subsidiary regarding development of urban and hybrid electric transport solutions, the agreement with Solaris will allow enlarged CAF Group to offer the widest and most complete range of products in the high-growth market, especially in the e-mobility segment.

CAF's decision, in line with its 2017-2020 Strategic Plan, will increase its technological capability to offer integrated transport solutions to an even wider portfolio of clients.

It should also be noted that the business complementarity of Solaris and CAF Group, with a large number of clients worldwide, will enable potentially significant synergies, such as ability to provide a more complete offer to customers, an increased technological and financial strength to successfully participate in large tenders, as well as economies of scale in purchases and technological development (R&D).

The Enterprise Value of Solaris is estimated to be slightly above €300 million, with the final amount to be determined at closing of the transaction based on the relevant adjustments. This value results in a PER ratio for Solaris based on 2018 estimates below CAF's 2017 ratio.

The transaction, which involves the acquisition of all of Solaris' shares, will be funded mainly by additional CAF debt, and remains subject to customary closing conditions, including the approval of the Polish and German Anti-Trust Authorities, expected by September 2018.

Supplementary information related to the operation is attached below.

Strengthening of sustainable urban mobility solutions

July 3<sup>rd</sup>, 2018

# CAF will integrate Solaris, the Polish bus manufacturer, in the Group



### 1. Solaris





#### **General Information**

- Solaris Bus & Coach S.A.
- Company founded in 1996
- Manufacturing plants in Poland

### Main Figures (2017)

- 1.397 buses sold
- 2.319 employees
- €444 million in
  - revenues

#### Technology/Products

- Full range of solutions: conventional, hybrid and electric
- Focused on the urban segment
- Pioneer in e-mobility solutions in Europe
- Multiple charging solutions

#### Market/Clients

- Experience with ca. 700 clients
- > 60% of units sold to international clients
- Main markets: Germany & Poland
  - 3





	5		olaris offe	rs the	e wid	est range o	f e-mobility	solution	s in the n	narket	
20	SOLARIS					Services					
		DIESEL & CNG			E-MOBILITY PRODUCTS CHARGING SYSTEM					IS AFTEI	AFTERSALES SERVICES
	<b>Urbino</b> (Diesel)		Diesel Urban Bus Multiple lengths		bino ectric		Zero-emission urban bus Multiple lengths	Plug-In		Nuremberg Paris Warsaw	Maintenance
đi.	InterUrbino		Diesel Interurban Bus <i>Multiple lengths</i>	Urbino Hybrid	bino		Hybrid Urban bus Multiple lengths	Induction		Berlin Braunschweig	Maintenance
					/brid			Pantograph		Rzeszów Oslo Hannover	
	CNG Urbino		CNG Urban Bus Multiple lengths		ollino 001		Zero-emission trolleybus <i>Multiple lengths</i>	Fuel Cell		Hamburg Riga Bérgamo	Spare Parts
				-			W/A				
7	Consolidated range, with more than     14,000 references				<ul> <li>First electric bus launched in 2011</li> <li>Ca. 2,000 units sold</li> </ul>			• E-mobility product range with all possible solutions (hybrid, trolleybuses, battery and fuel cell) well ahead of competition			High potential due to expected increase in demand for aftersales services related to e-mobility

### 1. Solaris



# Excellent positioning to capitalize on the opportunities of a growing market



# 2. Strategic positioning





# 2. Strategic positioning





<sup>1</sup> Updated in November 2016 prior to the definition and approval of the Group's new Strategic Plan. Full CAF Group's vision is available at <u>www.caf.net</u>. <sup>2</sup> Shared Resources Center

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# 2. Strategic positioning



The integration of the Solaris business in the CAF Group will mean an important sales contribution



Source: Annual consolidated accounts of CAF and Annual accounts of Solaris Bus & Coach S.A. converted to euros according to the exchange rate as of January 2, 2018 (EUR/PLN=4,1633)

### **3. Transaction details**



- Acquisition of 100% of Solaris Bus & Coach, S.A.
- The Enterprise Value of Solaris is estimated to be slightly above €300 million
- PER ratio for Solaris based on 2018 estimates below CAF's 2017 ratio
- Transaction will be funded mainly by additional CAF debt
- Next Steps:
  - Transaction approval by the Polish and German Anti-Trust Authorities
  - Closing expected by September 2018

### **Legal Notice**

The purpose of this information is purely informative.

The document reports on a pending acquisition operation. The aforementioned operation is subjected to prior approval of the related competition authority.

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