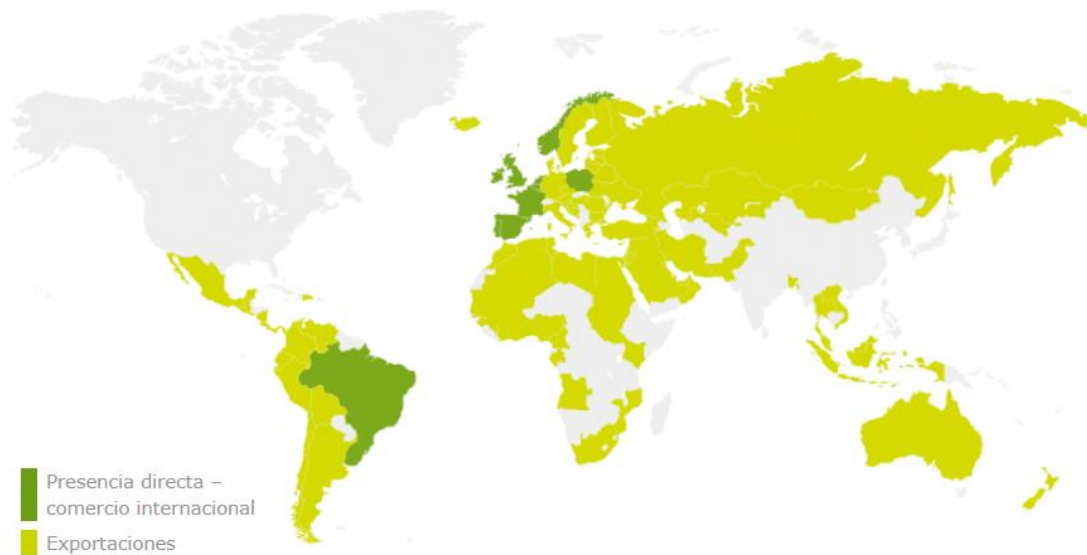


## ORONA 2018 | Fact Sheet

### Integral service in mobility solutions

Orona is a holding headquartered in Hernani, Gipuzkoa. With more than 50 years of experience, it comprises 30 companies located in 11 countries across Europe and America.



The group specializes in urban mobility solutions, both in a design capacity and providing an integral service that includes the manufacturing, installation, maintenance and modernisation of urban mobility devices, such as lifts, escalators and moving walks.

### A cooperative with a unique approach

Orona is based on a globally integrated cooperative model in permanent transformation. The group is fully committed to face the social, energetic and environmental challenges linked to its activity, and bids on innovation both to contribute to sustainable buildings in eco-cities and to create wealth and generate value in the areas in which it operates.

Orona has a unique approach to business:

- It has a different management model compared to other multinationals of its sector, based on the cooperative values and principles.
- And it also differs from local and regional companies because of its integral model, which allows Orona to be present in many countries with its own teams; to have the capacity to supply all the components of an elevator; and to operate with a high level of autonomy. Orona can manage the whole cycle to manufacture and implement an elevator, from its design to its delivery.

## Key Clients

Orona provides its services to all types of buildings, both new and pre-existing, and also advises its clients on the best elevation and mobility solutions, traffic management, communications, comfort and design.

- Residential
- Commercial
- Public health
- Heritage buildings
- Heavy loads

Lifts and other mobility equipment can be found in buildings and services such as:

At a national level (Spain):

- Museo Nacional del Prado – Madrid
- Inditex headquarters' expansion – A Coruña
- Palau Sant Jordi – Barcelona
- L4 – Metro Barcelona – Barcelona

At an international level:

- The Critical Care Unit Mid-West Regional Hospital – Limerick, Ireland
- Universitet i Oslo. IFI2 – Oslo, Norway
- Rabobank - Roelofarendsveen – Netherlands
- Ikea – Hengelo – Netherlands
- Terminal de Cruzeiros – Leixões, Portugal

- EICC Edinburgh International Conference Centre – Edinburgh, United Kingdom

## Orona in figures (2017)

- €705 million in revenues (+8.13%)
- €408 million in revenues aimed at international market (58% of the total) (+6.81%)
- Ebitda: €124 million (+10%)
- Investment of 2% of its revenue in R&D
- Dispatched units: 13.998 (+10.5%)
- 4.982 employees (+4.58%)

## Orona UE Project

With the Orona UE project, the company aims to position itself as the only lift operator in Europe capable of competing with the Top Four global companies currently leading the industry.

Since 2006, the group has acquired a significant number of companies, expanding and consolidating its presence across Europe as it follows:

- Consolidated model: Spain and Portugal.
- Close to full consolidation: France, United Kingdom and Ireland.
- Ongoing consolidation: Poland, Germany, Switzerland, Norway, Netherlands and Belgium.

The Orona UE Project focuses on the group's integral model and its ability to supply equipment and a full service. It will also spread the values of its cooperative approach on a European level and will lead Orona to evolve as a whole. The initiative will also imply an increase in sales and in its headcount, as well as in its productive capacity.

## **International presence**

- 250,000 lifts equipped with Orona technology worldwide.
- It comprises more than 30 companies in 11 countries across Europe and America.
- Orona products are installed in over 100 countries.
- With around 5.000 employees, 2.000 of them located outside Spain.
- First lift company in the world to secure eco-design certification under ISO 14006.
- Europe's #1 manufacturer of complete lifts by productive capacity.