



Volvo Bus Corporation

## PRESS INFORMATION

### **VOLVO BUSES CHOSEN AS PREFERRED SUPPLIER TO THE TWO LEADING MEXICAN BUS OPERATORS**

**Volvo Buses has been chosen as preferred supplier to two of the leading bus operator groups - the Flecha Amarilla and Toluca Groups - in Mexico. The new contract runs for three years with about 600 buses to be delivered per year. The contract includes buses and coaches for various applications from regular services up to luxury coaches, as well as transit buses. This agreement follows the earlier order for 900 units of Volvo 7550, whereof the majority was delivered in 2000 and 2001.**

The contract gives Volvo Buses a leading position within the upper segments in the Mexican market. The deliveries will start already in mid 2002 and continue until mid 2005. The total framework agreement amounts to approximately SEK 3.0 billion.

With the introduction of the Volvo 7550, the Flecha Amarilla and Toluca Groups and Volvo have created a new standard in the market in upper class services. Volvo continues the trend by introducing the TX-platform through Volvo 9700 and extends the offer into the regular services with the Volvo 7350, built on the 7-litre platform. The introduction of the Volvo 9700 – in both a two- and a three-axle version - is a step in the global rollout of the TX-platform. For the transit service, MASA C11R with a new face-lift will be delivered.

“We are very honoured that the Flecha Amarilla and Toluca Groups have decided to choose Volvo Buses as their preferred supplier and long-term partner. The repeat order confirms our investments in a Mexican industrial base with quality products and a dedicated aftermarket operation. The operators and passengers in this demanding market have very well appreciated our products. Mexico has been the number one market in deliveries for us both in 2000 and 2001 and we are very encouraged by our customers confidence in our new products”, said Jan Engström, President and CEO, Volvo Bus Corporation.

Volvo Bus Corporation acquired Volvo Buses de Mexico, formerly MASA, in late 1998. Volvo products – the Volvo 7550 - were introduced in 1999 when the first contract for 900 coaches with the Flecha Amarilla and Toluca Groups was finalised. The project was accomplished in a very short time through a successful transfer of European technology and industrial know-how for local manufacturing. Deliveries were finalised in September 2001.

In Mexico with a population of 100 million inhabitants and 2 million square kilometres of territory, the bus is by far, more than 95%, the most frequently used form of passenger transportation. The intercity bus fleet is approximately 32 thousand units.

The Flecha Amarilla and Toluca Groups are two of the leaders in bus operation in Mexico representing 12 main operators in a market where coaches carry more than 2.5 billion passengers per year.

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*Volvo is a world-leading manufacturer of trucks, buses and construction equipment, marine and industrial engines and aerospace components. Volvo is strongly associated with quality, safety and concern for the environment. Volvo's head-office is in Göteborg, Sweden. Annual sales in 2001 amounted to more than SEK 180 billion, with about 71,000 employees. Volvo Bus Corporation is the world's second-largest manufacturer of large buses and coaches. The range comprises complete vehicles, chassis, bus bodies, transport system solutions for metropolitan traffic, leasing, financing and service contract maintenance.*

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