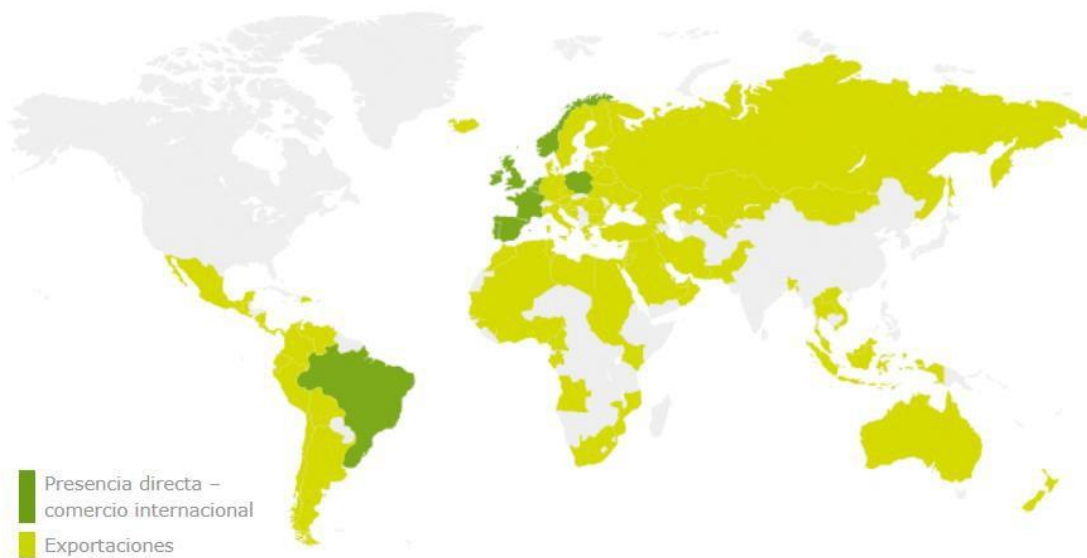


ORONA 2019 | Fact Sheet

Comprehensive mobility solutions services

Orona is a business group based on Hernani, Gipuzkoa. With more than 50 years of experience, the group is comprised of about 30 companies from 11 European and American countries.



The company, which specialises in urban mobility, participates during the whole planning process and offers a comprehensive service, including the design, manufacturing, installation, maintenance and modernisation for mobility solutions, such as lifts, escalators, moving ramps and walkways.

A co-op with its own model

Orona is a globally integrated co-op experience for continuous transformation, committed to deal with social, energy and environmental challenges. It innovates to make sustainable buildings for eco-cities a reality and to generate revenue and value from them.

Orona has its own business profile:

- It stands out among other multinational companies of the sector because of its management model, based on values and co-op principles.
- It stands out among local and regional companies because of its comprehensive model, allowing it to participate in many countries with its own team, as well as to have the abilities to provide all the necessary lift components and operate with high autonomy. Orona is able to manage a lift's manufacturing and implementation process in a comprehensive manner, from its design until its delivery.

Notable customers

Orona offers its services for any type of building, both for newly constructed as well as existing buildings, and this offer is complemented with case-by-case guidance to find the best lift and mobility, traffic management, communication, comfort and design solutions.

- Residential
- Commercial
- Social-sanitary
- Historic heritage
- Heavy loads

Lifts and other mobility elements may be found in buildings and services as important as:

On a national level:

- The Barcelona Metro
- The Inditex offices expansion – A Coruña
- The Metropolitano Football Stadium in Madrid
- The Alicante Airport expansion
- The Toledo Hospital
- The Bolueta Towers - Bilbao
- The Bonpreu shopping centres - Barcelona
- The Anoeta Stadium remodelling - Gipuzkoa

On an international level:

- The Brussels Metro and the AZ Groeninge Hospital – Belgium
- The Rouen Metropole and the Opera Zara store – Paris, France
- The Titanic Hotel – Belfast, Northern Ireland
- The Adare Manor Hotel – Limerick, Ireland
- The Museum of the Second World War – Gdansk, Poland
- The Cruzeiros Terminal – Leixões, Portugal
- The Premier Inn Hotel and the Crown Plaza Premier Inn Hotel, both at Heathrow Airport – London, United Kingdom
- The Tijdelijke Rechtbank Courthouse in Amsterdam - The Netherlands
- The University of Oslo The IFI2 – Oslo, Norway
- The Rabobank - Roelofarendsveen – The Netherlands
- Ikea – Hengelo, the Netherlands
- The EICC Edinburgh International Conference Centre – Edinburgh, United Kingdom

Orona in numbers (2018)

- 741 million euros in sales (+5.10%)
- 422 million euros in international market sales (57% of the total billing) (+3.13%)
- Gross operating results (Ebitda): 126 million euros (+1.37%)
- 1.4% total billing investment
- 15,826 devices shipped (+13.1%)
- 5,177 employees (+3.91%)

EU Orona Project

Through the EU Orona Project, the company wishes to establish itself as the only lift operator in Europe capable of rivalling multinational companies on a global scale, influencing its technological independence, a transformation into a digital environment and job creation.

Since 2006, this co-op has grown in both an organic and an inorganic manner, which has allowed it to expand and establish its presence in Europe, which to date is as follows:

- Established model: Spain and Portugal.
- Close to fully established: France, the United Kingdom and Ireland.
- In progress presence establishment: Poland, Germany, Switzerland, Norway, the Netherlands and Belgium.

The EU Orona Project, which focuses on the company's comprehensive model and its ability to provide the team and full service, will be developed in three stages:

During the first stage, set up for the 2019-2022 period, Orona's goal is to surpass 900 million euros in billing and 6,000 employees. The second stage will be developed between 2022 and 2026, and the project will conclude with a third establishment period in the year 2030.

In this future, we see a company present in more than 14 countries, with 8,000 employees and a revenue close to 1.2 billion euros, with about 350 jobs at the headquarters.

This project implies Orona needs to evolve as a whole, allowing the company's co-op experience to expand across Europe.

International presence

- 250,000 lifts worldwide with Orona technology.
- Comprised of more than 30 companies in 11 European and American countries.
- More than 100 countries have Orona products installed.
- Comprised of nearly 5,000 professional employees, 2,000 of which are located outside of Spain.
- First company in the lift sector worldwide certified in Ecodesign (ISO 14006).
- Number one in production capacity in Europe for complete lifts.