

## **Karsan Showcased the Future of Public Transportation at EuMo Expo in France!**

### **Karsan Signed a Partnership Agreement with Cosmobilis Group to Strengthen its Presence in 4 European Countries!**

### **Karsan to Become Stronger in France, Luxembourg, Switzerland, and Belgium with Cosmobilis Group!**

**Karsan, a pioneer in the global transition to electric and autonomous public transportation, showcased its innovative mobility solutions at EuMo Expo, one of France's most significant trade shows. Karsan attracted considerable attention with Autonomous e-ATAK, e-ATA Hydrogen, and e-JEST models, which feature electric, autonomous, and hydrogen technologies. Alongside the exhibition, Karsan announced that they took another significant strategic step by signing a new partnership agreement with Cosmobilis Group, one of the leading companies in the region, to strengthen its operations in France, Belgium, Switzerland, and Luxembourg. Through this agreement, HCI, a company in which Karsan holds shares, has been restructured with the participation of Cosmobilis Group.**

**Karsan CEO Okan Bař commented on the partnership, stating: "This strategic partnership with Cosmobilis Group is a significant step for Karsan as we pursue our goals of expanding and growing our presence in Europe. With this collaboration, HCI, our subsidiary now partnered with Cosmobilis Group, will take over Karsan's distribution in France, Belgium, Switzerland, and Luxembourg, enhancing our sales and after-sales services. Cosmobilis Group's experience in the automotive sector and its extensive dealership network will provide new momentum to our operations in these markets,**

**contributing to higher customer satisfaction. In line with our strategy of ‘We Are Where You Are,’ we aim to excel in customer experience by combining Cosmobilis Group's strong distribution network with our operational capabilities.”**

**Carlos Gomes, CEO of Cosmobilis Group, also commented: "We are proud to settle this long term strategic partnership with Karsan, which is a highly professional automotive player. This new move is in line with our constant desire to innovate and offer cutting-edge transport solutions. We are confident that this collaboration will open new horizons for the mobility sector in Europe," said Carlos Gomes, CEO of Cosmobilis Group".**

Karsan, leading the transformation of public transportation, primarily in Europe, continues to strengthen its presence and visibility through its participation in international events. At the EuMo Expo, one of France’s most important urban public transportation trade fairs, Karsan presented future mobility technologies to participants and visitors. From October 1-3, in Strasbourg, France, Karsan showcased Autonomous e-ATAK, e-ATA Hydrogen, and e-JEST models, offering visitors a comprehensive view of public transportation technologies.

### **Karsan Strengthens Its Presence in France!**

In addition to EuMo Expo, Karsan held a signing ceremony for its new partnership in France. With this collaboration, Karsan has reaffirmed its commitment to strengthening its presence in the French market and advancing its vision of shaping the future of mobility. Cosmobilis Group, with its 24 automotive brands and a vast dealership network, acquires majority of HCI, Karsan’s subsidiary operating in France, Belgium, Luxembourg, and Switzerland. This partnership will further enhance Karsan's influence in the European market. Cosmobilis Group operates over 100 dealerships across Europe, offering sales, after-sales, and vehicle rental services. The group also provides sales and service for large trucks in Nice and Marseille. By combining its vision of redefining mobility with Karsan’s innovative public transportation solutions, Cosmobilis Group aims to introduce smarter and eco-friendly transportation options in France.

With this strategic partnership, Karsan will further strengthen its presence in Europe, offering sustainable and intelligent transportation solutions to a broader customer base. This collaboration supports Karsan’s vision of being “One Step Ahead in the Future of Mobility” while reinforcing the company’s leadership in this area.

In 2023, Karsan achieved a 11.9% market share in France, in the electric urban public transportation market. Karsan holds a leading position in Luxembourg with a 38% market share, and its rapidly growing fleet in Switzerland and Belgium is also noteworthy. With 341 electric vehicles across France, Luxembourg, Switzerland, and Belgium, Karsan aims to strengthen its position in the market through this new partnership with Cosmobilis Group.

Karsan CEO Okan Bař emphasized: “This partnership with Cosmobilis Group is a significant step toward expanding our presence in France, Belgium, Switzerland, and Luxembourg. With Cosmobilis Group's extensive network and operational strength, we will continue to enhance customer satisfaction and lead the future of public transportation.”

### **Karsan Will Be Stronger in 4 Major Markets!**

Okan Bař highlighted that Cosmobilis Group is transforming the concept of mobility in France with a vision that shapes the future of transportation, adding: "With our new partner, who aims to offer independent and flexible mobility, we will combine Karsan's innovative public transportation solutions to bring smarter and more eco-friendly transportation options to the region. By sharing our vision of being ‘One Step Ahead in the Future of Mobility’ with Cosmobilis Group, we will strengthen the presence of Karsan, a leader in its class in Europe with its e-JEST and e-ATAK models. Our goal, in line with our strategy of ‘We Are Where You Are’, is to improve customer experience through Cosmobilis Group's strong distribution network, providing faster and uninterrupted services to our customers in these markets.”

He also noted that Karsan's diverse product range, especially its electric and autonomous vehicle solutions, has garnered great interest in the European market. Through this partnership with Cosmobilis Group, Karsan's high-performance, environmentally friendly, and user-friendly vehicles will be positioned more effectively across France, Luxembourg, Switzerland, and Belgium.

#### **About Karsan:**

With 58 years of experience in the Turkish automotive industry, Karsan produces for the world's leading automotive companies, including its own brand, in its state-of-the-art facilities in the commercial vehicle segment. Since 1981, Karsan has been producing commercial vehicles, and its factory in Hasanaęa, Bursa has the capacity to produce 20,000 vehicles in a single shift every year. The Hasanaęa Plant, which is structured with the flexibility to produce all kinds of vehicles from passenger cars to heavy trucks, minivans and buses, is located 30 km from Bursa city centre on a total area of 203 thousand square metres, 99 thousand square metres of which is covered.

Karsan is the only independent multi-brand vehicle manufacturer in the Turkish automotive industry. In line with its vision of being one step ahead in the future of mobility, Karsan aims to take part in all segments of passenger transport by developing new and derivatives of existing products with its business partners and licensors.

Continuing its activities to develop and launch "innovative products and services" in the public transport sector "from idea to market", Karsan aims to strengthen the main manufacturer/OEM business line in particular. Karsan manages the entire automotive value chain, from R&D to production, marketing, sales, and after-sales activities. Karsan produces Jest and Atak models under its own brand. In 2018, Karsan launched the e-JEST, followed by the e-ATAK in 2019 which are the market leaders of Europe for 4 consecutive years. In 2021, in collaboration with the technology company ADASTEC, Karsan



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developed the Autonomous e-ATAK, the world's first Level-4 automated bus. In the same year, it introduced the 10m, 12m, and 18m models of the born electric e-ATA family. In 2022, Karsan released the e-ATA HYDROGEN model and becoming the first and only company in Europe to offer a full e-range from 6 meters to 18 meters. As of 2022, Karsan also manufactures Megane Sedan cars for the Renault brand, and at the end of 2023, it became the first European bus manufacturer to enter the Japanese market with its right-hand drive e-JEST model.

## About COSMOBILIS Group

Founded in 2021, COSMOBILIS Group is a European player in the new mobility landscape, created to respond to the expectations of a rapidly changing automotive market. Its aim is not only to satisfy constantly evolving consumers who are increasingly demanding new services and concerned more than ever about the environment, but also to unite all mobility players around a common ambition: to accompany the evolution of the automotive sector and the digital transformation, by enabling its customers, both private individuals and professionals, to find the right vehicle, at the right time, with or without commitment. Cosmobilis is organized around two entities: Cosmobilis Automotive, with the brands BYmyCar, En Voiture Simone, Ucar, and Elite Auto, dedicated to the development of automotive activities (physical and digital distribution). The second entity, Cosmobilis Solutions, includes the brands bee2link, Hitech, and 3Dsoft, with a mission to facilitate global business and optimize synergies. Cosmobilis Group has generated 3.4 billion EUR turnover with its operations in 2023.

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