



# **National Coach Connections Summit**

**MOVING PEOPLE \* Long Distance \* Charter \* Express**

**Coach design, comfort, technology and  
travellers**  
***the next generation of coach***

***Daniel Castro, Managing Director – Irizar Asia Pacific***

**The Future for Long Distance, Charter and Express**



# Coach Connections Summit Adelaide, June 2017

Daniel Castro  
Managing Director



## Irizar Group

- Founded in 1889... 127 years of history in transportation
- 5 production plants and 7 joint venture companies
- 5200 bodies produced within 2016
- 2700 employees globally
- Established in Oceania since 2007 with 610 units delivered to date.
- 2013 : Irizar Asia Pacific established in Melbourne, 100% owned by Irizar Group.





## Irizar Group

- 2016 – Irizar e-Mobility
  - 45,000 m<sup>2</sup> dedicated to Electro-Mobility
  - Production of City buses and BRT Electric vehicles
  - Production of Urban service Vehicles, Electric trucks.







**Irizar i6**



# ***Irizar i6***

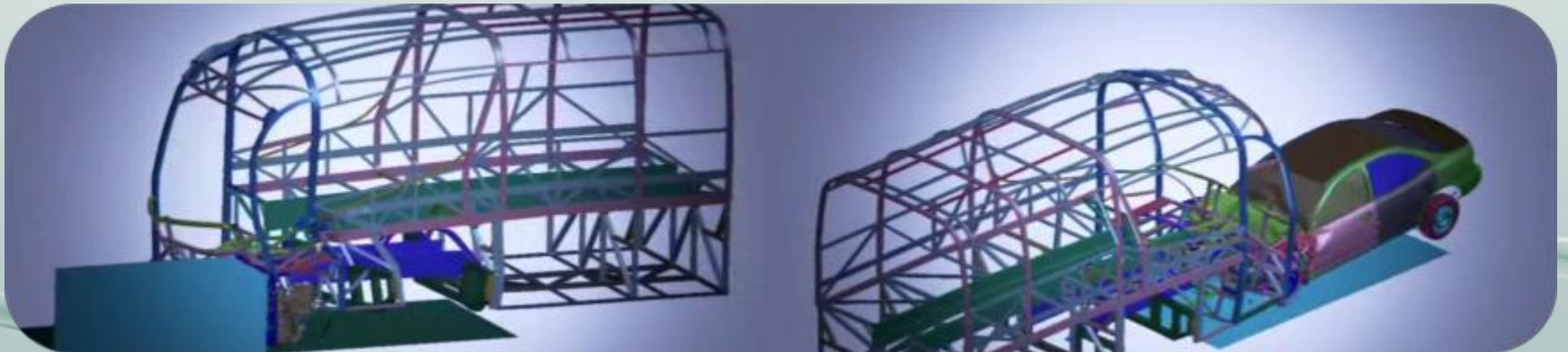
- 128 years within the transport business
- Commercial presence in 92 countries
- Development of the PB, coach of the year in Europe in 2004
- Experience with the Australia Diverse environment
- EUR 30 million in R&D invested in the i6





# Irizar i6

- Priority on safety – fully compliant with all latest ECE standards, including R66/02 roll-over – exceeding ADR
- Front crumple zone for extra strength on frontal impacts and driver protection
- Improved aerodynamics, resulting in improved fuel efficiency
- Full multiplex system





What passengers receive in return for a \$0.10 / km Express Service?

## Mexico

- 13m Coach (4x2)
- 1100mm Spacing
- 1090mm seats w.
- 65 degrees Rec.
- Leg rests
- On demand Entertainment
- Internet
- Lunch / Diner
- Free water

## Brazil

- 13m Coach (4x2)
- 1000mm Spacing
- 1060mm Seats w.
- 55 degrees Rec.
- Leg rests
- Audio / Video Screening
- Internet
- Free water
- Toilet

## Australia

- 13.5m Coach (6x2)
- 750mm Spacing
- 950mm Seats w.
- Video Screening
- Internet
- Free water
- Toilet

Source: ticketing systems – Internet  
Routes up to 1000km





## Current legal Requirements for each Country

### Mexico

- 15m Coaches
- 2.60m width
- No Min. Spacing
- Technical Cap. For weights

### Brazil

- 14m Coaches
- 2.60m width
- Min. Spac. 700mm
- 22 T 6x2
- 18 T 4x2
- 100% accessible
- Design follows ECE

### Australia

- 14.5m Coaches
- Permits for CAN
- 2.50m width
- 660mm Spacing
- 100% Accessible
- 20T 6x2
- 18T 4x2
- Design overcomes ECE



## i6 Australia





i6 Brazil







i8 Mexico







How can we contribute to the passenger experience and customers operation?

Safety

Comfort

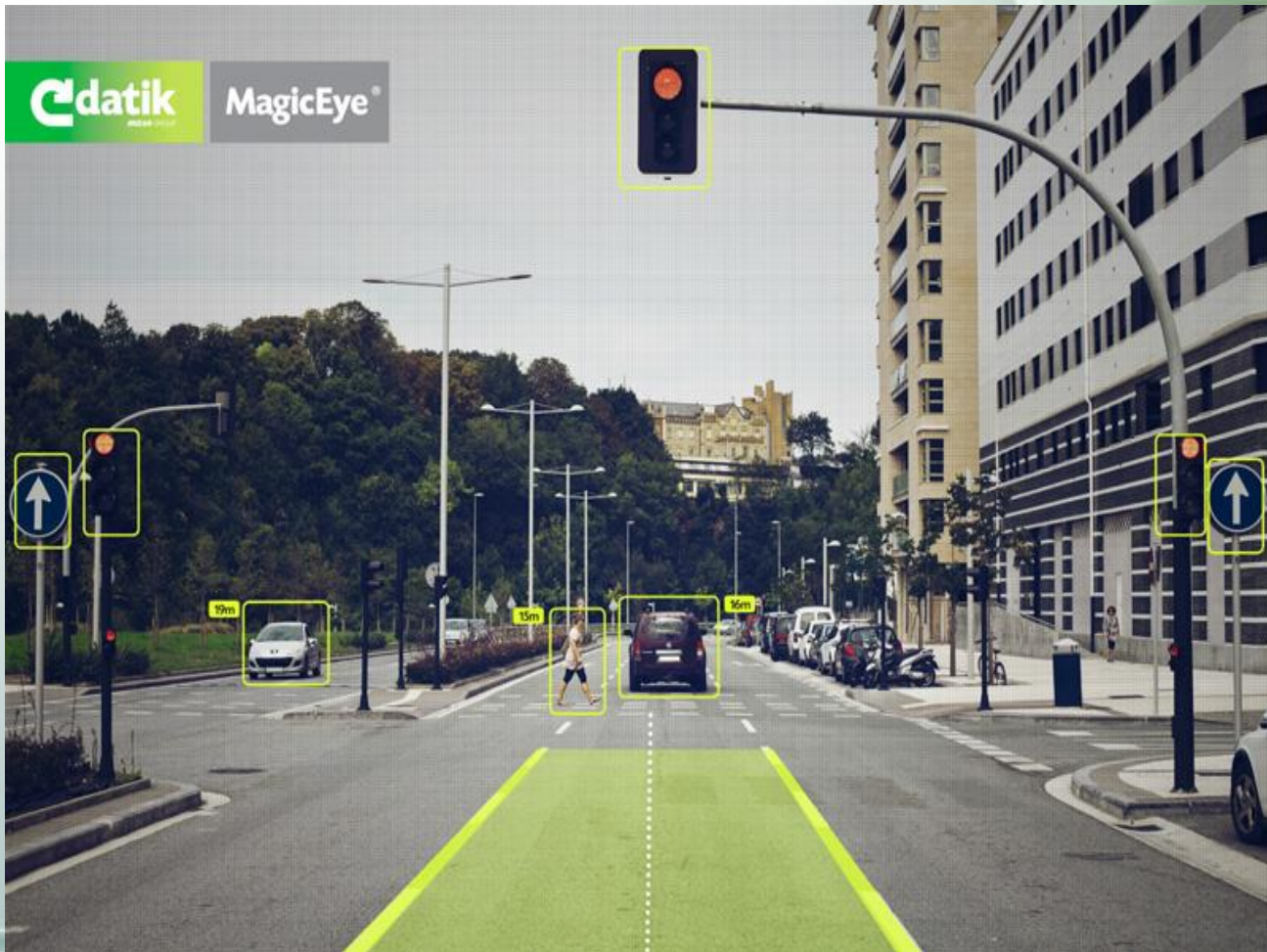
Profitability

Innovation





## Safety – Active Technologies





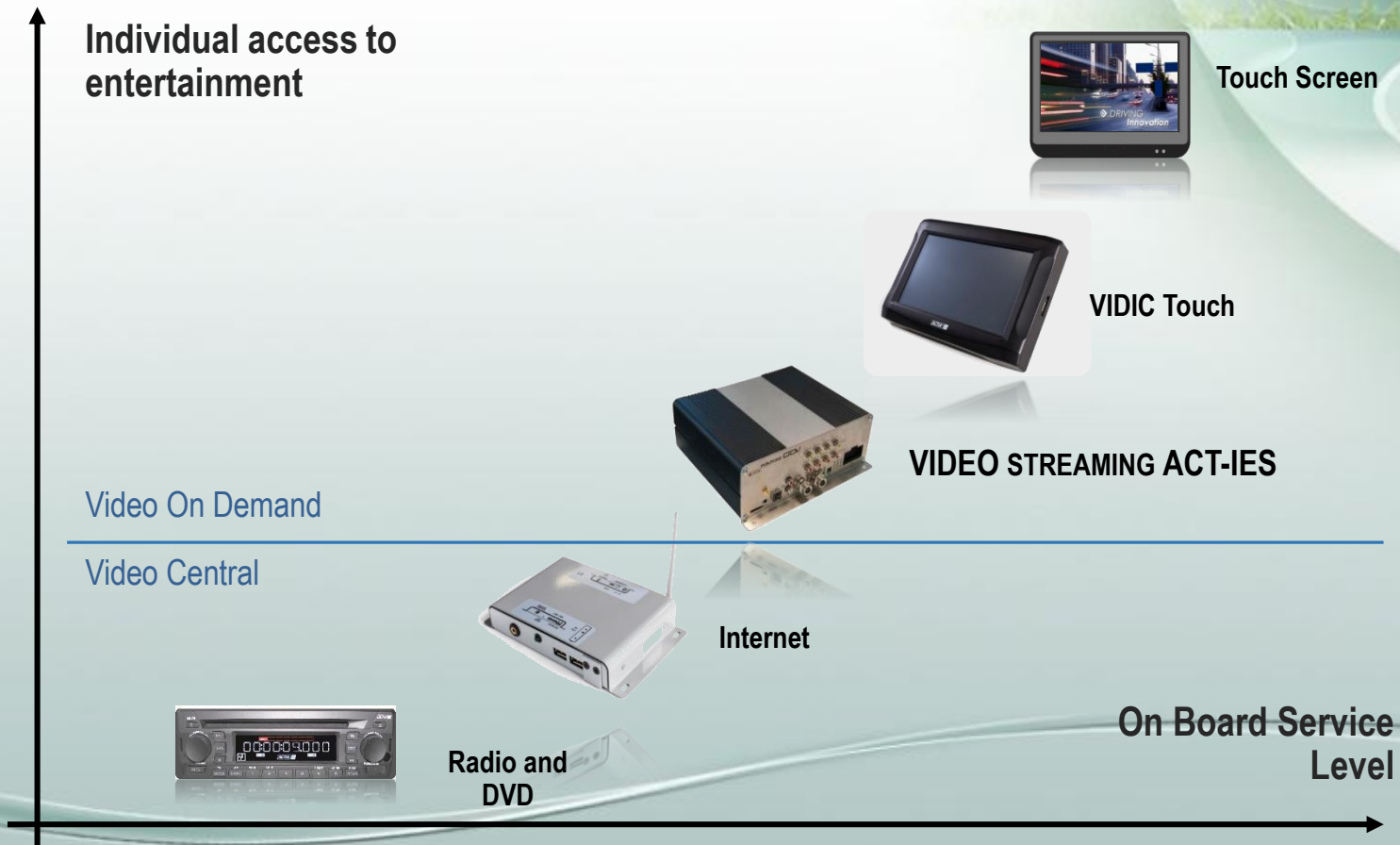
## Safety – Active Technologies – Fatigue Detection







## Comfort – Entertainment Systems







## Profitability

- Cost of Operation
  - Parts availability
  - Downtime prevention x Maintenance routine (i-Service)
- Body Design – aerodynamics
- Optimization of Air conditioning usage
  - Double Glazing





## Innovation

- R&M Contracts for AC and body maintenance
- Mobile "one stop shop" Service
- On line spareparts catalogue and diagrams
- Body Fleet management System





## Service Network

- Melbourne
  - Parts sales
  - Fully equipped Workshop
  - Mobile service
- Perth
  - Parts Sales
  - Fully equipped mobile workshop
- Sydney
  - Parts Sales
  - Fully equipped mobile workshop
- Brisbane
  - Parts sales
  - Fully equipped mobile workshop





Irizar Group







Thank you!

