MARKET RESEARCH REPORT

Product: 870240 - Vehicles; public transport type (carries 10 or more persons, including driver), with only electric motor for propulsion, new or used

Country: Spain

Date of Report generation: Sept. 10, 2025

{ GTAIC } Global Trade Algorithmic Intelligence Center

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CONTENTS OF THE REPORT

SCOPE OF THE MARKET RESEARCH

Selected Product	Electric buses
Product HS Code	870240
Detailed Product Description	870240 - Vehicles; public transport type (carries 10 or more persons, including driver), with only electric motor for propulsion, new or used
Selected Country	Spain
Period Analyzed	Jan 2019 - Jun 2025

LIST OF SOURCES

- GTAIC calculations based on the UN Comtrade data
- GTAIC calculations based on data from the World Bank, the International Monetary Fund, the Heritage Foundation, the World Trade Organization, the UN Statistical Division, the Organization of Economic Cooperation and Development
- GTAIC calculations based upon the in-house developed methodology and data coming from all sources used in this report
- Google Gemini AI Model was used only for obtaining companies
- The Global Trade Alert (GTA)

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PRODUCT OVERVIEW

SUMMARY: PRODUCT OVERVIEW

This section provides an overview of industrial applications, end uses, and key sectors for the selected product based on the HS code classification.

P Product Description & Varieties

This HS code covers electric vehicles designed for public transport, capable of carrying 10 or more persons, including the driver. This primarily includes electric buses, electric coaches, and other large-capacity electric passenger vehicles, whether new or used. These vehicles are propelled solely by an electric motor, offering a zero-emission alternative for mass transit.

I Industrial Applications

- Used by public and private transport operators for scheduled passenger services
- Deployed in fleet operations for corporate, educational, or tourism transport

E End Uses

- Urban and suburban public transit (city buses)
- Intercity and long-distance passenger transport (coaches)
- School transportation
- Corporate shuttle services
- Tourism and sightseeing tours
- Airport and port transfers

S Key Sectors

- Public Transportation
- Automotive Manufacturing (for vehicle production)
- Tourism and Hospitality
- Education (school districts)
- Logistics and Fleet Management
- Urban Planning and Development

2 EXECUTIVE SUMMARY

SUMMARY: LONG-TERM TRENDS OF GLOBAL DEMAND FOR IMPORTS

This section provides a condensed overview of the global imports of the product over the last five calendar years. Its purpose is to facilitate the identification of whether there is an increase or decrease in global demand, the factors influencing this trend, and the primary countries-consumers of the product. A radar chart is utilized to illustrate the intensity of various parameters contributing to long-term demand trend. A higher score on this chart signifies a stronger global demand for a particular product.

Global Imports Long-term Trends, US$-terms

Global market size for Electric buses was reported at US$2.32B in 2024. The top-5 global importers of this good in 2024 include:

- Germany (13.07% share and -8.57% YoY growth rate)
- Rep. of Korea (10.98% share and 10.14% YoY growth rate)
- United Kingdom (8.37% share and 196.07% YoY growth rate)
- USA (7.39% share and 42.41% YoY growth rate)
- Spain (6.51% share and 158.64% YoY growth rate)

The long-term dynamics of the global market of Electric buses may be characterized as fast-growing with US$-terms CAGR exceeding 33.86% in 2020-2024.

Market growth in 2024 underperformed the long-term growth rates of the global market in US$-terms.

Global Imports Long-term Trends, volumes

In volume terms, the global market of Electric buses may be defined as fast-growing with CAGR in the past five calendar years of 43.7%.

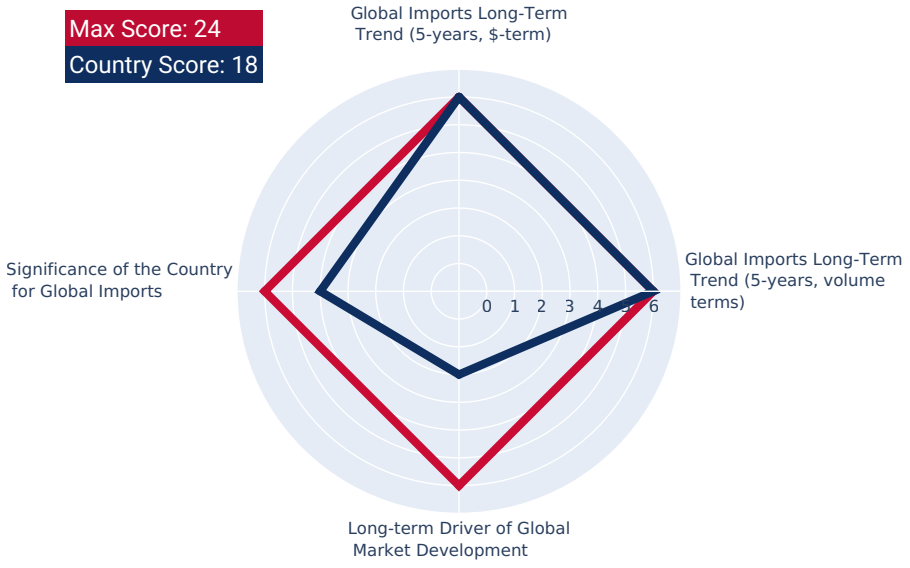
Market growth in 2024 underperformed the long-term growth rates of the global market in volume terms.

Long-term driver

One of main drivers of the global market development was growth in demand accompanied by declining prices.

Significance of the Country for Global Imports

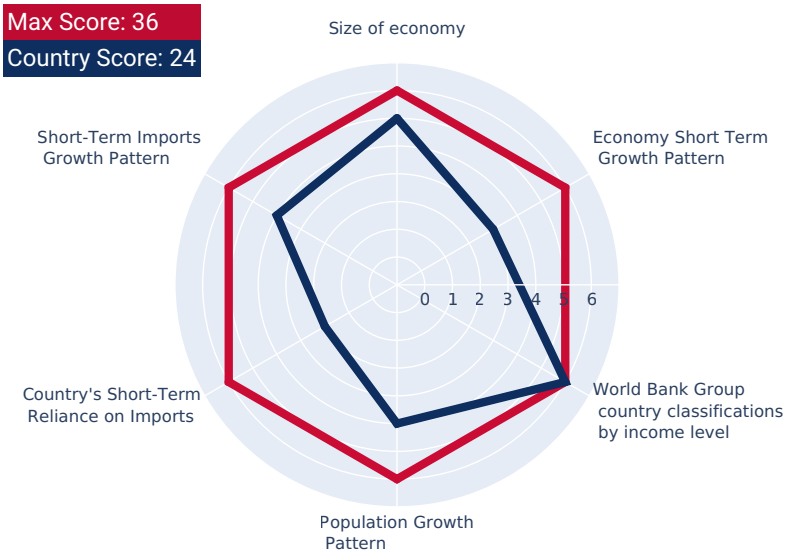
Spain accounts for about 6.51% of global imports of Electric buses in US$-terms in 2024.



SUMMARY: STRENGTH OF THE DEMAND FOR IMPORTS IN THE SELECTED COUNTRY

This section provides a high-level overview of the selected country, aiming to gauge various aspects such as the country's economy size, its income level relative to other countries, recent trends in imported goods, and the extent of the global country's reliance on imports. By considering these indicators, one can evaluate the intensity of overall demand for imported goods within the country. A radar chart is employed to present multiple parameters, and the cumulative score of these parameters indicates the strength of the overall demand for imports. A higher total score on this chart reflects a greater level of overall demand strength. This total score serves as an estimate of the intensity of overall demand within the country.

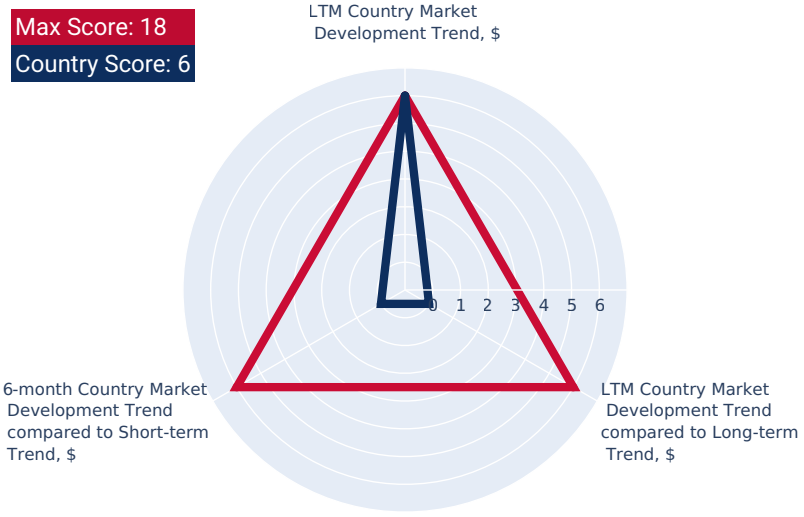
Size of Economy	Spain's GDP in 2024 was 1,722.75B current US$. It was ranked #14 globally by the size of GDP and was classified as a Large economy.
Economy Short-term Pattern	Annual GDP growth rate in 2024 was 3.15%. The short-term growth pattern was characterized as Moderate rates of economic growth.
The World Bank Group Country Classification by Income Level	Spain's GDP per capita in 2024 was 35,297.01 current US$. By income level, Spain was classified by the World Bank Group as High income country.
Population Growth Pattern	Spain's total population in 2024 was 48,807,137 people with the annual growth rate of 0.95%, which is typically observed in countries with a Moderate growth in population pattern.
Short-term Imports Growth Pattern	Merchandise trade as a share of GDP added up to 52.02% in 2024. Total imports of goods and services was at 568.72B US$ in 2024, with a growth rate of 2.43% compared to a year before. The short-term imports growth pattern in 2024 was backed by the stable growth rates of this indicator.
Country's Short-term Reliance on Imports	Spain has Moderate reliance on imports in 2024.



SUMMARY: SHORT-TERM TRENDS OF COUNTRY MARKET, US$-TERMS

This section provides the short-term forecast for imports of the selected product to the subject country. It provides information on imports in US$ terms over the last 12 and 6 months. The radar chart in this section evaluates various parameters, and a higher cumulative score on the chart indicates a stronger tracking of imports in US dollar terms.

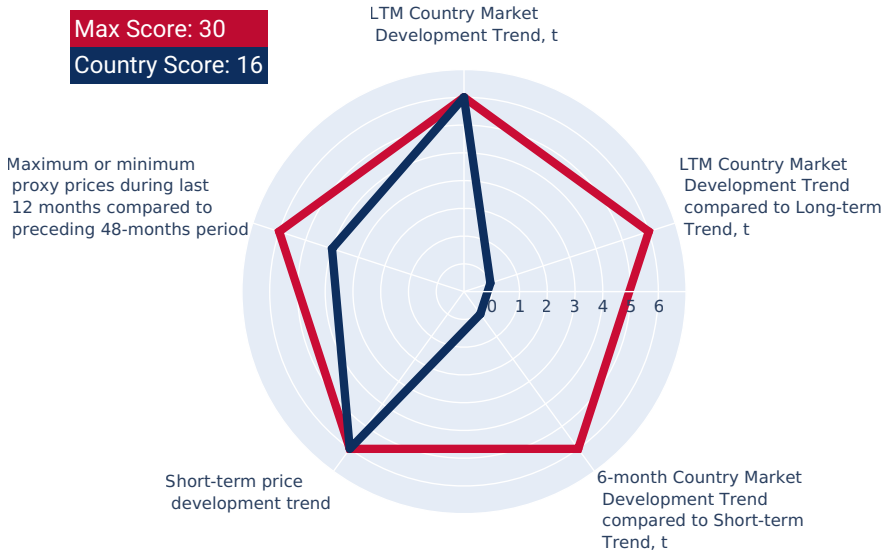
LTM Country Market Trend, US$-terms	In LTM period (07.2024 - 06.2025) Spain's imports of Electric buses was at the total amount of US$144.86M. The dynamics of the imports of Electric buses in Spain in LTM period demonstrated a fast growing trend with growth rate of 46.49%YoY. To compare, a 5-year CAGR for 2020-2024 was 87.91%. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 2.64% (36.75% annualized).
LTM Country Market Trend compared to Long-term Trend, US$-terms	The growth of Imports of Electric buses to Spain in LTM underperformed the long-term market growth of this product.
6-months Country Market Trend compared to Short-term Trend	Imports of Electric buses for the most recent 6-month period (01.2025 - 06.2025) underperformed the level of Imports for the same period a year before (-17.13% YoY growth rate)



SUMMARY: SHORT-TERM TRENDS OF COUNTRY MARKET, VOLUMES AND PROXY PRICES

This section offers an insight into the short-term decomposition of imports for the chosen product. It aims to uncover the factors influencing the development of imports in US$ terms, and identify any unusual price fluctuations observed in the last 6 to 12 months. The radar chart in this section assesses multiple parameters, and a higher cumulative score on the chart indicates a more positive short-term outlook for both demand and price within the country.

LTM Country Market Trend, volumes	Imports of Electric buses to Spain in LTM period (07.2024 - 06.2025) was 6,143.21 tons. The dynamics of the market of Electric buses in Spain in LTM period demonstrated a fast growing trend with growth rate of 39.17% in comparison to the preceding LTM period. To compare, a 5-year CAGR for 2020-2024 was 114.12%.
LTM Country Market Trend compared to Long-term Trend, volumes	The growth of imports of Electric buses to Spain in LTM underperformed the long-term dynamics of the market of this product.
6-months Country Market Trend compared to Short-term Trend, volumes	Imports in the most recent six months (01.2025 - 06.2025) fell behind the pattern of imports in the same period a year before (-14.37% growth rate).
Short-term Proxy Price Development Trend	The estimated average proxy price for imports of Electric buses to Spain in LTM period (07.2024 - 06.2025) was 23,580.93 current US$ per 1 ton. A general trend for the change in the proxy price was fast-growing.
Max or Min proxy prices during LTM compared to preceding 48 months	Changes in levels of monthly proxy prices of imports of Electric buses for the past 12 months consists of no record(s) of values higher than any of those in the preceding 48-month period, as well as no record(s) with values lower than any of those in the preceding 48-month period.



SUMMARY: ASSESSMENT OF THE CHANCES FOR SUCCESSFUL EXPORTS OF THE PRODUCT TO THE COUNTRY MARKET

This section concludes by evaluating the level of attractiveness of the country's market for suppliers. Additionally, it offers an estimate of the potential scale of sales a supplier could achieve in the mid-term, represented in both US$ and Ktons.

Aggregated Country Rank

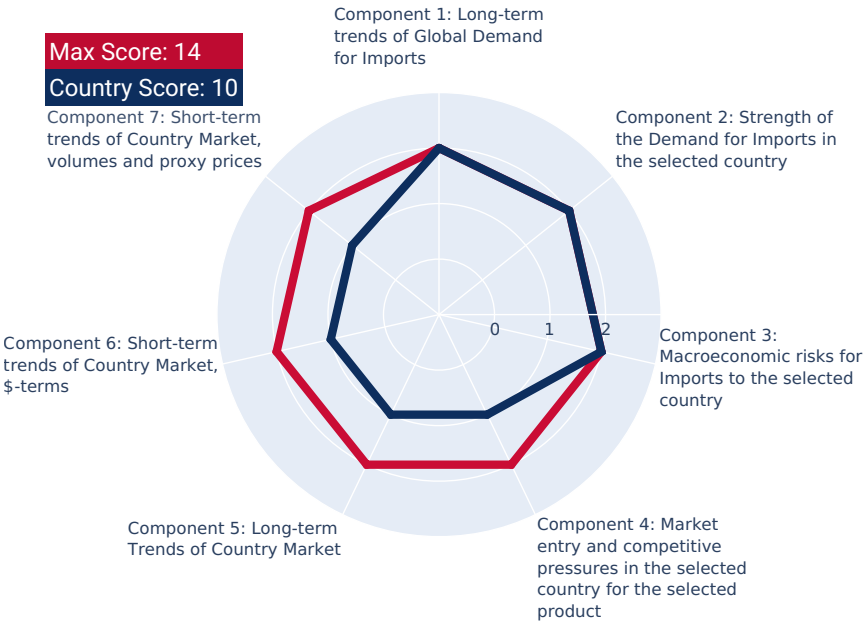
The aggregated country's rank was 10 out of 14. Based on this estimation, the entry potential of this product market can be defined as suggesting relatively good chances for successful market entry.

Estimation of the Market Volume that May be Captured by a New Supplier in Mid-Term

A high-level estimation of a share of imports of Electric buses to Spain that may be captured by a new supplier or by existing market player in the upcoming short-term period of 6-12 months, includes two major components:

- **Component 1: Potential imports volume supported by Market Growth.** This is a market volume that can be captured by supplier as an effect of the trend related to market growth. This component is estimated at 404.43K US$ monthly.
- **Component 2: Expansion of imports due to Competitive Advantages of supplier.** This is a market volume that can be captured by supplier with strong competitive advantages, whether price wise or another, more specific and sustainable competitive advantages. This component is estimated at 1,409.67K US$ monthly.

In this way, based on recent imports dynamics and high-level analysis of the competition landscape, imports of Electric buses to Spain may be expanded up to 1,814.1K US$ monthly, which may be captured by suppliers in the short-term. This estimation holds possible should any significant competitive advantages are gained.



SUMMARY: COMPETITION

This section provides an overview of countries-suppliers, or countries-competitors, of the selected product to the chosen country. It encompasses factors such as price competitiveness, market share, and any changes of both factors.

Competitor nations in the product market in Spain

In US$ terms, the largest supplying countries of Electric buses to Spain in LTM (07.2024 - 06.2025) were:

1. China (38.79 M US$, or 26.78% share in total imports);
2. Italy (36.87 M US$, or 25.45% share in total imports);
3. Poland (29.35 M US$, or 20.26% share in total imports);
4. France (21.6 M US$, or 14.91% share in total imports);
5. Portugal (7.39 M US$, or 5.1% share in total imports);

Countries who increased their imports the most (top-5 contributors to total growth in imports in US $ terms) during the LTM period (07.2024 - 06.2025) were:

1. Italy (26.97 M US$ contribution to growth of imports in LTM);
2. China (22.68 M US$ contribution to growth of imports in LTM);
3. France (16.32 M US$ contribution to growth of imports in LTM);
4. Poland (15.87 M US$ contribution to growth of imports in LTM);
5. Portugal (6.61 M US$ contribution to growth of imports in LTM);

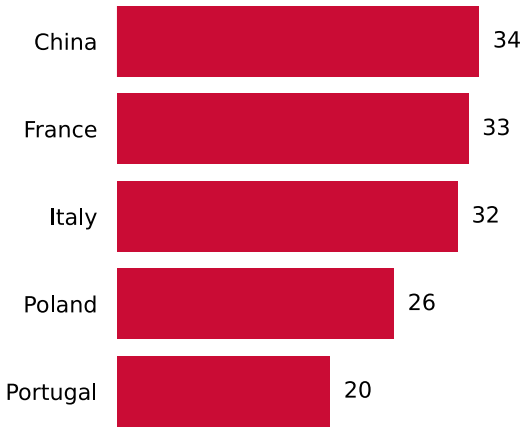
Countries whose price level of imports may have been a significant factor of the growth of supply (out of Top-10 contributors to growth of total imports):

1. USA (3,832 US$ per ton, 0.03% in total imports, and 0.0% growth in LTM);
2. Europe, not elsewhere specified (22,610 US$ per ton, 0.22% in total imports, and 0.0% growth in LTM);
3. Czechia (23,515 US$ per ton, 0.31% in total imports, and 0.0% growth in LTM);
4. France (15,434 US$ per ton, 14.91% in total imports, and 308.95% growth in LTM);
5. China (23,457 US$ per ton, 26.78% in total imports, and 140.84% growth in LTM);

Top-3 high-ranked competitors in the LTM period:

1. China (38.79 M US$, or 26.78% share in total imports);
2. France (21.6 M US$, or 14.91% share in total imports);
3. Italy (36.87 M US$, or 25.45% share in total imports);

Ranking of TOP-5 Countries - Competitors



The ranking is a cumulative value of 4 parameters, with the maximum possible score of 40 points. For more information on the methodology, refer to the "Methodology" section.

SUMMARY: LIST OF COMPANIES – POTENTIAL SUPPLIERS OF THE PRODUCT FROM EACH TOP TRADE PARTNER

The following table presents a selection of companies originating from the main trade partner countries of the country analyzed. These firms are potential or actual suppliers to the market under consideration. The dataset includes company names, country of origin, official websites, and estimated size metrics with values. This information was prepared with the assistance of Google's Gemini AI model to provide additional micro-level insights, complementing structured trade data. It is intended to support market analysis and business decision-making by helping identify potential business partners or competitors within the supply chain.

Company Name	Country	Website	Size Metric	Size Value
BYD Auto Industry Company Limited	China	https://www.byd.com/	Revenue	83,000,000,000$
Yutong Bus Co., Ltd.	China	https://en.yutong.com/	Revenue	3,850,000,000$
King Long United Automotive Industry Co., Ltd.	China	https://www.king-long.com/	N/A	N/A
CRRC Electric Vehicle Co., Ltd.	China	https://www.crrcgc.cc/ev/en	Revenue	31,400,000,000$
Ankai Bus (Anhui Ankai Automobile Co., Ltd.)	China	http://www.ankai.com/en/	Revenue	250,000,000$
Heuliez Bus (Iveco Group N.V.)	France	https://www.iveco.com/iveco-bus/en-us/Pages/home-page.aspx	Revenue	17,500,000,000$
Bluebus (Bolloré Group)	France	https://www.bluebus.fr/en/	Revenue	14,700,000,000$
Safra S.A.S.	France	https://www.safra.fr/en/	N/A	N/A
Gaussin S.A.	France	https://www.gaussin.com/en/	Revenue	11,300,000$
PVI (Power Vehicle Innovation)	France	https://www.pvi.fr/en/	N/A	N/A
Iveco Bus (Iveco Group N.V.)	Italy	https://www.iveco.com/iveco-bus/en-us/Pages/home-page.aspx	Revenue	17,500,000,000$
Rampini S.p.A.	Italy	https://www.rampini.it/en/	N/A	N/A
Industria Italiana Autobus S.p.A. (IIA)	Italy	https://www.industriaitalianaautobus.com/en/	N/A	N/A
Tecnobus S.p.A.	Italy	https://www.tecnobus.it/en/	N/A	N/A
BredaMenarinibus S.p.A. (part of Industria Italiana Autobus S.p.A.)	Italy	https://www.industriaitalianaautobus.com/en/	N/A	N/A

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Company Name	Country	Website	Size Metric	Size Value
Solaris Bus & Coach sp. z o.o.	Poland	https://www.solarisbus.com/en	Revenue	4,100,000,000$
Autosan Sp. z o.o.	Poland	https://autosan.pl/en/	N/A	N/A
AMZ Kutno Sp. z o.o.	Poland	https://amz.pl/en/	N/A	N/A
Volvo Buses (Wrocław Plant, Poland)	Poland	https://www.volvobuses.com/	Revenue	52,000,000,000$
Ekoenergetyka-Zachód S.A.	Poland	https://ekoenergetyka.com.pl/en/	N/A	N/A

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SUMMARY: LIST OF COMPANIES – POTENTIAL BUYERS / IMPORTERS IN THE COUNTRY ANALYZED

The following table presents a selection of companies originating from the country analyzed, which are potential or actual buyers or importers of the product analyzed in the market under consideration. The dataset includes company names, country of origin, official websites, and estimated size metrics with values. This information was prepared with the assistance of Google's Gemini AI model to provide additional micro-level insights, complementing structured trade data. It is intended to support market analysis and business decision-making by helping identify potential business partners or competitors within the supply chain.

Company Name	Country	Website	Size Metric	Size Value
Empresa Municipal de Transportes de Madrid (EMT Madrid)	Spain	https://www.emtmadrid.es/Home	Turnover	650,000,000$
Transports Metropolitans de Barcelona (TMB)	Spain	https://www.tmb.cat/en/	Turnover	700,000,000$
ALSA Grupo S.L.U. (part of National Express Group)	Spain	https://www.alsa.es/en/	Revenue	4,000,000,000$
Avanza Grupo S.L.U. (part of Mobility ADO)	Spain	https://www.avanzabus.com/	N/A	N/A
Empresa Municipal de Transportes de Valencia (EMT Valencia)	Spain	https://www.emtvalencia.es/emt-valencia/home.php?lang=en	N/A	N/A
Empresa Malagueña de Transportes (EMT Málaga)	Spain	https://www.emtmalaga.es/	N/A	N/A
Transportes Urbanos de Sevilla (TUSSAM)	Spain	https://www.tussam.es/	N/A	N/A
Transportes Urbanos de Zaragoza (TUZSA)	Spain	https://www.tuzsa.es/	N/A	N/A
Vectalia Grupo S.L.	Spain	https://www.vectalia.es/	N/A	N/A
Globalia Corporación Empresarial S.A. (Autocares Vázquez)	Spain	https://www.globalia.com/en/	N/A	N/A
Arriva Spain (part of Deutsche Bahn Group)	Spain	https://www.arriva.es/	Revenue	48,800,000,000$
Monbus (Grupo Monbus S.L.)	Spain	https://www.monbus.es/en/	N/A	N/A
Dbus (Compañía del Tranvía de San Sebastián S.A.)	Spain	https://www.dbus.eus/en/	N/A	N/A
TUSGSAL (Transportes Urbanos y Servicios Generales S.A.L.)	Spain	https://www.tusgsal.cat/en/	N/A	N/A
Transportes Urbanos de Gijón (EMTUSA)	Spain	https://www.emtusa.com/	N/A	N/A

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Company Name	Country	Website	Size Metric	Size Value
Transportes Urbanos de Valladolid (AUVASA)	Spain	https://www.auvasa.es/	N/A	N/A
Transportes Urbanos de Vitoria-Gasteiz (TUVISA)	Spain	https://www.vitoria-gasteiz.org/wb021/was/contenidoAction.do?idioma=es&idContenido=AN_TUVISA	N/A	N/A
Transportes Urbanos de Palma (EMT Palma)	Spain	https://www.emtpalma.cat/es/	N/A	N/A
Transportes Urbanos de Granada (Transportes Rober)	Spain	https://transportesrober.com/	N/A	N/A
Autobuses Urbanos de León (ALSA)	Spain	https://www.alsa.es/en/	Revenue	4,000,000,000$
Transportes Urbanos de Burgos (SAMYT)	Spain	https://www.aytoburgos.es/movilidad-y-transporte/transporte-urbano	N/A	N/A
Transportes Urbanos de Santander (TUS)	Spain	https://www.tusantander.es/	N/A	N/A

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3

GLOBAL MARKET TRENDS

GLOBAL MARKET: SUMMARY

Global Market Size (2024), in US$ terms	US$ 2.32 B
US$-terms CAGR (5 previous years 2020-2024)	33.86 %
Global Market Size (2024), in tons	104.68 Ktons
Volume-terms CAGR (5 previous years 2020-2024)	43.7 %
Proxy prices CAGR (5 previous years 2020-2024)	-6.85 %

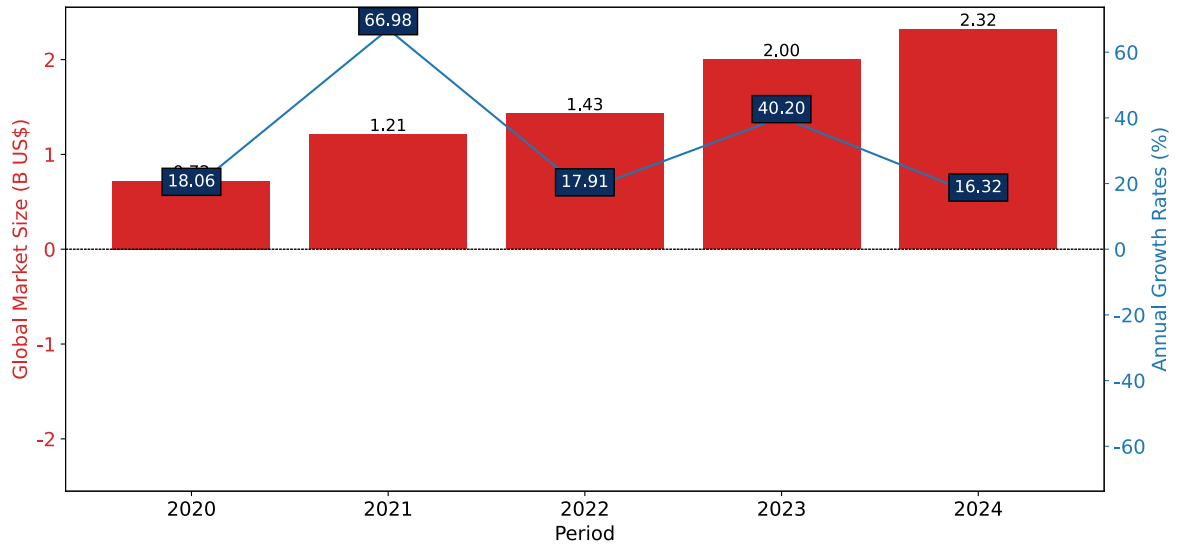
GLOBAL MARKET: LONG-TERM TRENDS

This section describes the development over the past five years, focusing on global imports of the chosen product in US$ terms, aggregating data from all countries. It presents information in absolute values, percentage growth rates, long-term Compound Annual Growth Rate (CAGR), and delves into the economic factors contributing to global imports.

Key points:

i. The global market size of Electric buses was reported at US$2.32B in 2024.
ii. The long-term dynamics of the global market of Electric buses may be characterized as fast-growing with US$-terms CAGR exceeding 33.86%.
iii. One of the main drivers of the global market development was growth in demand accompanied by declining prices.
iv. Market growth in 2024 underperformed the long-term growth rates of the global market in US$-terms.

Figure 1. Global Market Size (B US$, left axes), Annual Growth Rates (%, right axis)



a. The global market size of Electric buses was estimated to be US$2.32B in 2024, compared to US$2.0B the year before, with an annual growth rate of 16.32%
b. Since the past five years CAGR exceeded 33.86%, the global market may be defined as fast-growing.
c. One of the main drivers of the long-term development of the global market in the US$ terms may be defined as growth in demand accompanied by declining prices.
d. The best-performing calendar year was 2021 with the largest growth rate in the US$-terms. One of the possible reasons was growth in demand.
e. The worst-performing calendar year was 2024 with the smallest growth rate in the US$-terms. One of the possible reasons was declining average prices.

The following countries were not included in the calculation of the size of the global market over the last six years due to irregular provision of annual import statistics to the UN Comtrade Database (Top 10 countries with irregular data provision): Colombia, Qatar, Italy, China, Macao SAR, Australia, Mexico, Israel, Chile, Senegal, Poland.

GLOBAL MARKET: LONG-TERM TRENDS

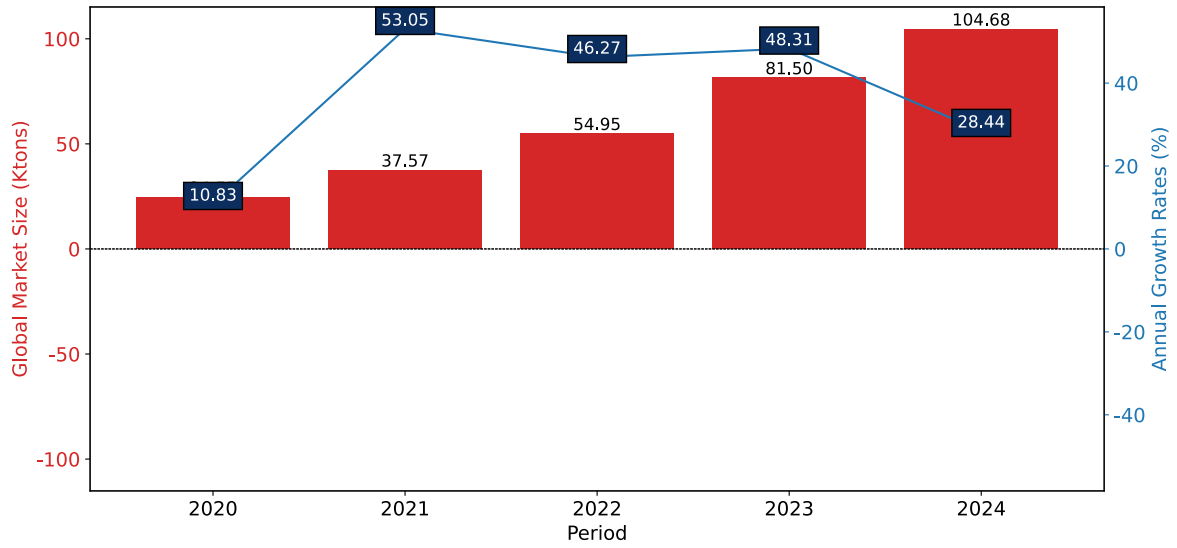
This section provides an overview of the global imports of the chosen product in volume terms, aggregating data from imports across all countries. It presents information in absolute values, percentage growth rates, and the long-term Compound Annual Growth Rate (CAGR) to supplement the analysis.

Key points:

i. In volume terms, global market of Electric buses may be defined as fast-growing with CAGR in the past five years of 43.7%.

ii. Market growth in 2024 underperformed the long-term growth rates of the global market in volume terms.

Figure 2. Global Market Size (Ktons, left axis), Annual Growth Rates (%, right axis)



a. Global market size for Electric buses reached 104.68 Ktons in 2024. This was approx. 28.44% change in comparison to the previous year (81.5 Ktons in 2023).

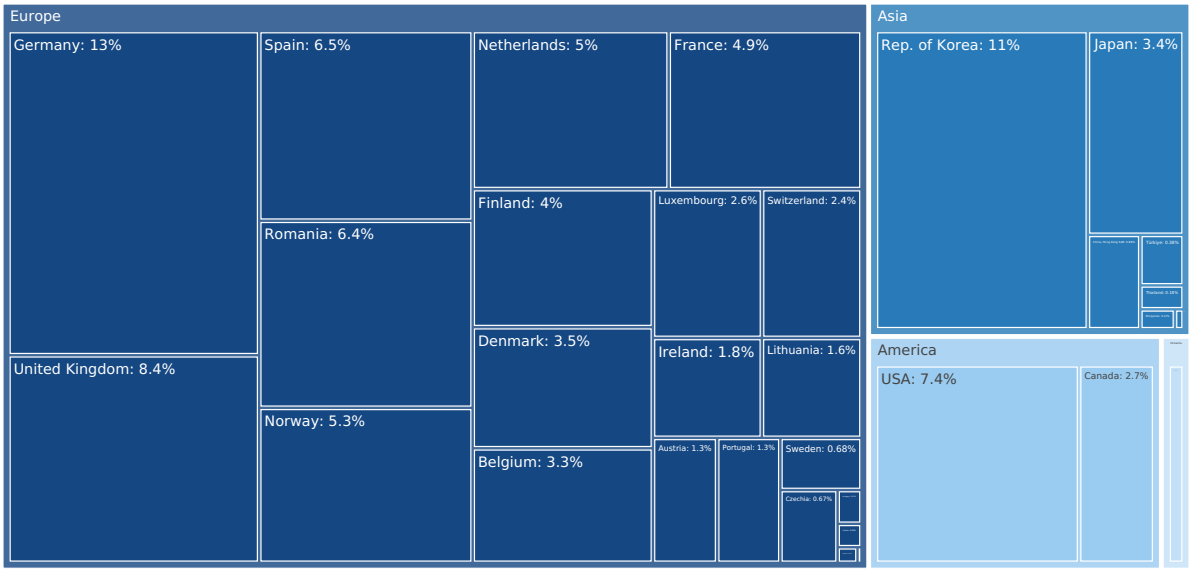
b. The growth of the global market in volume terms in 2024 underperformed the long-term global market growth of the selected product.

The following countries were not included in the calculation of the size of the global market over the last six years due to irregular provision of annual import statistics to the UN Comtrade Database (Top 10 countries with irregular data provision): Colombia, Qatar, Italy, China, Macao SAR, Australia, Mexico, Israel, Chile, Senegal, Poland.

MARKETS CONTRIBUTING TO GLOBAL DEMAND

This section describes the global structure of imports for the chosen product. It utilizes a tree-map diagram, which offers a user-friendly visual representation covering all major importers.

Figure 3. Country-specific Global Imports in 2024, US$-terms



Top-5 global importers of Electric buses in 2024 include:

1. Germany (13.07% share and -8.57% YoY growth rate of imports);
2. Rep. of Korea (10.98% share and 10.14% YoY growth rate of imports);
3. United Kingdom (8.37% share and 196.07% YoY growth rate of imports);
4. USA (7.39% share and 42.41% YoY growth rate of imports);
5. Spain (6.51% share and 158.64% YoY growth rate of imports).

Spain accounts for about 6.51% of global imports of Electric buses.

4

COUNTRY ECONOMIC OUTLOOK

COUNTRY ECONOMIC OUTLOOK - 1

This section provides a list of macroeconomic indicators related to the chosen country . It may be important for exporters while looking for an opportunity to sell to this country. Find information and data trends about the country's economy, including the GDP growth, change in income, change in exports/imports, price inflation prospects. Besides, the section includes indicators of macroeconomic risks, stability of local currency, ability of the country to repay debts.

GDP (current US$) (2024), B US$	1,722.75
Rank of the Country in the World by the size of GDP (current US$) (2024)	14
Size of the Economy	Large economy
Annual GDP growth rate, % (2024)	3.15
Economy Short-Term Growth Pattern	Moderate rates of economic growth
GDP per capita (current US$) (2024)	35,297.01
World Bank Group country classifications by income level	High income
Inflation, (CPI, annual %) (2024)	2.77
Short-Term Inflation Profile	Low level of inflation
Long-Term Inflation Index, (CPI, 2010=100), % (2024)	131.51
Long-Term Inflation Environment	Very low inflationary environment
Short-Term Monetary Policy (2024)	Impossible to define due to lack of data
Population, Total (2024)	48,807,137
Population Growth Rate (2024), % annual	0.95
Population Growth Pattern	Moderate growth in population

COUNTRY ECONOMIC OUTLOOK - 2

This section provides a list of macroeconomic indicators related to the chosen country. This may be important for exporters while looking for an opportunity to sell to this country. Find information and data trends about the country's economy, including the GDP growth, change in income, change in exports/imports operations, price inflation prospects. Besides, the section includes indicators of macroeconomic risks, stability of local currency, ability to repay debts.

GDP (current US$) (2024), B US$	1,722.75
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Population, Total (2024)	48,807,137
Population Growth Rate (2024), % annual	0.95
Population Growth Pattern	Moderate growth in population

COUNTRY ECONOMIC OUTLOOK - COMPETITION

This section provides an overview of the competitive environment and trade protection measures within the selected country. It includes detailed information on import tariffs, pricing levels for specific goods, and the competitive advantages held by local producers.

A competitive landscape of Electric buses formed by local producers in Spain in 2022 is likely to be highly risky with extreme level of local competition or monopoly. The potentiality of local businesses to produce similar competitive products is somewhat High. However, this doesn't account for the competition coming from other suppliers of this product to the market of Spain.

In accordance with international classifications, the Electric buses belongs to the product category, which also contains another 7 products, which Spain has comparative advantage in producing. This note, however, needs further research before setting up export business to Spain, since it also doesn't account for competition coming from other suppliers of the same products to the market of Spain.

The level of proxy prices of 75% of imports of Electric buses to Spain is within the range of 14,080.77 - 46,798.33 US$/ton in 2024. The median value of proxy prices of imports of this commodity (current US$/ton 25,014.51), however, is somewhat equal to the median value of proxy prices of 75% of the global imports of the same commodity in this period (current US$/ton 25,198.12). This may signal that the product market in Spain in terms of its profitability may have not become distinct for suppliers if compared to the international level.

Spain charged on imports of Electric buses in n/a on average n/a%. The bound rate of ad valorem duty on this product, Spain agreed not to exceed, is n/a%. Once a rate of duty is bound, it may not be raised without compensating the affected parties. At the same time, the rate of the tariff Spain set for Electric buses was n/a the world average for this product in n/a n/a. This may signal about Spain’s market of this product being n/a protected from foreign competition.

This ad valorem duty rate Spain set for Electric buses has been agreed to be a normal non-discriminatory tariff charged on imports of this product for all WTO member states. However, a country may apply the preferential rates resulting from a reciprocal trading agreement (e.g. free trade agreement or regional trading agreement) or a non-reciprocal preferential trading scheme like the Generalized System of Preference or preferential tariffs for least developed countries. As of 2024, Spain applied the preferential rates for 0 countries on imports of Electric buses.

5

COUNTRY MARKET TRENDS

PRODUCT MARKET SNAPSHOT

This section provides data on imports of a specific good to a chosen country.

Country Market Size (2024), US$	US$ 155.29 M
Contribution of Electric buses to the Total Imports Growth in the previous 5 years	US$ 142.84 M
Share of Electric buses in Total Imports (in value terms) in 2024.	0.03%
Change of the Share of Electric buses in Total Imports in 5 years	811.03%

Country Market Size (2024), in tons	6.55 Ktons
CAGR (5 previous years 2020-2024), US$-terms	87.91%
CAGR (5 previous years 2020-2024), volume terms	114.12%
Proxy price CAGR (5 previous years 2020-2024)	-12.24%

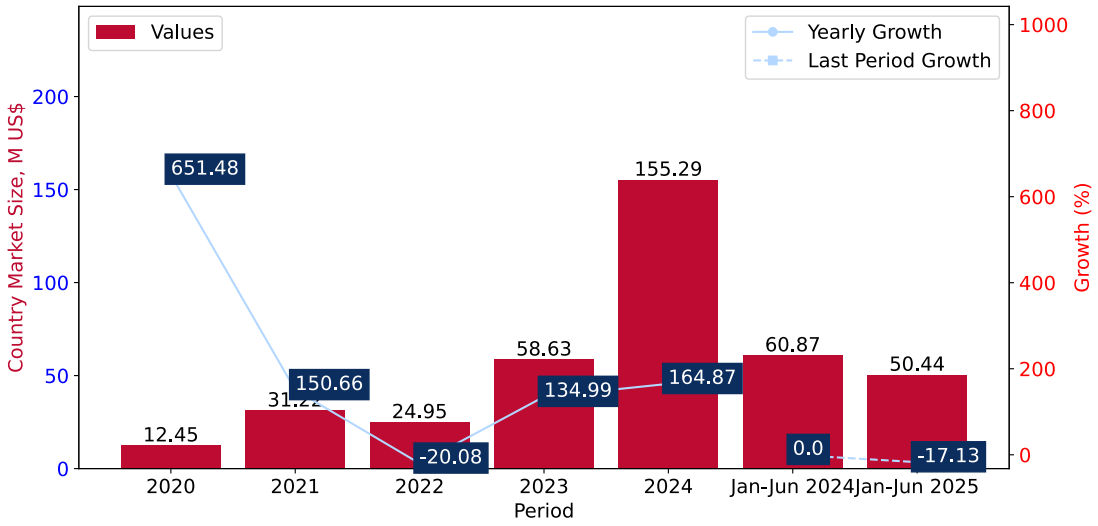
LONG-TERM COUNTRY TRENDS: IMPORTS VALUES

This section provides information on the imports of a specific product to a designated country over the past five years, presented in US$ terms. It encompasses the growth rates of imports, the development of long-term import patterns, factors influencing import fluctuations, and an estimation of the country's reliance on imports.

Key points:

i. Long-term performance of Spain's market of Electric buses may be defined as fast-growing.
ii. Growth in demand accompanied by declining prices may be a leading driver of the long-term growth of Spain's market in US$-terms.
iii. Expansion rates of imports of the product in 01.2025-06.2025 underperformed the level of growth of total imports of Spain.
iv. The strength of the effect of imports of the product on the country's economy is generally low.

Figure 4. Spain's Market Size of Electric buses in M US$ (left axis) and Annual Growth Rates in % (right axis)



a. Spain's market size reached US$155.29M in 2024, compared to US58.63$M in 2023. Annual growth rate was 164.87%.
b. Spain's market size in 01.2025-06.2025 reached US$50.44M, compared to US$60.87M in the same period last year. The growth rate was -17.13%.
c. Imports of the product contributed around 0.03% to the total imports of Spain in 2024. That is, its effect on Spain's economy is generally of a low strength. At the same time, the share of the product imports in the total Imports of Spain remained stable.
d. Since CAGR of imports of the product in US$-terms for the past 5Y exceeded 87.91%, the product market may be defined as fast-growing. Ultimately, the expansion rate of imports of Electric buses was outperforming compared to the level of growth of total imports of Spain (8.16% of the change in CAGR of total imports of Spain).
e. It is highly likely, that growth in demand accompanied by declining prices was a leading driver of the long-term growth of Spain's market in US$-terms.
f. The best-performing calendar year with the highest growth rate of imports in the US$-terms was 2020. It is highly likely that growth in demand had a major effect.
g. The worst-performing calendar year with the smallest growth rate of imports in the US$-terms was 2022. It is highly likely that declining average prices had a major effect.

LONG-TERM COUNTRY TRENDS: IMPORTS VOLUMES

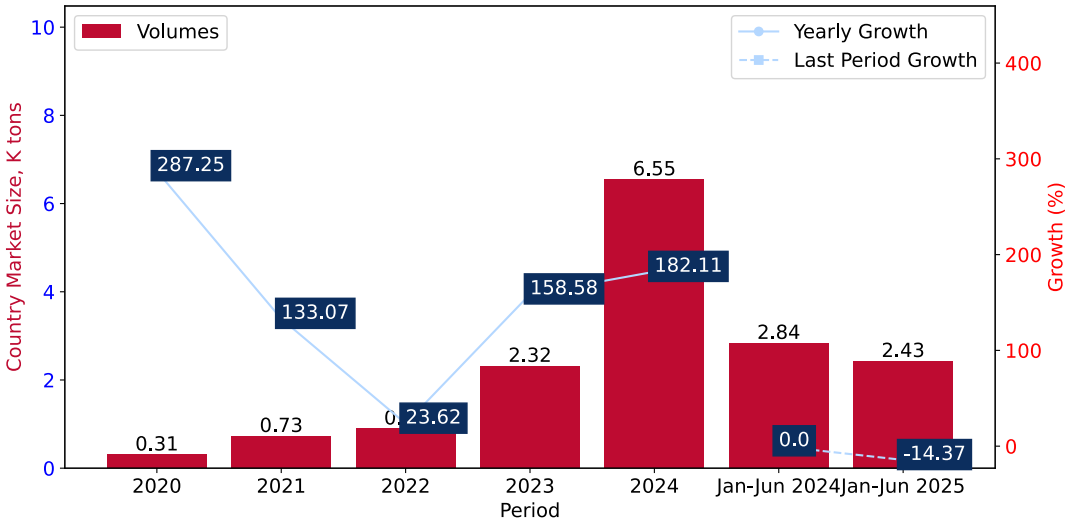
This section presents information regarding the imports of a particular product to a selected country over the last five years. It includes details about physical volumes, import growth rates, and the long-term development trend in imports.

Key points:

i. In volume terms, the market of Electric buses in Spain was in a fast-growing trend with CAGR of 114.12% for the past 5 years, and it reached 6.55 Ktons in 2024.

ii. Expansion rates of the imports of Electric buses in Spain in 01.2025-06.2025 underperformed the long-term level of growth of the Spain's imports of this product in volume terms

Figure 5. Spain's Market Size of Electric buses in K tons (left axis), Growth Rates in % (right axis)



a. Spain's market size of Electric buses reached 6.55 Ktons in 2024 in comparison to 2.32 Ktons in 2023. The annual growth rate was 182.11%.

b. Spain's market size of Electric buses in 01.2025-06.2025 reached 2.43 Ktons, in comparison to 2.84 Ktons in the same period last year. The growth rate equaled to approx. -14.37%.

c. Expansion rates of the imports of Electric buses in Spain in 01.2025-06.2025 underperformed the long-term level of growth of the country's imports of Electric buses in volume terms.

LONG-TERM COUNTRY TRENDS: PROXY PRICES

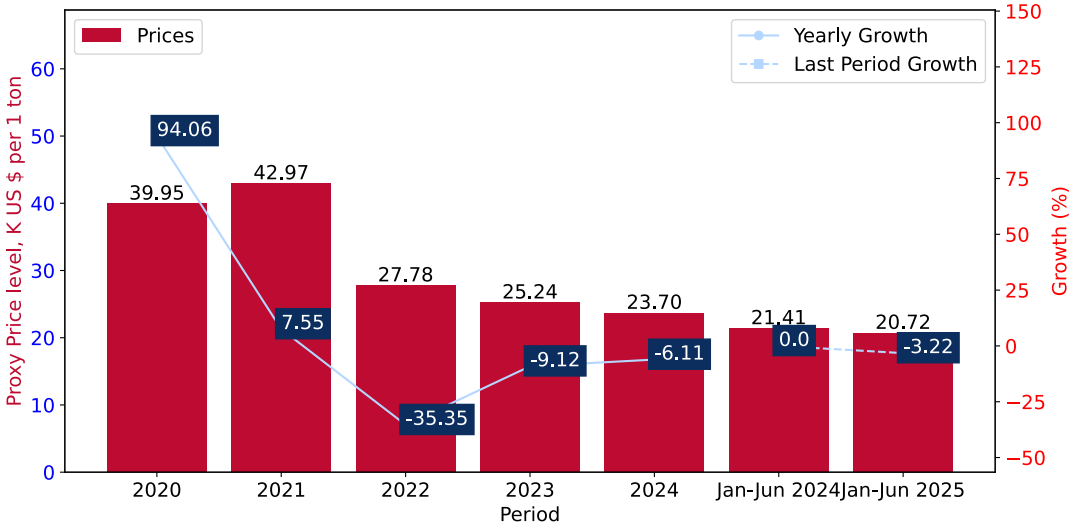
This section provides details regarding the price fluctuations of a specific imported product over the past five years. It covers the assessment of average annual proxy prices, their changes, growth rates, and identification of any anomalies in price fluctuations.

Key points:

i. Average annual level of proxy prices of Electric buses in Spain was in a declining trend with CAGR of -12.24% for the past 5 years.

ii. Expansion rates of average level of proxy prices on imports of Electric buses in Spain in 01.2025-06.2025 surpassed the long-term level of proxy price growth.

Figure 6. Spain's Proxy Price Level on Imports, K US$ per 1 ton (left axis), Growth Rates in % (right axis)



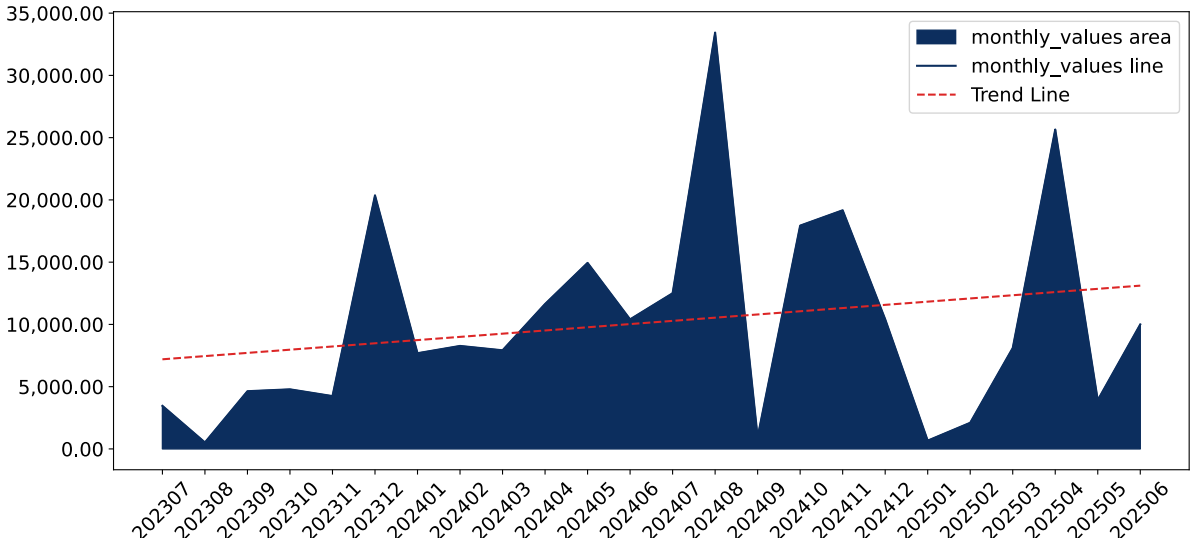
1. Average annual level of proxy prices of Electric buses has been declining at a CAGR of -12.24% in the previous 5 years.
2. In 2024, the average level of proxy prices on imports of Electric buses in Spain reached 23.7 K US$ per 1 ton in comparison to 25.24 K US$ per 1 ton in 2023. The annual growth rate was -6.11%.
3. Further, the average level of proxy prices on imports of Electric buses in Spain in 01.2025-06.2025 reached 20.72 K US$ per 1 ton, in comparison to 21.41 K US$ per 1 ton in the same period last year. The growth rate was approx. -3.22%.
4. In this way, the growth of average level of proxy prices on imports of Electric buses in Spain in 01.2025-06.2025 was higher compared to the long-term dynamics of proxy prices.

SHORT-TERM TRENDS: IMPORTS VALUES

This section offers comprehensive and up-to-date statistics concerning the imports of a specific product into a designated country over the past 24 months for which relevant statistics is published and available. It includes monthly import values in US$, year-on-year changes, identification of any anomalies in imports, examination of factors driving short-term fluctuations. Besides, it provides a quantitative estimation of the short-term trend in imports to supplement the data.

Figure 7. Monthly Imports of Spain, K current US$

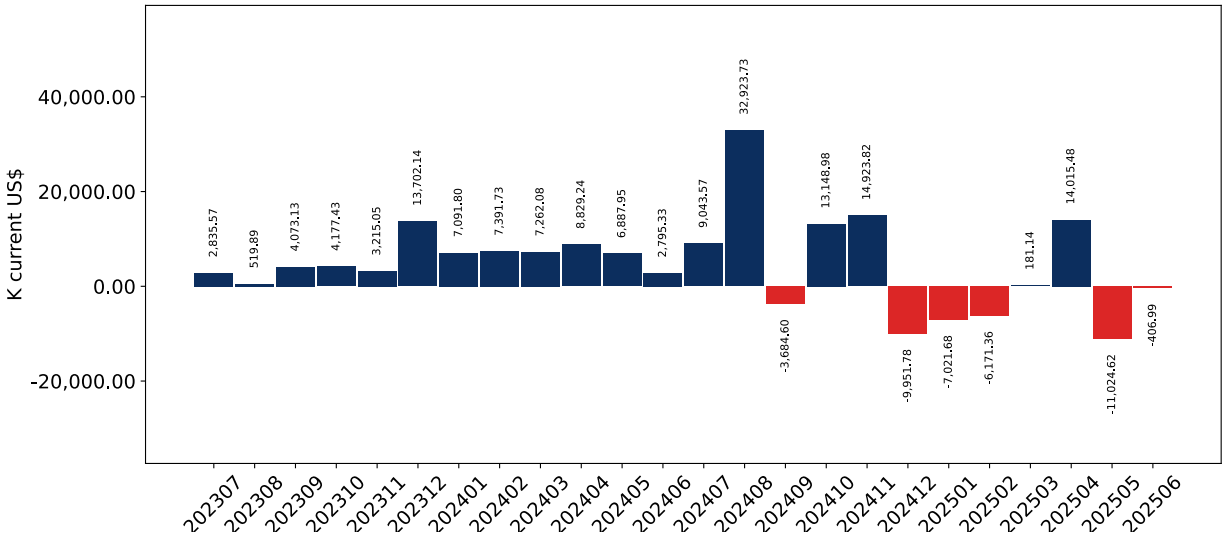
2.64% **36.75%**
monthly annualized



Average monthly growth rates of Spain's imports were at a rate of 2.64%, the annualized expected growth rate can be estimated at 36.75%.

The dashed line is a linear trend for Imports. Values are not seasonally adjusted.

Figure 8. Y-o-Y Monthly Level Change of Imports of Spain, K current US$ (left axis)



Year-over-year monthly imports change depicts fluctuations of imports operations in Spain. The more positive values are on chart, the more vigorous the country in importing of Electric buses. Negative values may be a signal of the market contraction.

Values in columns are not seasonally adjusted.

SHORT-TERM TRENDS: IMPORTS VALUES

This section presents detailed and the most recent data on the imports of a specific commodity to a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in US dollars, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Key points:

i. The dynamics of the market of Electric buses in Spain in LTM (07.2024 - 06.2025) period demonstrated a fast growing trend with growth rate of 46.49%. To compare, a 5-year CAGR for 2020-2024 was 87.91%.

ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 2.64%, or 36.75% on annual basis.

iii. Data for monthly imports over the last 12 months contain 2 record(s) of higher and no record(s) of lower values compared to any value for the 48-months period before.

a. In LTM period (07.2024 - 06.2025) Spain imported Electric buses at the total amount of US$144.86M. This is 46.49% growth compared to the corresponding period a year before.

b. The growth of imports of Electric buses to Spain in LTM underperformed the long-term imports growth of this product.

c. Imports of Electric buses to Spain for the most recent 6-month period (01.2025 - 06.2025) underperformed the level of Imports for the same period a year before (-17.13% change).

d. A general trend for market dynamics in 07.2024 - 06.2025 is fast growing. The expected average monthly growth rate of imports of Spain in current USD is 2.64% (or 36.75% on annual basis).

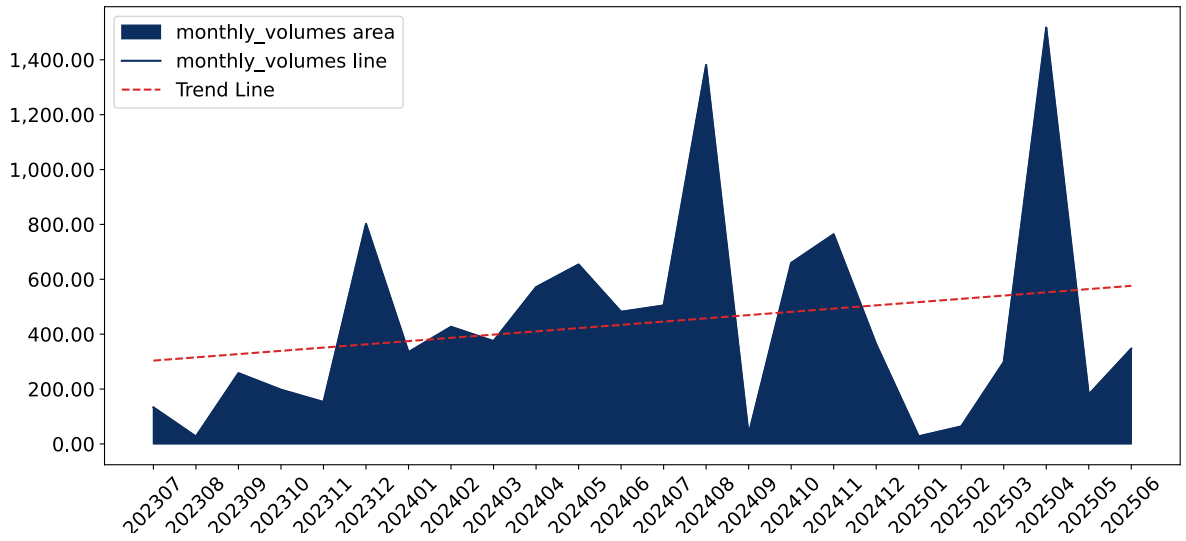
e. Monthly dynamics of imports in last 12 months included 2 record(s) that exceeded the highest/peak value of imports achieved in the preceding 48 months, and no record(s) that bypass the lowest value of imports in the same period in the past.

SHORT-TERM TRENDS: IMPORTS VOLUMES

This section presents detailed and the most recent data on the imports of a specific commodity to a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in tons, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Figure 9. Monthly Imports of Spain, tons

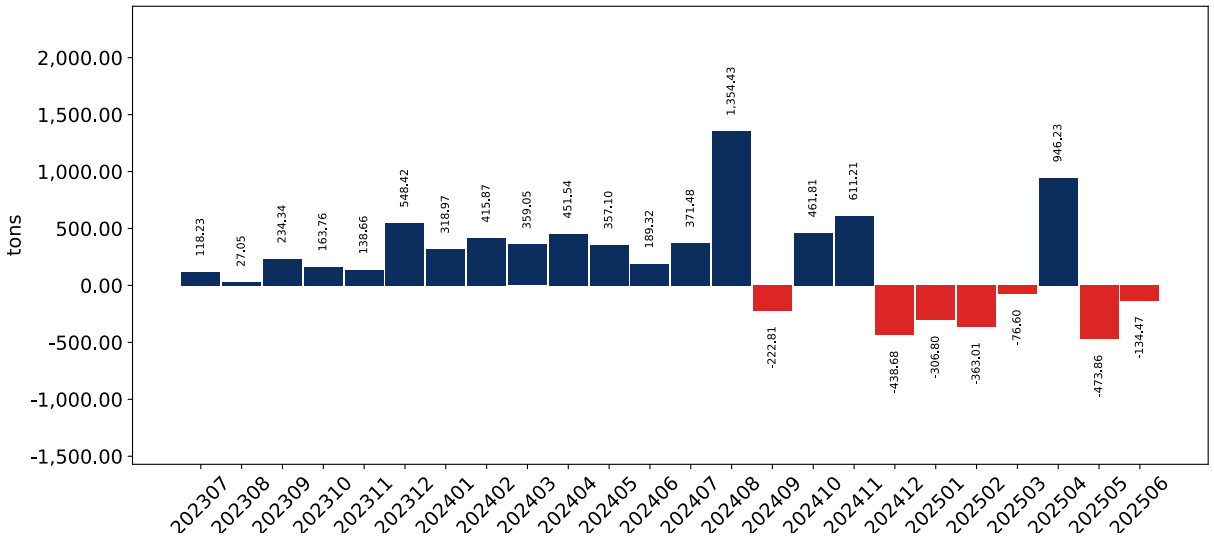
2.82% **39.68%**
monthly annualized



Monthly imports of Spain changed at a rate of 2.82%, while the annualized growth rate for these 2 years was 39.68%.

The dashed line is a linear trend for Imports. Volumes are not seasonally adjusted.

Figure 10. Y-o-Y Monthly Level Change of Imports of Spain, tons



Year-over-year monthly imports change depicts fluctuations of imports operations in Spain. The more positive values are on chart, the more vigorous the country in importing of Electric buses. Negative values may be a signal of market contraction.

Volumes in columns are in tons.

SHORT-TERM TRENDS: IMPORTS VOLUMES

This section presents detailed and the most recent data on the imports of a specific commodity into a chosen country over the past 24 months for which relevant statistics is published and available. It encompasses monthly import figures in tons, year-on-year changes, anomalies in import patterns, factors driving short-term fluctuations, and includes a quantitative estimation of short-term import trends as additional information.

Key points:

i. The dynamics of the market of Electric buses in Spain in LTM period demonstrated a fast growing trend with a growth rate of 39.17%. To compare, a 5-year CAGR for 2020-2024 was 114.12%.

ii. With this trend preserved, the expected monthly growth of imports in the coming period may reach the level of 2.82%, or 39.68% on annual basis.

iii. Data for monthly imports over the last 12 months contain 2 record(s) of higher and no record(s) of lower values compared to any value for the 48-months period before.

a. In LTM period (07.2024 - 06.2025) Spain imported Electric buses at the total amount of 6,143.21 tons. This is 39.17% change compared to the corresponding period a year before.

b. The growth of imports of Electric buses to Spain in value terms in LTM underperformed the long-term imports growth of this product.

c. Imports of Electric buses to Spain for the most recent 6-month period (01.2025 - 06.2025) underperform the level of Imports for the same period a year before (-14.37% change).

d. A general trend for market dynamics in 07.2024 - 06.2025 is fast growing. The expected average monthly growth rate of imports of Electric buses to Spain in tons is 2.82% (or 39.68% on annual basis).

e. Monthly dynamics of imports in last 12 months included 2 record(s) that exceeded the highest/peak value of imports achieved in the preceding 48 months, and no record(s) that bypass the lowest value of imports in the same period in the past.

SHORT-TERM TRENDS: PROXY PRICES

This section provides a quantitative assessment of short-term price fluctuations. It includes details on the monthly proxy price changes, an estimation of the short-term trend in proxy price levels, and identification of any anomalies in price dynamics.

Key points:

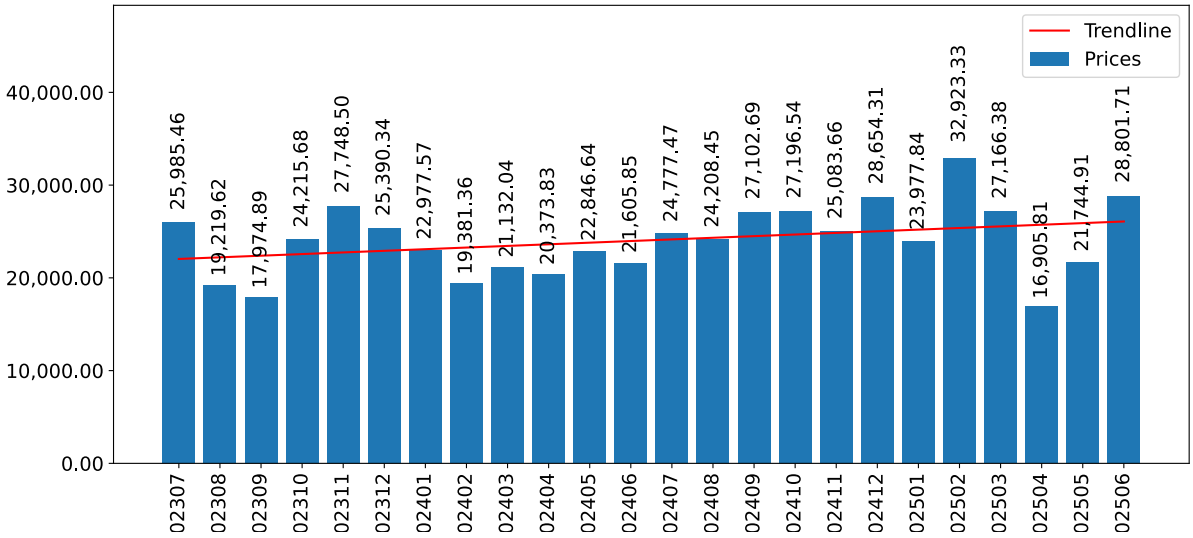
i. The average level of proxy price on imports in LTM period (07.2024-06.2025) was 23,580.93 current US$ per 1 ton, which is a 5.26% change compared to the same period a year before. A general trend for proxy price change was fast-growing.

ii. Growth in demand accompanied by declining prices was a leading driver of the Country Market Short-term Development.

iii. With this trend preserved, the expected monthly growth of the proxy price level in the coming period may reach the level of 0.73%, or 9.18% on annual basis.

Figure 11. Average Monthly Proxy Prices on Imports, current US$/ton

0.73% monthly **9.18% annualized**



a. The estimated average proxy price on imports of Electric buses to Spain in LTM period (07.2024-06.2025) was 23,580.93 current US$ per 1 ton.

b. With a 5.26% change, a general trend for the proxy price level is fast-growing.

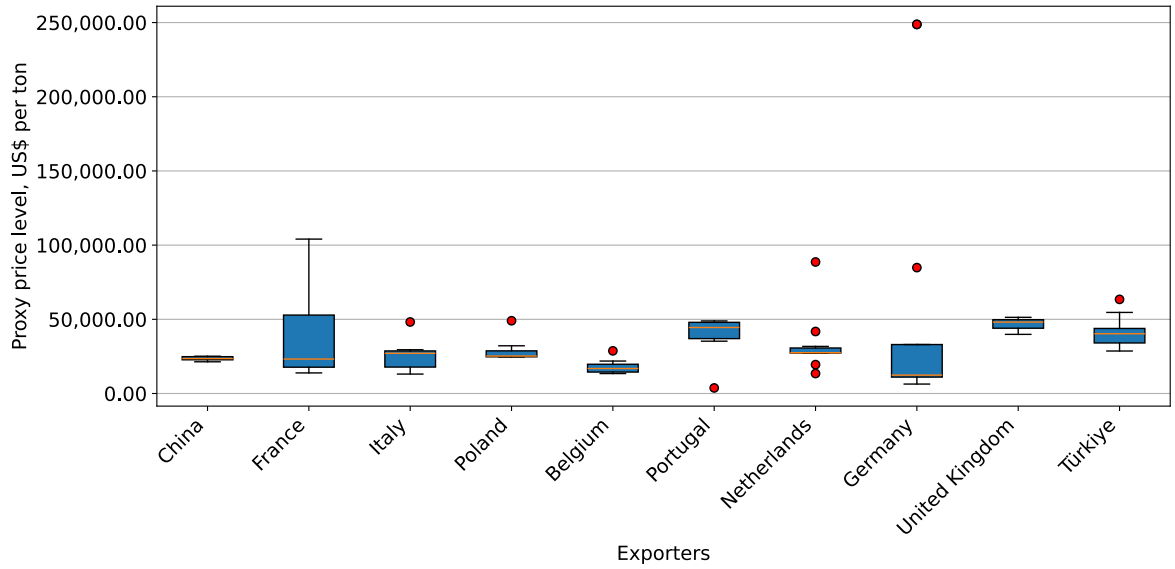
c. Changes in levels of monthly proxy prices on imports for the past 12 months consists of no record(s) with values exceeding the highest level of proxy prices for the preceding 48-months period, and no record(s) with values lower than the lowest value of proxy prices in the same period.

d. It is highly likely, that growth in demand accompanied by declining prices was a leading driver of the short-term fluctuations in the market.

SHORT-TERM TRENDS: PROXY PRICES

This section provides comprehensive details on proxy price levels in a form of box plot. It facilitates the analysis and comparison of proxy prices of the selected good supplied by other countries.

Figure 12. LTM Average Monthly Proxy Prices by Largest Suppliers, Current US$ / ton



The chart shows distribution of proxy prices on imports for the period of LTM (07.2024-06.2025) for Electric buses exported to Spain by largest exporters. The box height shows the range of the middle 50% of levels of proxy price on imports formed in LTM. The higher the box, the wider the spread of proxy prices. The line within the box, a median level of the proxy price level on imports, marks the midpoint of per country data set: half the prices are greater than or equal to this value, and half are less. The upper and lower whiskers represent values of proxy prices outside the middle 50%, that is, the lower 25% and the upper 25% of the proxy price levels. The lowest proxy price level is at the end of the lower whisker, while the highest is at the end of the higher whisker. Red dots represent unusually high or low values (i.e., outliers), which are not included in the box plot.

6

COUNTRY COMPETITION LANDSCAPE

COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This section provides an analysis of the trade partner distribution for the selected product imports to the chosen country, focusing on imports values. The countries listed in the table are ranked from the largest to the smallest trade partners, based on the imports values from the most recent available calendar year.

The five largest exporters of Electric buses to Spain in 2024 were: Italy, China, Poland, Belgium and Netherlands.

Table 1. Country's Imports by Trade Partners, K current US$

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
Italy	7.7	0.0	2,125.4	0.0	4,016.8	41,979.7	5,939.8	831.7
China	1,087.9	10,666.6	23,313.8	13,779.0	2,998.4	41,423.8	14,561.1	11,928.7
Poland	0.0	0.0	0.0	1,889.7	5,117.4	20,635.1	8,357.8	17,071.4
Belgium	0.0	0.0	0.0	0.0	4,446.6	19,653.3	14,727.2	0.0
Netherlands	0.0	1,732.6	467.0	0.0	30,168.0	13,691.1	12,308.9	0.0
Portugal	0.0	0.0	5,296.5	513.9	0.0	8,178.0	784.2	0.0
France	0.2	0.1	0.0	5,983.9	5,804.3	4,494.0	1,649.6	18,756.9
United Kingdom	0.0	0.0	0.0	0.0	0.0	1,955.4	864.8	581.6
Türkiye	557.7	0.0	0.0	2,782.4	5,730.9	1,201.7	785.9	824.6
Germany	0.0	23.8	0.1	0.0	0.0	981.9	556.6	48.1
Czechia	0.0	0.0	0.0	0.0	0.0	443.5	0.0	0.0
Austria	0.0	0.0	0.0	0.0	0.0	336.6	336.6	0.0
Europe, not elsewhere specified	0.0	0.0	0.0	0.2	0.0	316.6	0.0	0.0
Morocco	0.0	0.0	14.3	0.0	0.0	0.0	0.0	0.0
Denmark	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.6
Others	**3.7**	**31.1**	**0.0**	**0.0**	**346.3**	**0.0**	**0.0**	**396.9**
Total	**1,657.3**	**12,454.1**	**31,217.2**	**24,949.1**	**58,628.8**	**155,290.7**	**60,872.5**	**50,444.5**

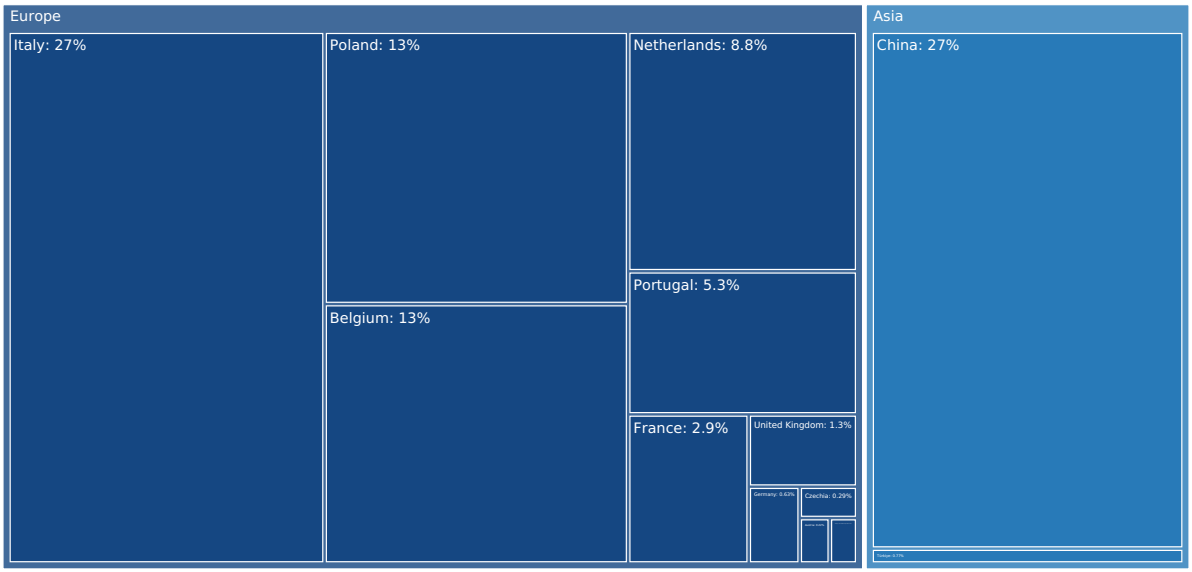
COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This section provides an analysis of the trade partner distribution for the selected product imports to the chosen country, focusing on imports values. The countries listed in the table are ranked from the largest to the smallest trade partners, based on the imports values from the most recent available calendar year.

Table 2. Country's Imports by Trade Partners. Shares in total Imports Values of the Country.

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
Italy	0.5%	0.0%	6.8%	0.0%	6.9%	27.0%	9.8%	1.6%
China	65.6%	85.6%	74.7%	55.2%	5.1%	26.7%	23.9%	23.6%
Poland	0.0%	0.0%	0.0%	7.6%	8.7%	13.3%	13.7%	33.8%
Belgium	0.0%	0.0%	0.0%	0.0%	7.6%	12.7%	24.2%	0.0%
Netherlands	0.0%	13.9%	1.5%	0.0%	51.5%	8.8%	20.2%	0.0%
Portugal	0.0%	0.0%	17.0%	2.1%	0.0%	5.3%	1.3%	0.0%
France	0.0%	0.0%	0.0%	24.0%	9.9%	2.9%	2.7%	37.2%
United Kingdom	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%	1.4%	1.2%
Türkiye	33.7%	0.0%	0.0%	11.2%	9.8%	0.8%	1.3%	1.6%
Germany	0.0%	0.2%	0.0%	0.0%	0.0%	0.6%	0.9%	0.1%
Czechia	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.0%	0.0%
Austria	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.6%	0.0%
Europe, not elsewhere specified	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.0%	0.0%
Morocco	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Denmark	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Others	**0.2%**	**0.2%**	**0.0%**	**0.0%**	**0.6%**	**0.0%**	**0.0%**	**0.8%**
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

Figure 13. Largest Trade Partners of Spain in 2024, K US$



The chart shows largest supplying countries and their shares in imports of to in in value terms (US$). Different colors depict geographic regions.

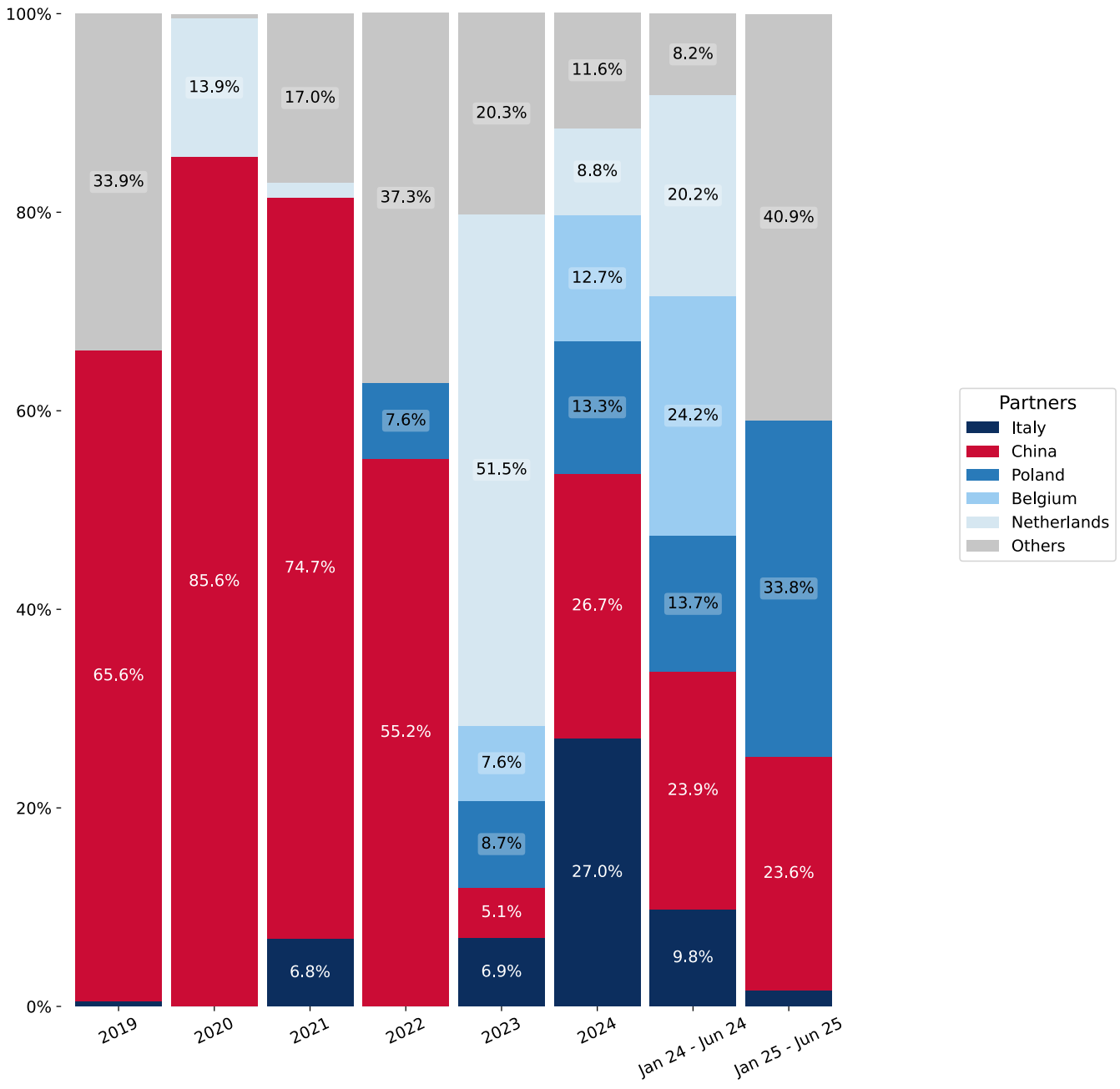
COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This graph allows to observe how the shares of key trade partners have been changing over the years.

In Jan 25 - Jun 25, the shares of the five largest exporters of Electric buses to Spain revealed the following dynamics (compared to the same period a year before):

1. Italy: -8.2 p.p.
2. China: -0.3 p.p.
3. Poland: 20.1 p.p.
4. Belgium: -24.2 p.p.
5. Netherlands: -20.2 p.p.

Figure 14. Largest Trade Partners of Spain – Change of the Shares in Total Imports over the Years, K US$



COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

This section provides an analysis of the import dynamics from the top five trade partners, with a focus on imports values.

Figure 15. Spain's Imports from France, K current US$

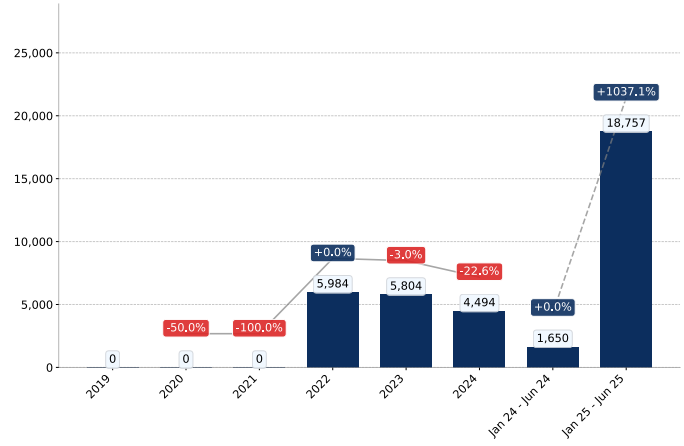


Figure 16. Spain's Imports from Poland, K current US$

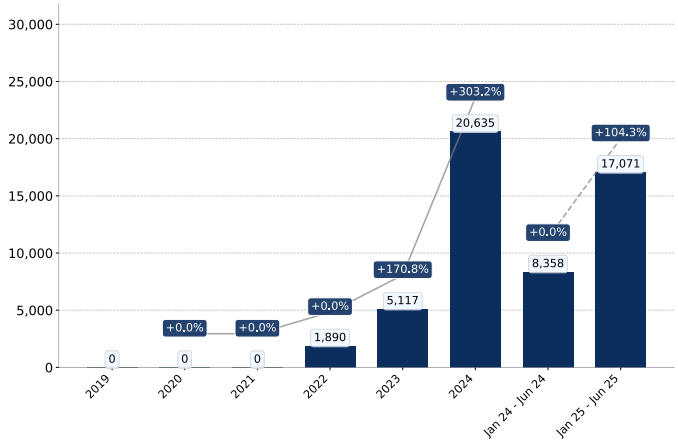


Figure 17. Spain's Imports from China, K current US$

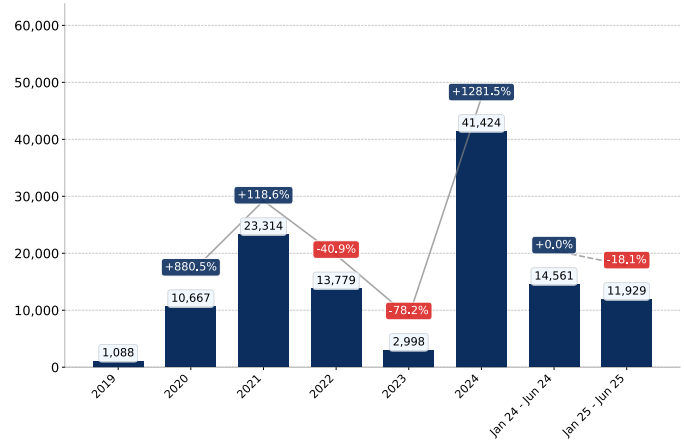


Figure 18. Spain's Imports from Italy, K current US$

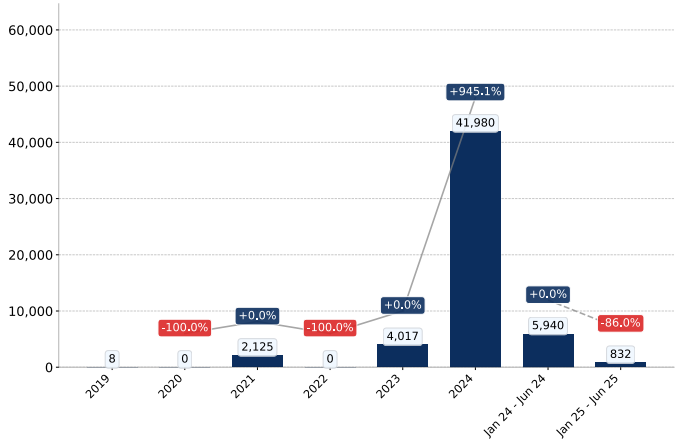
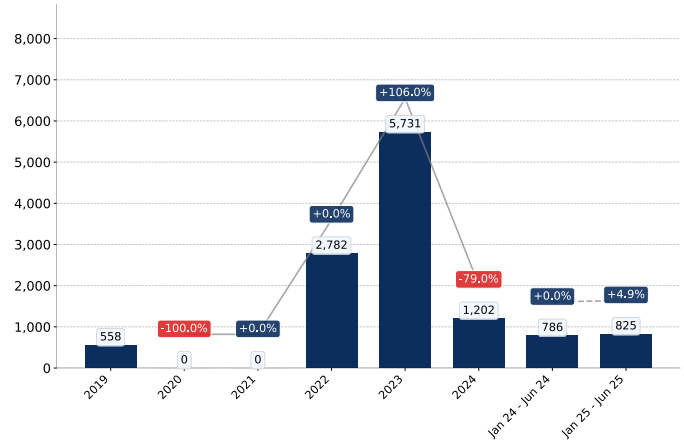


Figure 19. Spain's Imports from Türkiye, K current US$



COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (values) in the most recent 24 months.

Figure 20. Spain's Imports from China, K US$

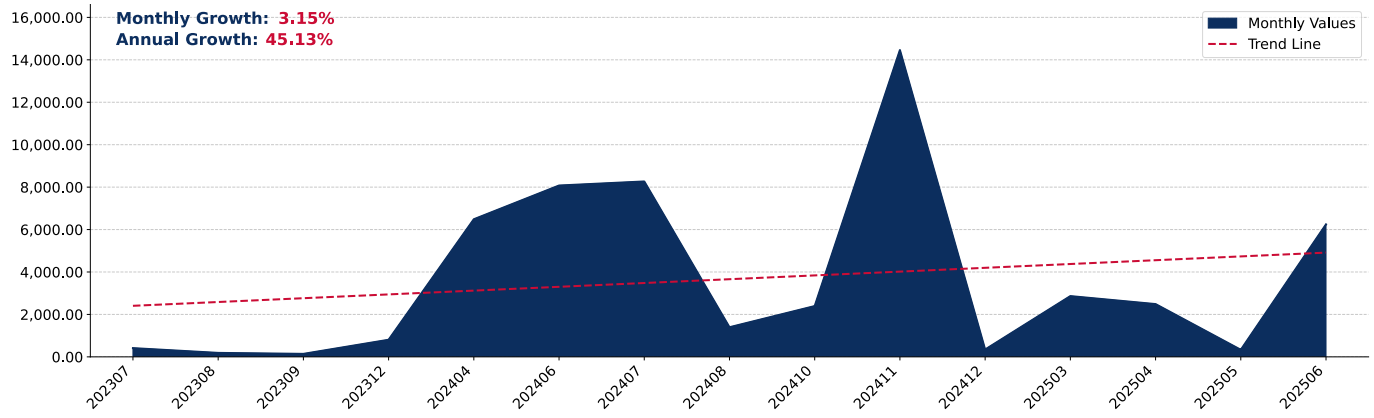


Figure 21. Spain's Imports from Italy, K US$

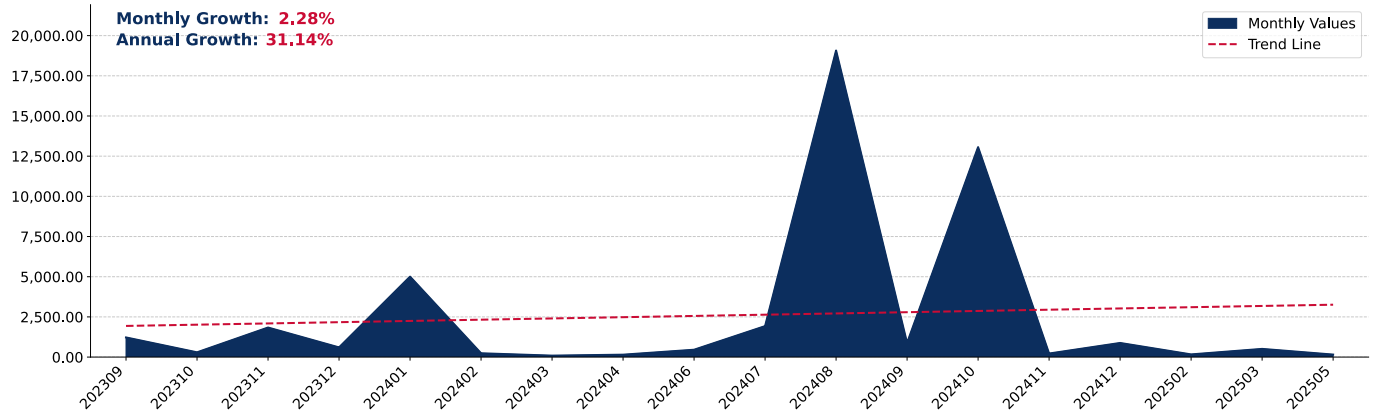
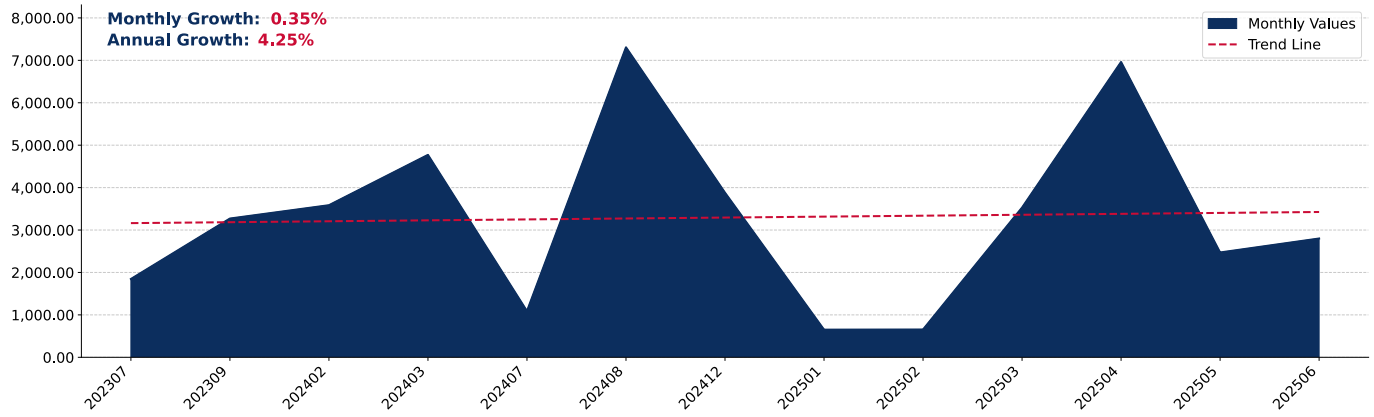


Figure 22. Spain's Imports from Poland, K US$



COMPETITION LANDSCAPE: TRADE PARTNERS, VALUES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (values) in the most recent 24 months.

Figure 28. Spain's Imports from France, K US$

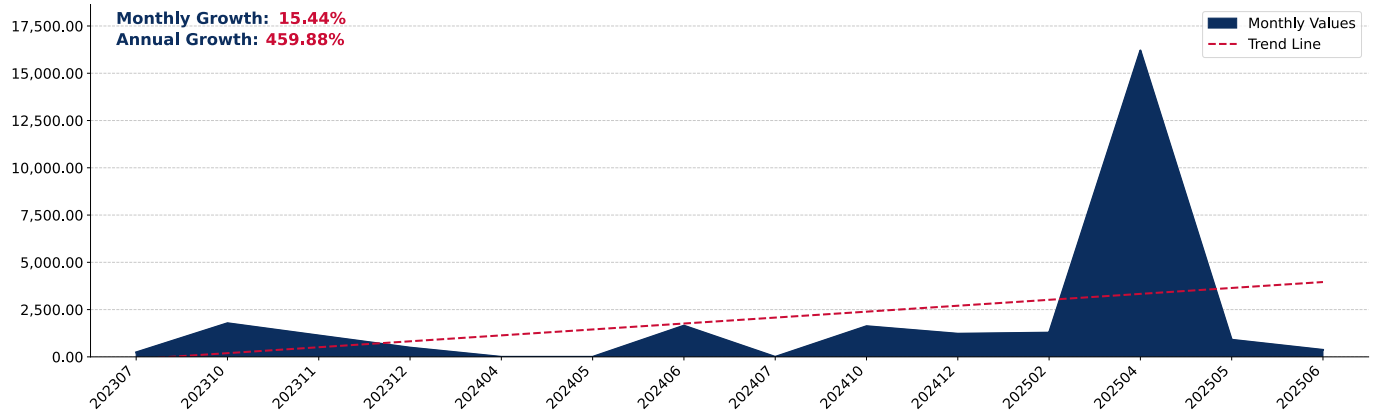
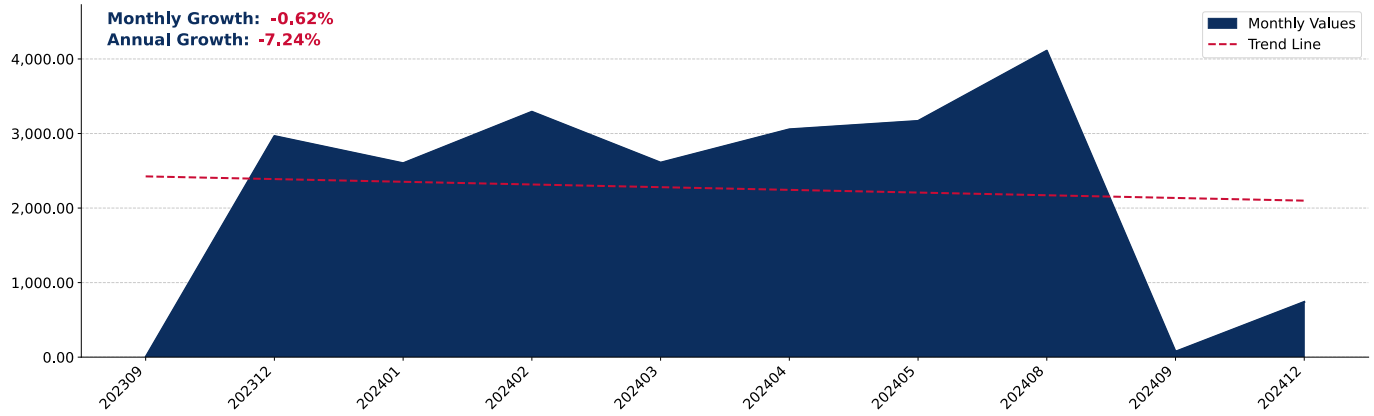


Figure 29. Spain's Imports from Belgium, K US$



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This section provides an analysis of the trade partner distribution for the selected product imports to the chosen country, focusing on physical import volumes. The countries listed in the table are ranked from the largest to the smallest trade partners, based on the import volumes from the most recent available calendar year.

By import volumes, expressed in tons, the five largest exporters of Electric buses to Spain in 2024 were: China, Italy, Belgium, Poland and Netherlands.

Table 3. Country's Imports by Trade Partners, tons

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	65.6	264.6	536.8	378.4	144.4	1,804.0	642.3	492.1
Italy	0.6	0.0	39.2	0.0	223.6	1,474.3	206.6	56.7
Belgium	0.0	0.0	0.0	0.0	236.3	1,319.1	1,003.0	0.0
Poland	0.0	0.0	0.0	82.3	204.3	820.2	331.8	548.0
Netherlands	0.0	43.7	24.0	0.0	1,090.5	551.2	448.5	0.0
France	0.0	0.0	0.0	243.1	261.6	205.3	87.6	1,281.8
Portugal	0.0	0.0	125.6	137.0	0.0	174.8	22.2	0.0
Germany	0.0	1.3	0.0	0.0	0.0	85.4	53.3	4.9
United Kingdom	0.0	0.0	0.0	0.0	0.0	44.4	21.7	11.3
Türkiye	12.6	0.0	0.0	57.3	145.6	36.1	22.2	13.0
Czechia	0.0	0.0	0.0	0.0	0.0	18.9	0.0	0.0
Europe, not elsewhere specified	0.0	0.0	0.0	0.0	0.0	14.0	0.0	0.0
Austria	0.0	0.0	0.0	0.0	0.0	4.1	4.1	0.0
Morocco	0.0	0.0	1.0	0.0	0.0	0.0	0.0	0.0
Denmark	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0
Others	**1.8**	**2.2**	**0.0**	**0.0**	**16.2**	**0.0**	**0.0**	**22.9**
Total	**80.5**	**311.7**	**726.5**	**898.1**	**2,322.4**	**6,551.7**	**2,843.3**	**2,434.8**

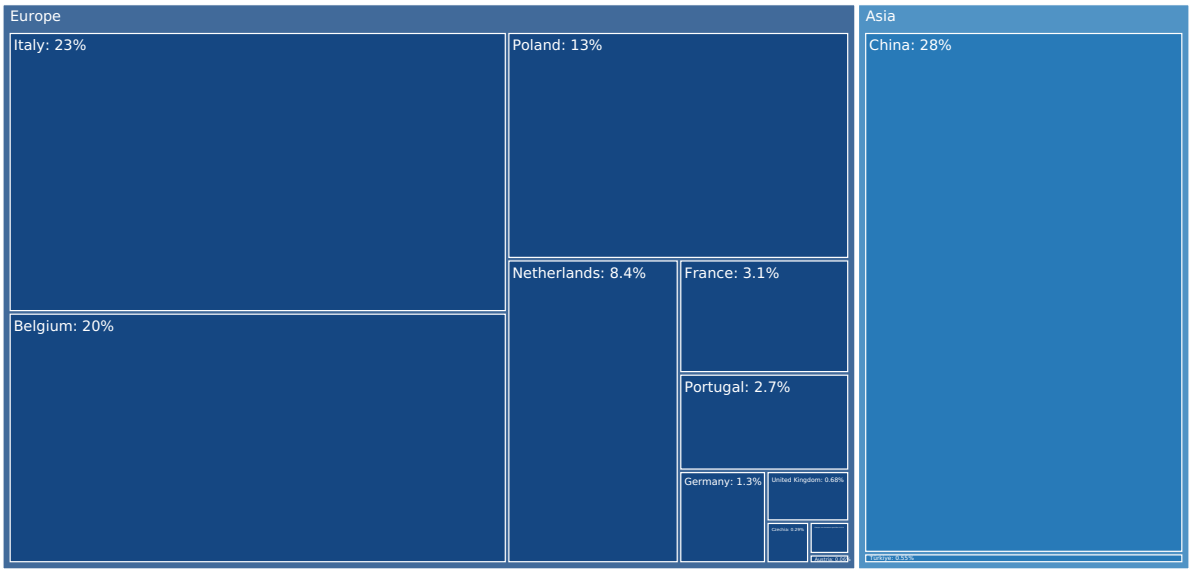
COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This section offers an analysis of the changes in the distribution of trade partners for the selected product imports to the chosen country, with a focus on physical import volumes. The table illustrates how the trade partner distribution has evolved over the analyzed period.

Table 4. Country's Imports by Trade Partners. Shares in total Imports Volume of the Country.

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	81.4%	84.9%	73.9%	42.1%	6.2%	27.5%	22.6%	20.2%
Italy	0.7%	0.0%	5.4%	0.0%	9.6%	22.5%	7.3%	2.3%
Belgium	0.0%	0.0%	0.0%	0.0%	10.2%	20.1%	35.3%	0.0%
Poland	0.0%	0.0%	0.0%	9.2%	8.8%	12.5%	11.7%	22.5%
Netherlands	0.0%	14.0%	3.3%	0.0%	47.0%	8.4%	15.8%	0.0%
France	0.0%	0.0%	0.0%	27.1%	11.3%	3.1%	3.1%	52.6%
Portugal	0.0%	0.0%	17.3%	15.3%	0.0%	2.7%	0.8%	0.0%
Germany	0.0%	0.4%	0.0%	0.0%	0.0%	1.3%	1.9%	0.2%
United Kingdom	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%	0.8%	0.5%
Türkiye	15.6%	0.0%	0.0%	6.4%	6.3%	0.6%	0.8%	0.5%
Czechia	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.0%	0.0%
Europe, not elsewhere specified	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.0%	0.0%
Austria	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.0%
Morocco	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
Denmark	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%
Others	**2.2%**	**0.7%**	**0.0%**	**0.0%**	**0.7%**	**0.0%**	**0.0%**	**0.9%**
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

Figure 30. Largest Trade Partners of Spain in 2024, tons



The chart shows largest supplying countries and their shares in imports of to in in volume terms (tons). Different colors depict geographic regions.

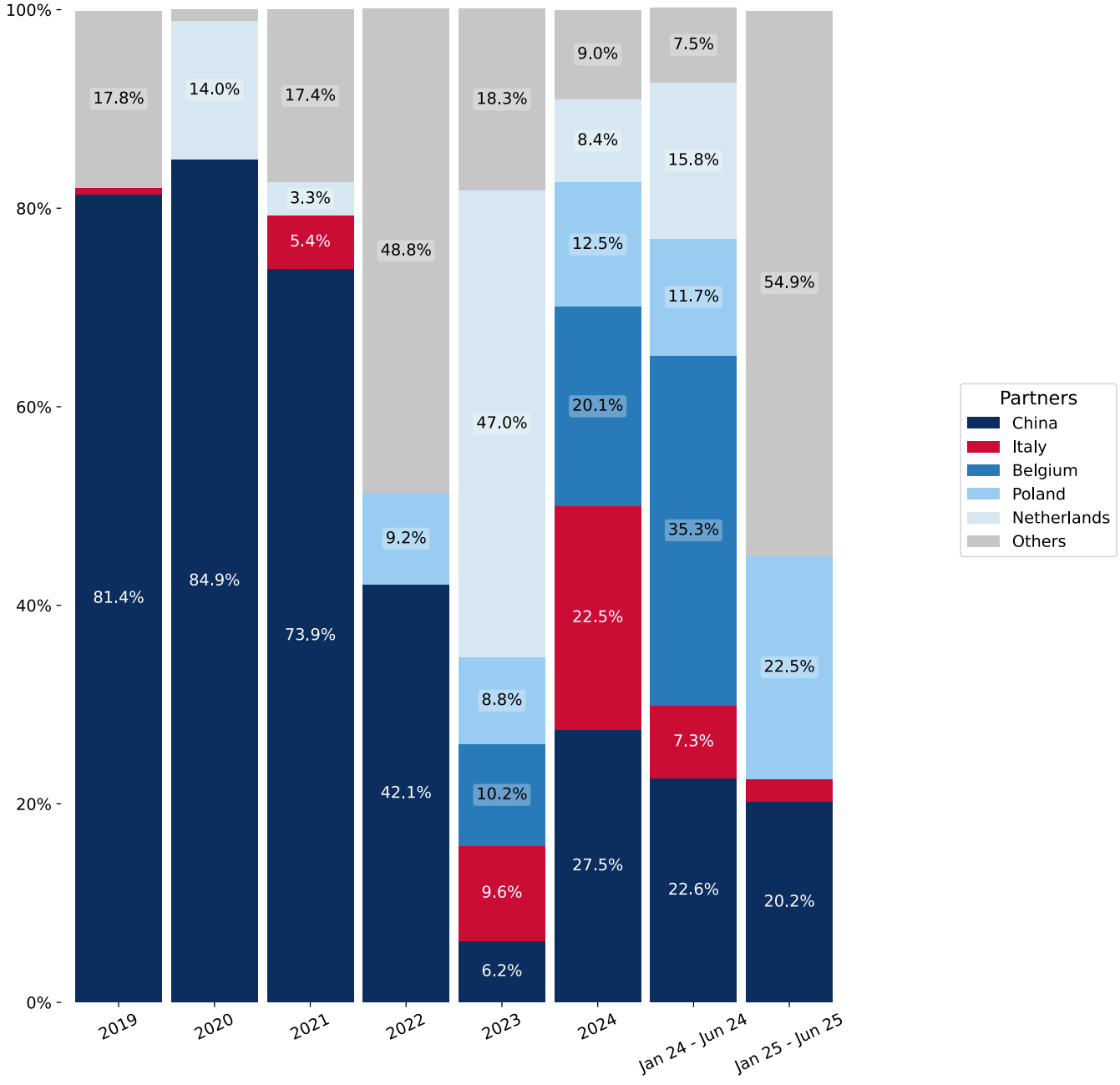
COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This graph allows to observe how the shares of key trade partners have been changing over the years.

In Jan 25 - Jun 25, the shares of the five largest exporters of Electric buses to Spain revealed the following dynamics (compared to the same period a year before) (in terms of volumes):

1. China: -2.4 p.p.
2. Italy: -5.0 p.p.
3. Belgium: -35.3 p.p.
4. Poland: 10.8 p.p.
5. Netherlands: -15.8 p.p.

Figure 31. Largest Trade Partners of Spain – Change of the Shares in Total Imports over the Years, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

This section provides an analysis of the import dynamics from the top five trade partners, with a focus on physical import volumes.

Figure 32. Spain's Imports from France, tons

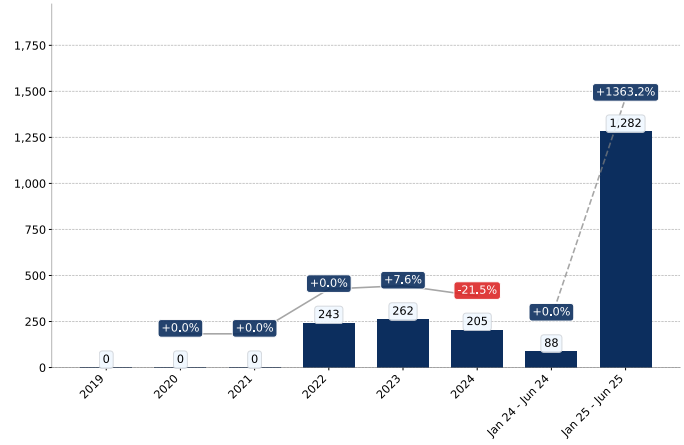


Figure 33. Spain's Imports from Poland, tons

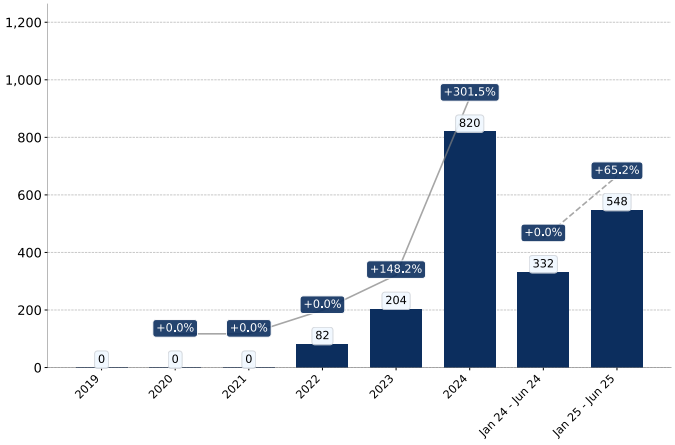


Figure 34. Spain's Imports from China, tons

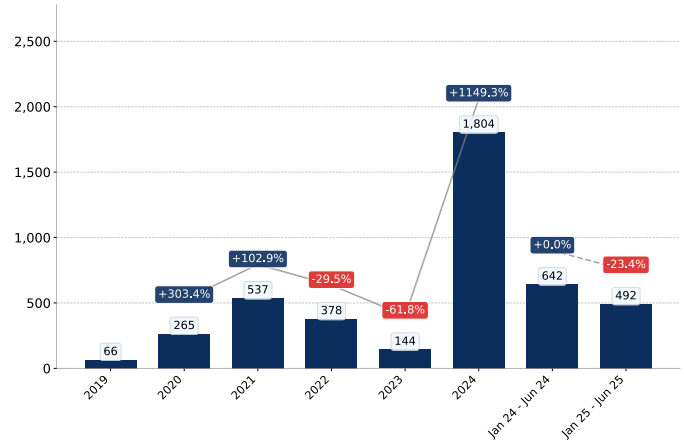


Figure 35. Spain's Imports from Italy, tons

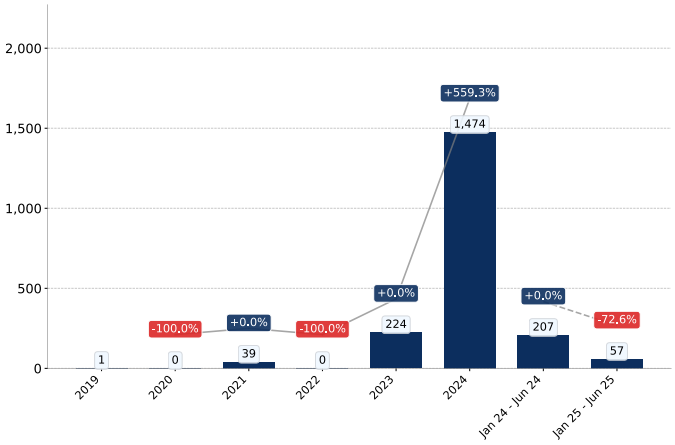
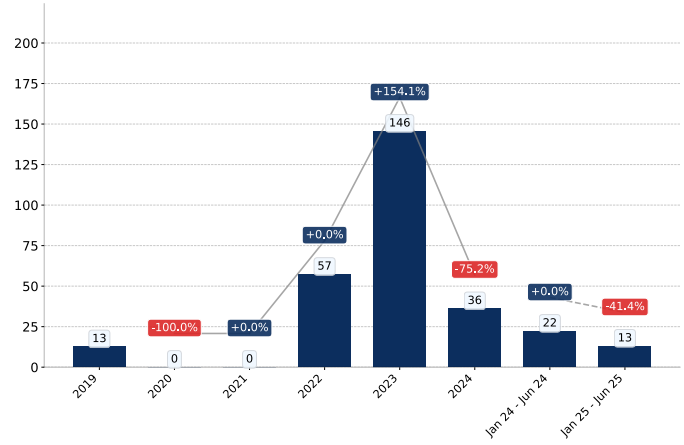


Figure 36. Spain's Imports from Türkiye, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (physical volumes) in the most recent 24 months.

Figure 37. Spain's Imports from China, tons

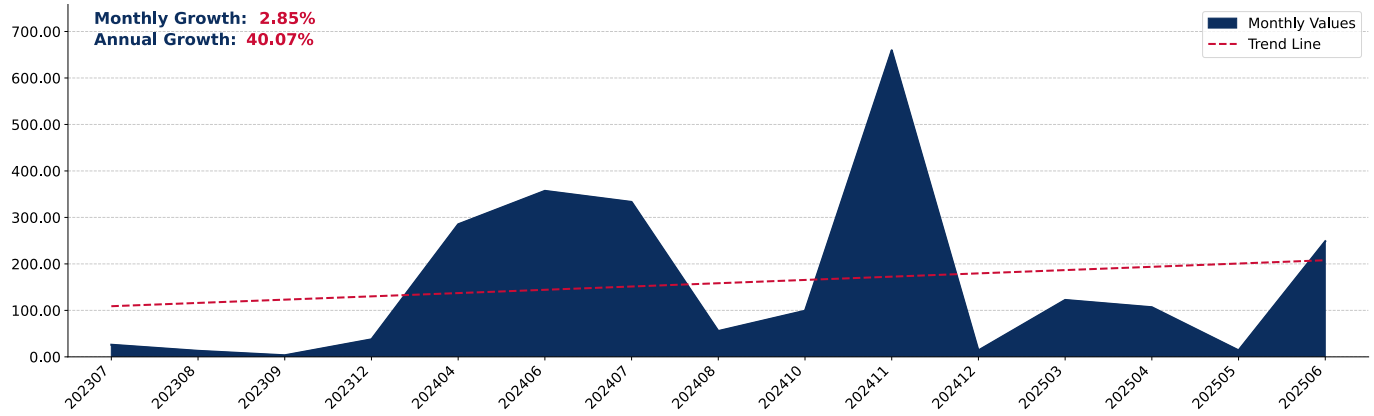


Figure 38. Spain's Imports from Italy, tons

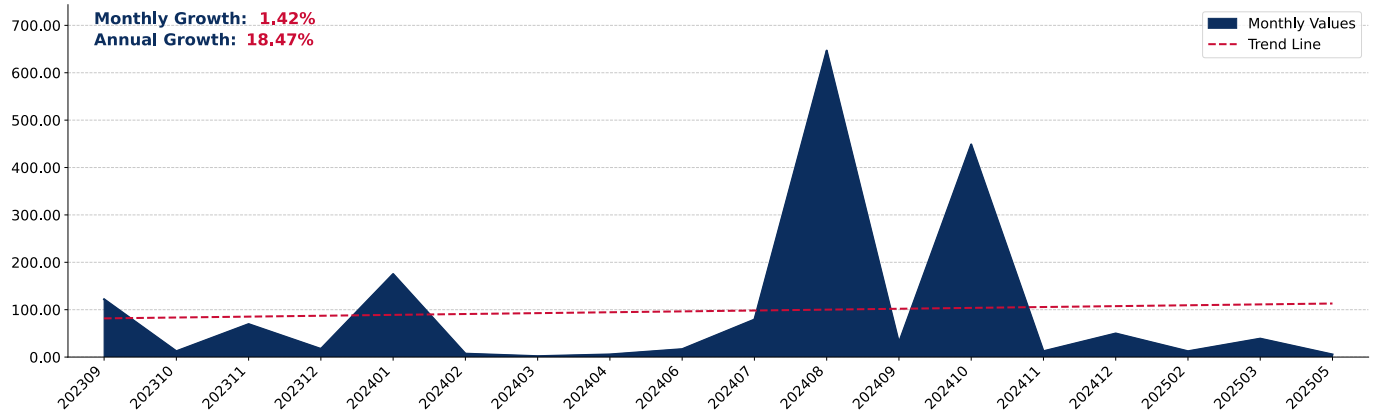
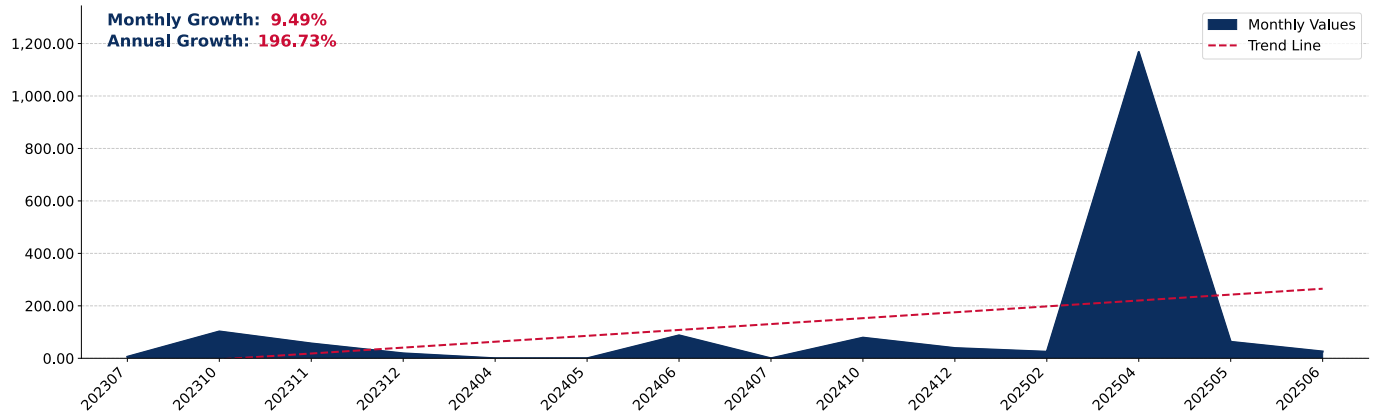


Figure 39. Spain's Imports from France, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, VOLUMES

The figures in this section demonstrate the monthly dynamics of imports from key trade partners (physical volumes) in the most recent 24 months.

Figure 40. Spain's Imports from Poland, tons

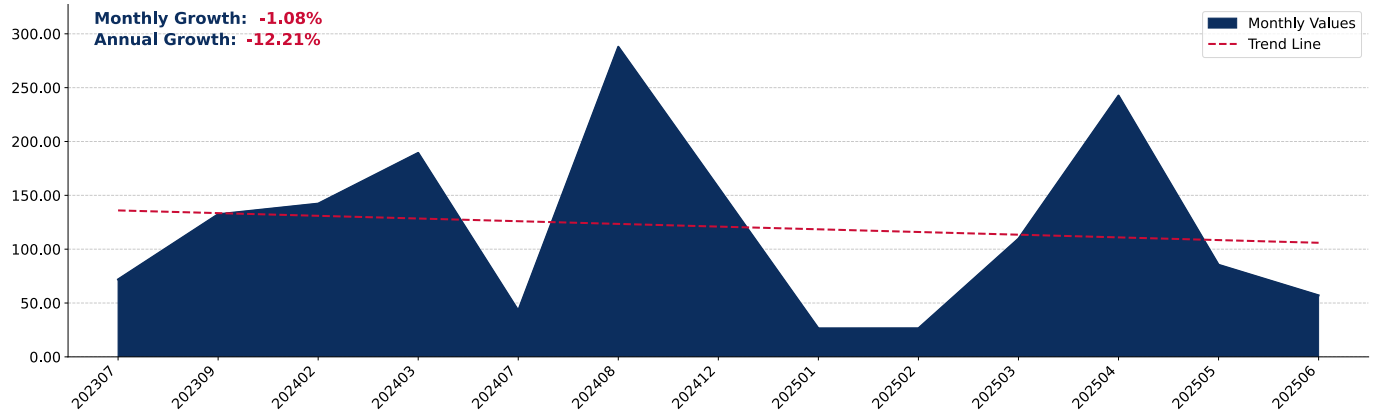
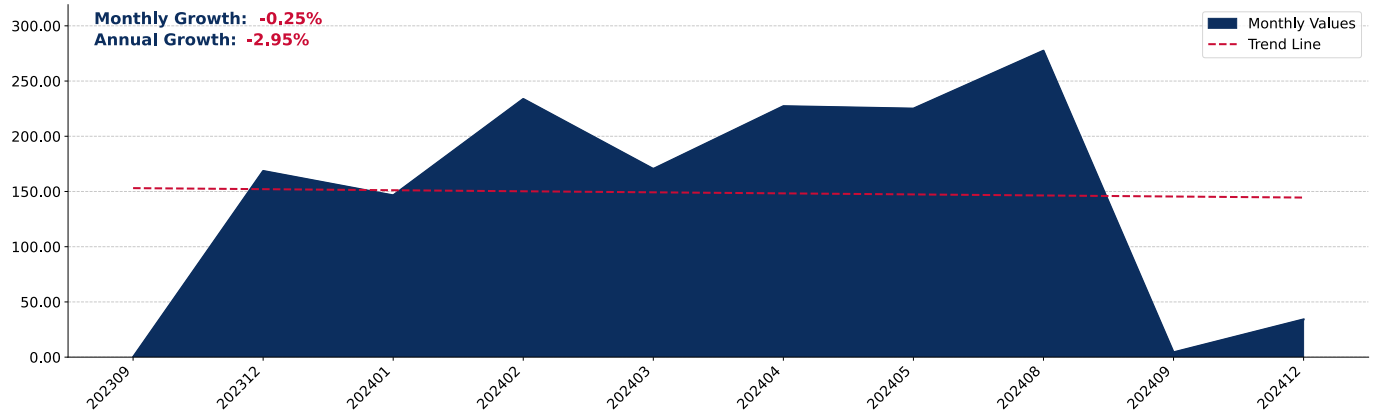


Figure 41. Spain's Imports from Belgium, tons



COMPETITION LANDSCAPE: TRADE PARTNERS, PRICES

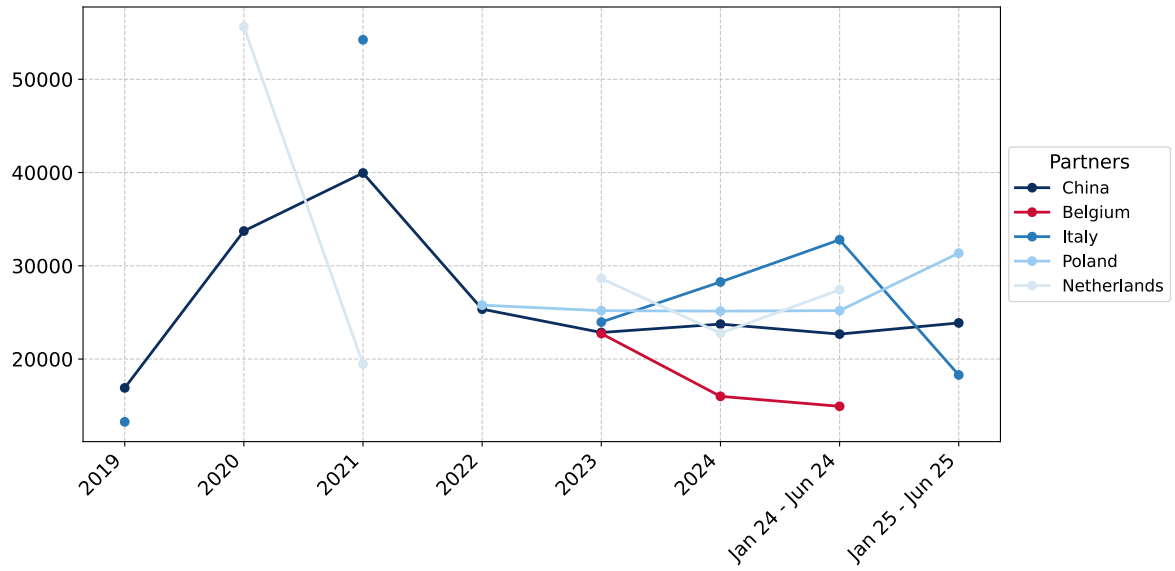
This section shows the average imports prices in recent periods split by trade partners.

Out of top-5 largest supplying countries, the lowest average prices on Electric buses imported to Spain were registered in 2024 for Belgium, while the highest average import prices were reported for Italy. Further, in Jan 25 - Jun 25, the lowest import prices were reported by Spain on supplies from Italy, while the most premium prices were reported on supplies from Poland.

Table 5. Average Imports Prices by Trade Partners, current US$ per 1 ton

Partner	2019	2020	2021	2022	2023	2024	Jan 24 - Jun 24	Jan 25 - Jun 25
China	16,908.0	33,728.1	39,949.4	25,351.2	22,850.2	23,747.9	22,676.0	23,872.3
Belgium	-	-	-	-	22,734.3	16,002.5	14,935.1	-
Italy	13,266.7	-	54,234.0	-	23,964.8	28,265.4	32,788.1	18,291.8
Poland	-	-	-	25,781.2	25,187.2	25,139.9	25,193.8	31,359.1
Netherlands	-	55,632.0	19,460.0	-	28,639.8	22,769.4	27,424.2	-
France	61,534.4	20,080.0	-	56,535.6	43,457.7	51,747.1	60,283.2	23,410.8
Portugal	-	-	42,186.8	3,751.6	-	44,826.8	35,259.8	-
Germany	-	18,593.1	248,759.5	-	-	11,659.0	10,556.8	29,018.7
United Kingdom	-	-	-	-	-	43,991.5	39,850.8	51,334.2
Türkiye	49,933.0	-	-	46,003.3	40,995.5	33,281.7	34,977.0	63,433.5
Czechia	-	-	-	-	-	23,514.9	-	-
Europe, not elsewhere specified	-	-	-	14,201.8	-	22,609.6	-	-
Austria	-	-	-	-	-	82,098.4	82,098.4	-
Morocco	-	-	14,760.8	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	1,143.0

Figure 42. Average Imports Prices by Key Trade Partners, current US$ per 1 ton



COMPETITION LANDSCAPE: VALUE TERMS

This section offers insights into major suppliers of the selected product to a particular country within the last 12 months. A tree-map chart is used to facilitate the identification and better visualization of primary competitors, illustrating market shares in US$ terms. Additionally, a diagram highlighting suppliers who experienced significant increases or decreases in market shares during the last 12 months complements the analysis. These are winners or losers from the market share perspective.

Figure 45. Country's Imports by Trade Partners in LTM period, current US$

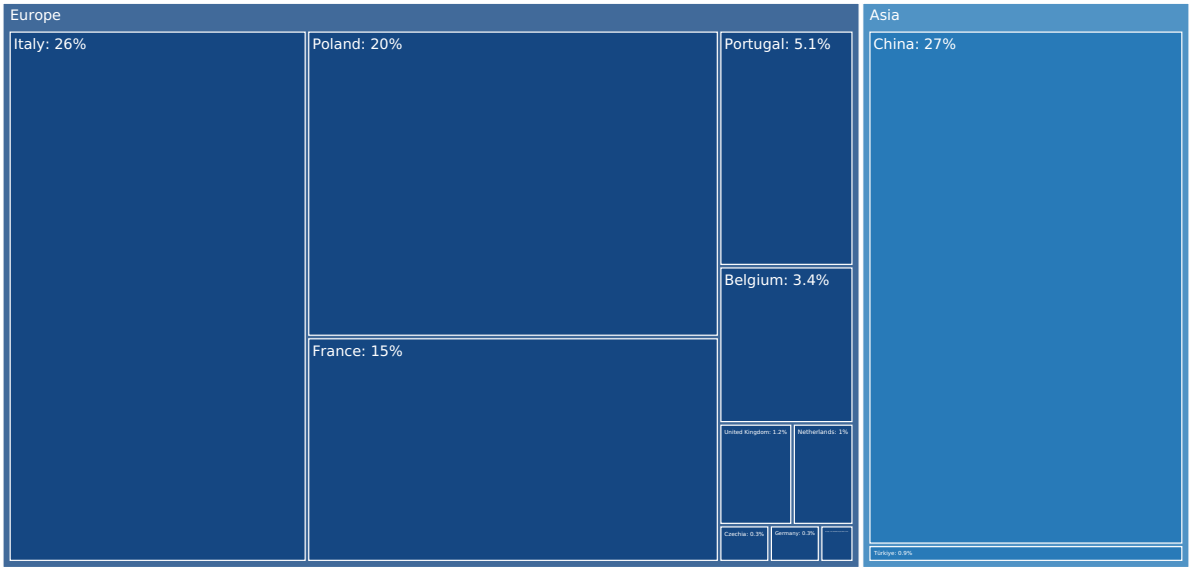


Figure 43. Contribution to Growth of Imports in LTM (July 2024 – June 2025),K US$

GROWTH CONTRIBUTORS

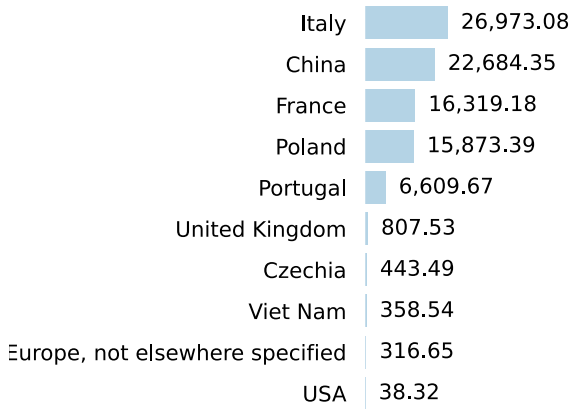
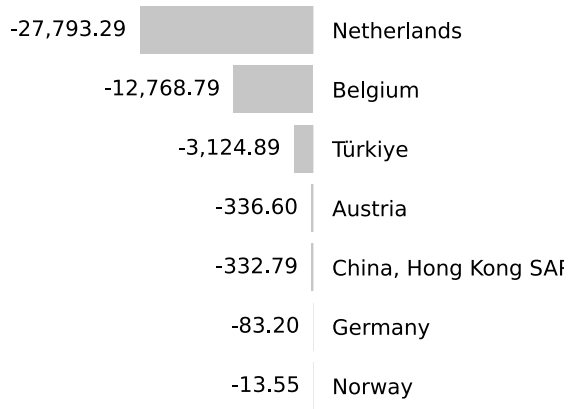


Figure 44. Contribution to Decline of Imports in LTM (July 2024 – June 2025),K US$

DECLINE CONTRIBUTORS



Total imports change in the period of LTM was recorded at 45,975.7 K US$

The charts show Top-10 countries with positive and negative contribution to the growth of imports of to in the period of LTM (July 2024 – June 2025 compared to July 2023 – June 2024).

COMPETITION LANDSCAPE: LTM CHANGES

The tables in this section show the imports by trade partners in last twelve months (LTM) period in terms value and their change compared to the same period 12 months before.

Out of top-15 largest supplying countries, the following trade partners of Spain were characterized by the highest increase of supplies of Electric buses by value: China, Italy and Poland.

Table 6. Country's Imports by Trade Partners in LTM period and its Change Compared to the Same Period 12 Months Before, current US$

Partner	PreLTM	LTM	Change, %
China	16,107.0	38,791.3	140.8
Italy	9,898.5	36,871.6	272.5
Poland	13,475.2	29,348.6	117.8
France	5,282.1	21,601.3	309.0
Portugal	784.2	7,393.9	842.9
Belgium	17,694.9	4,926.1	-72.2
United Kingdom	864.8	1,672.3	93.4
Netherlands	29,175.5	1,382.3	-95.3
Türkiye	4,365.3	1,240.4	-71.6
Germany	556.6	473.4	-15.0
Czechia	0.0	443.5	44,349.2
Europe, not elsewhere specified	0.0	316.6	31,664.7
Denmark	0.0	4.6	460.6
Austria	336.6	0.0	-100.0
Morocco	0.0	0.0	0.0
Others	**346.3**	**396.9**	**14.6**
Total	**98,887.0**	**144,862.7**	**46.5**

COMPETITION LANDSCAPE: VOLUME TERMS

This section offers insights into major suppliers of the selected product to a particular country within the last 12 months. A tree-map chart is used to facilitate the identification and better visualization of primary competitors, illustrating market shares in Ktons. Additionally, a diagram highlighting suppliers who experienced significant increases or decreases in market shares during the last 12 months complements the analysis. These are winners or losers from the market share perspective.

Figure 48. Country's Imports by Trade Partners in LTM period, tons

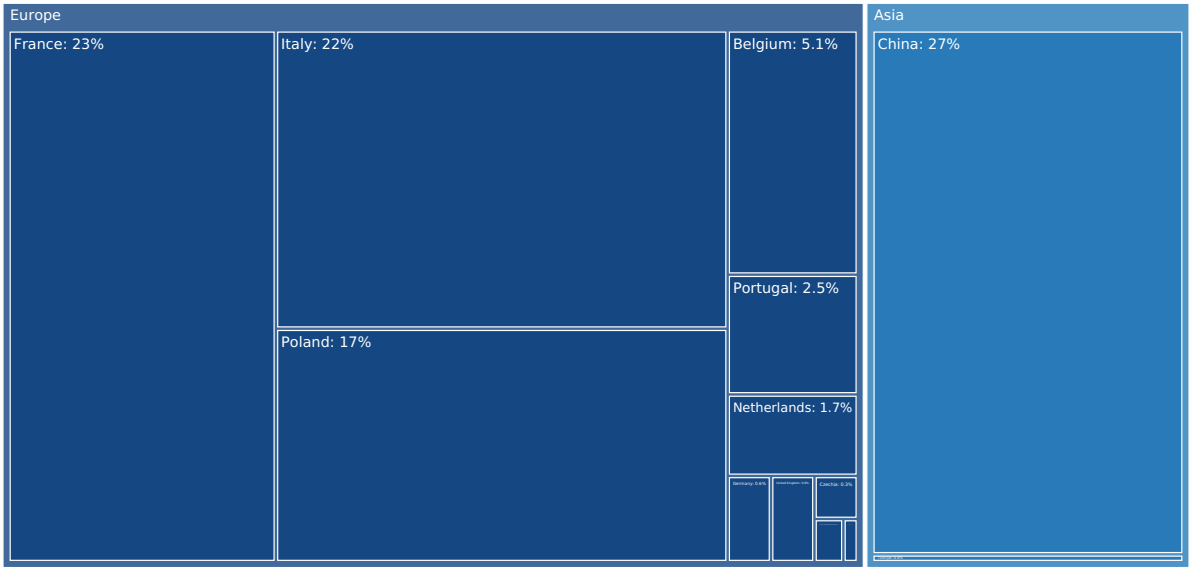


Figure 46. Contribution to Growth of Imports in LTM (July 2024 – June 2025), tons

GROWTH CONTRIBUTORS

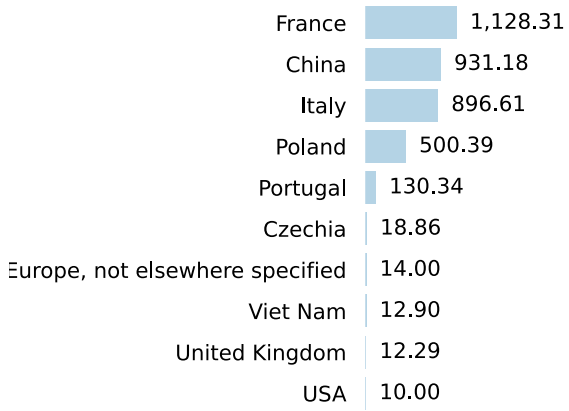
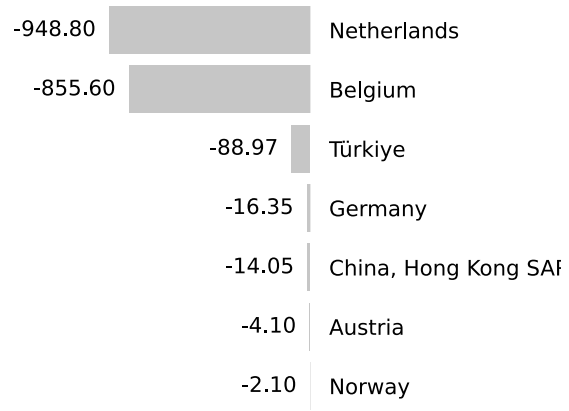


Figure 47. Contribution to Decline of Imports in LTM (July 2024 – June 2025), tons

DECLINE CONTRIBUTORS



Total imports change in the period of LTM was recorded at 1,728.94 tons

The charts show Top-10 countries with positive and negative contribution to the growth of imports of Electric buses to Spain in the period of LTM (July 2024 – June 2025 compared to July 2023 – June 2024).

COMPETITION LANDSCAPE: LTM CHANGES

The tables in this section show the imports by trade partners in last twelve months (LTM) period in terms volume and their change compared to the same period 12 months before.

Out of top-15 largest supplying countries, the following trade partners of Spain were characterized by the highest increase of supplies of Electric buses by volume: China, France and Italy.

Table 7. Country's Imports by Trade Partners in LTM period and its Change Compared to the Same Period 12 Months Before, tons

Partner	PreLTM	LTM	Change, %
China	722.6	1,653.7	128.9
France	271.2	1,399.5	416.0
Italy	427.8	1,324.4	209.6
Poland	536.1	1,036.5	93.3
Belgium	1,171.7	316.1	-73.0
Portugal	22.2	152.6	586.1
Netherlands	1,051.5	102.7	-90.2
Germany	53.3	37.0	-30.7
United Kingdom	21.7	34.0	56.6
Türkiye	115.9	26.9	-76.8
Czechia	0.0	18.9	1,886.0
Europe, not elsewhere specified	0.0	14.0	1,400.5
Denmark	0.0	4.0	403.0
Austria	4.1	0.0	-100.0
Morocco	0.0	0.0	0.0
Others	**16.2**	**22.9**	**41.8**
Total	**4,414.3**	**6,143.2**	**39.2**

COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

China

Figure 49. Y-o-Y Monthly Level Change of Imports from China to Spain, tons

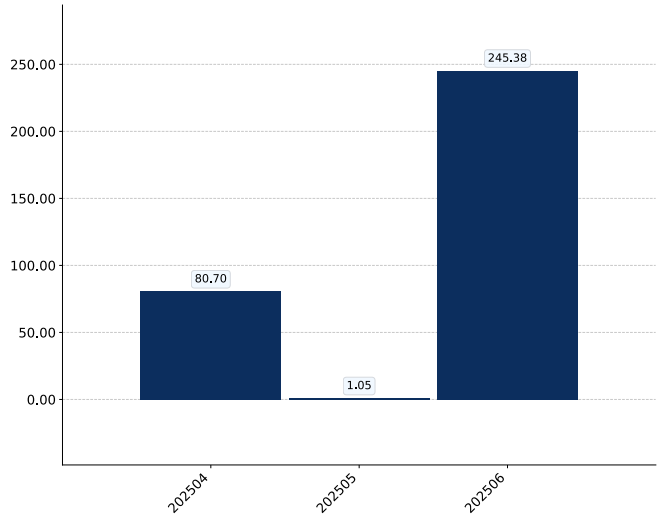


Figure 50. Y-o-Y Monthly Level Change of Imports from China to Spain, K US$

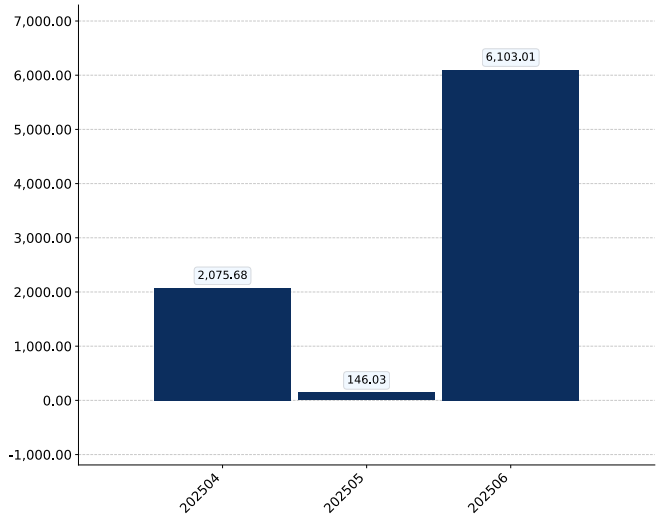
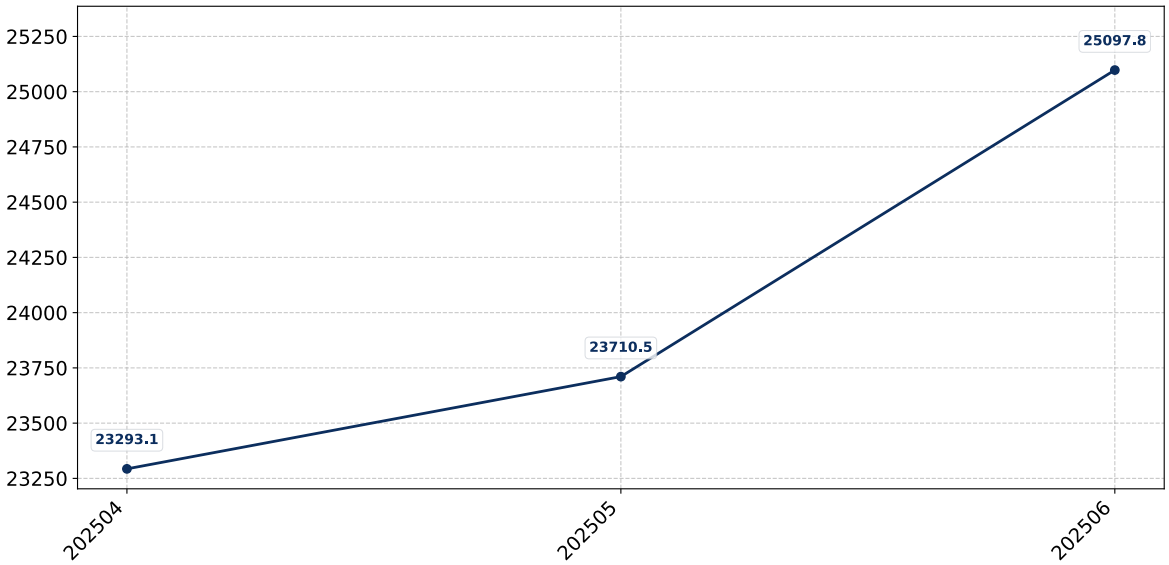


Figure 51. Average Monthly Proxy Prices on Imports from China to Spain, current US$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

Italy

Figure 52. Y-o-Y Monthly Level Change of Imports from Italy to Spain, tons

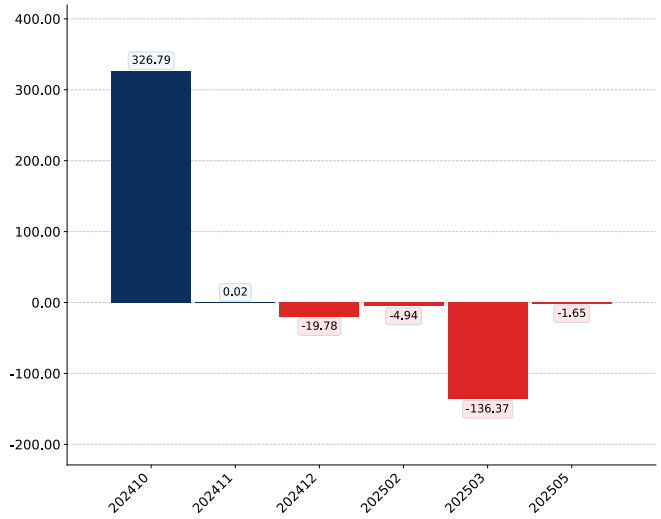


Figure 53. Y-o-Y Monthly Level Change of Imports from Italy to Spain, K US$

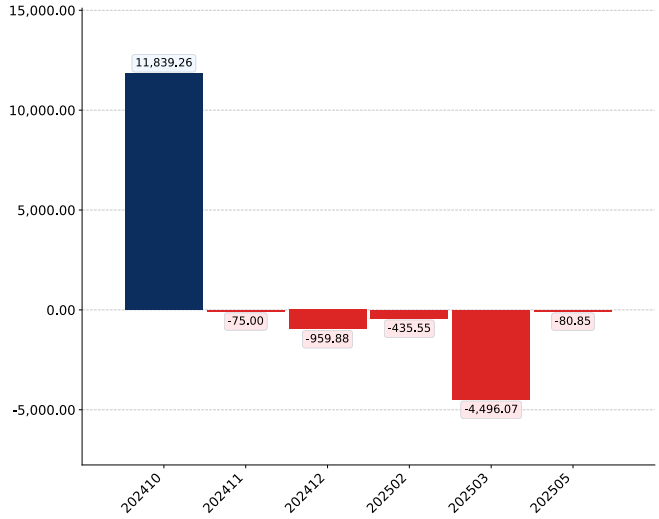
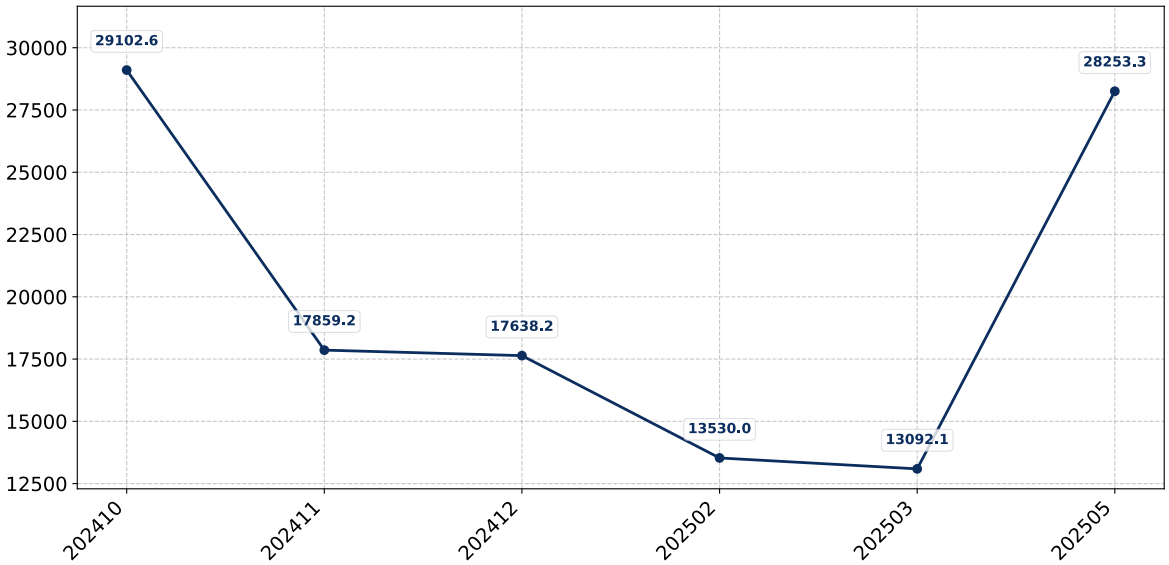


Figure 54. Average Monthly Proxy Prices on Imports from Italy to Spain, current US$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

France

Figure 55. Y-o-Y Monthly Level Change of Imports from France to Spain, tons

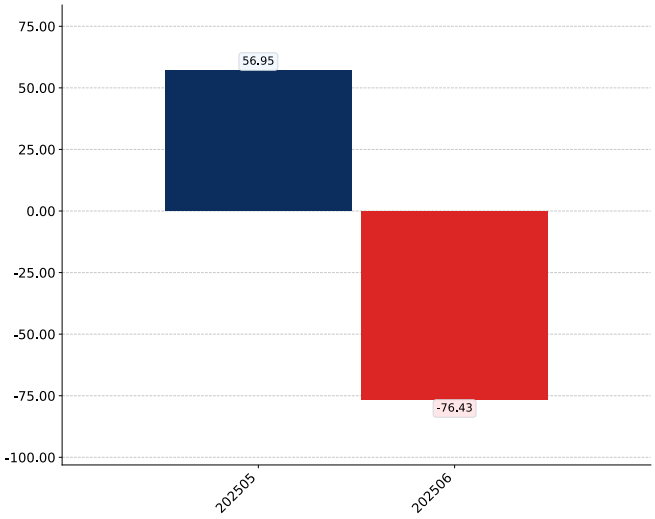


Figure 56. Y-o-Y Monthly Level Change of Imports from France to Spain, K US$

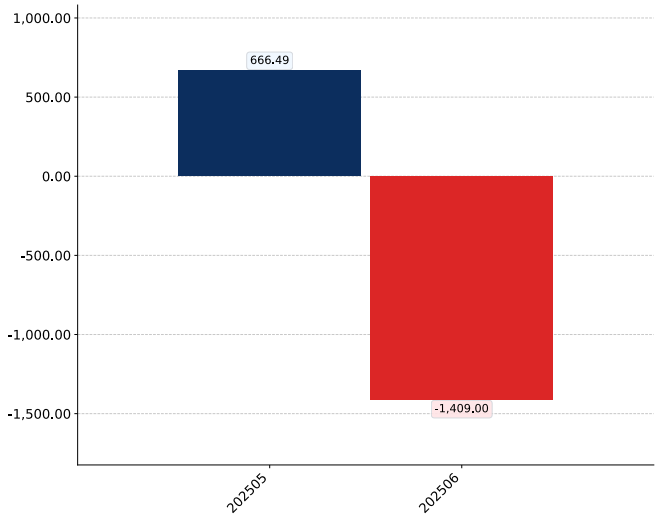
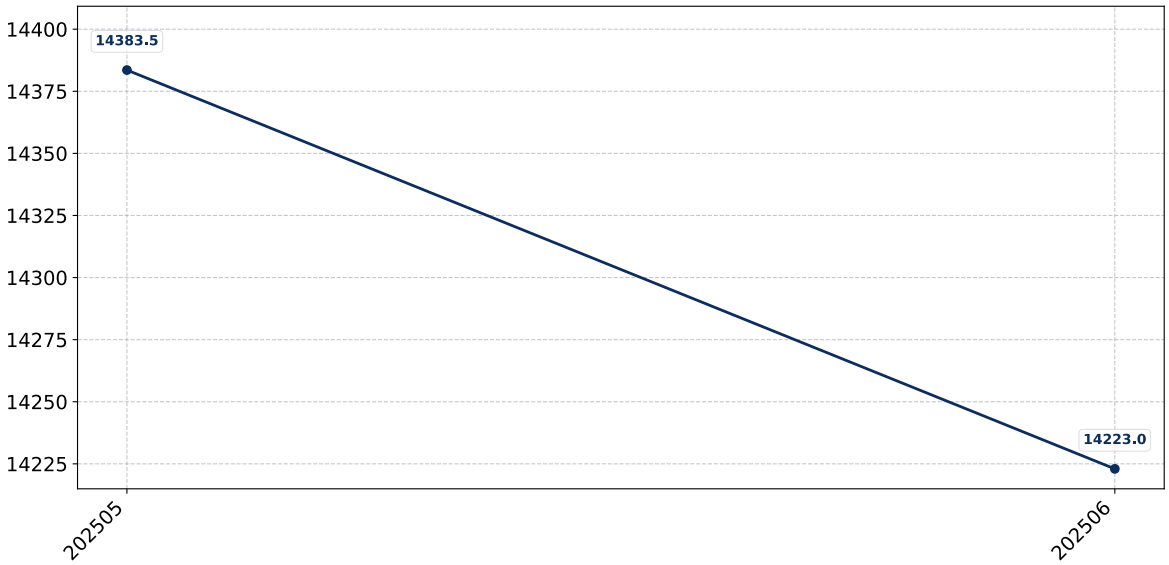


Figure 57. Average Monthly Proxy Prices on Imports from France to Spain, current US$/ton



COMPETITION LANDSCAPE: GROWTH CONTRIBUTORS

This section offers insights into trade flows of the country with its trade partners, that have recently increased the most their supplies. These are winners from the market share perspective.

Poland

Figure 58. Y-o-Y Monthly Level Change of Imports from Poland to Spain, tons

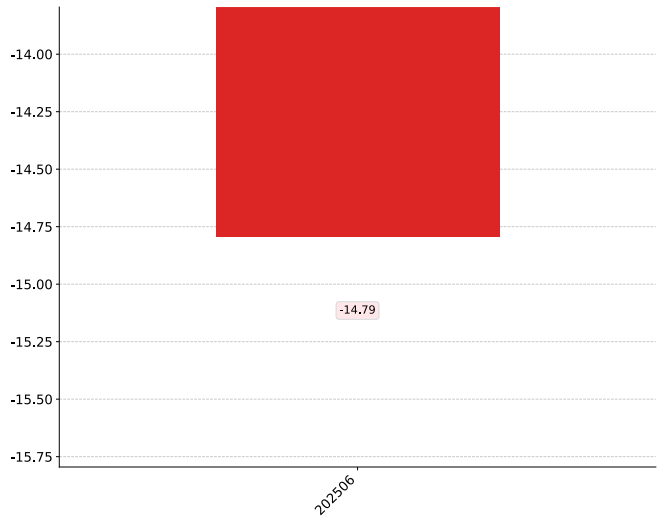


Figure 59. Y-o-Y Monthly Level Change of Imports from Poland to Spain, K US$

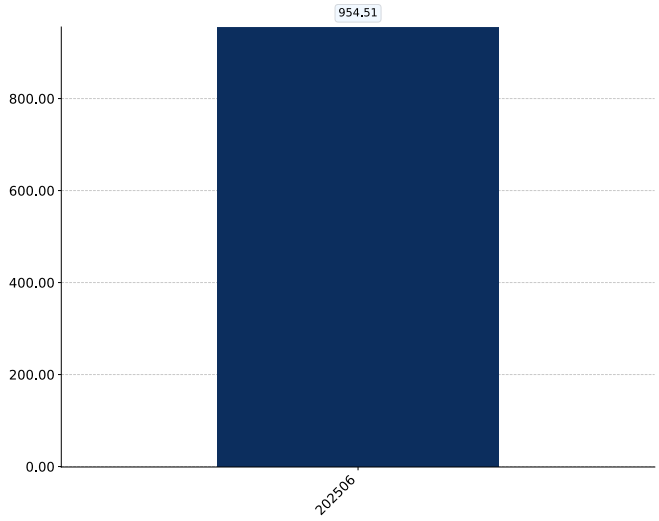
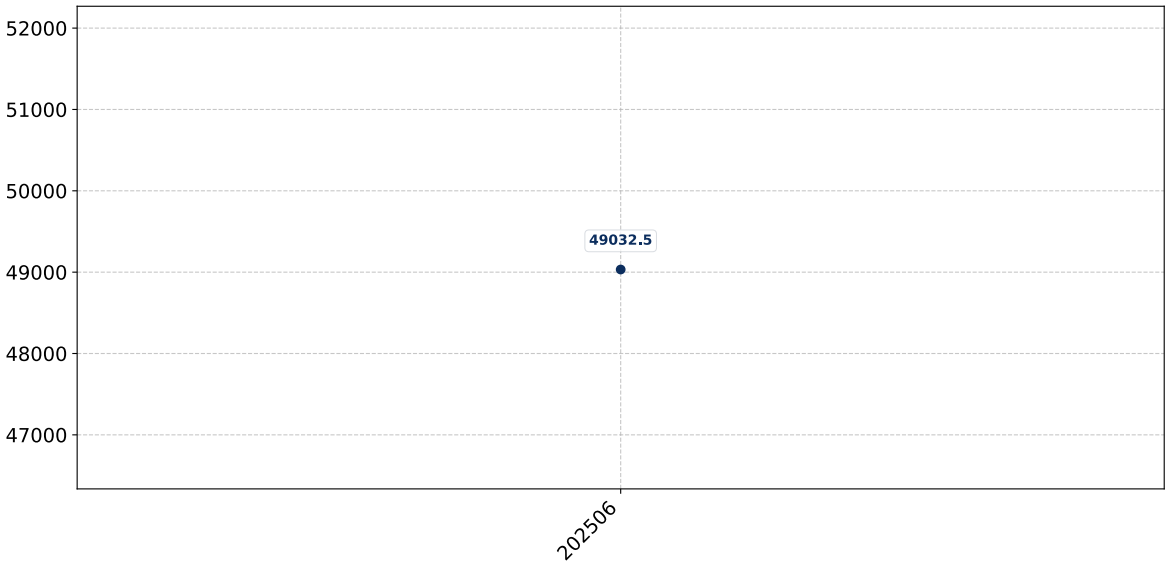


Figure 60. Average Monthly Proxy Prices on Imports from Poland to Spain, current US$/ton

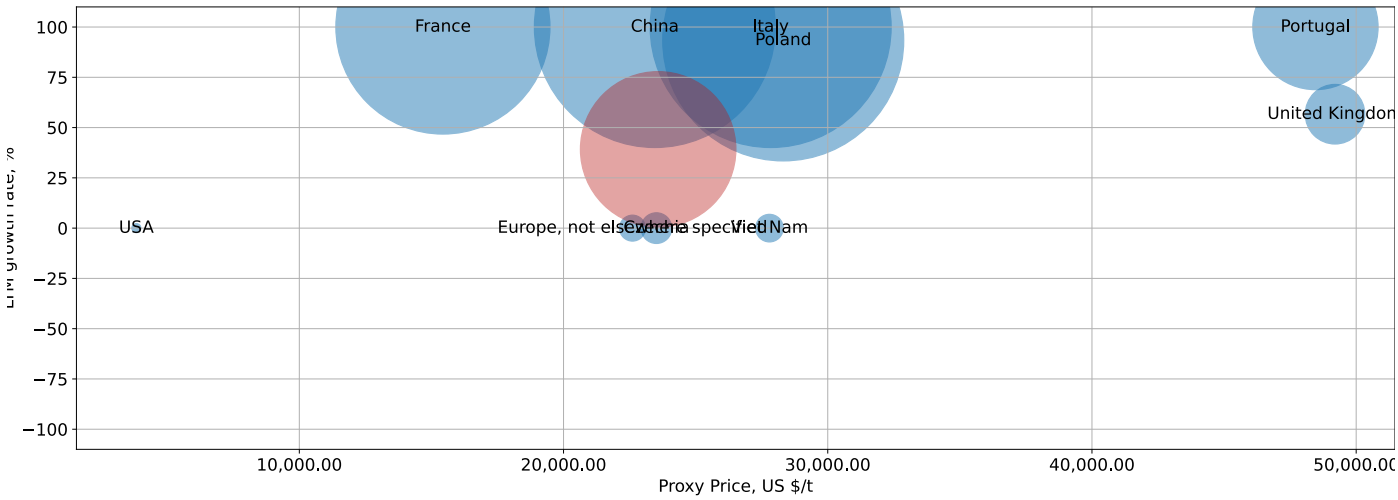


COMPETITION LANDSCAPE: CONTRIBUTORS TO GROWTH

This section presents information about the most successful exporters who managed to significantly increase their supplies over last 12 months. The upper-left corner of the chart highlights countries deemed the most aggressive competitors in the market. The horizontal axis measures the proxy price level offered by suppliers, the vertical axis portrays the growth rate of supplies in volume terms, and the bubble size indicates the extent at which a country-supplier contributed to the growth of imports. The chart encompasses the most recent data spanning the past 12 months.

Figure 61. Top suppliers-contributors to growth of imports of to Spain in LTM (winners)

Average Imports Parameters:
LTM growth rate = 39.17%
Proxy Price = 23,580.93 US$ / t



The chart shows the classification of countries who were among the greatest growth contributors in terms of supply of Electric buses to Spain:

- Bubble size depicts the volume of imports from each country to Spain in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Electric buses to Spain from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports of Electric buses to Spain from each country (in tons) in the period of LTM (July 2024 – June 2025) compared to the corresponding period a year before.
- Red Bubble represents a theoretical "average" country supplier out of the top-10 countries shown in the Chart.

Various factors may cause these 10 countries to increase supply of Electric buses to Spain in LTM. Some may be due to the growth of comparative advantages price wise, others may be related to higher quality or better trade conditions. Below is a list of countries, whose proxy price level of supply of Electric buses to Spain seemed to be a significant factor contributing to the supply growth:

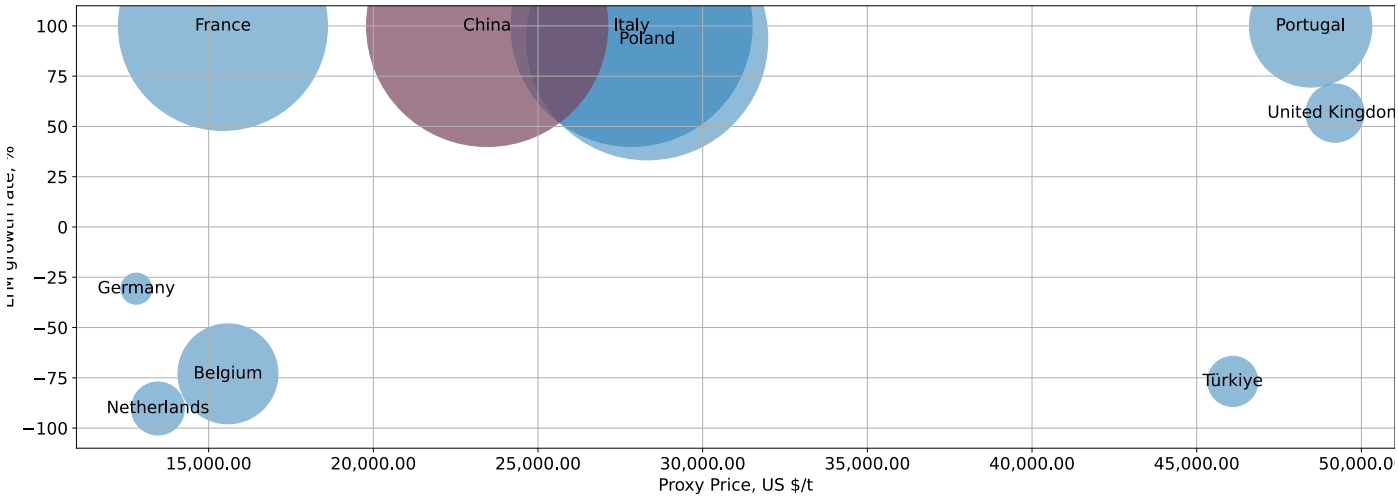
1. USA;
2. Europe, not elsewhere specified;
3. Czechia;
4. France;
5. China;

COMPETITION LANDSCAPE: TOP COMPETITORS

This section provides details about the primary exporters of a particular product to a designated country. To present a comprehensive view, a bubble-chart is employed, showcasing a country's position relative to others. It simultaneously utilizes three indicators: the horizontal axis measures the proxy price level provided by suppliers, the vertical axis indicates the market share growth rate, and the size of the bubble denotes the volume of imports from a country-supplier. Countries positioned in the upper-left corner of the chart are considered the most competitive players in the market. The chart includes the most recent data spanning the past 12 months.

Figure 62. Top-10 Supplying Countries to Spain in LTM (July 2024 – June 2025)

Total share of identified TOP-10 supplying countries in Spain's imports in US$-terms in LTM was 99.2%



The chart shows the classification of countries who are strong competitors in terms of supplies of Electric buses to Spain:

- Bubble size depicts market share of each country in total imports of Spain in the period of LTM (July 2024 – June 2025).
- Bubble's position on X axis depicts the average level of proxy price on imports of Electric buses to Spain from each country in the period of LTM (July 2024 – June 2025).
- Bubble's position on Y axis depicts growth rate of imports Electric buses to Spain from each country (in tons) in the period of LTM (July 2024 – June 2025) compared to the corresponding period a year before.
- Red Bubble represents the country with the largest market share.

COMPETITION LANDSCAPE: TOP COMPETITORS

This section focuses on competition among suppliers and includes a ranking of countries-exporters that are regarded as the most competitive within the last 12 months.

a) In US$-terms, the largest supplying countries of Electric buses to Spain in LTM (07.2024 - 06.2025) were:

1. China (38.79 M US$, or 26.78% share in total imports);
2. Italy (36.87 M US$, or 25.45% share in total imports);
3. Poland (29.35 M US$, or 20.26% share in total imports);
4. France (21.6 M US$, or 14.91% share in total imports);
5. Portugal (7.39 M US$, or 5.1% share in total imports);

b) Countries who increased their imports the most (top-5 contributors to total growth in imports in US $ terms) during the LTM period (07.2024 - 06.2025) were:

1. Italy (26.97 M US$ contribution to growth of imports in LTM);
2. China (22.68 M US$ contribution to growth of imports in LTM);
3. France (16.32 M US$ contribution to growth of imports in LTM);
4. Poland (15.87 M US$ contribution to growth of imports in LTM);
5. Portugal (6.61 M US$ contribution to growth of imports in LTM);

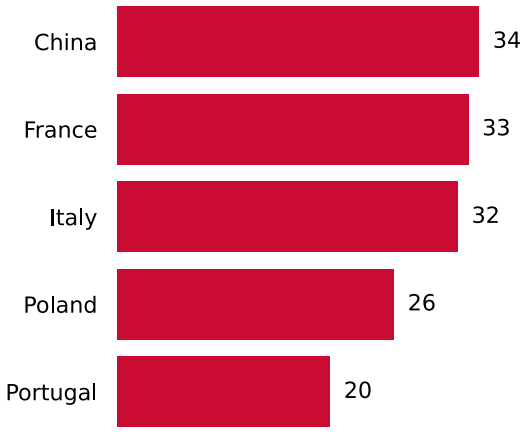
c) Countries whose price level of imports may have been a significant factor of the growth of supply (out of Top-10 contributors to growth of total imports):

1. USA (3,832 US$ per ton, 0.03% in total imports, and 0.0% growth in LTM);
2. Europe, not elsewhere specified (22,610 US$ per ton, 0.22% in total imports, and 0.0% growth in LTM);
3. Czechia (23,515 US$ per ton, 0.31% in total imports, and 0.0% growth in LTM);
4. France (15,434 US$ per ton, 14.91% in total imports, and 308.95% growth in LTM);
5. China (23,457 US$ per ton, 26.78% in total imports, and 140.84% growth in LTM);

d) Top-3 high-ranked competitors in the LTM period:

1. China (38.79 M US$, or 26.78% share in total imports);
2. France (21.6 M US$, or 14.91% share in total imports);
3. Italy (36.87 M US$, or 25.45% share in total imports);

Figure 63. Ranking of TOP-5 Countries - Competitors



The ranking is a cumulative value of 4 parameters, with the maximum possible score of 40 points. For more information on the methodology, refer to the "Methodology" section.

7

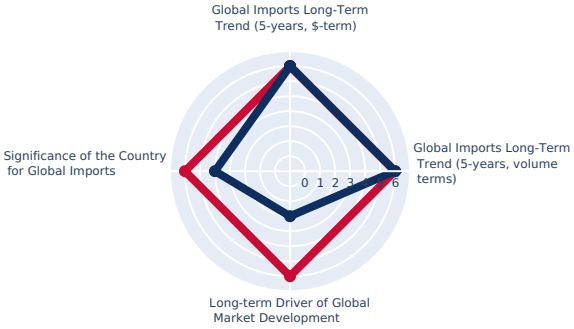
CONCLUSIONS

EXPORT POTENTIAL: RANKING RESULTS -1

Component 1: Long-term trends of Global Demand for Imports

Max Score: 24

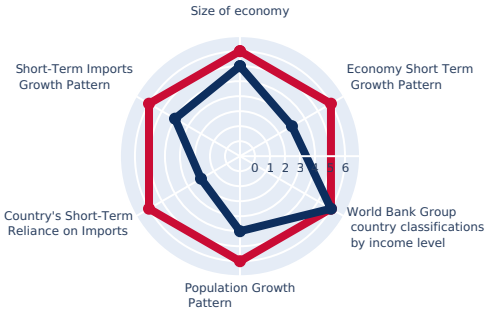
Country Score: 18



Component 2: Strength of the Demand for Imports in the selected country

Max Score: 36

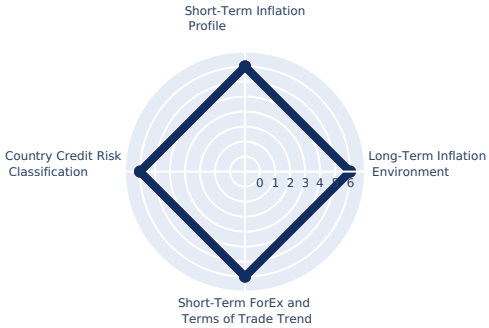
Country Score: 24



Component 3: Macroeconomic risks for Imports to the selected country

Max Score: 24

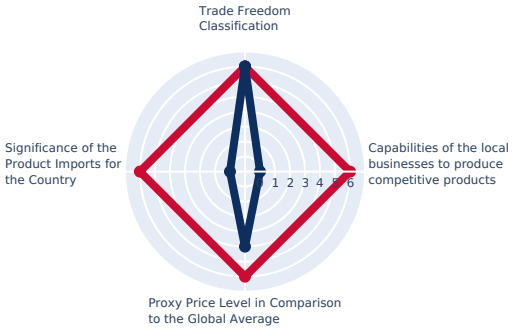
Country Score: 24



Component 4: Market entry barriers and domestic competition pressures for imports of the good

Max Score: 24

Country Score: 10

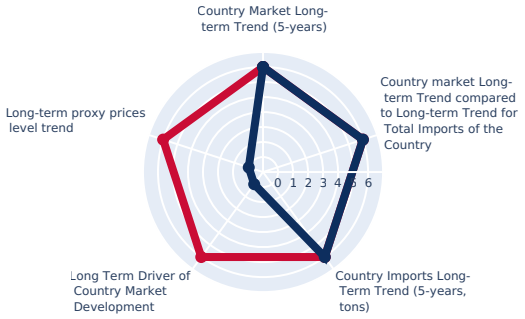


EXPORT POTENTIAL: RANKING RESULTS -2

Component 5: Long-term trends of Country Market

Max Score: 30

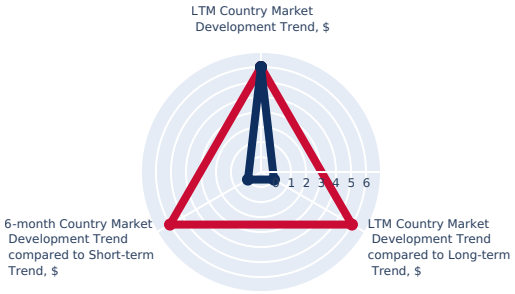
Country Score: 18



Component 6: Short-term trends of Country Market, US$-terms

Max Score: 18

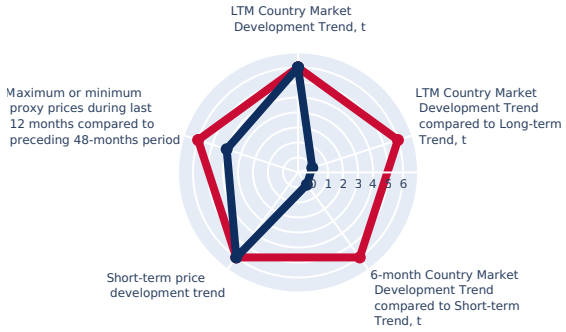
Country Score: 6



Component 7: Short-term trends of Country Market, volumes and proxy prices

Max Score: 30

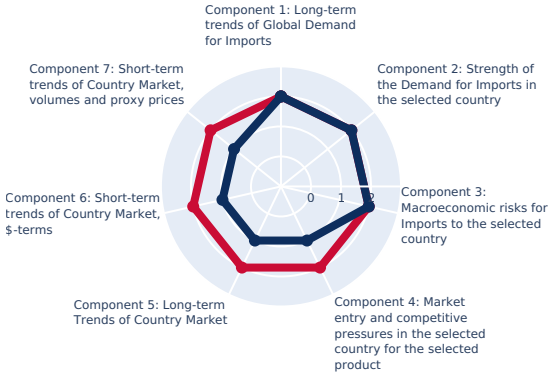
Country Score: 16



Aggregated Country Ranking

Max Score: 14

Country Score: 10



Conclusion: Based on this estimation, the entry potential of this product market can be defined as suggesting relatively good chances for successful market entry.

MARKET VOLUME THAT MAY BE CAPTURED BY A NEW SUPPLIER IN MID-TERM

This concluding section provides an assessment of the attractiveness level of the chosen country for suppliers. It also includes estimations of the market volume that suppliers can potentially fill, represented in both US$ and Ktons.

Conclusion:

Based on recent imports dynamics and high-level analysis of the competition landscape, imports of Electric buses by Spain may be expanded to the extent of 1,814.1 K US$ monthly, that may be captured by suppliers in a short-term.

This estimation holds possible should any significant competitive advantages have been gained.

A high-level estimation of a share of imports of Electric buses by Spain that may be captured by a new supplier or by existing market player in the upcoming short-term period of 6-12 months, includes two major components:

- **Component 1: Potential imports volume supported by Market Growth.** This is a market volume that can be captured by supplier as an effect of the trend related to market growth.
- **Component 2: Expansion of imports due to increase of Competitive Advantages of suppliers.** This is a market volume that can be captured by suppliers with strong competitive advantages, whether price wise or another, more specific and sustainable competitive advantages.

Below is an estimation of supply volumes presented separately for both components. In addition, an integrated component was added to estimate total potential supply of Electric buses to Spain.

Estimation of Component 1 of Volume of Potential Supply, which is supported by Market Growth

24-months development trend (volume terms), monthly growth rate	2.82 %
Estimated monthly imports increase in case the trend is preserved	173.24 tons
Estimated share that can be captured from imports increase	9.9 %
Potential monthly supply (based on the average level of proxy prices of imports)	404.43 K US$

Estimation of Component 2 of Volume of Potential Supply, which is supported by Competitive Advantages

The average imports increase in LTM by top-5 contributors to the growth of imports	717.37 tons
Estimated monthly imports increase in case of completive advantages	59.78 tons
The average level of proxy price on imports of 870240 in Spain in LTM	23,580.93 US$/t
Potential monthly supply based on the average level of proxy prices on imports	1,409.67 K US$

Integrated Estimation of Volume of Potential Supply

Component 1. Supply supported by Market Growth	Yes	404.43 K US$
Component 2. Supply supported by Competitive Advantages	1,409.67 K US$	
Integrated estimation of market volume that may be added each month	1,814.1 K US$	

Note: Component 2 works only in case there are strong competitive advantages in comparison to the largest competitors and top growing suppliers.

8

LIST OF COMPANIES

LIST OF COMPANIES: DISCLAIMER

This section presents lists of companies generated with the assistance of Google's Gemini AI model. The objective is to help identify potential exporters and buyers of the product under analysis in the country under investigation. These AI-generated insights are designed to complement trade statistics, providing an additional layer of micro-level business intelligence for more informed market entry and partnership decisions.

AI-Generated Content Notice: This list of companies has been generated using Google's Gemini AI model. While we've made efforts to ensure accuracy, the information may contain errors or omissions. We recommend verifying critical details through additional sources before making business decisions based on this data.

Data and Sources:

The company data presented in this section is generated by Google's Gemini AI model based on the product and market parameters provided. The AI analyzes various public sources including company websites, industry reports, business directories, and market databases to identify relevant exporters and buyers. However, this information should be considered as a starting point for further research rather than definitive market intelligence.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

BYD Auto Industry Company Limited

Revenue 83,000,000,000$

Website: https://www.byd.com/

Country: China

Nature of Business: Integrated technology company, manufacturer of new energy vehicles (NEVs), including electric buses and coaches.

Product Focus & Scale: Focuses on a diverse portfolio of electric buses (8m to 18m) and coaches for urban, intercity, and tourism applications. Exports are substantial, with electric buses operating in over 300 cities across more than 50 countries.

Operations in Importing Country: Significant presence in Spain, with electric buses delivered to cities like Madrid, Barcelona, and Badalona. Supported by a European headquarters and service network, actively participates in Spanish public transport tenders.

Ownership Structure: Publicly traded company (HKEX: 1211, SZSE: 002594)

COMPANY PROFILE

BYD Auto Industry Company Limited, headquartered in Shenzhen, China, is a global leader in new energy vehicles (NEVs), including electric buses, coaches, and commercial vehicles. As a subsidiary of BYD Company Limited, a publicly traded multinational conglomerate, BYD operates as an integrated technology company with a strong focus on electric mobility solutions. Its business model encompasses research, development, manufacturing, and sales of a wide range of electric vehicles, batteries, and related components, positioning it as a comprehensive provider in the electric public transport sector. The company's product focus includes a diverse portfolio of electric buses, ranging from 8-meter to 18-meter articulated models, and electric coaches, designed for urban, intercity, and tourism applications. BYD's scale of exports is substantial, with its electric buses operating in over 300 cities across more than 50 countries and regions worldwide, making it one of the largest electric bus manufacturers globally by production volume and international presence. The company's strategic emphasis on vertical integration, from battery production to vehicle assembly, allows for significant control over quality and cost, supporting its aggressive global expansion. BYD has established a significant presence in the European market, including Spain, through direct sales, partnerships, and local assembly operations. The company has delivered numerous electric buses to Spanish cities, including Madrid, Barcelona, and Badalona, contributing to the electrification of public transport fleets across the country. This presence is supported by a dedicated European headquarters and service network, ensuring after-sales support and technical assistance. BYD's long-term strategy involves deepening its market penetration in key European countries by offering tailored electric vehicle solutions and strengthening its local service infrastructure. The company actively participates in European tenders for public transport electrification, demonstrating its commitment to the Spanish market. BYD Company Limited is a publicly traded company listed on the Hong Kong Stock Exchange (HKEX: 1211) and the Shenzhen Stock Exchange (SZSE: 002594), with a diverse ownership structure including institutional investors and its founder, Wang Chuanfu. The company's approximate revenue for 2023 was reported to be around 602.3 billion CNY (approximately 83 billion USD), reflecting its massive scale across various new energy sectors. The management board includes Wang Chuanfu as Chairman and President, and Stella Li as Executive Vice President of BYD and CEO of BYD Americas, among other key executives. In recent export-related activity, BYD continued to expand its electric bus deliveries across Europe in 2023-2024, with notable orders and deliveries to various public transport operators. While specific recent deals directly with Spain for the last 12 months might not always be individually highlighted in global news, BYD's consistent participation in European tenders and ongoing deliveries to existing clients, including those in Spain, underscore its continuous export activity. For instance, BYD has been a key supplier for EMT Madrid's electric bus fleet expansion, with deliveries continuing into 2023 and 2024 as part of their long-term electrification strategy.

GROUP DESCRIPTION

BYD Company Limited is a Chinese multinational conglomerate specializing in automobiles, rail transit, new energy, and electronics. It is the world's largest manufacturer of electric vehicles and rechargeable batteries.

MANAGEMENT TEAM

- Wang Chuanfu (Chairman and President)
- Stella Li (Executive Vice President of BYD and CEO of BYD Americas)

RECENT NEWS

> BYD continued to expand its electric bus deliveries across Europe in 2023-2024, including ongoing contributions to EMT Madrid's fleet electrification. The company has been actively securing new orders and fulfilling existing ones for electric buses in various European cities, reinforcing its position as a leading supplier in the region.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Yutong Bus Co., Ltd.

Revenue 3,850,000,000$

Website: https://en.yutong.com/

Country: China

Nature of Business: Manufacturer of buses and coaches, with a strong focus on new energy vehicles.

Product Focus & Scale: Produces a wide range of electric buses and coaches for city, intercity, and specialized applications. Exports to over 100 countries and regions, holding a significant global market share.

Operations in Importing Country: Actively expanding in the European market, including Spain, through tenders and partnerships. Supports operations via a sales and service network, collaborating with local distributors.

Ownership Structure: Publicly traded company (SSE: 600066)

COMPANY PROFILE

Yutong Bus Co., Ltd., based in Zhengzhou, China, is one of the world's largest bus and coach manufacturers. The company operates as a comprehensive enterprise integrating research and development, manufacturing, and sales of various types of buses and coaches, including a significant focus on new energy vehicles. Yutong's business model is centered on providing complete public transport solutions, from vehicle supply to after-sales service and intelligent transport systems. Its product focus spans a wide range of electric buses and coaches, including city buses, intercity coaches, and specialized vehicles, designed to meet diverse operational requirements. Yutong's scale of exports is immense, with its vehicles sold in over 100 countries and regions across six continents, accumulating a global market share that positions it as a dominant player in the international bus industry. The company is known for its advanced manufacturing capabilities and commitment to technological innovation in electric vehicle development. Yutong has been actively expanding its footprint in the European market, including Spain, by participating in tenders and establishing partnerships with local operators. While not having a direct manufacturing presence in Spain, Yutong supports its European operations through a robust sales and service network, often collaborating with local distributors or agents. The company has secured significant orders for electric buses in various European cities, demonstrating its capability to meet stringent European standards and operational demands. Its strategy for the Spanish market involves offering competitive electric bus models and comprehensive after-sales support to facilitate the transition to electric public transport. Zhengzhou Yutong Bus Co., Ltd. is a publicly listed company on the Shanghai Stock Exchange (SSE: 600066). Its ownership structure is primarily domestic Chinese, with a mix of state-owned and institutional investors. The company reported an operating revenue of approximately 27.98 billion CNY (around 3.85 billion USD) in 2023. The management team includes Tang Yuxiang as Chairman and President, leading the company's strategic direction and global expansion efforts. In recent export-related news, Yutong continued to strengthen its presence in the European electric bus market in 2023-2024. While specific large-scale orders for Spain in the last 12 months might not be individually publicized, Yutong has consistently delivered electric buses to various European countries, including France, the UK, and Nordic countries, indicating its ongoing export momentum in the region. The company frequently highlights its successful deployments in major European cities as part of its global marketing efforts, reinforcing its commitment to the European electric bus market, which includes Spain.

MANAGEMENT TEAM

- Tang Yuxiang (Chairman and President)

RECENT NEWS

> Yutong continued to strengthen its presence in the European electric bus market in 2023-2024, with ongoing deliveries to various European countries. The company actively participates in tenders and showcases its electric bus technology at international trade fairs, reinforcing its export strategy for the region, including Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

King Long United Automotive Industry Co., Ltd.

No turnover data available

Website: https://www.king-long.com/

Country: China

Nature of Business: Manufacturer of buses, coaches, and vans, with a focus on new energy vehicles.

Product Focus & Scale: Produces a comprehensive range of electric city buses, intercity coaches, and minibuses. Exports to over 140 countries and regions worldwide.

Operations in Importing Country: Actively exporting electric buses to Europe, including Spain, through local distributors and agents. Electric buses deployed in various European cities, complying with European standards.

Ownership Structure: State-owned enterprise (primary shareholder: Fujian Motors Group Co., Ltd.)

COMPANY PROFILE

King Long United Automotive Industry Co., Ltd., commonly known as King Long, is a prominent Chinese bus and coach manufacturer based in Xiamen, Fujian province. Established in 1988, King Long operates as a large-scale enterprise specializing in the research, development, manufacturing, and sales of various types of buses, coaches, and vans. Its business model focuses on providing diverse transport solutions for public transport, tourism, and commercial applications, with an increasing emphasis on new energy vehicles. The company's product focus includes a comprehensive range of electric city buses, intercity coaches, and minibuses, designed to meet different passenger capacities and operational demands. King Long's scale of exports is significant, with its vehicles sold in over 140 countries and regions worldwide, establishing a strong international presence and contributing substantially to China's automotive exports. The company is recognized for its robust product quality and competitive pricing, which have facilitated its global market penetration. King Long has been actively exporting its electric buses to Europe, including Spain, for several years. While it does not have a direct manufacturing facility in Spain, the company works with local distributors and agents to manage sales, after-sales service, and parts supply. King Long electric buses have been deployed in various European cities, demonstrating their compliance with European standards and operational efficiency. The company's strategy for the Spanish market involves offering a range of electric public transport vehicles that are adaptable to local urban and intercity requirements, supported by a growing service network. King Long aims to capitalize on the increasing demand for sustainable transport solutions in Spain. King Long United Automotive Industry Co., Ltd. is a state-owned enterprise, with its primary shareholder being Fujian Motors Group Co., Ltd. The company's approximate annual revenue is typically in the range of several billion USD, though specific recent figures for 2023 are not always publicly detailed for the private entity. The management board includes key executives responsible for international business development and manufacturing operations, such as Guo Renxiang (Chairman) and Zhang Bin (General Manager). In recent export-related activity, King Long continued to secure orders for electric buses in various international markets in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely reported, King Long has consistently delivered electric buses to European countries, including Italy and France, as part of its ongoing export strategy. The company frequently showcases its latest electric bus models at international exhibitions, signaling its continued commitment to expanding its global footprint, which includes the Spanish market.

MANAGEMENT TEAM

- Guo Renxiang (Chairman)
- Zhang Bin (General Manager)

RECENT NEWS

King Long continued to secure orders for electric buses in various international markets in 2023-2024, including deliveries to European countries. The company actively participates in international exhibitions to promote its electric vehicle range and expand its global presence.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

CRRC Electric Vehicle Co., Ltd.

Revenue 31,400,000,000$

Website: https://www.crrcgc.cc/ev/en

Country: China

Nature of Business: Manufacturer of electric buses and commercial vehicles, subsidiary of CRRC Corporation Limited.

Product Focus & Scale: Produces a wide array of electric city buses and coaches. Exports to numerous countries across Asia, Africa, South America, and Europe.

Operations in Importing Country: Making inroads into the European market, including Spain, through tenders. Has delivered electric buses to several European cities, demonstrating compliance with European standards.

Ownership Structure: State-owned enterprise (subsidiary of CRRC Corporation Limited)

COMPANY PROFILE

CRRC Electric Vehicle Co., Ltd. (CRRC EV), a subsidiary of the state-owned CRRC Corporation Limited, is a leading Chinese manufacturer of electric buses and commercial vehicles. Headquartered in Zhuzhou, Hunan Province, CRRC EV leverages the extensive engineering and manufacturing capabilities of its parent company, which is the world's largest rolling stock manufacturer. The company's business model focuses on the research, development, production, and sales of new energy commercial vehicles, particularly electric buses, and their core components. CRRC EV aims to provide integrated solutions for urban public transport, emphasizing technological innovation and sustainable mobility. Its product focus includes a wide array of electric city buses, ranging from standard to articulated models, as well as electric coaches, designed for high performance and energy efficiency. The scale of CRRC EV's exports has been steadily growing, with its electric buses deployed in numerous countries across Asia, Africa, South America, and Europe, contributing to the global adoption of electric public transport. CRRC EV has been making inroads into the European market, including Spain, by participating in international tenders and showcasing its electric bus technology. While a direct, permanent operational presence in Spain is not as extensive as some competitors, CRRC EV has delivered electric buses to several European cities, demonstrating its capability to meet the continent's stringent technical and environmental standards. The company's strategy for the Spanish market involves offering advanced electric bus models that are competitive in terms of technology, performance, and cost, supported by a growing network of service partners. CRRC EV aims to establish long-term relationships with public transport operators in Spain as they transition to electric fleets. CRRC Electric Vehicle Co., Ltd. is a subsidiary of CRRC Corporation Limited, a state-owned enterprise listed on the Shanghai Stock Exchange (SSE: 601766) and the Hong Kong Stock Exchange (HKEX: 1766). The financial performance of CRRC EV is consolidated within the broader CRRC Group, which reported a revenue of approximately 227.9 billion CNY (around 31.4 billion USD) in 2023. The management team of CRRC EV includes key executives overseeing its new energy vehicle division, such as Zhou Qinghe (Chairman of CRRC Corporation Limited) and other leaders specific to the EV subsidiary. In recent export-related activity, CRRC EV continued to expand its international deliveries of electric buses in 2023-2024. The company has announced various orders and deployments in different global regions, including some European countries, as part of its strategic push for international market share. While specific recent deals for Spain in the last 12 months might not be individually highlighted, CRRC EV's consistent participation in international trade shows and its focus on European market entry indicate ongoing efforts to secure new export opportunities in countries like Spain.

GROUP DESCRIPTION

CRRC Corporation Limited is a Chinese state-owned rolling stock manufacturer, the world's largest by revenue. It produces locomotives, railway vehicles, and urban rail transit vehicles, with CRRC EV focusing on new energy commercial vehicles.

MANAGEMENT TEAM

- Zhou Qinghe (Chairman of CRRC Corporation Limited)

RECENT NEWS

> CRRC EV continued to expand its international deliveries of electric buses in 2023-2024, securing orders and deployments in various global regions, including some European countries. The company actively participates in international trade shows to promote its electric vehicle technology.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Ankai Bus (Anhui Ankai Automobile Co., Ltd.)

Revenue 250,000,000$

Website: http://www.ankai.com/en/

Country: China

Nature of Business: Manufacturer of buses and coaches, with a significant portfolio of new energy vehicles.

Product Focus & Scale: Produces various types of electric city buses, intercity coaches, and school buses. Exports to over 100 countries and regions worldwide.

Operations in Importing Country: Actively exporting electric buses to Europe, including Spain, through local partners and distributors. Electric buses deployed in various European cities, complying with European standards.

Ownership Structure: Publicly traded company (SZSE: 000615), subsidiary of JAC Group (state-owned enterprise)

COMPANY PROFILE

Anhui Ankai Automobile Co., Ltd., commonly known as Ankai Bus, is a major Chinese bus manufacturer based in Hefei, Anhui Province. Established in 1997, Ankai is a subsidiary of JAC Group, a prominent Chinese state-owned automobile manufacturer. Ankai's business model focuses on the research, development, manufacturing, and sales of a wide range of buses and coaches, including a significant and growing portfolio of new energy vehicles. The company is committed to providing high-quality, safe, and environmentally friendly public transport solutions. Its product focus includes various types of electric city buses, intercity coaches, and school buses, designed to meet diverse market demands and operational environments. Ankai's scale of exports is considerable, with its vehicles sold in over 100 countries and regions worldwide, including developed markets in Europe and North America, establishing a global presence for Chinese bus manufacturing. Ankai has been actively exporting its electric buses to the European market, including Spain, for several years. While it does not maintain a direct manufacturing presence in Spain, Ankai works with local partners and distributors to facilitate sales, provide after-sales service, and ensure parts availability. Ankai electric buses have been deployed in various European cities, demonstrating their compliance with European technical and safety standards. The company's strategy for the Spanish market involves offering competitive electric bus models that are adaptable to local urban and intercity transport needs, supported by a growing service network. Ankai aims to contribute to the electrification of public transport fleets in Spain. Anhui Ankai Automobile Co., Ltd. is a publicly listed company on the Shenzhen Stock Exchange (SZSE: 000615) and is a subsidiary of JAC Group, a state-owned enterprise. The company's approximate revenue for 2023 was around 1.8 billion CNY (approximately 250 million USD). The management board includes key executives such as Wang Jiang (Chairman) and other leaders overseeing the company's operations and international business. In recent export-related activity, Ankai continued to expand its international deliveries of electric buses in 2023-2024. The company has announced various orders and deployments in different global regions, including some European countries, as part of its strategic push for international market share. While specific recent deals for Spain in the last 12 months might not be individually highlighted, Ankai's consistent participation in international trade shows and its focus on European market entry indicate ongoing efforts to secure new export opportunities in countries like Spain.

GROUP DESCRIPTION

JAC Group (Jianghuai Automobile Group Corp., Ltd.) is a Chinese state-owned automobile manufacturer that produces passenger cars, commercial vehicles, and buses.

MANAGEMENT TEAM

- Wang Jiang (Chairman)

RECENT NEWS

> Ankai continued to expand its international deliveries of electric buses in 2023-2024, securing orders and deployments in various global regions, including some European countries. The company actively participates in international trade shows to promote its electric vehicle technology.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Heuliez Bus (Iveco Group N.V.)

Revenue 17,500,000,000$

Website: https://www.iveco.com/iveco-bus/en-us/Pages/home-page.aspx

Country: France

Nature of Business: Manufacturer of urban buses, with a strong focus on alternative energy powertrains, including electric.

Product Focus & Scale: Produces a comprehensive lineup of electric city buses (GX 337 ELEC, GX 437 ELEC), articulated buses, and minibuses. Significant operations within the European market, widely deployed across France and exported to other European countries.

Operations in Importing Country: Strong and established presence in Spain, being a significant supplier to Spanish public transport operators through Iveco Bus's network. Heuliez electric buses have been instrumental in the electrification of Spanish urban fleets.

Ownership Structure: Brand of Iveco Bus, part of Iveco Group (publicly traded company)

COMPANY PROFILE

Heuliez Bus is a French brand of Iveco Bus, which is part of Iveco Group N.V., a global leader in commercial and special vehicles. Headquartered in Rorthais, France, Heuliez Bus specializes in the design and manufacturing of urban buses, with a strong focus on alternative energy powertrains, including electric and natural gas. The company leverages the extensive R&D and manufacturing capabilities of the broader Iveco Group, ensuring high-quality production and technological innovation. Its business model is centered on providing sustainable mobility solutions tailored for urban environments. The product focus includes a comprehensive lineup of electric city buses (e.g., GX 337 ELEC, GX 437 ELEC), articulated buses, and minibuses, designed for efficient and environmentally friendly public transport. The scale of Heuliez Bus's operations is significant within the European market, with its vehicles widely deployed across France and exported to other European countries, making it a key player in the continent's electric bus sector. Heuliez Bus, as part of Iveco Bus, has a strong and established presence in Spain, being a significant supplier to Spanish public transport operators. The company benefits from Iveco Bus's well-established sales and service network across the country, providing direct support to its customers. Heuliez electric buses have been instrumental in the electrification of Spanish urban fleets, with numerous orders and deliveries to major cities. Its strategy for the Spanish market involves continuous innovation in electric vehicle technology, offering tailored solutions to meet the specific needs of Spanish transport authorities and operators, and strengthening its after-sales support. The company's commitment to the Spanish market is evident through its consistent participation in tenders and its role in modernizing the country's public transport infrastructure. Heuliez Bus is a brand of Iveco Bus, which is a division of Iveco Group N.V., a publicly traded company listed on Euronext Milan (EXM: IVG). The Iveco Group reported a consolidated net revenue of approximately 16.2 billion EUR (around 17.5 billion USD) in 2023. The management board of Iveco Group includes Gerrit Marx as CEO, leading the strategic direction of all its brands, including Heuliez Bus. In recent export-related activity, Heuliez Bus, as part of Iveco Bus, continued to secure significant orders for its electric buses across Europe in 2023-2024. Notably, in Spain, Heuliez Bus models have been part of the electric bus fleet expansions in various cities. The company announced new orders from Spanish cities and regions, reinforcing its position as a leading provider of electric public transport solutions in the country. These activities underscore Heuliez Bus's continuous export and sales momentum in the Spanish market.

GROUP DESCRIPTION

Iveco Group N.V. is a global automotive company focused on commercial and special vehicles, powertrains, and related financial services. Its brands include Iveco, FPT Industrial, and Iveco Bus, which encompasses Heuliez Bus.

MANAGEMENT TEAM

- Gerrit Marx (CEO, Iveco Group)

RECENT NEWS

> Heuliez Bus, as part of Iveco Bus, continued to secure significant orders for its electric buses across Europe in 2023-2024, including new orders and deliveries to various Spanish cities, reinforcing its position as a leading provider of electric public transport solutions in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Bluebus (Bolloré Group)

Revenue 14,700,000,000$

Website: https://www.bluebus.fr/en/

Country: France

Nature of Business: Manufacturer of 100% electric buses for urban public transport, part of Bolloré Group.

Product Focus & Scale: Produces a range of electric city buses (6-meter and 12-meter models). Exports primarily within Europe, serving various cities transitioning to electric public transport.

Operations in Importing Country: Actively exporting electric buses to various European countries, including Spain, through local distributors and partners. Electric buses designed to comply with European standards and deployed in several European cities.

Ownership Structure: Brand of Bolloré Group (privately owned French multinational conglomerate)

COMPANY PROFILE

Bluebus is a brand of the French Bolloré Group, a diversified multinational conglomerate. Headquartered in Ergué-Gabéric, France, Bluebus specializes in the design, manufacturing, and sales of 100% electric buses for urban public transport. The company leverages the Bolloré Group's expertise in battery technology (Lithium Metal Polymer batteries) to develop innovative and high-performance electric vehicles. Its business model focuses on providing integrated electric mobility solutions, from vehicle production to battery management. The product focus includes a range of electric city buses, particularly the 6-meter and 12-meter models, designed for efficient and silent operation in urban environments. Bluebus is known for its unique battery technology and its commitment to sustainable transport. The scale of Bluebus's exports is primarily within Europe, serving various cities that are transitioning to electric public transport, establishing a notable presence in the European electric bus market. Bluebus has been actively exporting its electric buses to various European countries, including Spain, where there is a growing demand for zero-emission public transport. While it may not have a direct, permanent office in Spain, Bluebus works with local distributors and partners to manage sales and provide after-sales support. The company's electric buses are designed to comply with European standards and have been deployed in several European cities, demonstrating their operational efficiency. Bluebus's strategy for the Spanish market involves offering its range of electric buses that are adaptable to local urban requirements, supported by a growing service network. The company aims to capitalize on the increasing demand for sustainable transport solutions in Spain. Bluebus is a brand of the Bolloré Group, a privately owned French multinational conglomerate. The Bolloré Group reported a revenue of approximately 13.6 billion EUR (around 14.7 billion USD) in 2023, encompassing its diverse business activities. The management board of Bolloré Group includes Cyrille Bolloré (Chairman and CEO), overseeing the strategic direction of all its divisions, including Bluebus. In recent export-related activity, Bluebus continued to secure orders for its electric buses in various European cities in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, Bluebus's consistent participation in European tenders and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain. The company frequently highlights its unique battery technology and successful deployments in European cities as part of its marketing and sales initiatives.

GROUP DESCRIPTION

Bolloré Group is a French diversified multinational conglomerate with interests in transportation, logistics, media, communications, and electricity storage, including electric vehicles through its Bluebus brand.

MANAGEMENT TEAM

- Cyrille Bolloré (Chairman and CEO, Bolloré Group)

RECENT NEWS

Bluebus continued to secure orders for its electric buses in various European cities in 2023-2024. The company actively participates in European tenders and focuses on expanding its export footprint, including potential opportunities in Spain, highlighting its unique battery technology.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Safra S.A.S.

No turnover data available

Website: https://www.safra.fr/en/

Country: France

Nature of Business: Diversified industrial company with a significant division manufacturing electric buses for urban public transport.

Product Focus & Scale: Produces various models of electric city buses (e.g., Businova E). Exports primarily within Europe, serving cities committed to electrifying their public transport fleets.

Operations in Importing Country: Actively exporting electric buses to various European countries. Works with local distributors and partners in target markets like Spain. Electric buses designed to comply with European standards and deployed in several European cities.

Ownership Structure: Privately owned French company

COMPANY PROFILE

Safra S.A.S., based in Albi, France, is a diversified industrial company with a significant division dedicated to the manufacturing of urban public transport vehicles, particularly electric buses. Originally known for vehicle renovation and interior design, Safra has successfully transitioned into a full-fledged bus manufacturer, with a strong focus on sustainable mobility solutions. The company's business model emphasizes innovation, local production, and providing environmentally friendly transport options. Safra is known for its Businova range of electric and hybrid buses, which feature a distinctive design and advanced technology. Its product focus includes various models of electric city buses (e.g., Businova E), designed for efficient and comfortable urban public transport. The scale of Safra's exports is primarily within Europe, serving cities that are committed to electrifying their public transport fleets, establishing a growing presence in the European electric bus market. Safra has been actively exporting its electric buses to various European countries. While it may not have a direct, permanent office in Spain, Safra works with local distributors and partners to manage sales and provide after-sales support. The company's electric buses are designed to comply with European standards and have been deployed in several European cities, demonstrating their operational efficiency and environmental benefits. Safra's strategy for the Spanish market involves offering its range of electric buses that are adaptable to local urban requirements, supported by a growing service network. The company aims to capitalize on the increasing demand for sustainable transport solutions in Spain. Safra S.A.S. is a privately owned French company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a growing player in the European electric bus market. The company is led by its management team, including Vincent Lemaire (President) and other key executives responsible for its operations and international sales. In recent export-related activity, Safra continued to secure orders for its electric buses in various European cities in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, Safra's consistent participation in European tenders and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain. The company frequently highlights its innovative Businova electric bus range and successful deployments in European cities as part of its marketing and sales initiatives.

MANAGEMENT TEAM

- Vincent Lemaire (President)

RECENT NEWS

Safra continued to secure orders for its electric buses in various European cities in 2023-2024. The company actively participates in European tenders and focuses on expanding its export footprint, including potential opportunities in Spain, highlighting its innovative Businova electric bus range.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Gaussin S.A.

Revenue 11,300,000$

Website: https://www.gaussin.com/en/

Country: France

Nature of Business: Engineering company specializing in the design and manufacturing of electric and hydrogen-powered vehicles, including chassis for public transport.

Product Focus & Scale: Produces electric and hydrogen chassis for buses, autonomous shuttles, and specialized electric vehicles adaptable for public transport. Exports are growing, adopted by clients across Europe and internationally.

Operations in Importing Country: Actively seeking to expand in the European market, including Spain, for its electric and hydrogen mobility solutions. Works with partners and integrators to deploy its chassis and autonomous shuttle technologies, which can be integrated into public transport vehicles.

Ownership Structure: Publicly traded company (Euronext Growth Paris: ALGAU)

COMPANY PROFILE

Gaussin S.A., based in Héricourt, France, is an engineering company specializing in the design and manufacturing of electric and hydrogen-powered vehicles for logistics, port operations, and urban mobility. While primarily known for its industrial and port vehicles, Gaussin has expanded its portfolio to include solutions relevant to public transport, particularly autonomous electric shuttles and chassis for electric buses. The company's business model focuses on innovation, modular platforms, and providing zero-emission transport solutions for specific applications. Gaussin leverages its expertise in electric and hydrogen powertrains to develop cutting-edge vehicles. Its product focus includes electric and hydrogen chassis for buses, autonomous shuttles (e.g., ATM®), and other specialized electric vehicles that can be adapted for public transport needs. The scale of Gaussin's exports is growing, with its innovative solutions being adopted by clients across Europe and internationally, positioning it as a technology leader in sustainable heavy mobility. Gaussin has been actively seeking to expand its presence in the European market, including Spain, for its electric and hydrogen mobility solutions. While it may not have a direct, permanent office in Spain, Gaussin works with partners and integrators to deploy its chassis and autonomous shuttle technologies. The company's focus on modular and adaptable platforms means its technology can be integrated into public transport vehicles for Spanish cities. Gaussin's strategy for the Spanish market involves collaborating with local vehicle manufacturers or transport operators to provide the underlying electric and hydrogen technology for public transport applications, particularly for specialized routes or last-mile solutions. Gaussin S.A. is a publicly traded company listed on Euronext Growth Paris (EPA: ALGAU). The company's approximate revenue for 2023 was around 10.5 million EUR (approximately 11.3 million USD), reflecting its focus on specialized, high-value solutions rather than mass production. The management board includes Christophe Gaussin (CEO), who leads the company's strategic direction and technological innovation. In recent export-related activity, Gaussin continued to secure partnerships and orders for its electric and hydrogen mobility solutions across Europe and globally in 2023-2024. While specific large-scale deals for public transport vehicles in Spain in the last 12 months might not be widely publicized, Gaussin's consistent participation in international trade shows and its focus on expanding its technological footprint indicate ongoing efforts to secure new opportunities in markets like Spain, particularly for innovative electric and hydrogen public transport applications.

MANAGEMENT TEAM

- Christophe Gaussin (CEO)

RECENT NEWS

> Gaussin continued to secure partnerships and orders for its electric and hydrogen mobility solutions across Europe and globally in 2023-2024. The company actively participates in international trade shows and focuses on expanding its technological footprint for innovative public transport applications.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

PVI (Power Vehicle Innovation)

No turnover data available

Website: https://www.pvi.fr/en/

Country: France

Nature of Business: Specialized manufacturer of electric and hybrid commercial vehicles, including electric bus chassis and complete electric buses.

Product Focus & Scale: Produces electric chassis for buses and complete electric buses (e.g., Oreos 4X) for urban public transport. Exports primarily within Europe, serving clients who require specialized electric vehicle solutions.

Operations in Importing Country: Actively exporting electric vehicle solutions, including electric bus chassis and complete buses, to various European countries. Works with partners and integrators in target markets like Spain to deploy its technologies.

Ownership Structure: Privately owned French company

COMPANY PROFILE

PVI (Power Vehicle Innovation), based in Saint-Pierre-de-Chandieu, France, is a specialized manufacturer of electric and hybrid commercial vehicles, including electric bus chassis and complete electric buses. The company has a long history of expertise in electric powertrains and has been a pioneer in developing zero-emission solutions for heavy-duty applications. PVI's business model focuses on providing robust, high-performance electric vehicle solutions, often for niche markets or as a technology provider for other vehicle manufacturers. Its product focus includes electric chassis for buses, electric refuse trucks, and other specialized electric commercial vehicles. PVI has also developed complete electric buses, such as the Oreos 4X, designed for urban public transport. The scale of PVI's exports is primarily within Europe, serving clients who require specialized electric vehicle solutions or seek to integrate PVI's electric powertrain technology into their own vehicles. PVI has been actively exporting its electric vehicle solutions, including electric bus chassis and complete buses, to various European countries. While it may not have a direct, permanent office in Spain, PVI works with partners and integrators to deploy its technologies. The company's electric vehicles are designed to comply with European standards and have been deployed in several European cities, demonstrating their operational efficiency. PVI's strategy for the Spanish market involves offering its robust electric chassis and complete electric bus solutions to public transport operators and vehicle integrators who are looking for reliable and high-performance zero-emission options. PVI (Power Vehicle Innovation) is a privately owned French company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a specialized and experienced player in the European electric commercial vehicle market. The company is led by its management team, including key executives responsible for its operations and international sales. In recent export-related activity, PVI continued to secure orders for its electric vehicle solutions, including electric bus chassis, in various European countries in 2023-2024. While specific large-scale deals for public transport vehicles in Spain in the last 12 months might not be widely publicized, PVI's consistent participation in European tenders for specialized electric vehicles and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain, particularly for robust electric public transport applications.

RECENT NEWS

PVI continued to secure orders for its electric vehicle solutions, including electric bus chassis, in various European countries in 2023-2024. The company actively participates in European tenders for specialized electric vehicles and focuses on expanding its export footprint, including potential opportunities in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Iveco Bus (Iveco Group N.V.)

Revenue 17,500,000,000$

Website: https://www.iveco.com/iveco-bus/en-us/Pages/home-page.aspx

Country: Italy

Nature of Business: Manufacturer of buses and coaches, specializing in sustainable mobility solutions, including electric powertrains.

Product Focus & Scale: Produces a comprehensive lineup of electric city buses (e.g., E-WAY, Streetway Elec), electric minibuses, and chassis. Major player in the European bus market with global sales and service network.

Operations in Importing Country: Very strong and long-standing presence in Spain, with a well-established sales and service network. Major supplier to Spanish public transport operators, instrumental in fleet electrification in cities like Madrid, Barcelona, and Valencia.

Ownership Structure: Publicly traded company (Euronext Milan: IVG)

COMPANY PROFILE

Iveco Bus is a brand of Iveco Group N.V., a global leader in commercial and special vehicles, headquartered in Turin, Italy. Iveco Bus specializes in the design, manufacturing, and marketing of a full range of buses and coaches for urban, intercity, and tourism transport. Its business model is centered on providing sustainable mobility solutions, with a strong emphasis on alternative fuels, including electric, natural gas, and hydrogen powertrains. Iveco Bus leverages the extensive R&D and manufacturing capabilities of the broader Iveco Group, ensuring high-quality production and technological innovation. The product focus includes a comprehensive lineup of electric city buses (e.g., E-WAY, Streetway Elec), electric minibuses, and chassis for various public transport applications. The scale of Iveco Bus's operations is significant, with manufacturing plants across Europe (including France and Italy) and a global sales and service network, making it one of the major players in the European bus market and a significant exporter of public transport vehicles. Iveco Bus has a very strong and long-standing presence in Spain, being a major supplier to Spanish public transport operators. The company has a well-established sales and service network across the country, providing direct support to its customers. Iveco Bus has been instrumental in the electrification of Spanish urban fleets, with numerous orders and deliveries of its electric buses to major cities like Madrid, Barcelona, and Valencia. Its strategy for the Spanish market involves continuous innovation in electric vehicle technology, offering tailored solutions to meet the specific needs of Spanish transport authorities and operators, and strengthening its after-sales support. The company's commitment to the Spanish market is evident through its consistent participation in tenders and its role in modernizing the country's public transport infrastructure. Iveco Group N.V. is a publicly traded company listed on Euronext Milan (EXM: IVG). It was spun off from CNH Industrial in 2022. The Iveco Group reported a consolidated net revenue of approximately 16.2 billion EUR (around 17.5 billion USD) in 2023. The management board of Iveco Group includes Gerrit Marx as CEO, leading the strategic direction of all its brands, including Iveco Bus. In recent export-related activity, Iveco Bus continued to secure significant orders for its electric buses across Europe in 2023-2024. Notably, in Spain, Iveco Bus has been a key supplier for EMT Madrid's electric bus fleet expansion, with ongoing deliveries of its E-WAY electric buses. The company also announced new orders from other Spanish cities and regions, reinforcing its position as a leading provider of electric public transport solutions in the country. These activities underscore Iveco Bus's continuous export and sales momentum in the Spanish market.

GROUP DESCRIPTION

Iveco Group N.V. is a global automotive company focused on commercial and special vehicles, powertrains, and related financial services. Its brands include Iveco, FPT Industrial, and Iveco Bus.

MANAGEMENT TEAM

- Gerrit Marx (CEO, Iveco Group)

RECENT NEWS

> Iveco Bus continued to secure significant orders for its electric buses across Europe in 2023-2024, including ongoing deliveries to EMT Madrid and new orders from other Spanish cities, reinforcing its position as a leading provider of electric public transport solutions in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Rampini S.p.A.

No turnover data available

Website: https://www.rampini.it/en/

Country: Italy

Nature of Business: Specialized manufacturer of urban public transport vehicles, with a strong focus on electric and hydrogen-powered buses.

Product Focus & Scale: Produces a range of fully electric city buses (E80, E60) and hydrogen fuel cell buses, suited for compact urban environments. Exports are significant within its specialized segment across Europe.

Operations in Importing Country: Actively exporting electric buses to various European countries, including Spain, through local distributors and partners. Electric buses deployed in several European cities, suitable for narrow streets.

Ownership Structure: Privately owned Italian company

COMPANY PROFILE

Rampini S.p.A., based in Passignano sul Trasimeno, Italy, is a specialized manufacturer of urban public transport vehicles, with a strong focus on electric and hydrogen-powered buses. Established in 1945, Rampini has evolved into a niche player known for its compact, maneuverable, and environmentally friendly vehicles, particularly suited for historic city centers and challenging urban environments. The company's business model emphasizes innovation, custom solutions, and high-quality engineering, positioning itself as a premium provider in the electric minibus and midibus segment. Its product focus includes a range of fully electric city buses (e.g., E80, E60) and hydrogen fuel cell buses, designed for efficient urban transport with zero emissions. While smaller in scale compared to multinational giants, Rampini's exports are significant within its specialized segment, serving various European cities that require compact electric transport solutions. Rampini has been actively exporting its electric buses to various European countries, including Spain, where there is a growing demand for compact electric vehicles for urban centers. While it may not have a direct, permanent office in Spain, Rampini works with local distributors and partners to manage sales and provide after-sales support. The company's electric buses have been deployed in several European cities, demonstrating their suitability for narrow streets and specific urban transport needs. Rampini's strategy for the Spanish market involves targeting cities and regions that prioritize compact, zero-emission public transport solutions, offering its specialized electric and hydrogen bus models. Rampini S.p.A. is a privately owned Italian company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a significant player in its specialized niche within the European bus market. The company is led by its management team, including Fabio Rampini (CEO), who oversees the strategic direction and operational management. In recent export-related activity, Rampini continued to secure orders for its electric and hydrogen buses in various European cities in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, Rampini's consistent participation in European tenders and its focus on compact electric vehicle solutions indicate ongoing export efforts across the continent, including potential opportunities in Spain's urban centers. The company frequently highlights its successful deployments in European cities as part of its marketing and sales initiatives.

MANAGEMENT TEAM

- Fabio Rampini (CEO)

RECENT NEWS

Rampini continued to secure orders for its electric and hydrogen buses in various European cities in 2023-2024, focusing on compact urban transport solutions. The company actively participates in European tenders and showcases its specialized electric vehicle range.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Industria Italiana Autobus S.p.A. (IIA)

No turnover data available

Website: https://www.industriaitalianaautobus.com/en/

Country: Italy

Nature of Business: Manufacturer of buses and coaches, with a growing emphasis on new energy vehicles.

Product Focus & Scale: Produces various models of electric city buses (e.g., Citymood E) and hybrid buses. Primarily focused on the Italian domestic market and exports to other European countries.

Operations in Importing Country: Actively exporting buses, including electric models, to other European countries. Seeks to expand in key European markets like Spain, working through sales representatives and service partners.

Ownership Structure: State-controlled company (Invitalia holds significant stake)

COMPANY PROFILE

Industria Italiana Autobus S.p.A. (IIA), headquartered in Bologna, Italy, is a leading Italian manufacturer of buses and coaches. Formed from the merger of the bus divisions of Bredamenarinibus and Industria Italiana Autobus, IIA aims to revive and strengthen Italian bus manufacturing. The company's business model focuses on the design, production, and sales of a comprehensive range of urban, suburban, and intercity buses, with a growing emphasis on new energy vehicles. IIA leverages its historical expertise and modern manufacturing facilities to provide reliable and technologically advanced transport solutions. Its product focus includes various models of electric city buses (e.g., Citymood E) and hybrid buses, designed to meet the evolving demands for sustainable public transport. The scale of IIA's operations is primarily focused on the Italian domestic market and exports to other European countries, positioning it as a significant regional player in the bus manufacturing sector. IIA has been actively exporting its buses, including electric models, to other European countries. While its primary market is Italy, IIA seeks to expand its presence in key European markets like Spain, where there is a strong drive towards fleet electrification. The company works through a network of sales representatives and service partners in target export markets. IIA's strategy for the Spanish market involves offering its range of electric and hybrid buses that comply with European standards and can meet the operational needs of Spanish public transport operators. The company aims to participate in tenders and establish long-term relationships to contribute to the modernization of Spanish urban transport. Industria Italiana Autobus S.p.A. is a state-controlled company, with Invitalia (the National Agency for Inward Investment and Economic Development) holding a significant stake, alongside other private investors. Specific revenue figures for IIA are not always publicly detailed, but it is a major industrial entity in Italy's automotive sector. The management board includes Antonio Lazzari (CEO) and other key executives responsible for the company's strategic direction and operational management. In recent export-related activity, IIA continued to secure orders for its buses, including electric models, in Italy and other European countries in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, IIA's consistent participation in European tenders and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain. The company frequently highlights its technological advancements in electric and hybrid bus production as part of its marketing efforts.

MANAGEMENT TEAM

- Antonio Lazzari (CEO)

RECENT NEWS

IIA continued to secure orders for its buses, including electric models, in Italy and other European countries in 2023-2024. The company actively participates in European tenders and focuses on expanding its export footprint, including potential opportunities in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Tecnobus S.p.A.

No turnover data available

Website: https://www.tecnobus.it/en/

Country: Italy

Nature of Business: Specialized manufacturer of electric vehicles, particularly compact electric buses and utility vehicles.

Product Focus & Scale: Produces a range of compact electric city buses (Gulliver series) for narrow streets and pedestrian zones. Exports are significant within its specialized segment across Europe.

Operations in Importing Country: Actively exporting compact electric buses to various European countries, including Spain, through local distributors and partners. Electric buses deployed in several European cities, suitable for challenging urban environments.

Ownership Structure: Privately owned Italian company

COMPANY PROFILE

Tecnobus S.p.A., located in Frosinone, Italy, is a specialized manufacturer of electric vehicles, particularly known for its compact electric buses and utility vehicles. Established in 1988, Tecnobus has focused on developing innovative, zero-emission solutions for urban mobility, especially for historic city centers and areas with environmental restrictions. The company's business model is centered on niche market segments, providing highly maneuverable and environmentally friendly electric public transport vehicles. Tecnobus emphasizes custom solutions and advanced electric powertrain technology. Its product focus includes a range of compact electric city buses (e.g., Gulliver series), designed for efficient operation in narrow streets and pedestrian zones. The scale of Tecnobus's exports is modest compared to larger manufacturers but significant within its specialized segment, serving various European cities that require small-scale, zero-emission transport solutions. Tecnobus has been actively exporting its compact electric buses to various European countries, including Spain, where there is a demand for small-sized electric vehicles for specific urban routes. While it may not have a direct, permanent office in Spain, Tecnobus works with local distributors and partners to manage sales and provide after-sales support. The company's electric buses have been deployed in several European cities, demonstrating their suitability for challenging urban environments. Tecnobus's strategy for the Spanish market involves targeting municipalities and transport operators that require compact, zero-emission public transport solutions for specific routes or historic areas, offering its specialized electric bus models. Tecnobus S.p.A. is a privately owned Italian company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a niche player in the European electric vehicle market. The company is led by its management team, including key executives responsible for its operations and international sales. In recent export-related activity, Tecnobus continued to secure orders for its compact electric buses in various European cities in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, Tecnobus's consistent participation in European tenders for specialized urban transport and its focus on compact electric vehicle solutions indicate ongoing export efforts across the continent, including potential opportunities in Spain's urban centers. The company frequently highlights its successful deployments in European cities as part of its marketing and sales initiatives.

RECENT NEWS

Tecnobus continued to secure orders for its compact electric buses in various European cities in 2023-2024, focusing on specialized urban transport solutions. The company actively participates in European tenders and showcases its electric vehicle range.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

BredaMenarinibus S.p.A. (part of Industria Italiana Autobus S.p.A.)

No turnover data available

Website: https://www.industriaitalianaautobus.com/en/

Country: Italy

Nature of Business: Manufacturer of buses and coaches, now fully integrated into Industria Italiana Autobus S.p.A. (IIA), with a strong emphasis on new energy vehicles.

Product Focus & Scale: Produces various models of electric city buses (e.g., Citymood E) and hybrid buses. Primarily focused on the Italian domestic market and exports to other European countries.

Operations in Importing Country: As part of IIA, actively exporting buses, including electric models, to other European countries. Seeks to expand in key European markets like Spain, working through sales representatives and service partners.

Ownership Structure: State-controlled company (part of Industria Italiana Autobus S.p.A.)

COMPANY PROFILE

BredaMenarinibus S.p.A. was a historic Italian bus manufacturer, now fully integrated into Industria Italiana Autobus S.p.A. (IIA), headquartered in Bologna, Italy. While the BredaMenarinibus brand name is still sometimes referenced, its operations, production, and product lines, including electric and hybrid buses, are now part of IIA's comprehensive offering. The business model under IIA focuses on the design, production, and sales of a full range of urban, suburban, and intercity buses, with a strong emphasis on new energy vehicles. IIA leverages the legacy and expertise of BredaMenarinibus in developing robust and reliable public transport solutions. The product focus includes various models of electric city buses (e.g., Citymood E), which are direct descendants or evolutions of previous BredaMenarinibus designs, as well as hybrid buses, designed to meet the evolving demands for sustainable public transport. The scale of IIA's operations, encompassing the former BredaMenarinibus production, is primarily focused on the Italian domestic market and exports to other European countries, positioning it as a significant regional player in the bus manufacturing sector. As part of IIA, BredaMenarinibus's legacy products and current electric offerings are actively exported to other European countries. While its primary market is Italy, IIA seeks to expand its presence in key European markets like Spain, where there is a strong drive towards fleet electrification. The company works through a network of sales representatives and service partners in target export markets. IIA's strategy for the Spanish market involves offering its range of electric and hybrid buses that comply with European standards and can meet the operational needs of Spanish public transport operators. The company aims to participate in tenders and establish long-term relationships to contribute to the modernization of Spanish urban transport. BredaMenarinibus S.p.A. is now fully integrated into Industria Italiana Autobus S.p.A. (IIA), which is a state-controlled company, with Invitalia (the National Agency for Inward Investment and Economic Development) holding a significant stake, alongside other private investors. Specific revenue figures are consolidated within IIA. The management board is that of IIA, including Antonio Lazzari (CEO) and other key executives responsible for the company's strategic direction and operational management. In recent export-related activity, IIA, incorporating the BredaMenarinibus legacy, continued to secure orders for its buses, including electric models, in Italy and other European countries in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, IIA's consistent participation in European tenders and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain. The company frequently highlights its technological advancements in electric and hybrid bus production as part of its marketing efforts.

GROUP DESCRIPTION

Industria Italiana Autobus S.p.A. (IIA) is a leading Italian manufacturer of buses and coaches, formed from the merger of the bus divisions of Bredamenarinibus and Industria Italiana Autobus.

MANAGEMENT TEAM

- Antonio Lazzari (CEO, Industria Italiana Autobus S.p.A.)

RECENT NEWS

Industria Italiana Autobus (IIA), which includes the BredaMenarinibus legacy, continued to secure orders for its buses, including electric models, in Italy and other European countries in 2023-2024. The company actively participates in European tenders and focuses on expanding its export footprint, including potential opportunities in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Solaris Bus & Coach sp. z o.o.

Revenue 4,100,000,000$

Website: https://www.solarisbus.com/en

Country: Poland

Nature of Business: Leading European manufacturer of city and intercity buses, trolleybuses, and electric buses.

Product Focus & Scale: Produces a wide range of electric city buses (Urbino Electric, Urbino Hydrogen), articulated buses, and coaches. Exports to over 30 countries worldwide, primarily across Europe.

Operations in Importing Country: Very strong and established presence in Spain, being a significant supplier of electric buses to Spanish public transport operators. Benefits from being part of the Spanish CAF Group, with numerous deliveries to major cities like Barcelona, Madrid, and Palma de Mallorca.

Ownership Structure: Subsidiary of CAF Group (publicly traded Spanish company)

COMPANY PROFILE

Solaris Bus & Coach sp. z o.o., headquartered in Bolechowo-Osiedle, Poland, is a leading European manufacturer of city and intercity buses, trolleybuses, and electric buses. Since 2018, Solaris has been part of the Spanish CAF Group, which has further strengthened its financial and strategic capabilities. The company's business model is focused on innovation, sustainability, and providing comprehensive public transport solutions, with a strong emphasis on zero-emission vehicles. Solaris is renowned for its advanced electric bus technology, including battery-electric and hydrogen fuel cell models. Its product focus includes a wide range of electric city buses (e.g., Urbino Electric, Urbino Hydrogen), articulated buses, and coaches, designed to meet diverse operational requirements and environmental standards. The scale of Solaris's exports is substantial, with its vehicles operating in over 30 countries worldwide, primarily across Europe, making it one of the continent's largest and most successful electric bus manufacturers. Solaris has a very strong and established presence in Spain, being a significant supplier of electric buses to Spanish public transport operators. As part of the Spanish CAF Group, Solaris benefits from integrated market access and a robust support network within Spain. The company has delivered numerous electric buses to major Spanish cities, including Barcelona, Madrid, and Palma de Mallorca, contributing significantly to the electrification of urban fleets. Solaris's strategy for the Spanish market involves continuous engagement with transport authorities, offering tailored electric vehicle solutions, and providing comprehensive after-sales service. Its commitment to the Spanish market is evident through its consistent participation in tenders and its role in modernizing the country's public transport infrastructure. Solaris Bus & Coach sp. z o.o. is a subsidiary of CAF Group (Construcciones y Auxiliar de Ferrocarriles, S.A.), a publicly traded Spanish company listed on the Madrid Stock Exchange (BME: CAF). The financial performance of Solaris is consolidated within the broader CAF Group, which reported a revenue of approximately 3.8 billion EUR (around 4.1 billion USD) in 2023. The management board of Solaris includes Javier Iritxity (CEO) and other key executives overseeing the company's operations and strategic development. In recent export-related activity, Solaris continued to secure significant orders for its electric and hydrogen buses across Europe in 2023-2024. Notably, in Spain, Solaris has been actively involved in new tenders and deliveries to various cities. For instance, the company announced new orders for electric buses from Spanish operators, reinforcing its position as a leading provider of zero-emission public transport solutions in the country. These activities underscore Solaris's continuous export and sales momentum in the Spanish market.

GROUP DESCRIPTION

CAF Group (Construcciones y Auxiliar de Ferrocarriles, S.A.) is a Spanish multinational company that designs, manufactures, maintains, and supplies rolling stock and rail components, with a significant presence in urban transport solutions through Solaris.

MANAGEMENT TEAM

- Javier Iritxity (CEO)

RECENT NEWS

Solaris continued to secure significant orders for its electric and hydrogen buses across Europe in 2023-2024, including new orders and deliveries to various Spanish cities, reinforcing its position as a leading provider of zero-emission public transport solutions in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Autosan Sp. z o.o.

No turnover data available

Website: https://autosan.pl/en/

Country: Poland

Nature of Business: Manufacturer of city buses, intercity buses, and special-purpose vehicles, with a growing focus on new energy solutions.

Product Focus & Scale: Produces a range of city buses, including electric models (e.g., SANCITY 12 LFE). Exports are significant within Central and Eastern Europe, increasingly targeting Western European markets.

Operations in Importing Country: Actively seeking to expand export activities for electric buses to Western European markets, including Spain, through local distributors and partners. Electric buses designed to comply with European standards.

Ownership Structure: State-owned company (part of Polish Armaments Group - PGZ)

COMPANY PROFILE

Autosan Sp. z o.o., based in Sanok, Poland, is one of the oldest Polish bus manufacturers, with a history dating back to 1832. The company specializes in the production of city buses, intercity buses, and special-purpose vehicles, with a growing focus on new energy solutions. Autosan operates as a key player in the Polish public transport sector and is actively expanding its presence in international markets. Its business model emphasizes robust engineering, durability, and adaptability to various operational conditions. The product focus includes a range of city buses, including electric models (e.g., SANCITY 12 LFE), designed for urban public transport. While not as large as some multinational competitors, Autosan's scale of exports is significant within Central and Eastern Europe, and it is increasingly targeting Western European markets for its electric vehicle offerings. Autosan has been actively seeking to expand its export activities for electric buses to Western European markets, including Spain. While it may not have a direct, permanent office in Spain, Autosan works with local distributors and partners to manage sales and provide after-sales support. The company's electric buses are designed to comply with European standards, making them suitable for deployment in Spanish cities. Autosan's strategy for the Spanish market involves offering competitive electric bus models that can meet the operational needs of public transport operators, particularly those seeking reliable and cost-effective solutions for fleet electrification. Autosan Sp. z o.o. is a state-owned company, part of the Polish Armaments Group (Polska Grupa Zbrojeniowa S.A. - PGZ). Specific revenue figures for Autosan are not publicly disclosed as it is a subsidiary within a larger state-owned group. The management board includes key executives responsible for the company's operations and strategic development, such as Eugeniusz Szymonik (President of the Management Board). In recent export-related activity, Autosan continued to focus on securing orders for its buses, including electric models, in Poland and other European countries in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, Autosan's consistent participation in European tenders and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain. The company frequently highlights its technological advancements in electric bus production as part of its marketing efforts.

GROUP DESCRIPTION

Polska Grupa Zbrojeniowa S.A. (PGZ) is a Polish state-owned holding company that consolidates various defense and industrial enterprises, including Autosan.

MANAGEMENT TEAM

- Eugeniusz Szymonik (President of the Management Board)

RECENT NEWS

Autosan continued to focus on securing orders for its buses, including electric models, in Poland and other European countries in 2023-2024. The company actively participates in European tenders and focuses on expanding its export footprint, including potential opportunities in Spain.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

AMZ Kutno Sp. z o.o.

No turnover data available

Website: https://amz.pl/en/

Country: Poland

Nature of Business: Specialized manufacturer of various types of vehicles, including electric minibuses and midibuses for public transport.

Product Focus & Scale: Produces electric minibuses and midibuses, often based on commercial vehicle chassis, for urban public transport or specialized shuttle services. Exports primarily within Europe.

Operations in Importing Country: Actively exporting electric minibuses and specialized public transport vehicles to various European countries. Works with local distributors and partners in target markets like Spain.

Ownership Structure: Privately owned Polish company

COMPANY PROFILE

AMZ Kutno Sp. z o.o., based in Kutno, Poland, is a specialized manufacturer of various types of vehicles, including armored vehicles, special-purpose vehicles, and public transport vehicles. The company has diversified its production to include electric minibuses and midibuses, catering to niche segments of the public transport market. AMZ Kutno's business model focuses on flexible production, custom solutions, and high-quality engineering, allowing it to meet specific client requirements. Its product focus includes electric minibuses and midibuses, often based on commercial vehicle chassis, adapted for urban public transport or specialized shuttle services. These vehicles are designed for efficiency and maneuverability in urban environments. The scale of AMZ Kutno's exports is primarily within Europe, serving clients who require smaller capacity electric public transport solutions. AMZ Kutno has been actively exporting its electric minibuses and specialized public transport vehicles to various European countries. While it may not have a direct, permanent office in Spain, AMZ Kutno works with local distributors and partners to manage sales and provide after-sales support. The company's electric vehicles are designed to comply with European standards, making them suitable for deployment in Spanish cities, particularly for specific routes or demand-responsive transport services. AMZ Kutno's strategy for the Spanish market involves targeting municipalities and private operators that require compact, flexible, and zero-emission public transport solutions. AMZ Kutno Sp. z o.o. is a privately owned Polish company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a specialized manufacturer in the European vehicle market. The company is led by its management team, including key executives responsible for its operations and international sales. In recent export-related activity, AMZ Kutno continued to secure orders for its electric minibuses and specialized vehicles in various European countries in 2023-2024. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, AMZ Kutno's consistent participation in European tenders for specialized transport and its focus on compact electric vehicle solutions indicate ongoing export efforts across the continent, including potential opportunities in Spain's urban centers. The company frequently highlights its successful deployments in European cities as part of its marketing and sales initiatives.

RECENT NEWS

AMZ Kutno continued to secure orders for its electric minibuses and specialized vehicles in various European countries in 2023-2024, focusing on compact urban transport solutions. The company actively participates in European tenders and showcases its electric vehicle range.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Volvo Buses (Wrocław Plant, Poland)

Revenue 52,000,000,000$

Website: https://www.volvobuses.com/

Country: Poland

Nature of Business: Manufacturer of buses and coaches, with a strong focus on electromobility, operating a key production hub in Poland.

Product Focus & Scale: Produces a wide range of electric city buses (Volvo 7900 Electric) and chassis for electric public transport vehicles. Exports from its Polish plant are substantial, serving numerous cities across Europe.

Operations in Importing Country: Very strong and long-standing presence in Spain, being a major supplier to Spanish public transport operators. Volvo electric buses, produced in part at the Wrocław plant, have been instrumental in the electrification of Spanish urban fleets.

Ownership Structure: Division of Volvo Group (publicly traded Swedish multinational corporation)

COMPANY PROFILE

Volvo Buses, a division of the Swedish Volvo Group, operates a significant manufacturing plant in Wrocław, Poland, which has been a key production hub for its buses, including electric models, for the European market. While Volvo Group is headquartered in Sweden, the Wrocław plant functions as a major exporter of buses from Poland. The company's business model focuses on providing comprehensive public transport solutions, emphasizing safety, quality, and environmental performance. Volvo Buses is a global leader in sustainable transport, with a strong commitment to electromobility. Its product focus includes a wide range of electric city buses (e.g., Volvo 7900 Electric, Volvo 7900 Electric Articulated) and chassis for electric public transport vehicles, designed for high capacity and energy efficiency. The scale of Volvo Buses' exports from its Polish plant is substantial, serving numerous cities across Europe and beyond, making it a significant contributor to Poland's automotive exports. Volvo Buses has a very strong and long-standing presence in Spain, being a major supplier to Spanish public transport operators. The company has a well-established sales and service network across the country, providing direct support to its customers. Volvo electric buses, produced in part at the Wrocław plant, have been instrumental in the electrification of Spanish urban fleets, with numerous orders and deliveries to major cities. Its strategy for the Spanish market involves continuous innovation in electric vehicle technology, offering tailored solutions to meet the specific needs of Spanish transport authorities and operators, and strengthening its after-sales support. The company's commitment to the Spanish market is evident through its consistent participation in tenders and its role in modernizing the country's public transport infrastructure. Volvo Buses is a division of Volvo Group, a publicly traded Swedish multinational manufacturing corporation listed on Nasdaq Stockholm (STO: VOLV B). The Volvo Group reported a net sales of approximately 553 billion SEK (around 52 billion USD) in 2023. The management board of Volvo Group includes Martin Lundstedt as President and CEO, overseeing the strategic direction of all its divisions, including Volvo Buses. In recent export-related activity, Volvo Buses continued to secure significant orders for its electric buses across Europe in 2023-2024. While the Wrocław plant's specific export figures to Spain are not always disaggregated, Volvo Buses has been a key supplier for various Spanish cities' electric bus fleet expansions. For instance, the company announced new orders and deliveries of its electric buses to Spanish operators, reinforcing its position as a leading provider of electric public transport solutions in the country. These activities underscore Volvo Buses' continuous export and sales momentum in the Spanish market, with production largely originating from its Polish facility.

GROUP DESCRIPTION

Volvo Group is a Swedish multinational manufacturing corporation headquartered in Gothenburg. It produces trucks, buses, construction equipment, and marine and industrial engines.

MANAGEMENT TEAM

- Martin Lundstedt (President and CEO, Volvo Group)

RECENT NEWS

> Volvo Buses continued to secure significant orders for its electric buses across Europe in 2023-2024, including new orders and deliveries to various Spanish cities, reinforcing its position as a leading provider of electric public transport solutions in Spain, with production largely from its Polish plant.

POTENTIAL EXPORTERS

This section provides detailed information about key export companies in the target market, including their business profiles, operations, and management structures.

Ekoenergetyka-Zachód S.A.

No turnover data available

Website: https://ekoenergetyka.com.pl/en/

Country: Poland

Nature of Business: Manufacturer of high-power charging infrastructure for electric vehicles, particularly electric buses.

Product Focus & Scale: Focuses on advanced charging systems (charging stations, pantographs, energy management systems) for electric bus depots and routes. Exports are significant, with infrastructure deployed in numerous cities across Europe.

Operations in Importing Country: Actively exporting charging infrastructure to various European countries, including Spain, where it works with public transport operators and municipalities to implement charging solutions for electric bus fleets.

Ownership Structure: Privately owned Polish company

COMPANY PROFILE

Ekoenergetyka-Zachód S.A., based in Zielona Góra, Poland, is a leading manufacturer of high-power charging infrastructure for electric vehicles, particularly electric buses. While primarily a charging infrastructure provider, the company plays a crucial role in the ecosystem of electric public transport and often collaborates closely with bus manufacturers and operators. Its business model focuses on providing comprehensive charging solutions, including charging stations, pantographs, and energy management systems, tailored for urban public transport depots and routes. Ekoenergetyka's expertise in high-power charging enables the efficient operation of large electric bus fleets. The product focus is on advanced charging systems that support various electric bus models and charging standards. The scale of Ekoenergetyka's exports is significant, with its charging infrastructure deployed in numerous cities across Europe, facilitating the transition to electric public transport. Ekoenergetyka has been actively exporting its charging infrastructure to various European countries, including Spain, where there is a growing demand for robust charging solutions for electric bus fleets. While it does not manufacture buses directly, its role as a key enabler of electric bus operations makes it a relevant entity in the supply chain. The company works with public transport operators and municipalities in Spain to design and implement charging solutions for their electric bus depots. Ekoenergetyka's strategy for the Spanish market involves providing cutting-edge charging technology that supports the rapid expansion of electric bus fleets across the country. Ekoenergetyka-Zachód S.A. is a privately owned Polish company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a significant player in the European electric vehicle charging infrastructure market. The company is led by its management team, including Bartosz Kubik (President of the Management Board) and Maciej Wojeński (Vice President of the Management Board). In recent export-related activity, Ekoenergetyka continued to secure significant orders for its charging infrastructure across Europe in 2023-2024. Notably, the company announced new projects and installations in various European cities, supporting the deployment of electric bus fleets. While specific large-scale deals for Spain in the last 12 months might not be widely publicized, Ekoenergetyka's consistent participation in European tenders for charging solutions and its focus on expanding its export footprint indicate ongoing efforts to secure new opportunities in markets like Spain, directly supporting the import and operation of electric public transport vehicles.

MANAGEMENT TEAM

- Bartosz Kubik (President of the Management Board)
- Maciej Wojeński (Vice President of the Management Board)

RECENT NEWS

Ekoenergetyka continued to secure significant orders for its charging infrastructure across Europe in 2023-2024, supporting the deployment of electric bus fleets. The company actively participates in European tenders for charging solutions and focuses on expanding its export footprint, including potential opportunities in Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Empresa Municipal de Transportes de Madrid (EMT Madrid)

Turnover 650,000,000$

Municipal public transport operator

Website: https://www.emtmadrid.es/Home

Country: Spain

Product Usage: Direct operation within its extensive urban bus network for passenger transport, crucial for fleet electrification and sustainability goals.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Empresa Municipal de Transportes de Madrid (EMT Madrid) is the public company responsible for managing and operating the surface public transport network in the city of Madrid, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible urban mobility services to the citizens of Madrid. EMT Madrid operates one of the largest bus fleets in Europe and is a pioneer in the adoption of new technologies for public transport. The company is a direct importer and major end-user of public transport vehicles, including a significant and rapidly growing fleet of electric buses. Its business type is a municipal public transport operator. EMT Madrid is at the forefront of fleet electrification in Spain. The usage of imported electric public transport vehicles is for direct operation within its extensive urban bus network, serving millions of passengers daily. These vehicles are crucial for reducing emissions, improving air quality, and achieving Madrid's environmental sustainability goals. EMT Madrid has a strategic plan to fully electrify its bus fleet, making it one of the largest purchasers of electric buses in Europe. This involves continuous procurement of new electric vehicles from various international manufacturers. EMT Madrid is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of several hundred million EUR, reflecting the scale of its operations as a major urban transport provider. For instance, its budget for 2023 was around 600 million EUR (approximately 650 million USD). The management board includes Alfonso Sánchez Vicente (Managing Director) and other key executives overseeing operations, finance, and technological innovation. In recent news, EMT Madrid has continued its ambitious electrification plan. In 2023-2024, the company announced further significant acquisitions of electric buses from various manufacturers, including BYD and Iveco Bus, reinforcing its commitment to a 100% electric fleet by 2033. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

MANAGEMENT TEAM

- Alfonso Sánchez Vicente (Managing Director)

RECENT NEWS

EMT Madrid continued its ambitious electrification plan in 2023-2024, announcing further significant acquisitions of electric buses from various manufacturers, reinforcing its commitment to a 100% electric fleet by 2033. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transports Metropolitans de Barcelona (TMB)

Turnover 700,000,000$

Metropolitan public transport operator

Website: https://www.tmb.cat/en/

Country: Spain

Product Usage: Direct operation within its extensive urban and metropolitan bus network for passenger transport, integral to its environmental strategy and fleet decarbonization.

Ownership Structure: Primarily owned by Barcelona Metropolitan Area (AMB), a public consortium

COMPANY PROFILE

Transports Metropolitans de Barcelona (TMB) is the main public transport operator in Barcelona, Spain, managing the city's bus and metro networks. TMB is a public company, primarily owned by the Barcelona Metropolitan Area (AMB). Its mission is to provide efficient, sustainable, and integrated public transport services to the metropolitan region. TMB is a major direct importer and end-user of public transport vehicles, including a rapidly expanding fleet of electric buses. The company is a key driver of sustainable mobility in Catalonia. Its business type is a metropolitan public transport operator. TMB is deeply committed to the decarbonization of its fleet. The usage of imported electric public transport vehicles is for direct operation within its extensive urban and metropolitan bus network, serving a large population daily. These vehicles are integral to TMB's environmental strategy, aiming to reduce noise and air pollution in Barcelona. TMB has a strategic plan to significantly increase the number of electric and hybrid buses in its fleet, making it one of the largest purchasers of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international and European manufacturers. TMB is primarily owned by the Barcelona Metropolitan Area (AMB), a public consortium. Its approximate annual turnover is typically in the range of several hundred million EUR, reflecting the scale of its operations as a major metropolitan transport provider. For instance, its budget for 2023 was around 650 million EUR (approximately 700 million USD). The management board includes Laia Bonet Rull (President) and Gerardo Lertxundi Albéniz (CEO), overseeing the strategic direction and operational management. In recent news, TMB has continued its strong push towards fleet electrification. In 2023-2024, the company announced further significant investments in electric buses, including orders from manufacturers like Solaris and Irizar, as part of its commitment to a fully electric bus fleet by 2030. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

MANAGEMENT TEAM

- Laia Bonet Rull (President)
- Gerardo Lertxundi Albéniz (CEO)

RECENT NEWS

TMB continued its strong push towards fleet electrification in 2023-2024, announcing further significant investments in electric buses, including orders from manufacturers like Solaris and Irizar, as part of its commitment to a fully electric bus fleet by 2030. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

ALSA Grupo S.L.U. (part of National Express Group)

Revenue 4,000,000,000$

Private bus and coach operator

Website: https://www.alsa.es/en/

Country: Spain

Product Usage: Direct operation across its diverse network (urban, intercity, long-distance) for passenger transport, essential for meeting sustainability targets and demand for eco-friendly options.

Ownership Structure: Wholly-owned subsidiary of National Express Group PLC (publicly traded)

COMPANY PROFILE

ALSA Grupo S.L.U. is the largest bus operator in Spain, providing a wide range of passenger transport services, including urban, intercity, long-distance, and international routes. ALSA is a subsidiary of the UK-based National Express Group, a leading international public transport company. ALSA's business model focuses on delivering high-quality, reliable, and sustainable transport solutions across Spain and beyond. As a major private operator, ALSA is a significant buyer and end-user of public transport vehicles, including a growing number of electric buses and coaches for its urban and regional services. Its business type is a private bus and coach operator. ALSA is actively investing in the modernization and electrification of its fleet. The usage of imported electric public transport vehicles is for direct operation across its diverse network, particularly for urban and short-to-medium distance intercity routes where environmental benefits are paramount. These vehicles are essential for ALSA to meet its sustainability targets and respond to increasing demand for eco-friendly transport options from municipalities and passengers. ALSA's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet. ALSA Grupo S.L.U. is a wholly-owned subsidiary of National Express Group PLC, a publicly traded company listed on the London Stock Exchange (LSE: NEX). National Express Group reported a revenue of approximately 3.2 billion GBP (around 4.0 billion USD) in 2023. The management board of ALSA includes Francisco Iglesias (CEO) and other key executives responsible for the company's operations and strategic development in Spain. In recent news, ALSA has continued its commitment to fleet electrification. In 2023-2024, the company announced further investments in electric buses for its urban and regional operations across Spain, including new deliveries from manufacturers like Irizar and BYD. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and ALSA's transition to a more sustainable fleet.

GROUP DESCRIPTION

National Express Group PLC is a leading international public transport company, operating bus, coach, and rail services in the UK, North America, Spain, and Morocco.

MANAGEMENT TEAM

- Francisco Iglesias (CEO, ALSA)

RECENT NEWS

> ALSA continued its commitment to fleet electrification in 2023-2024, announcing further investments in electric buses for its urban and regional operations across Spain, including new deliveries from manufacturers like Irizar and BYD. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Avanza Grupo S.L.U. (part of Mobility ADO)

No turnover data available

Private bus and coach operator and urban transport manager

Website: https://www.avanzabus.com/

Country: Spain

Product Usage: Direct operation across its various concessions in Spanish cities for passenger transport, contributing to cleaner urban environments and fulfilling contractual obligations with municipalities.

Ownership Structure: Wholly-owned subsidiary of Mobility ADO (privately owned)

COMPANY PROFILE

Avanza Grupo S.L.U. is one of the largest private passenger transport groups in Spain, operating urban, metropolitan, and long-distance bus services, as well as managing urban transport systems. Avanza is a subsidiary of Mobility ADO, a leading Mexican multinational transport company. Avanza's business model focuses on providing comprehensive and innovative mobility solutions, with a strong emphasis on sustainability and technological integration. As a major private operator, Avanza is a significant buyer and end-user of public transport vehicles, including a growing number of electric buses for its urban and metropolitan services. Its business type is a private bus and coach operator and urban transport manager. Avanza is actively engaged in the electrification of its urban and metropolitan fleets. The usage of imported electric public transport vehicles is for direct operation across its various concessions in Spanish cities, contributing to cleaner and quieter urban environments. These vehicles are crucial for Avanza to fulfill its contractual obligations with municipalities and align with broader environmental objectives. Avanza's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet, demonstrating its commitment to sustainable mobility. Avanza Grupo S.L.U. is a wholly-owned subsidiary of Mobility ADO, a privately owned Mexican multinational transport company. Specific revenue figures for Avanza are not publicly disclosed as it is a subsidiary within a private group, but Mobility ADO's overall revenue is substantial. The management board of Avanza includes Valentín Alonso (CEO) and other key executives responsible for the company's operations and strategic development in Spain. In recent news, Avanza has continued to expand its electric bus fleet in various Spanish cities. In 2023-2024, the company announced new deliveries of electric buses for its operations in cities like Zaragoza and Madrid, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and Avanza's transition to a more sustainable fleet.

GROUP DESCRIPTION

Mobility ADO is a Mexican multinational transport company operating bus services, bus terminals, and other mobility solutions across Mexico, Spain, and other regions.

MANAGEMENT TEAM

- Valentín Alonso (CEO, Avanza)

RECENT NEWS

> Avanza continued to expand its electric bus fleet in various Spanish cities in 2023-2024, announcing new deliveries of electric buses for its operations in cities like Zaragoza and Madrid, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Empresa Municipal de Transportes de Valencia (EMT Valencia)

No turnover data available

Municipal public transport operator

Website: https://www.emtvalencia.es/emt-valencia/home.php?lang=en

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and achieving Valencia's environmental goals.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Empresa Municipal de Transportes de Valencia (EMT Valencia) is the public company responsible for managing and operating the urban bus network in the city of Valencia, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Valencia. EMT Valencia operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. EMT Valencia is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Valencia's environmental goals. EMT Valencia has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. EMT Valencia is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes Giuseppe Grezzi (President) and Manuel Martínez (Managing Director), overseeing operations, finance, and technological innovation. In recent news, EMT Valencia has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

MANAGEMENT TEAM

- Giuseppe Grezzi (President)
- Manuel Martínez (Managing Director)

RECENT NEWS

EMT Valencia continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Empresa Malagueña de Transportes (EMT Málaga)

No turnover data available

Municipal public transport operator

Website: https://www.emtmalaga.es/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Málaga.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Empresa Malagueña de Transportes (EMT Málaga) is the public company responsible for managing and operating the urban bus network in the city of Málaga, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Málaga. EMT Málaga operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. EMT Málaga is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Málaga's environmental goals. EMT Málaga has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. EMT Málaga is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes Marta Rueda (Managing Director) and other key executives overseeing operations, finance, and technological innovation. In recent news, EMT Málaga has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like BYD and Irizar, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

MANAGEMENT TEAM

- Marta Rueda (Managing Director)

RECENT NEWS

EMT Málaga continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like BYD and Irizar, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Sevilla (TUSSAM)

No turnover data available

Municipal public transport operator

Website: https://www.tussam.es/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Seville.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Sevilla (TUSSAM) is the public company responsible for managing and operating the urban bus network in the city of Seville, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Seville. TUSSAM operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. TUSSAM is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Seville's environmental goals. TUSSAM has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. TUSSAM is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes Rubén García (Managing Director) and other key executives overseeing operations, finance, and technological innovation. In recent news, TUSSAM has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

MANAGEMENT TEAM

- Rubén García (Managing Director)

RECENT NEWS

TUSSAM continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Zaragoza (TUZSA)

No turnover data available

Private urban public transport operator under concession

Website: https://www.tuzsa.es/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Zaragoza.

Ownership Structure: Subsidiary of Avanza Group (part of Mobility ADO, privately owned)

COMPANY PROFILE

Transportes Urbanos de Zaragoza (TUZSA) is the company responsible for managing and operating the urban bus network in the city of Zaragoza, Spain. TUZSA is part of the Avanza Group, which is a subsidiary of Mobility ADO. Its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Zaragoza. TUZSA operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a private urban public transport operator under concession. TUZSA is committed to environmental sustainability and fleet decarbonization as part of the broader Avanza Group strategy. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Zaragoza's environmental goals. TUZSA has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. TUZSA is a subsidiary of Avanza Group, which is part of Mobility ADO, a privately owned Mexican multinational transport company. Specific revenue figures for TUZSA are not publicly disclosed as it is a subsidiary within a private group. The management board includes key executives responsible for the company's operations and strategic development in Zaragoza. In recent news, TUZSA has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and BYD, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

GROUP DESCRIPTION

Avanza Grupo S.L.U. is one of the largest private passenger transport groups in Spain, operating urban, metropolitan, and long-distance bus services, and is a subsidiary of Mobility ADO.

RECENT NEWS

> TUZSA continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and BYD, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Vectalia Grupo S.L.

No turnover data available

Private diversified services group with a strong public transport division

Website: https://www.vectalia.es/

Country: Spain

Product Usage: Direct operation within its urban bus networks for passenger transport, contributing to cleaner urban environments and fulfilling contractual obligations with municipalities.

Ownership Structure: Privately owned Spanish company

COMPANY PROFILE

Vectalia Grupo S.L. is a diversified Spanish business group with significant interests in urban and interurban public transport, as well as other services like cleaning, catering, and advertising. Headquartered in Alicante, Vectalia operates public transport concessions in several Spanish cities, including Alicante, Elche, and Cáceres. Its business model focuses on providing comprehensive and integrated service solutions, with a growing emphasis on sustainable mobility. As a major private operator, Vectalia is a significant buyer and end-user of public transport vehicles, including a growing number of electric buses for its urban services. Its business type is a private diversified services group with a strong public transport division. Vectalia is actively investing in the modernization and electrification of its public transport fleets across its various concessions. The usage of imported electric public transport vehicles is for direct operation within its urban bus networks, contributing to cleaner and quieter urban environments in the cities it serves. These vehicles are crucial for Vectalia to fulfill its contractual obligations with municipalities and align with broader environmental objectives. Vectalia's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet, demonstrating its commitment to sustainable mobility. Vectalia Grupo S.L. is a privately owned Spanish company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a significant regional player in the Spanish transport sector. The management board includes Antonio Arias (President) and other key executives responsible for the group's diverse operations. In recent news, Vectalia has continued to expand its electric bus fleet in various Spanish cities where it holds concessions. In 2023-2024, the company announced new deliveries of electric buses for its operations in cities like Alicante and Cáceres, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and Vectalia's transition to a more sustainable fleet.

MANAGEMENT TEAM

- Antonio Arias (President)

RECENT NEWS

Vectalia continued to expand its electric bus fleet in various Spanish cities in 2023-2024, announcing new deliveries of electric buses for its operations in cities like Alicante and Cáceres, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Globalia Corporación Empresarial S.A. (Autocares Vázquez) No turnover data available

Private diversified tourism and transport conglomerate

Website: https://www.globalia.com/en/

Country: Spain

Product Usage: Direct operation across its various transport services (urban, interurban, school, tourism) for passenger transport, essential for meeting sustainability targets and demand for eco-friendly options.

Ownership Structure: Privately owned Spanish company

COMPANY PROFILE

Globalia Corporación Empresarial S.A. is a major Spanish tourism and transport conglomerate, with interests spanning airlines (Air Europa), travel agencies, hotels, and ground transport. Its ground transport division, which includes companies like Autocares Vázquez, operates bus and coach services for various purposes, including regular lines, school transport, and tourism. Globalia's business model focuses on providing integrated travel and mobility solutions. As a large private transport group, it is a significant buyer and end-user of public transport vehicles, including a growing number of electric coaches and buses for its diverse operations. Its business type is a private diversified tourism and transport conglomerate. Globalia, through its transport subsidiaries, is increasingly investing in sustainable mobility solutions. The usage of imported electric public transport vehicles is for direct operation across its various transport services, including urban and interurban routes, as well as specialized transport for tourism and corporate clients. These vehicles are essential for Globalia to meet its sustainability targets and respond to increasing demand for eco-friendly transport options. Globalia's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet. Globalia Corporación Empresarial S.A. is a privately owned Spanish company. Specific revenue figures for the transport division are not publicly disclosed, but the overall group revenue is substantial, typically in the billions of EUR. The management board includes Juan José Hidalgo (President) and Javier Hidalgo (CEO), overseeing the strategic direction of the conglomerate. In recent news, Globalia's transport division has shown increasing interest in fleet modernization and sustainability. While specific large-scale electric bus imports for Autocares Vázquez in the last 12 months might not be widely publicized, the group's overall strategy points towards a gradual transition to more sustainable vehicles. This includes exploring and acquiring electric public transport vehicles to enhance its service offerings and meet environmental regulations.

MANAGEMENT TEAM

- Juan José Hidalgo (President)
- Javier Hidalgo (CEO)

RECENT NEWS

Globalia's transport division has shown increasing interest in fleet modernization and sustainability, exploring and acquiring electric public transport vehicles to enhance its service offerings and meet environmental regulations.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Arriva Spain (part of Deutsche Bahn Group)

Revenue 48,800,000,000$

Private bus and coach operator

Website: https://www.arriva.es/

Country: Spain

Product Usage: Direct operation across its diverse network (urban, interurban, regional) for passenger transport, essential for meeting sustainability targets and demand for eco-friendly options.

Ownership Structure: Wholly-owned subsidiary of Deutsche Bahn AG (state-owned German company)

COMPANY PROFILE

Arriva Spain is a major public transport operator in Spain, providing urban, interurban, and regional bus services. Arriva is a subsidiary of Deutsche Bahn AG, the German state-owned railway company and one of the largest transport companies in the world. Arriva Spain's business model focuses on delivering high-quality, reliable, and sustainable transport solutions across its concessions. As a significant private operator, Arriva Spain is a buyer and end-user of public transport vehicles, including a growing number of electric buses for its urban and regional services. Its business type is a private bus and coach operator. Arriva Spain, aligned with Deutsche Bahn's broader sustainability goals, is actively investing in the electrification of its fleet. The usage of imported electric public transport vehicles is for direct operation across its diverse network, particularly for urban and regional routes where environmental benefits are paramount. These vehicles are essential for Arriva to meet its sustainability targets and respond to increasing demand for eco-friendly transport options from municipalities and passengers. Arriva's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet. Arriva Spain is a wholly-owned subsidiary of Arriva Group, which is part of Deutsche Bahn AG, a state-owned German company. Deutsche Bahn Group reported a revenue of approximately 45.2 billion EUR (around 48.8 billion USD) in 2023. The management board of Arriva Spain includes key executives responsible for the company's operations and strategic development in Spain. In recent news, Arriva Spain has continued its commitment to fleet electrification. In 2023-2024, the company announced further investments in electric buses for its urban and regional operations across Spain, including new deliveries from manufacturers like Irizar and Solaris. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and Arriva's transition to a more sustainable fleet.

GROUP DESCRIPTION

Deutsche Bahn AG is the German state-owned railway company, and one of the largest transport companies in the world, operating rail, bus, and logistics services globally through subsidiaries like Arriva.

RECENT NEWS

> Arriva Spain continued its commitment to fleet electrification in 2023-2024, announcing further investments in electric buses for its urban and regional operations across Spain, including new deliveries from manufacturers like Irizar and Solaris. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Monbus (Grupo Monbus S.L.)

No turnover data available

Private bus and coach operator

Website: https://www.monbus.es/en/

Country: Spain

Product Usage: Direct operation across its various transport services (urban, interurban, school, discretionary) for passenger transport, essential for meeting sustainability targets and demand for eco-friendly options.

Ownership Structure: Privately owned Spanish company

COMPANY PROFILE

Monbus (Grupo Monbus S.L.) is a leading Spanish private passenger transport group, operating a wide range of services including regular lines, discretionary services, school transport, and urban transport concessions. Headquartered in Lugo, Galicia, Monbus has a significant presence across Spain. Its business model focuses on providing comprehensive and high-quality mobility solutions, with a growing emphasis on sustainability and innovation. As a major private operator, Monbus is a significant buyer and end-user of public transport vehicles, including a growing number of electric buses and coaches for its diverse operations. Its business type is a private bus and coach operator. Monbus is actively investing in the modernization and electrification of its fleet. The usage of imported electric public transport vehicles is for direct operation across its various transport services, including urban and interurban routes, as well as specialized transport for school and corporate clients. These vehicles are essential for Monbus to meet its sustainability targets and respond to increasing demand for eco-friendly transport options from municipalities and passengers. Monbus's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet. Monbus (Grupo Monbus S.L.) is a privately owned Spanish company. Specific revenue figures are not publicly disclosed for private companies of its size, but it is recognized as a significant national player in the Spanish transport sector. The management board includes Raúl López (President) and other key executives responsible for the group's diverse operations. In recent news, Monbus has continued to expand its electric bus fleet in various Spanish cities where it holds concessions. In 2023-2024, the company announced new deliveries of electric buses for its operations, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and Monbus's transition to a more sustainable fleet.

MANAGEMENT TEAM

- Raúl López (President)

RECENT NEWS

Monbus continued to expand its electric bus fleet in various Spanish cities in 2023-2024, announcing new deliveries of electric buses for its operations, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Dbus (Compañía del Tranvía de San Sebastián S.A.)

No turnover data available

Municipal public transport operator

Website: https://www.dbus.eus/en/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in San Sebastián.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Dbus (Compañía del Tranvía de San Sebastián S.A.) is the public company responsible for managing and operating the urban bus network in the city of San Sebastián (Donostia), Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of San Sebastián. Dbus operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. Dbus is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving San Sebastián's environmental goals. Dbus has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. Dbus is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, Dbus has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

Dbus continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

TUSGSAL (Transportes Urbanos y Servicios Generales S.A.L.)

No turnover data available

Cooperative public transport operator

Website: https://www.tusgsal.cat/en/

Country: Spain

Product Usage: Direct operation across its urban and interurban bus network for passenger transport, contributing to cleaner urban environments and meeting sustainability targets.

Ownership Structure: Cooperative company (owned by its workers)

COMPANY PROFILE

TUSGSAL (Transportes Urbanos y Servicios Generales S.A.L.) is a major public transport operator in the metropolitan area of Barcelona, primarily serving Badalona and other municipalities. As a cooperative company, TUSGSAL provides urban and interurban bus services, with a strong focus on innovation and sustainability. Its business model centers on delivering efficient and environmentally friendly public transport solutions to the communities it serves. TUSGSAL is a significant buyer and end-user of public transport vehicles, including a growing number of electric buses for its urban and metropolitan services. Its business type is a cooperative public transport operator. TUSGSAL is actively investing in the electrification of its fleet. The usage of imported electric public transport vehicles is for direct operation across its urban and interurban bus network, contributing to cleaner and quieter urban environments in the municipalities it serves. These vehicles are crucial for TUSGSAL to meet its sustainability targets and respond to increasing demand for eco-friendly transport options from municipalities and passengers. TUSGSAL's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet. TUSGSAL is a cooperative company, owned by its workers. Specific revenue figures are not publicly disclosed for cooperative companies of its size, but it is recognized as a significant metropolitan player in the Barcelona transport sector. The management board includes key executives responsible for the company's operations and strategic development. In recent news, TUSGSAL has continued to expand its electric bus fleet in the Barcelona metropolitan area. In 2023-2024, the company announced new deliveries of electric buses, including from manufacturers like BYD and Irizar, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and TUSGSAL's transition to a more sustainable fleet.

RECENT NEWS

> TUSGSAL continued to expand its electric bus fleet in the Barcelona metropolitan area in 2023-2024, announcing new deliveries of electric buses, including from manufacturers like BYD and Irizar, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Gijón (EMTUSA)

No turnover data available

Municipal public transport operator

Website: https://www.emtusa.com/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Gijón.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Gijón (EMTUSA) is the public company responsible for managing and operating the urban bus network in the city of Gijón, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Gijón. EMTUSA operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. EMTUSA is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Gijón's environmental goals. EMTUSA has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. EMTUSA is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, EMTUSA has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

EMTUSA continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Valladolid (AUVASA)

No turnover data available

Municipal public transport operator

Website: https://www.auvasa.es/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Valladolid.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Valladolid (AUVASA) is the public company responsible for managing and operating the urban bus network in the city of Valladolid, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Valladolid. AUVASA operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. AUVASA is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Valladolid's environmental goals. AUVASA has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. AUVASA is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, AUVASA has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

AUVASA continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Vitoria-Gasteiz (TUVISA)

No turnover data available

Municipal public transport operator

Website: https://www.vitoria-gasteiz.org/wb021/was/contenidoAction.do?idioma=es&idContenido=AN_TUVISA

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Vitoria-Gasteiz.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Vitoria-Gasteiz (TUVISA) is the public company responsible for managing and operating the urban bus network in the city of Vitoria-Gasteiz, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Vitoria-Gasteiz, a city recognized for its environmental commitment. TUVISA operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. TUVISA is committed to environmental sustainability and fleet decarbonization, aligning with Vitoria-Gasteiz's status as a European Green Capital. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Vitoria-Gasteiz's environmental goals. TUVISA has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. TUVISA is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, TUVISA has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

TUVISA continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Palma (EMT Palma)

No turnover data available

Municipal public transport operator

Website: https://www.emtpalma.cat/es/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Palma de Mallorca.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Palma (EMT Palma) is the public company responsible for managing and operating the urban bus network in the city of Palma de Mallorca, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens and tourists of Palma. EMT Palma operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. EMT Palma is committed to environmental sustainability and fleet decarbonization, particularly important for an island city. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Palma's environmental goals. EMT Palma has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. EMT Palma is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, EMT Palma has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

EMT Palma continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Granada (Transportes Rober)

No turnover data available

Private urban public transport operator under concession

Website: https://transportesrober.com/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, contributing to cleaner urban environments and fulfilling contractual obligations with the municipality.

Ownership Structure: Privately owned Spanish company operating under municipal concession

COMPANY PROFILE

Transportes Urbanos de Granada (Transportes Rober) is the company responsible for managing and operating the urban bus network in the city of Granada, Spain. Transportes Rober operates under a concession model, providing essential public transport services to the citizens of Granada. Its business model focuses on delivering efficient and reliable urban mobility solutions, with a growing emphasis on sustainability. As a significant private operator under concession, Transportes Rober is a buyer and end-user of public transport vehicles, including a growing number of electric buses for its urban services. Its business type is a private urban public transport operator under concession. Transportes Rober is actively investing in the modernization and electrification of its fleet. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, contributing to cleaner and quieter urban environments in Granada. These vehicles are crucial for Transportes Rober to fulfill its contractual obligations with the municipality and align with broader environmental objectives. Transportes Rober's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet. Transportes Rober is a privately owned Spanish company operating under municipal concession. Specific revenue figures are not publicly disclosed for private companies of its size. The management board includes key executives responsible for the company's operations and strategic development in Granada. In recent news, Transportes Rober has continued to expand its electric bus fleet in Granada. In 2023-2024, the company announced new deliveries of electric buses, including from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and Transportes Rober's transition to a more sustainable fleet.

RECENT NEWS

Transportes Rober continued to expand its electric bus fleet in Granada in 2023-2024, announcing new deliveries of electric buses, including from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable transport. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Autobuses Urbanos de León (ALSA)

Revenue 4,000,000,000$

Private urban public transport operator under concession (operated by ALSA)

Website: https://www.alsa.es/en/

Country: Spain

Product Usage: Direct operation within the urban bus network of León for passenger transport, contributing to cleaner urban environments and meeting sustainability targets.

Ownership Structure: Operated by ALSA (wholly-owned subsidiary of National Express Group PLC)

COMPANY PROFILE

Autobuses Urbanos de León is the company responsible for managing and operating the urban bus network in the city of León, Spain. This operation is managed by ALSA, the largest bus operator in Spain and a subsidiary of the UK-based National Express Group. ALSA's business model focuses on delivering high-quality, reliable, and sustainable transport solutions across its concessions. As a major private operator, ALSA is a significant buyer and end-user of public transport vehicles, including a growing number of electric buses for its urban services in León. Its business type is a private urban public transport operator under concession. ALSA, through its operation in León, is actively investing in the modernization and electrification of its fleet. The usage of imported electric public transport vehicles is for direct operation within the urban bus network of León, contributing to cleaner and quieter urban environments. These vehicles are essential for ALSA to meet its sustainability targets and respond to increasing demand for eco-friendly transport options from the municipality and passengers. ALSA's procurement strategy involves acquiring electric vehicles from various global manufacturers to integrate into its extensive fleet, including those designated for León. Autobuses Urbanos de León is operated by ALSA Grupo S.L.U., a wholly-owned subsidiary of National Express Group PLC, a publicly traded company listed on the London Stock Exchange (LSE: NEX). National Express Group reported a revenue of approximately 3.2 billion GBP (around 4.0 billion USD) in 2023. The management board of ALSA includes Francisco Iglesias (CEO) and other key executives responsible for the company's operations and strategic development in Spain. In recent news, ALSA has continued its commitment to fleet electrification across its various urban operations in Spain, including León. In 2023-2024, the company announced further investments in electric buses for its urban operations, with new deliveries from manufacturers like Irizar and BYD. These procurements represent significant acquisitions of electric public transport vehicles, contributing to the overall import volume into Spain and ALSA's transition to a more sustainable fleet.

GROUP DESCRIPTION

National Express Group PLC is a leading international public transport company, operating bus, coach, and rail services in the UK, North America, Spain, and Morocco.

MANAGEMENT TEAM

- Francisco Iglesias (CEO, ALSA)

RECENT NEWS

> ALSA continued its commitment to fleet electrification across its various urban operations in Spain, including León, in 2023-2024, announcing further investments in electric buses with new deliveries from manufacturers like Irizar and BYD. These procurements represent significant acquisitions of electric public transport vehicles.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Burgos (SAMYT)

No turnover data available

Municipal public transport operator

Website: https://www.aytoburgos.es/movilidad-y-transporte/transporte-urbano

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Burgos.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Burgos (SAMYT - Servicio de Autobuses Urbanos de Burgos) is the public company responsible for managing and operating the urban bus network in the city of Burgos, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Burgos. SAMYT operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. SAMYT is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Burgos's environmental goals. SAMYT has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. SAMYT is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, SAMYT has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

SAMYT continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

POTENTIAL BUYERS OR IMPORTERS

This section provides detailed information about key buyer companies in the target market, including their business profiles, product usage, and organizational structures.

Transportes Urbanos de Santander (TUS)

No turnover data available

Municipal public transport operator

Website: https://www.tusantander.es/

Country: Spain

Product Usage: Direct operation within its urban bus network for passenger transport, crucial for reducing emissions and improving air quality in Santander.

Ownership Structure: Wholly-owned municipal company

COMPANY PROFILE

Transportes Urbanos de Santander (TUS) is the public company responsible for managing and operating the urban bus network in the city of Santander, Spain. As a municipal entity, its primary objective is to provide efficient, sustainable, and accessible public transport services to the citizens of Santander. TUS operates a significant bus fleet and is actively engaged in the modernization and electrification of its services. The company is a direct importer and major end-user of public transport vehicles, including a growing fleet of electric buses. Its business type is a municipal public transport operator. TUS is committed to environmental sustainability and fleet decarbonization. The usage of imported electric public transport vehicles is for direct operation within its urban bus network, serving the city's residents and visitors. These vehicles are crucial for reducing emissions, improving air quality, and achieving Santander's environmental goals. TUS has a strategic plan to increase the number of electric buses in its fleet, making it a significant purchaser of electric buses in Spain. This involves continuous procurement of new electric vehicles from various international manufacturers. TUS is a wholly-owned municipal company. Its approximate annual turnover is typically in the range of tens of millions of EUR, reflecting the scale of its operations as a major urban transport provider. The management board includes key executives responsible for operations, finance, and technological innovation. In recent news, TUS has continued its efforts towards fleet electrification. In 2023-2024, the company announced further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain, directly impacting the market for such products.

RECENT NEWS

TUS continued its efforts towards fleet electrification in 2023-2024, announcing further acquisitions of electric buses, including deliveries from manufacturers like Irizar and Solaris, as part of its ongoing commitment to sustainable mobility. These procurements represent substantial imports of electric public transport vehicles into Spain.

9

POLICY CHANGES AFFECTING TRADE

POLICY CHANGES AFFECTING TRADE

This section provides an overview of recent policy changes that may impact trade and investment in the country under analysis. The information is sourced from the repository maintained by the Global Trade Alert (GTA). Usage of this material is permitted, provided that proper attribution is given to the Global Trade Alert (GTA).

All materials presented in the following chapter of the report are sourced from the Global Trade Alert (GTA) database.

The Global Trade Alert is the world's premier repository of policy changes affecting global trade and investment. The GTA launched in June 2009, and since then, the independent team has documented tens of thousands state interventions worldwide. The evidence collected by GTA is regularly used by governments, international organizations and leading media brands around the globe.

The GTA is an initiative of the Swiss-based St. Gallen Endowment for Prosperity Through Trade, a neutral, non-profit organisation dedicated to increasing transparency of global policies affecting the digital economy, trade and investment.

For the most up-to-date information on global trade policies and regulations worldwide, we encourage you to visit the official website of the Global Trade Alert at https://globaltradealert.org.

Note: If the following pages do not include information on relevant policy measures, it indicates that no specific active policies related to the product and/or country analyzed were identified at the time of preparing this report based on the selected search criteria.

EU: TRADE RESTRICTIONS EXTENDED TO INCLUDE UKRAINE'S NON-GOVERNMENT-CONTROLLED REGIONS OF KHERSON AND ZAPORIZHZHIA

Date Announced: 2022-10-06 | Date Published: 2022-10-11 | Date Implemented: 2022-10-07

Alert level: **Red**
Intervention Type: **Import ban**
Affected Counties: **Ukraine**

On 6 October 2022, the EU adopted Council Regulation (EU) 2022/1903 extending the geographical scope of the trade restrictions on the non-government-controlled regions of Ukraine. The regulation extends the blanket import ban on all goods and services to account for the Kherson and Zaporizhzhia regions as well. The measure enters into force one day following its publication.

Notably, the regulation amends Council Regulation (EU) 2022/263 adopted in February 2022 (see related state act). This regulation initially established trade restrictions with the non-government-controlled regions of Donetsk and Luhansk.

The measure also extended an export ban on certain technology goods and the provision of certain services (see related intervention).

In this context, the EU's press release notes: "This new sanctions package against Russia is proof of our determination to stop Putin's war machine and respond to his latest escalation with fake "referenda" and illegal annexation of Ukrainian territories".

EU's sanctions on Russia

On 6 October 2022, the EU passed a series of additional sanctions targeting the Russian Federation for the organisation of what the EU considers "illegal sham referenda" in the Ukrainian regions of Donetsk, Kherson, Luhansk, and Zaporizhzhia. In addition, the EU quotes the mobilisation and the threat of "weapons of mass destruction" by Russia. The package also includes further trade and financial restrictions against Russia (see related state acts).

Source: EUR-Lex, Official Journal of the EU. "Council Regulation (EU) 2022/1903 of 6 October 2022 amending Regulation (EU) 2022/263 concerning restrictive measures in response to the recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and the ordering of Russian armed forces into those areas". 06/10/2022. Available at: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3AOJ.LI.2022.259.01.0001.01.ENG&toc=OJ%3AL%3A2022%3A259I%3ATOC Council of the EU, Press release. "EU adopts its latest package of sanctions against Russia over the illegal annexation of Ukraine's Donetsk, Luhansk, Zaporizhzhia and Kherson regions". 06/10/2022. Available at: https://www.consilium.europa.eu/en/press/press-releases/2022/10/06/eu-adopts-its-latest-package-of-sanctions-against-russia-over-the-illegal-annexation-of-ukraine-s-donetsk-luhansk-zaporizhzhia-and-kherson-regions/ EUR-Lex, Official Journal of the EU. "Consolidated text: Council Regulation (EU) 2022/263 of 23 February 2022 concerning restrictive measures in response to the recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and the ordering of Russian armed forces into those areas". As of 7 October 2022. Available at: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02022R0263-20220414&qid=1665125934851

EU: REVOCATION OF MOST-FAVOURED-NATION STATUS FOR RUSSIA FOLLOWING THEIR ATTACK ON UKRAINE

Date Announced: 2022-03-11 | Date Published: 2022-03-11 | Date Implemented: 2022-03-11

Alert level: **Red**
Intervention Type: **Import tariff**
Affected Counties: **Russia**

On 11 March 2022, the European Commission issued a press release withdrawing the Most-Favoured-Nation (MFN) tariff treatment for Russia in response to their invasion of Ukraine. As a result, Russian goods imported to any of the G7 countries may be subject to a higher import tariff. The Commission has not announced any tariff changes at this time.

In this context, the European Commission's President, Ursula von der Leyen, noted: "We will deny Russia the status of most-favoured-nation in our markets. This will revoke important benefits that Russia enjoys as a WTO member. Russian companies will no longer receive privileged treatment in our economies".

The present decision is taken in coordination with other G7 allies of the EU (see related state acts).

Source: European Commission. Press release. "Statement by President von der Leyen on the fourth package of restrictive measures against Russia". 11/03/2022. Available at: https://ec.europa.eu/commission/presscorner/detail/en/statement_22_1724

EU: TRADE RESTRICTIONS WITH UKRAINE'S NON-GOVERNMENT-CONTROLLED REGIONS OF DONETSK AND LUHANSK

Date Announced: 2022-02-23 | Date Published: 2022-02-25 | Date Implemented: 2022-02-24

Alert level: **Red**
Intervention Type: **Import ban**
Affected Counties: **Ukraine**

On 23 February 2022, the EU adopted Council Regulation (EU) 2022/263 imposing trade restrictions with the two Ukrainian separatist regions of Donetsk and Luhansk oblasts. The Decision includes a blanket import ban on all goods and services originating from non-government-controlled areas in the two regions. This follows Russia's recognition of the two regions as independent regions from Ukraine and the deployment of troops into the region on the same day.

The Decision also included an export ban of certain technology goods and the provision of certain services (see related state intervention).

In this context, the EU's press release notes: "The EU stands ready to swiftly adopt more wide-ranging political and economic sanctions in case of need, and reiterates its unwavering support and commitment to Ukraine's independence, sovereignty and territorial integrity within its internationally recognised borders".

The measure enters into force one day following its publication on the official gazette.

EU's sanctions on Russia and the Donetsk and Luhansk oblasts

On 23 February 2022, the EU passed its first package of measures targetting the Russian Federation for the recognition of non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine as independent entities, and the subsequent decision to send Russian troops into these areas. The package includes 10 regulations establishing targeted restrictive measures to Russian politicians and high-profile individuals, trade restrictions, as well as other capital control and financial restrictions (see related state acts).

A second package was announced on 24 February 2022.

Update

On 6 October 2022, the EU adopted Council Regulation (EU) 2022/1903 including a geographical extension of the trade restrictions to include the Kherson and Zaporizhzhia oblasts in the list of non-government-controlled regions (see related state act).

Source: Official Journal of the EU, EUR-Lex. "COUNCIL REGULATION (EU) 2022/263 of 23 February 2022 concerning restrictive measures in response to the recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and the ordering of Russian armed forces into those areas". 23/02/2022. Available at: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv%3AOJ.LI.2022.042.01.0077.01.ENG&toc=OJ%3AL%3A2022%3A042I%3ATOC Council of the EU. Press release. "EU adopts package of sanctions in response to Russian recognition of the non-government controlled areas of the Donetsk and Luhansk oblasts of Ukraine and sending of troops into the region". 23/02/2022. Available at: https://www.consilium.europa.eu/en/press/press-releases/2022/02/23/russian-recognition-of-the-non-government-controlled-areas-of-the-donetsk-and-luhansk-oblasts-of-ukraine-as-independent-entities-eu-adopts-package-of-sanctions/

EU: COMMISSION REMOVES ARMENIA AND VIETNAM FROM THE GSP SCHEME FROM 2022 ONWARDS

Date Announced: 2021-02-02 | Date Published: 2022-08-18 | Date Implemented: 2022-01-01

Alert level: **Red**
Intervention Type: **Import tariff**
Affected Counties: **Armenia, Vietnam**

On 2 February 2021, the European Union adopted Commission Delegated Regulation (EU) 2021/114 removing Armenia and Vietnam from its Generalised Scheme of Preferences (GSP). In particular, Armenia was removed given its classification as an "upper-middle-income country" by the World Bank since 2018, whilst Vietnam was removed given the Trade Agreement and an Investment Protection Agreement between the EU and Vietnam in force since August 2020. The removals enter into force on 1 January 2022.

The changes were introduced via a modification of the Annexes of Regulation (EU) No 978/2012, where the official list of affected products is published. The removals imply higher import duties on several products originating from these countries.

EU's Generalised Scheme of Preferences

The GSP is a unilateral mechanism under which the EU removes import duties on products coming from vulnerable developing countries. The objective is "to contribute to alleviate poverty and create jobs in developing countries based on international values and principles, including labour and human rights.

Source: EUR-Lex, Official Journal of the EU. "Commission Delegated Regulation (EU) 2021/114 of 25 September 2020 amending Annexes II and III to Regulation (EU) No 978/2012 of the European Parliament and of the Council as regards Armenia and Vietnam". 02/02/2021. Available at: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32021R0114 EUR-Lex, Official Journal of the EU. "Regulation (EU) No 978/2012 of the European Parliament and of the Council of 25 October 2012 applying a scheme of generalised tariff preferences and repealing Council Regulation (EC) No 732/2008". 30/12/2012. Available at: https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32012R0978&qid=1649401848513#ntr1-L_2012303EN.01001901-E0001 European Commission, Generalised Scheme of Preferences (GSP). Available at: https://ec.europa.eu/trade/policy/countries-and-regions/development/generalised-scheme-of-preferences/index_en.htm

EUROPEAN UNION: GSP BENEFICIARY CHANGES IN 2020

Date Announced: 2020-01-01 | Date Published: 2022-10-24 | Date Implemented: 2020-01-01

Alert level: **Red**
Intervention Type: **Import tariff**
Affected Counties: **Equatorial Guinea, Nauru, Samoa**

During 2020, the European Union removed 3 jurisdiction(s) from the list of countries benefitting from the GSP regime compared to the previous year available in the WTO Tariff Download Facility.

The WTO Tariff Download Facility 'contains comprehensive information on Most- Favoured-Nation (MFN) applied and bound tariffs at the standard codes of the Harmonized System (HS) for all WTO Members. When available, it also provides data at the HS subheading level on non-MFN applied tariff regimes which a country grants to its export partners. This information is sourced from submissions made to the WTO Integrated Data Base (IDB) for applied tariffs and imports and from the Consolidated Tariff Schedules (CTS) database for the bound duties of all WTO Members.'

Source: WTO. Tariff Download Facility Database (retrieved on 19 September 2022). http://tariffdata.wto.org

EUROPEAN UNION: GSP BENEFICIARY CHANGES IN 2020

Date Announced: 2020-01-01 | Date Published: 2022-10-24 | Date Implemented: 2020-01-01

Alert level: **Red**
Intervention Type: **Import tariff**
Affected Counties: **Equatorial Guinea**

During 2020, the European Union removed 1 jurisdiction(s) from the list of countries benefitting from the LDC duties regime compared to the previous year available in the WTO Tariff Download Facility.

The WTO Tariff Download Facility 'contains comprehensive information on Most- Favoured-Nation (MFN) applied and bound tariffs at the standard codes of the Harmonized System (HS) for all WTO Members. When available, it also provides data at the HS subheading level on non-MFN applied tariff regimes which a country grants to its export partners. This information is sourced from submissions made to the WTO Integrated Data Base (IDB) for applied tariffs and imports and from the Consolidated Tariff Schedules (CTS) database for the bound duties of all WTO Members.'

Source: WTO. Tariff Download Facility Database (retrieved on 19 September 2022). http://tariffdata.wto.org

LIST OF ABBREVIATIONS AND TERMS USED

Ad valorem tariff: An ad valorem duty (tariff, charge, and so on) is based on the value of the dutiable item and expressed in percentage terms. For example, a duty of 20 percent on the value of automobiles.

Applied tariff / Applied rates: Duties that are actually charged on imports. These can be below the bound rates.

Aggregation: A process that transforms microdata into aggregate-level information by using an aggregation function such as count, sum average or standard deviation.

Aggregated data: Data generated by aggregating non-aggregated observations according to a well- defined statistical methodology.

Approx.: Short for "approximation", which is a guess of a number that is not exact but that is close.

B: billions (e.g. US$ 10B)

CAGR: For the purpose of this report, the compound annual growth rate (CAGR) is the annualized average rate of growth of a specific indicator (e.g. imports, proxy prices) between two given years, assuming growth takes place at an exponentially compounded rate. The CAGR between given years X and Z, where Z - X = N, is the number of years between the two given years, is calculated as follows:

$$CAGR_{\text{from year X to year Z}} = \left(\frac{Value_{yearZ}}{Value_{yearX}}\right)^{(1/N)} - 1$$

Current US$: Data reported in current (or "nominal") prices for each year are measured in the prices for that particular year. For example, GDP for 1990 are based on 1990 prices, for 2020 are based on 2020 prices, and so on. Current price series are influenced by the effects of inflation.

Constant US$: Constant (or "real") price series show the data for each year in the prices of a chosen reference year. For example, reported GDP in constant 2015 prices show data for 2019, 2022, and all other years in 2015 prices. Constant price series are used to measure the true volume growth, i.e. adjusting for the effects of price inflation.

CPI, Inflation: Inflation as measured by the consumer price index reflects the annual percentage change in the cost to the average consumer of acquiring a basket of goods and services that may be fixed or changed at specified intervals, such as yearly.

Country Credit Risk Classification: The Organization for Economic Cooperation & Development (OECD) Country Risk Classification measures the country credit risk and the likelihood that a country will service its external debt. The index uses a scale of eight risk categories to determine a country's credit risk (from 0 to 7: 0 being risk free and 7 represents the highest level of country risk to service its external debt). The country risk classifications are not sovereign risk classifications and therefore should not be compared with the sovereign risk classifications of private credit rating agencies (CRAs).

Country Market: For the purpose of this report, this is the total number of all goods (in US$ or volume values) which added to the stock of material resources of a country by entering (imports) its economic territory in a certain period of time (often measured over the course of a year).

Competitors: Businesses/companies who compete against each other in the same good market. This may also refer to a country on a global level.

Domestic or foreign goods: Specification of whether the good is of domestic or foreign origin.

Domestic goods: Can be defined as goods originating in the economic territory of a country. In general, goods are considered as originating in the country if they have been wholly obtained in it or were substantially transformed.

Economic territory: The area under the effective economic control of a single government.

Estimation: Estimation is concerned with inference about the numerical value of unknown population values from incomplete data such as a sample.

Foreign goods: Are goods which originate from the rest of the world (including foreign goods in transit through the compiling country) or are obtained under the outward processing procedure, when such processing confers foreign origin (compensating products which changed origin).

Growth rates: refer to the percentage change of a specific variable within a specific time period.

GDP (current US$): Gross Domestic Product at purchaser's prices is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in current U.S. dollars. Dollar figures for GDP are converted from domestic currencies using single year official exchange rates. For a few countries where the official exchange rate does not reflect the rate effectively applied to actual foreign exchange transactions, an alternative conversion factor is used.

LIST OF ABBREVIATIONS AND TERMS USED

GDP (constant 2015 US$): Gross Domestic Product at purchaser's prices is the sum of gross value added by all resident producers in the economy plus any product taxes and minus any subsidies not included in the value of the products. It is calculated without making deductions for depreciation of fabricated assets or for depletion and degradation of natural resources. Data are in constant 2015 prices, expressed in U.S. dollars. Dollar figures for GDP are converted from domestic currencies using 2015 official exchange rates. For a few countries where the official exchange rate does not reflect the rate effectively applied to actual foreign exchange transactions, an alternative conversion factor is used.

GDP growth (annual %): Annual percentage growth rate of GDP at market prices based on constant local currency. An economy's growth is measured by the change in the volume of its output or in the real incomes of its residents. The 2008 United Nations System of National Accounts (2008 SNA) offers three plausible indicators for calculating growth: the volume of gross domestic product (GDP), real gross domestic income, and real gross national income. The volume of GDP is the sum of value added, measured at constant prices, by households, government, and industries operating in the economy. GDP accounts for all domestic production, regardless of whether the income accrues to domestic or foreign institutions.

Goods (products): For the purpose of his report the term is defined as physical, produced objects for which a demand exists, over which ownership rights can be established and whose ownership can be transferred from one institutional unit to another by engaging in transactions on markets, plus certain types of so-called knowledge-capturing products stored on physical media that can cross borders physically.

Goods in transit: Goods are considered as simply being transported through a country if they (a) enter and leave the compiling country solely for the purpose of being transported to another country, (b) are not subject to halts not inherent to the transportation and (c) can be identified when both entering and leaving the country.

General imports and exports: Are flows of goods entering/leaving the statistical territory of a country applying the general trade system and recorded in compliance with the general and specific guidelines.

General imports consist of:

(a) Imports of foreign goods (including compensating products after outward processing which changed their origin from domestic to foreign) entering the free circulation area, premises for inward processing, industrial free zones, premises for customs warehousing or commercial free zones;

(b) Re-imports of domestic goods into the free circulation area, premises for inward processing or industrial free zones, premises for customs warehousing or commercial free zones.

General exports consist of:

(a) Exports of domestic goods (including compensating products after inward processing which changed their origin from foreign to domestic) from any part of the statistical territory, including free zones and customs warehouses;

(b) Re-exports of foreign goods from any part of the statistical territory, including free zones and customs warehouses.

Global Market: For the purpose of this report, the term represents the sum of imports (either in US$ or volume terms) of a particular good of all countries who reported these data to the UN Comtrade database. Important to mention, the term doesn't include local production of that good, which may account for a large part. Thus, the term covers only global Imports flow.

The Harmonized Commodity Description and Coding Systems (HS, Harmonized System): an internationally recognized commodity classification developed and maintained by The World Customs Organization (WCO). The system is used by more than 200 countries and economies as a basis for their Customs tariffs and for the collection of international trade statistics. Over 98 % of the merchandise in international trade is classified in terms of the HS. The HS comprises over 5,600 separate groups of goods identified by a 6-digit code, arranged in 99 chapters, grouped in 21 sections.

HS Code: At the international level, the Harmonized System for classifying goods is a six-digit code system (HS code, Commodity Code, Product Code), which can be broken down into three parts. The first two digits (HS-2) identify the chapter the goods are classified in, e.g., 01 Animals; live. The next two digits (HS-4) identify groupings within that chapter (the heading), e.g., 0104 - Sheep and goats; live. The following two digits (HS-6) are even more specific (the subheading), e.g., 010410 - Sheep; live. Up to the HS-6 digit level, all countries classify products in the same way (a few exceptions exist where some countries apply old versions of the HS).

Imports penetration: Import penetration ratios are defined as the ratio between the value of imports as a percentage of total domestic demand. The import penetration rate shows to what degree domestic demand D is satisfied by imports M. It is calculated as M/D, where the domestic demand is the GDP minus exports plus imports i.e. [D = GDP-X+M]. From a macroeconomic perspective, a country that produces manufactured goods with a high degree of international competitiveness will see decreasing imports. Under these circumstances, the import penetration rate will fall. Conversely, a country that produces manufactured goods with a low degree of international competitiveness will see increasing imports. In this case, the import penetration will rise. It must be noted, however, that the relationship described here does not always hold. Two factors – Import barriers and transaction costs – may interfere with it. If a country has established import barriers, another country's comparatively better manufactured goods will have little impact on its imports, and its import penetration rate will not rise. Likewise, if transportation and other transaction costs are extremely high for traded goods, differences in international competitiveness may not be reflected in the import penetration rate.

LIST OF ABBREVIATIONS AND TERMS USED

International merchandise trade statistics: Refers to both foreign (or external) merchandise trade statistics as compiled by countries and international merchandise trade statistics as represented by the consolidated and standardized country data sets that are compiled and maintained by the international or regional agencies.

Importer/exporter: In general, refers to the party in the customs territory who signed the contract of purchase/sale and/or who is responsible for executing the contract (i.e., the agent responsible for effecting import into or export from a country). Each importer or exporter is usually assigned a unique identification number.

Imports volume: The number or amount of Imports in general, typically measured in kilograms.

Imputation: Procedure for entering a value for a specific data item where the response is missing or unusable.

Imports value: The price actually paid for all imported units (by quantity unit) of the given commodity (unit price multiplied by quantity), or the cost of the commodity if not sold or purchased.

Institutional unit: The elementary economic decision-making center characterized by uniformity of behavior and decision-making autonomy in the exercise of its principal function.

K: thousand (e.g. US$ 10K)

Ktons: thousand tons (e.g. 1 Ktons)

LTM: For the purpose of this report, LTM means Last Twelve Months for which the trade data are available. This period may not coincide with calendar period though, which is often the case with the trade data.

Long-term growth rate: For the purpose of this report, it is a metric that is used to express the change in a variable, represented as a percentage, ans is used interchangeably with CAGR.

Long-Term: For the purpose of this report, it is equivalent to a period used for calculation of CAGR.

M: million (e.g. US$ 10M)

Market: For the purpose of this report the terms Market and Imports may be used interchangeably, since both refer to a particular good which is bought and sold in particular country. The distinctive feature is that the Market term includes only imports of a particular good to a particular country. It does not include domestic production of such good or anything else.

Microdata: Data on the characteristics of individual transactions collected by customs or other sources (such as administrative records or surveys) or estimated.

Macrodata: Data derived from microdata by grouping or aggregating them, such as total exports of goods classified in a particular HS subheading.

Mirror statistics: Mirror statistics are used to conduct bilateral comparisons of two basic measures of a trade flow and are a traditional tool for detecting the causes of asymmetries in statistics.

Mean value: The arithmetic mean, also known as "arithmetic average", is a measure of central tendency of a finite set of numbers: specifically, the sum of the values divided by the number of values.

Median value: Is the value separating the higher half from the lower half of a data sample, a population, or a probability distribution.

Marginal Propensity to Import: Is the amount imports increase or decrease with each unit rise or decline in disposable income. The idea is that rising income for businesses and households spurs greater demand for goods from abroad and vice versa.

Trade Freedom Classification: Trade freedom is a composite measure of the absence of tariff and non-tariff barriers that affect imports and exports of goods and services. The trade freedom score is based on two inputs:

The trade-weighted average tariff rate and

Non-tariff barriers (NTBs).

For more information on the methodology, please, visit: https://www.heritage.org/index/trade-freedom

Market size (Market volumes): For the purpose of this report, it refers to the total number of specific good (in US$ or volume values) which added to the stock of relevant material resources in a certain period of time (often measured over the course of a year). This term may refer to country, region, or world (global) levels.

Net weight (kilograms): the net shipping weight, excluding the weight of packages or containers.

LIST OF ABBREVIATIONS AND TERMS USED

OECD: The Organisation for Economic Co-operation and Development (OECD) is an intergovernmental organisation with 38 member countries, founded in 1961 to stimulate economic progress and world trade. It is a forum whose member countries describe themselves as committed to democracy and the market economy, providing a platform to compare policy experiences, seek answers to common problems, identify good practices, and coordinate domestic and international policies of its members. The majority of OECD Members are high-income economies ranked as "very high" in the Human Development Index, and are regarded as developed countries. Their collective population is 1.38 billion. As of 2017, OECD Member countries collectively comprised 62.2% of global nominal GDP (USD 49.6 trillion) and 42.8% of global GDP (Int$54.2 trillion) at purchasing power parity.

The OECD Country Risk Classification measures the country credit risk and the likelihood that a country will service its external debt. The index uses a scale of eight risk categories to determine a country's credit risk, with 0 representing the lowest level of country risk. For more information, visit https://www.oecd.org/

Official statistics: Statistics produced in accordance with the Fundamental Principles of Official Statistics by a national statistical office or by another producer of official statistics that has been mandated by the national government or certified by the national statistical office to compile statistics for its specific domain.

Proxy price: For the purpose of this report, the term is a broad representation of actual price of a specific good in a specific market. Proxy price acts as a substitute for actual price for the reason of being calculated rather than obtained from the market directly. Proxy price implies very closer meaning as unit values used in international trade statistics.

Prices: For the purpose of this report the term always refers to prices on imported goods, except for explicit definitions, e.g. consumer price index.

Production: Economic production may be defined as an activity carried out under the control and responsibility of an institutional unit that uses inputs of labor, capital, and goods and services to produce outputs of goods or services.

Physical volumes: For the purpose of this report, this term indicates foreign trade (imports or exports flows) denominated in units of measure of weight, typically in kilograms.

Quantity units (Volume terms): refer to physical characteristics of goods. The use of appropriate quantity units may also result in more internationally comparable data on international movements of goods, because differences in quantity measurements between the importing country and the exporting country can be less significant than in value measurements. Therefore, quantities are often used in checking the reliability of the value data via the calculation of so-called unit values (value divided by quantity). It is recommended that countries collect or estimate, validate and report quantity information in the World Customs Organization (WCO) standard units of quantity (e.g. kilograms) and in net weight (i.e. not including packaging) on all trade transactions.

RCA Index: Revealed Comparative Advantage Index Comparative advantage underlies economists' explanations for the observed pattern of inter-industry trade. In theoretical models, comparative advantage is expressed in terms of relative prices evaluated in the absence of trade. Since these are not observed, in practice we measure comparative advantage indirectly. Revealed comparative advantage indices (RCA) use the trade pattern to identify the sectors in which an economy has a comparative advantage, by comparing the country of interests' trade profile with the world average. The RCA index is defined as the ratio of two shares. The numerator is the share of a country's total exports of the commodity of interest in its total exports. The denominator is share of world exports of the same commodity in total world exports.

$$RSA = \frac{\sum_d x_{isd} \Big/ \sum_d X_{sd}}{\sum_{wd} x_{iwd} \Big/ \sum_{wd} X_{wd}},$$

where
s is the country of interest,
d and **w** are the set of all countries in the world,
i is the sector of interest,
x is the commodity export flow and
X is the total export flow.

The numerator is the share of good i in the exports of country s, while the denominator is the share of good i in the exports of the world.

Re-imports: Are imports of domestic goods which were previously recorded as exports.

Re-exports: Are exports of foreign goods which were previously recorded as imports.

LIST OF ABBREVIATIONS AND TERMS USED

Real Effective Exchange Rate (REER): It is an indicator of a nation's competitiveness in relation to its trading partners. It is a measure of the relative strength of a nation's currency in comparison with those of the nations it trades with. It is used to judge whether the nation's currency is undervalued or overvalued or, ideally, fairly valued. Economists use REER to evaluate a country's trade flow and analyze the impact that factors such as competition and technological changes are having on a country and its economy. An increase in a nation's REER means businesses and consumers have to pay more for the products they export, while their own people are paying less for the products that it imports. It is losing its trade competitiveness, but the environment gets more favorable to Imports.

Short-term growth rate: For the purpose of this report, it is a metric that is used to express the change in a variable, represented as a percentage, and used interchangeably with LTM.

Statistical data: Data collected, processed or disseminated by a statistical organization for statistical purposes.

Seasonal adjustment: Statistical method for removing the seasonal component of a time series.

Seasonal component: Fluctuations in a time series that exhibit a regular pattern at a particular time during the course of a year which are similar from one year to another.

Short-Term: For the purpose of this report, it is equivalent to the LTM period.

T: tons (e.g. 1T)

Trade statistics: For the purposes of this report, the term will be used to refer to international, foreign or external merchandise trade statistics, unless otherwise indicated, and the term “merchandise” has the same meaning as the terms, “products”, “goods” and “commodities”.

Total value: The price actually paid for all units (by quantity unit) of the given commodity (unit price multiplied by quantity), or the cost of the commodity if not sold or purchased.

Re-exports: Are exports of foreign goods which were previously recorded as imports.

Time series: A set of values of a particular variable at consecutive periods of time.

Tariff binding: Maximum duty level on a product listed in a member's schedule of commitments; it represents the commitment not to exceed the duty applied on the concerned product beyond the level bound in the schedule. Once a rate of duty is bound, it may not be raised without compensating the affected parties. For developed countries, the bound rates are generally the rates actually charged. Most developing countries have bound the rates somewhat higher than the actual rates charged, so the bound rates serve as ceilings.

The terms of trade (ToT): is the relative price of exports in terms of imports and is defined as the ratio of export prices to import prices. It can be interpreted as the amount of import goods an economy can purchase per unit of export goods. An improvement of a nation's terms of trade benefits that country in the sense that it can buy more imports for any given level of exports. The terms of trade may be influenced by the exchange rate because a rise in the value of a country's currency lowers the domestic prices of its imports but may not directly affect the prices of the commodities it exports.

Trade Dependence, %GDP: Is the sum of exports and imports of goods and services measured as a share of gross domestic product. This indicator shows to what extent the country's economy relies on foreign trade as compared to its GDP.

US$: US dollars

WTO: the World Trade Organization (WTO) is an intergovernmental organization that regulates and facilitates international trade. The World Trade Organization (WTO) is the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world’s trading nations and ratified in their parliaments. The goal is to ensure that trade flows as smoothly, predictably and freely as possible. With effective cooperation in the United Nations System, governments use the organization to establish, revise, and enforce the rules that govern international trade. It officially commenced operations on 1 January 1995, pursuant to the 1994 Marrakesh Agreement, thus replacing the General Agreement on Tariffs and Trade (GATT) that had been established in 1948. The WTO is the world's largest international economic organization, with 164 member states representing over 98% of global trade and global GDP.

Y: year (e.g. 5Y – five years)

Y-o-Y: Year-over-year (YOY) is a financial term used to compare data for a specific period of time with the corresponding period from the previous year. It is a way to analyze and assess the growth or decline of a particular variable over a twelve-month period.

METHODOLOGY

Following is a list of use cases of application of specific words combinations across the report. The selection is based on calculated values of corresponding indicators.

1. **Country Market Trend:**
    - In case the calculated growth rates for the LTM period exceeded the value of 5Y CAGR by 0.5 percentage points or more, then **"surpassed"** is used, if it was 0.5 percentage points or more lower than 5Y CAGR then it is **"underperformed"**. In case, if the calculated growth rate for the LTM period was within the interval of 5Y CAGR +- 5 percentage points (including boundary values), then either **"followed"** or **"was comparable to"** is used.
2. **Global Market Trends US$-terms:**
    - If the "Global Market US$-terms CAGR, %" value was less than 0%, the **"declining"** is used,
    - If the "Global Market US$-terms CAGR, %" value was more than or equal to 0% and less than 4%, then **"stable"** is used,
    - If the "Global Market US$-terms CAGR, %" value was more than or equal to 4% and less than 6%, then **"growing"** is used,
    - If the "Global Market US$-terms CAGR, %" value was more than 6%, then **"fast growing"** is used.
3. **Global Market Trends t-terms:**
    - If the "Global Market t-terms CAGR, %" value was less than 0%, the **"declining"** is used,
    - If the "Global Market t-terms CAGR, %" value was more than or equal to 0% and less than 4%, then **"stable"** is used,
    - If the "Global Market t-terms CAGR, %" value was more than or equal to 4% and less than 6%, then **"growing"** is used,
    - If the "Global Market t-terms CAGR, %" value was more than 6%, then **"fast growing"** is used.
4. **Global Demand for Imports:**
    - If the calculation of the change in share of a specific product in the total imports of the country was more than 0.5 percentage points, then the **"growing"** was used,
    - If the calculation of the change in share of a specific product in the total imports of the country was less than 0.5%, then the **"declining"** was used,
    - If the calculation of the change in share of a specific product in the total imports of the country was within the range of +- 0.5% (including boundary values), then the **"remain stable"** was used,
5. **Long-term market drivers:**
    - **"Growth in Prices accompanied by the growth in Demand"** is used, if the "Global Market t-terms CAGR, %" was more than 2% and the "Inflation 5Y average" was more than 0% and the "Inflation contribution to US$-term CAGR%" was more than 50%,
    - **"Growth in Demand"** is used, if the "Global Market t-terms CAGR, %" was more than 2% and the "Inflation 5Y average" was more than 0% and the "Inflation contribution to US$-term CAGR%" was less than or equal to 50%,
    - **"Growth in Prices"** is used, if the "Global Market t-terms CAGR, %" was more than 0% or less than or equal to 2%, and the "Inflation 5Y average" was more than 4%,
    - **"Stable Demand and stable Prices"** is used, if the "Global Market t-terms CAGR, %" was more than or equal to 0%, and the "Inflation 5Y average" was more than of equal to 0% and less than or equal to 4%,
    - **"Growth in Demand accompanied by declining Prices"** is used, if the "Global Market t-terms CAGR, %" was more than 0%, and the "Inflation 5Y average" was less than 0%,
    - **"Decline in Demand accompanied by growing Prices"** is used, if the "Global Market t-terms CAGR, %" was less than 0%, and the "Inflation 5Y average" was more than 0%,
    - **"Decline in Demand accompanied by declining Prices"** is used, if the "Global Market t-terms CAGR, %" was less than 0%, and the "Inflation 5Y average" was less than 0%,
6. **Rank of the country in the World by the size of GDP:**
    - **"Largest economy"**, if GDP (current US$) is more than 1,800.0 B,
    - **"Large economy"**, if GDP (current US$) is less than 1,800.0 B and more than 1,000.0 B,
    - **"Midsize economy"**, if GDP (current US$) is more than 500,0.0 B and less than 1,000.0 B,
    - **"Small economy"**, if GDP (current US$) is more than 50.0 B and less than 500.0 B,
    - **"Smallest economy"**, if GDP (current US$) is less than 50.0 B,
    - **"Impossible to define due to lack of data"**, if the country didn't provide data.

7. **Economy Short Term Growth Pattern:**
   - **"Fastest growing economy"**, if GDP growth (annual %) is more than 17%,
   - **"Fast growing economy"**, if GDP growth (annual %) is less than 17% and more than 10%,
   - **"Higher rates of economic growth"**, if GDP growth (annual %) is more than 5% and less than 10%,
   - **"Moderate rates of economic growth"**, if GDP growth (annual %) is more than 3% and less than 5%,
   - **"Slowly growing economy"**, if GDP growth (annual %) is more than 0% and less than 3%,
   - **"Economic decline"**, if GDP growth (annual %) is between -5 and 0%,
   - **"Economic collapse"**, if GDP growth (annual %) is less than -5%,
   - **"Impossible to define due to lack of data"**, if the country didn't provide data.

8. **Classification of countries in accordance to income level.** The methodology has been provided by the World Bank, which classifies countries in the following groups:
   - **low-income economies** are defined as those with a GNI per capita, calculated using the World Bank Atlas method, of $1,135 or less in 2022,
   - **lower middle-income economies** are those with a GNI per capita between $1,136 and $4,465,
   - **upper middle-income economies** are those with a GNI per capita between $4,466 and $13,845,
   - **high-income economies** are those with a GNI per capita of $13,846 or more,
   - **"Impossible to define due to lack of data"**, if the country didn't provide data.

For more information, visit https://datahelpdesk.worldbank.org

9. **Population growth pattern:**
   - **"Quick growth in population"**, in case annual population growth is more than 2%,
   - **"Moderate growth in population"**, in case annual population growth is more than 0% and less than 2%,
   - **"Population decrease"**, in case annual population growth is less than 0% and more than -5%,
   - **"Extreme slide in population"**, in case annual population growth is less than -5%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

10. **Short-Term Imports Growth Pattern:**
   - **"Extremely high growth rates"**, in case if Imports of goods and services (annual % growth) is more than 20%,
   - **"High growth rates"**, in case if Imports of goods and services (annual % growth) is more than 10% and less than 20%,
   - **"Stable growth rates"**, in case if Imports of goods and services (annual % growth) is more than 0% and less than 10%,
   - **"Moderately decreasing growth rates"**, in case if Imports of goods and services (annual % growth) is less than 0% and more than -10%,
   - **"Extremely decreasing growth rates"**, in case if Imports of goods and services (annual % growth) is less than -10%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

11. **Country's Short-Term Reliance on Imports:**
   - **"Extreme reliance"**, in case if Imports of goods and services (% of GDP) is more than 100%,
   - **"High level of reliance"**, in case if Imports of goods and services (% of GDP) is more than 50% and less than 100%,
   - **"Moderate reliance"**, in case if Imports of goods and services (% of GDP) is more than 30% and less than 50%,
   - **"Low level of reliance"**, in case if Imports of goods and services (% of GDP) is more than 10% and less than 30%,
   - **"Practically self-reliant"**, in case if Imports of goods and services (% of GDP) is more than 0% and less than 10%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

12. **Short-Term Inflation Profile:**
   - **"Extreme level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 40%,
   - **"High level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 20% and less than 40%,
   - **"Elevated level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 10% and less than 20%,
   - **"Moderate level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 4% and less than 10%,
   - **"Low level of inflation"**, in case if Inflation, consumer prices (annual %) is more than 0% and less than 4%,
   - **"Deflation"**, in case if Inflation, consumer prices (annual %) is less than 0%,
   - **"Impossible to define due to lack of data"**, in case there are not enough data.

13. **Long-Term Inflation Profile:**
    - **"Inadequate inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 10,000%,
    - **"Extreme inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 1,000% and less than 10,000%,
    - **"Highly inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 500% and less than 1,000%,
    - **"Moderate inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 200% and less than 500%,
    - **"Low inflationary environment"**, in case if Consumer price index (2010 = 100) is more than 150% and less than 200%,
    - **"Very low inflationary environment"**, in case if Consumer price index (2010 = 100) is more 100% and less than 150%,
    - **"Impossible to define due to lack of data"**, in case there are not enough data.
14. **Short-term ForEx and Terms of Trade environment:**
    - **"More attractive for imports"**, in case if the change in Real effective exchange rate index (2010 = 100) is more than 0,
    - **"Less attractive for imports"**, in case if the change in Real effective exchange rate index (2010 = 100) is less than 0,
    - **"Impossible to define due to lack of data"**, in case there are not enough data.
15. **The OECD Country Risk Classification:**
    - **"Risk free country to service its external debt"**, in case if the OECD Country risk index equals to 0,
    - **"The lowest level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 1,
    - **"Low level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 2,
    - **"Somewhat low level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 3,
    - **"Moderate level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 4,
    - **"Elevated level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 5,
    - **"High level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 6,
    - **"The highest level of country risk to service its external debt"**, in case if the OECD Country risk index equals to 7,
    - **"Micro state: not reviewed or classified"**, in case of Andorra, Morocco, San Marino, because these are very small countries that do not generally receive official export credit support.
    - **"High Income OECD country"**: not reviewed or classified", in case of Australia, Austria, Belgium, Croatia, Cyprus, Canada, Chile, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Israel, Italy, Japan, Korea, Rep., Latvia, Lithuania, Luxembourg, Malta, Netherlands, New Zealand, Norway, Poland, Portugal, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, United Kingdom, United States, because these are high income OECD countries and other high income Euro zone countries that are not typically classified.
    - **"Currently not reviewed or classified"**, in case of Barbados, Belize, Brunei Darussalam, Comoros, Dominica, Grenada, Kiribati, Liechtenstein, Macao SAR, China, Marshall Islands, Micronesia, Fed. Sts., Nauru, Palau, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Samoa, Sao Tome and Principe, Seychelles, Sint Maarten, Solomon Islands, Tonga, Tuvalu, Vanuatu, because these countries haven't been classified.
    - **"There are no data for the country"**, in case if the country is not being classified.

16. **Trade Freedom Classification.** The Index of Economic Freedom is a tool for analyzing 184 economies throughout the world. It measures economic freedom based on 12 quantitative and qualitative factors, grouped into four broad categories, or pillars, of economic freedom: (1) Rule of Law (property rights, government integrity, judicial effectiveness), (2) Government Size (government spending, tax burden, fiscal health), (3) Regulatory Efficiency (business freedom, labor freedom, monetary freedom), (4) Open Markets (trade freedom, investment freedom, financial freedom). For the purpose of this report we use the Trade freedom subindex to reflect country's position in the world with respect to international trade.
    - **"Repressed"**, in case if the Trade freedom subindex is less than or equal to 50 and more than 0,
    - **"Mostly unfree"**, in case if the Trade freedom subindex is less than or equal to 60 and more than 50,
    - **"Moderately free"**, in case if the Trade freedom subindex is less than or equal to 70 and more than 60,
    - **"Mostly free"**, in case if the Trade freedom subindex is less than or equal to 80 and more than 70,
    - **"Free"**, in case if the Trade freedom subindex is less than or equal to 100 and more than 80,
    - **"There are no data for the country"**, in case if the country is not being classified.

17. **The competition landscape / level of risk to export to the specified country:**
    - **"risk free with a low level of competition from domestic producers of similar products"**, in case if the RCA index of the specified product falls into the 90th quantile,
    - **"somewhat risk tolerable with a moderate level of local competition"**, in case if the RCA index of the specified product falls into the range between the 90th and 92nd quantile,
    - **"risk intense with an elevated level of local competition"**, in case if the RCA index of the specified product falls into the range between the 92nd and 95th quantile,
    - **"risk intense with a high level of local competition"**, in case if the RCA index of the specified product falls into the range between the 95th and 98th quantile,
    - **"highly risky with extreme level of local competition or monopoly"**, in case if the RCA index of the specified product falls into the range between the 98th and 100th quantile,
    - **"Impossible to define due to lack of data"**, in case there are not enough data.
18. **Capabilities of the local businesses to produce similar competitive products:**
    - **"low"**, in case the competition landscape is risk free with a low level of competition from domestic producers of similar products,
    - **"moderate"**, in case the competition landscape is somewhat risk tolerable with a moderate level of local competition,
    - **"promising"**, in case the competition landscape is risk intense with an elevated level of local competition or risk intense with a high level of local competition,
    - **"high"**, in case the competition landscape is highly risky with extreme level of local competition or monopoly,
    - **"Impossible to define due to lack of data"**, in case there are not enough data.
19. **The strength of the effect of imports of particular product to a specified country:**
    - **"low"**, in case if the share of the specific product is less than 0.1% in the total imports of the country,
    - **"moderate"**, in case if the share of the specific product is more than or equal to 0.1% and less than 0.5% in the total imports of the country,
    - **"high"**, in case if the share of the specific product is equal or more than 0.5% in the total imports of the country.
20. **A general trend for the change in the proxy price:**
    - **"growing"**, in case if 5Y CAGR of the average proxy prices, or growth of the average proxy prices in LTM is more than 0,
    - **"declining"**, in case if 5Y CAGR of the average proxy prices, ot growth of the average proxy prices in LTM is less than 0,
21. **The aggregated country's ranking to determine the entry potential of this product market:**
    - **Scores 1-5:** Signifying high risks associated with market entry,
    - **Scores 6-8:** Indicating an uncertain probability of successful entry into the market,
    - **Scores 9-11:** Suggesting relatively good chances for successful market entry,
    - **Scores 12-14:** Pointing towards high chances of a successful market entry.
22. **Global market size annual growth rate, the best-performing calendar year:**
    - **"Growth in Prices accompanied by the growth in Demand"** is used, if the "Country Market t-term growth rate, %" was more than 2% and the "Inflation growth rate, %" was more than 0% and the "Inflation contribution to $-term growth rate, %" was more than 50%,
    - **"Growth in Demand"** is used, if the "Country Market t-term growth rate, %" was more than 2% and the "Inflation growth rate, %" was more than 0% and the "Inflation contribution to $-term growth rate, %" was less than or equal to 50%,
    - **"Growth in Prices"** is used, if the "Country Market t-term growth rate, %" was more than 0% and less than or equal to 2%, and the "Inflation growth rate, %" was more than 4%,
    - **"Stable Demand and stable Prices"** is used, if the "Country Market t-term growth rate, %" was more than or equal to 0% and less than or equal to 2%, and the "Inflation growth rate, %" was more than of equal to 0% and less than or equal to 4%,
    - **"Growth in Demand accompanied by declining Prices"** is used, if the "Country Market t-term growth rate, %" was more than 0%, and the "Inflation growth rate, %" was less than 0%,
    - **"Decline in Demand accompanied by growing Prices"** is used, if the "Country Market t-term growth rate, %" was less than 0%, and the "Inflation growth rate, %" was more than 0%.

23. **Global market size annual growth rate, the worst-performing calendar year:**

- **"Declining average prices"** is used if "Country Market t term growth rate, % is more than 0%, and "Inflation growth rate, %" is less than 0%
- **"Low average price growth"** is used if "Country Market t term growth rate, % is more than 0%, and "Inflation growth rate, %" is more than 0%,
- **"Biggest drop in import volumes with low average price growth"** is used if "Country Market t term growth rate, % is less than 0%, and "Inflation growth rate, %" is more than 0%,
- **"Decline in Demand accompanied by decline in Prices"** is used if "Country Market t term growth rate, % is less than 0%, and "Inflation growth rate, %" is less than 0%.

24. **TOP-5 Countries Ranking:**
Top-10 biggest suppliers in last calendar year are being ranked according to 4 components:

1. share in imports in LTM,
2. proxy price in LTM,
3. change of imports in US$-terms in LTM, and
4. change of imports in volume terms in LTM

Each of the four components ranges from 1 to 10, with 10 being the highest. The aggregated score is being formed as a sum of scores of ranking of each component. However, in case if countries get similar scores, the ranking of the first component prevails in selection.

25. **Export potential:**
As a part of risks estimation component and business potential of export to the country, a system of ranking has been introduced. It helps to rank a country based on a set of macroeconomic and market / sectoral parameters covered in this report. Seven ranking components have been selected:

1. Long-term trends of Global Demand for Imports (refer to pages 17-20 of the report)
2. Strength of the Demand for Imports in the selected country (refer to pages 22-23 of the report)
3. Macroeconomic risks for Imports in the selected country (refer to pages 22-23 of the report)
4. Market entry barriers and domestic competition pressures for imports of the good (refer to pages 22-24 of the report)
5. Long-term trends of Country Market (refer to pages 26-29 of the report)
6. Short-term trends of Country Market, US$-terms (refer to pages 30-31 of the report)
7. Short-term trends of Country Market, volumes and proxy prices (refer to pages 32-35 of the report)

Each component includes 4-6 specific parameters. All parameters are evaluated on a scale from 0 to 6, with 0 being the lowest/ less favorable value or characteristic. An aggregated rank is a total country's score that includes scores of each specific ranking component. Each component is evaluated on a scale from 0 to 2, with 0 being the lowest score. The highest possible aggregated country's score is 14 points (up to 2 points for each of 7 ranking components). Aggregated country's rank is a sum of points gained for each ranking component. It ranges from 0 to 14 points. An aggregated rank describes risks and imports potential of the selected country with the selected product.

26. **Market volume that may be captured in the mid-term:**
The result of the market research is an approximation of the potential supply volume for the specific product in the designated market, provided the continuation of the identified trends in the future. The potential supply volume comprises two components:

1. **Component 1** is related to the ongoing trend in market development. The calculation is based on the anticipated average monthly market growth, derived from the trend observed over the past 24 months (you can find this trend currently calculated for tons on the report page 32). The assumption is that the identified trend will remain unchanged, and the calculated average monthly increase is applied to actual data on the volume of average monthly import supplies over the last 12 months, along with the corresponding average price. Simultaneously, the computation is based on the idea that a new supplier could secure a market share equivalent to the average share held by the top 10 largest suppliers in this market over the past 12 months: The potential supply in dollars per month for a new player, according to Component 1, is calculated by multiplying the following factors: Average monthly volume of imports into the country in tons × Average monthly increase in imports over the last 24 months (month-on-month growth) × Average market share for the top 10 supplying countries × Average import price over the last 12 months Component 1 could be zero in the event of a negative short-term trend in imports of the specified product into the country over the past 24 months.
2. **Component 2** signifies the extra potential supply linked to the potential strong competitive advantage of the new supplier. Its calculation is based on the factual parameters of supplying countries that have experienced the highest growth in their supplies to the chosen country over the past 12 months. The assumption is that this increase is attributed to their respective competitive advantages. The potential supply volume in dollars per month for a new player, based on Component 2, is calculated by dividing the average increase in imports in tons over the last 12 months compared to the previous 12 months for the top 5 countries that have most increased imports into the country by 12 months. The result is then multiplied by the average import price over the last 12 months.

The total increase is determined by summing the values obtained from the two components.

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