

Russian-German business partnership

Manfred Eibeck
Chief Executive Officer
Russian Machines Corporation

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Who is Russian Machines (RM)



A major Russian diversified industrial holding, part of Basic Element group



Automotive OEM and contract manufacturing



Oleg Deripaska,
Chairman of the
supervisory board



Siegfried Wolf,
RM Head of the BOARD,
GAZ Group Head of the
Board



Railroad Equipment Engineering



Road construction equipment
manufacturing and distribution



Agricultural equipment manufacturing
and distribution



Aircraft service



Auto components



Industrial partnerships with world
leading OEMs



State-of-the-Art CNG Fuelling Solutions
for Russian Transport System



Manfred Eibeck,
RM CEO

RM - 57,000 employees, 12 regions of Russian Federation, 27 enterprises

RM Products



Automotive OEM



GAZelle NEXT Family



Ural NEXT trucks



GAZon NEXT LDTs



Buses: Small, Medium Large City Intercity Tourist, Trolley

Powertrain



YMZ 530



YMZ-650



YMZ heavy duty V-shape

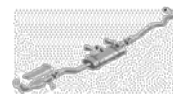
Automotive components



TRM (LCV radiators)



Passenger seats



catalytic conversion system Bulten



Fasteners Bosal



VW axel systems Mitsubishi Pajero Frames

Construction equipment



Motor graders



Backhoe loaders



Excavators



ATTV

Railroad equipment



Tank cars, gondola cars, flat cars



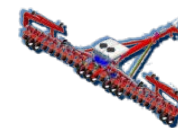
Tank containers



Agriculture manufacture



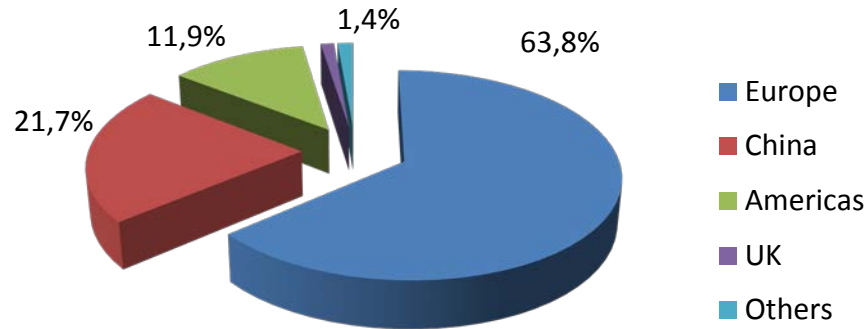
Tractors, combiners



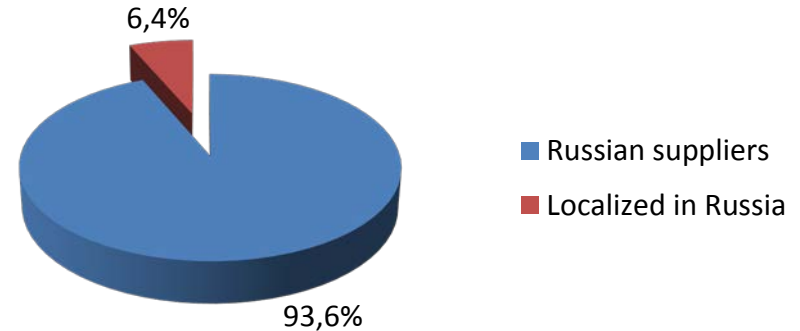
Harvesters/ cultivators

Structure of supplies

Import breakdown



Domestic sourcing breakdown



30% of localized products we purchase are produced by German companies in Russia



65% of all imported supplies come from Europe



40% of all European supplies come from Germany

OEM and component localization



VW 'Jetta'



Skoda 'Yeti'



Skoda 'Octavia'



VW axles



Mercedes Benz Sprinter



OM 646 diesel engine for MB



Stampings for MB Sprinter



Tank wagon for bitumen transportation



FENDT 900

Imported components and equipment

Components

Products:

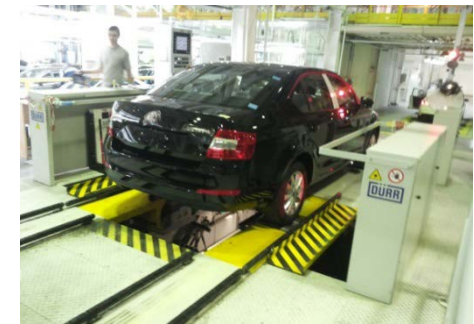


Brands:



Machinery Equipment

Brands:



Prospects of cooperation

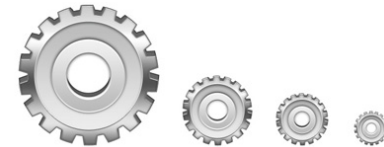
➡ New models for localization:

- Automotive sector
- Agriculture machinery
- Construction machinery



➡ Increase purchases of German components localized in Russia

- Outsourcing to suppliers with local production in Russia
- Expand supplied product range



➡ Import of new technologies

- Technological development of RM on German/European engineering knowhow (products/processes)

➡ Logistics/Distribution/Supply Chain Processes

- Cooperations in business practices



What basis do we have:

- | | |
|-----------------------------------|--|
| • Growing demand | • State decrees for localization |
| • Strong manufacturing background | • Stimulating measures for consumer demand |