

TAM DURABUS Introduction

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1. Outline

TAM DuraBus is a European company specialized in development and production of high-quality buses and coaches with focus on modern drive-train solutions. Located in Slovenia, at the intersection of Central and South-Eastern Europe, TAM DuraBus incorporates the know-how of a Central European manufacturer with more than 65 years of experience in the commercial vehicle industry conveyed by a highly qualified, internationally assembled workforce and facilitates the benefits arising from integration into a multinational group with vast resources in the vehicle industry.



2. Basics

<i>Registered company names</i>	TAM DuraBus d.o.o.
<i>Legal form</i>	Limited liability company
<i>Registered address</i>	Cesta k tamu 33, 2000 Maribor, Slovenia (EU)
<i>Legal Representative</i>	Holger Postl, CEO
<i>Management team</i>	Holger Postl (CEO), Bryan Zhao (CFO), Tevz Kastelic (Legal & Personnel)
<i>Registered share capital</i>	4,800,000 Euro
<i>Ownership</i>	100% CHTC GROUP through Hongkong Huaming Co., Ltd. & CHTC Europe B.V.
<i>Co. register No.</i>	3990516000
<i>VAT register No.</i>	SI 68085559
<i>Company classification</i>	29.100 Manufacture of motor vehicles
<i>Bank accounts</i>	SI56 0430 2000 1850 453 (Nova KBM d.d.) SI56 1010 0005 2042 920 (Banka Koper d.d.) SI56 0287 8026 1015 571 (NLB d.d.)
<i>Contact information</i>	info@tam-durabus.eu; phone: +386 2 6217 800; fax: +386 2 6217 815
<i>Web resource</i>	www.tam-durabus.eu

3. Ownership

With CHTC Group – a multi-billion Euro corporation headquartered in Beijing – as financial investor and majority owner of TAM DuraBus with vast resource and experience in the commercial vehicle segment, TAM DuraBus can rely on structural continuity as basis for continued success in the world market.

As world market leader in other industrial segments (textile machinery) with investments in Germany, Austria, Switzerland and Italy and with major operations in the vehicle segment, CHTC is a multi-national conglomerate which provides TAM DuraBus with a long-term perspective to develop in one of Europe's leading companies in its segment.

CHTC 2014 briefing:

<i>Turnover combined</i>	Ca. 6 billion EURO
<i>Direct subsidiaries</i>	20
<i>Total group companies</i>	270+
<i>Stock listed companies</i>	5
<i>Countries invested in</i>	20+
<i>Web resource</i>	www.chtgc.com/n150/index.html

4. History

TAM – Tovarna Avtomobilov in Motorjev Maribor – has been shaping the industrial history and identity of former Yugoslavia ever since 1947. As the whole region's most important commercial vehicle manufacturing company with reputable license-based partnerships (Deutz Engines etc.), TAM produced up to 8,000 units of trucks, buses and defense equipment per year and provided employment to almost 10,000.



As modernized development and manufacturing company, TAM DuraBus nowadays positions itself as high-quality niche product provider with focus on sound development capacities, also in the field of modern drive-trains (electric drive systems). With the presentation of new airport buses, coaches and electric city buses in 2014 & 2015, TAM DuraBus is at the forefront of development in these market segments.

5. Products

TAM DuraBus develops and builds European, high-quality, niche products at the forefront of technological development serving the following segments with its products:

Airport passenger ground handling
Touristic and intercity operations
Environmentally friendly public transport

a.
b.
c.

VivAir² Airport Buses
Vive Coaches & Intercity Buses
Viva-E Electric City Buses

a. Airport Buses

The VivAir² airport buses are the world's largest airport buses by size and passenger capacity. Originally developed with NEOPLAN (nowadays MAN Truck & Bus), TAM DuraBus is one of two leading suppliers of this specialized product category.



Implementing components from Europe's most reputable suppliers like MAN engines, VOITH gearboxes, EBERSPAECHER air conditions and SIEMENS electronics, the VivAir² airport buses are considered highly reliable and cost efficient by customers around the world.

More product information can be found here: <http://www.tam-durabus.eu/product/vivair-airport-buses/>

b. Coaches & Intercity Buses

The Vive coaches and intercity buses address the segment of price-performance ratio sensitive buyers in the length segment from 9 to 11m. This length segment is hardly served by Western European suppliers and TAM DuraBus receives attention for this product category from customers throughout the continent.



A European power-train (MAN or Cummins Euro 6 engines, ZF automatic or manual gearboxes, ZF axles) combined with a stainless steel body structure and an interior finish with great attention to detail provide the dealers of TAM DuraBus with great value for money. More here: <http://www.tam-durabus.eu/product/vive-th/>

c. Electric City & Airport Shuttle Buses

The Viva E is probably the world's most consequent development of an electric city and shuttle bus. A light-weight, modular structure, fully integrating sub-systems like heating and air condition in the floor and ceiling, eliminating the need for compressed air by means of an hydraulic suspension, 4-wheel steering and small battery-packs combined with an economic micro range extender make the Viva E the forerunner in the electric bus segment.



World market presentation in May 2015. More here: <http://www.tam-durabus.eu/product-category/city-intercity/>

6. Research & Development

Innovative and reliable products are the basis for (future) success of TAM DuraBus and the result of a highly-qualified research and development (R&D) team consisting of local senior engineers with many years of experience, young talents coming up with new ideas and work methods as well as international specialists complementing the R&D team. These own resources are combined with the ones of suppliers and development partners from all over the world as well as universities and research institutes (e.g. University of Aachen, University of Maribor, etc.). TAM DuraBus re-invests up to 10% of its revenues into R&D as basis for sustainable success.

7. Market & After-Sales

TAM DuraBus supplied their airport buses so far to markets including Russia, Saudi Arabia, Dubai, Abu Dhabi, Turkey, Spain, Italy and their coaches and intercity buses to UK mainland, Channel Islands and Israel.

TAM DuraBus operates through two distribution channels to the market. While airport buses are marketed and sold directly to end customers worldwide, the on-road segment including coaches, intercity buses and electric city buses are being marketed and sold through distributors and agents predominantly in Europe.

The latter is particularly important to ensure after-sales and service to be provided to end customers on satisfying levels. Also the choice of drive-train components factors in after-sales and service considerations to the highest extent. Among other channels, the products of TAM DuraBus can be serviced and maintained by MAN service workshops around the world as result of a long-term cooperation agreement between TAM DuraBus and MAN Truck & Bus.

8. Commitment to Quality

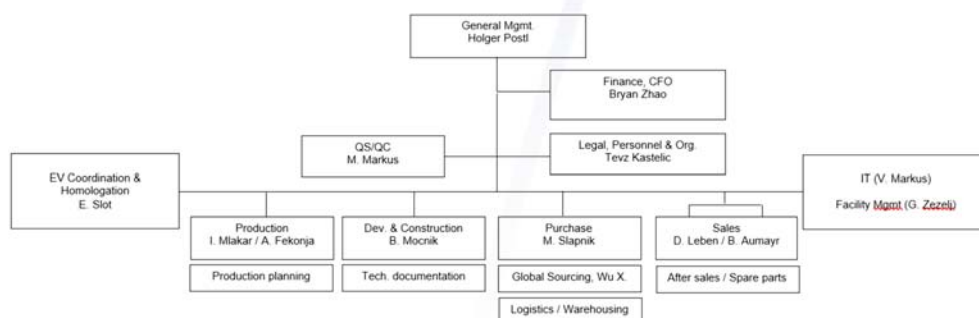


In the commercial vehicle and passenger transport segment, quality and safety standards are crucial. TAM DuraBus therefore acquired ISO 9001 & ISO 14001 certification in the early stage of operation. Moreover relevant elements of the ISO TS 16949 are being implemented.

9. Internal Organization

Corporate structures are built up in order to provide maximum efficiency and clarity as basis for optimal workflow processes. At the same time the organizational structure is kept as flat as possible to encourage communication and to promote decision making on all levels.

The internal organization is supported by a state-of-the-art ERP system and supporting IT tools in quality management and workflow. Industry best practices are being adopted.



10. Social Responsibility

A socially responsible management style and a human approach to every individual working at and with TAM DuraBus is – in the understanding of both the owners and the management – the only promising and sustainable way of creating a successful company carried by motivated people who identify themselves with the defined goals of the company.



The team of TAM DuraBus in the summer of 2014.