



СТВОРЮЮЧИ ЦИВІЛІЗАЦІЮ

Basic Information of UkrAVTO Corporation

«UkrAVTO» Corporation is a leader of the Ukrainian motor market. Introducing the newest business methods, advanced technologies of motor car production, diagnostics and repairs, the Corporation provides stability and reliability for its numerous clients and partners.

Lines of Activity

Production

- Automobiles
- Component and spare parts

Distribution and Firm Service

- ZAZ
- Opel
- Mercedes-Benz
- Chrysler/Jeep/Dodge
- Lada
- Land Mark
- Cherry
- Buses and trucks
- Spare parts and accessories
- Equipment for service centers
- Export

Own Network of Sales and Service Outlets

- Dealers' centres
- Service centres
- Fuel stations

Logistics

- Warehouses
- Transportation

Finance and Insurance

- Insurance companies
- Financial companies
- Pension fund

Other Kinds of Activity

- Restaurants
- Tourism

UkrAVTO Corporation's Priority Aims

- Revival of home motor car construction.
- Development of automobile industry as a whole.
- New working places creation.
- Group business profitableness increasing.

Means of Their Achievement

- Involving new partners from among the dynamic international corporations.
- Access to new technologies.
- Access to new production distribution markets.
- Expansion and updating of product range that corresponds to the product markets (EU and CIS countries).
- Development of UkrAVTO enterprises (in Poland and Ukraine) specialized in production of component parts through access to the network of the partner companies supplies.
- Production capacity upgrading and increasing.

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Partners of UkrAVTO Corporation

Cooperation of the Corporation with such automobile giants as **DaimlerChrysler, General Motors, Sumimoto Corporation, Marubeni Corporation, Renault Group** and establishment of the specialized enterprises in UkrAVTO structure enables it to produce, sell and serve model lineups of Mercedes-Benz, Chrysler, Jeep, Opel, Daewoo, Toyota, Nissan, Dacia automobile trademarks known all over the world.

Cooperation with the Ukrainian manufacturers of assembling and component parts, being regulated for many years of home motor car production, helps harmonious and purposeful development of the home automobile market. The amount of such partners for today exceeds an impressive figure of 500.

Production and servicing of automobiles require the well-run supply cycle of spare parts to all UkrAVTO Corporation's enterprises. ZipAVTO Company that provides the enterprises with spare parts offers production of 12 world famous trademarks of spare parts manufacturers. Among them there are **BP, Castrol, Fram, ABS, Bilstein, Ruvile, Bosal, Valeo, Eyquem** etc.

The Company's Structure



| |  Ukraine |  Poland |
|-------------------------------------|---|--|
| • Auto showrooms and sales centres | 258 | 85 |
| • Service centres | 258 | 196 |
| • Motor car production plants | 2 | 12 |
| • Component parts production plants | 10 | |

(5) The amount of UkrAVTO structural subitems in an inhabited locality is marked with figures on the map.



СТВОРЮЮЧИ ЦИВІЛІЗАЦІЮ

ZAZ

Today Zaporizhzhya Motor Plant is **the only** enterprise in Ukraine that has a complete cycle of motor car production — from engine to transmission, from body and component parts to the final assembly of a ready automobile and its delivery to the commercial network. The Plant is designed for production of nearly **150000 motor cars per year**.

- The Plant is located in **CES** zone (member countries of Common Economic Space — Ukraine, Russia, Byelorussia, Kazakhstan).
- Great potential of production increase at **export to the markets of CIS countries, free trade opportunity**.
- The production costs and research and design works expenses are much lower than in the West European countries (**labor costs are ten times less**).
- The Plant has good access to **transport communications** (railway, highways).
- Proven **quality management** systems.
- In 2003 the Plant received the certificate of quality management system conformity with the requirements of **BureauVeritas ISO 9001-2000** international standard.

FSO

FSO (Fabryka Samochodow Osobowych) is a known and authoritative motor car company, whose activity is connected with the history of the Polish motor car construction. It was at Zeran Plant that was FSO main enterprise where such national models as Warsaw, Sirena, Fiat 125p and Polonaise were produced. Now Lanos and Matiz popular motor cars roll off the plant assembly lines. Production capacity and modern equipment of the Plant enable it to produce 250 thousand cars per year.

- **Modern and flexible structure of the equipment** enables the Company to organize fast output of different motor car models.
- Transfer of production to Zeran Plant requires **considerably smaller capital investments** and time consumption in comparison with the investments in construction of a new plant.
- The Company's employees are **high qualified and of great experience** in production and sales of motor cars (in 1996-2001 Daewoo-FSO introduced successfully 6 new models into the Polish market).
- **Proven quality management systems** operate at the Plant.
- Production and development costs are much lower than in the West European countries (for example, **labour costs are 5-6 times less**).
- The Plant has good access to **transport infrastructure** (railways, highways).
- **Network of spare parts suppliers, subcontractors and providers of additional services** is well developed.
- Big **network of sales and servicing outlets**.
- **Proximity to the big markets** of the European Union and post-Soviet countries.