Established in 1998 in Kiev by experts in field of defence electronics

Original purpose of company was manufacture, assembly and sale of equipment for telecommunications industry

Start of cooperation with German company AB Elektronik GmbH provides entry to automotive industry

Since 2000 manufacture of electromechanical components and assemblies for European automotive industry for various models of Volkswagen, BMW, Audi, Mercedes-Benz, Scania and Skoda

Now more than 70 employees

Focus on quality, reliability and customer satisfaction

Certified to ISO 9001:2008 by Bureau Veritas, certification to ISO TS-16949 will take place in 2014

Planned: expansion of cooperation with international business partners
<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>Establishment of TOV Vlad+ as a Ukrainian limited liability company in Kiev</td>
</tr>
<tr>
<td>1999</td>
<td>Start of cooperation with German company AB Elektronik GmbH (TT electronics plc) and entry to automotive industry as a result</td>
</tr>
<tr>
<td>2000</td>
<td>Start of production in Kiev of electromechanical components for German automotive industry</td>
</tr>
<tr>
<td>2003</td>
<td>Certification to ISO 9001 in Ukrainian certification system (Ukrsepro)</td>
</tr>
<tr>
<td>2005</td>
<td>Setup of own production facility in Talne, gradual relocation of production from Kiev to Talne</td>
</tr>
<tr>
<td>2010</td>
<td>Expansion of production facility in Talne, Vlad+ now has over 1500 m² production area and 640 m² storage area, including 420 m² bonded warehouse</td>
</tr>
<tr>
<td>2011</td>
<td>Expansion of own production capacities in plastic injection moulding</td>
</tr>
<tr>
<td>2012</td>
<td>Certified to ISO 9001:2008 by Bureau Veritas in line with European standard</td>
</tr>
</tbody>
</table>
General conditions in Ukraine

- Attractive conditions as a location for production, contract processing and research and development:
  - Competitive in relation to locations in Far East
  - Attractive cost structure, low wage costs
  - Good level of education, motivated workers
  - Geographic proximity to EU market
  - Simplifications in movement of goods due to Free Trade Agreement with EU
  - Can be reached easily, quickly and without visa
  - Tradition as an industrial country
  - Also interesting for development (mechanical, electrical & software design)
Talne production site

- Talne - county town with population of 14,000
- Excellent labour situation
- Located on the Kiev - Odessa motorway, 230 km south of Kiev
- Good transport connections
- Customs office locally in town
- Can be reached without visa via Kiev airport with several flights daily

Flight duration: Germany – Kiev: approx. 2.5 h
Journey time: airport – plant: approx. 2.5 h
Distance from Talne (kilometres by road):

<table>
<thead>
<tr>
<th>City</th>
<th>Distance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kiev</td>
<td>230 km</td>
</tr>
<tr>
<td>Berlin</td>
<td>1500 km</td>
</tr>
<tr>
<td>Stuttgart</td>
<td>1900 km</td>
</tr>
<tr>
<td>Dortmund</td>
<td>1900 km</td>
</tr>
<tr>
<td>Moskau</td>
<td>1070 km</td>
</tr>
</tbody>
</table>
Production facility in Talne

- As of 2014:
  - 1500 m² state-of-the-art own production area
  - 640 m² storage area
  - 420 m² bonded warehouse
- Production using own or provided systems, assembly lines and tools
- Own facilities
  - Injection moulding machines
  - Systems for cable assembly
  - Soldering workstations
  - Equipment and apparatus for quality control
- Tool making and maintenance - in cooperation with business partners
Production processes

- Key points of production
  - Assembly of electronic and electromechanical components and assemblies
  - Plastic injection moulding
  - Cable assembly, including
    - Soldering
    - Attaching contacts
    - Assembling and moulding plugs
  - Soldering circuit boards
Cross-border logistics

- Many years of experience in foreign trade, both import and export as well as contract processing
- Customs clearance, certification, packaging, order picking and dispatch of products can all be handled in-house
- Own customs licence and appropriately qualified and certified employees as customs clearance agent
- Own warehouse with an area of 640 m², 410 m² of which as bonded warehouse (goods not cleared by customs)
- Reliable and experienced transport partners
Quality

- **Certificates**
  - ISO 9001 Ukrainian certification system Ukrsepro: since 2003
  - ISO 9001:2008 (Bureau Veritas): since 2012
  - ISO TS 16949: in preparation

- **Customer audits**
  - Regular checks and audits by the direct German business partners
  - Very good evaluations for production approvals and inspections by OEMs and end users, e.g. BMW, Scania, Skoda, Dr. Schneider, Kostal

- **Highly qualified employees**
  - Certified in-house auditors in accordance with ISO 9001:2008
  - Regular external and in-house employee training courses for continuous assurance of quality
  - Training courses for employees in companies run by business partners in Ukraine and abroad
Reference products

- Assembly and moulding of plugs to cable connectors - VW, Scania
- Assembly of headlamp range controllers for automatic headlamp levelling devices - Skoda
- Assembly of dimmers – VW
- Assembly of windscreen washer fluid sensor - BMW
- Assembly of temperature sensors - BMW
- Assembly of tacho sensor - VW, AUDI
- Assembly of module for automatic air-conditioning - Mercedes-Benz
- Injection moulding of plastic housings for electronic components - Mercedes-Benz, AUDI
- Injection moulded parts – Kostal Ukraine
Forms of cooperation

- Contract processing
- Make-to-order manufacture of products on own production facilities
- Make-to-order manufacture of products on business partner’s systems or tools
- Production of pilot series and small series
- Representation of foreign companies in Ukraine
- Sale of foreign products in Ukraine
Advantages for our business partners

- Economic benefit due to production in low-cost environment, particularly attractive for processes where wage share is high.
- Also interesting for small series and shutdown production batches where automation is not feasible.
- Opportunity for new market segments with smaller series or processes that cannot be automated.
- Increase competitiveness of labour-intensive products.
- Reliable and experienced partner with quality awareness for European automotive industry.
- Extensive experience and references facilitate cooperation.
- Short delivery times and easy to reach compared to locations in Far East.
- Concentration on core business - release of own resources for new projects.
Advantages for our business partners

- Excellent conditions for production of both pilot and small series and also for mass production

- Particularly attractive for production processes with high proportion of manual procedures
Thank you for your attention!

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