



**Zastava Trucks LLC
Kragujevac**



General Information

Full legal name	Limited liability company for production and sale commercial vehicles ZASTAVA TRUCKS Kragujevac
Address	No. 4 Kosovska Street, 34000 Kragujeva
Identification Number	07249756
Core activity	Production of motor vehicles
Foundation Year	1991
Number of Employees	392



Capital structure

Zastava Vehicles Group 100.00 %

Capital structure of Zastava Vehicles Group is socially owned 61,85%, Development fund 38,14% and others 0,01%.

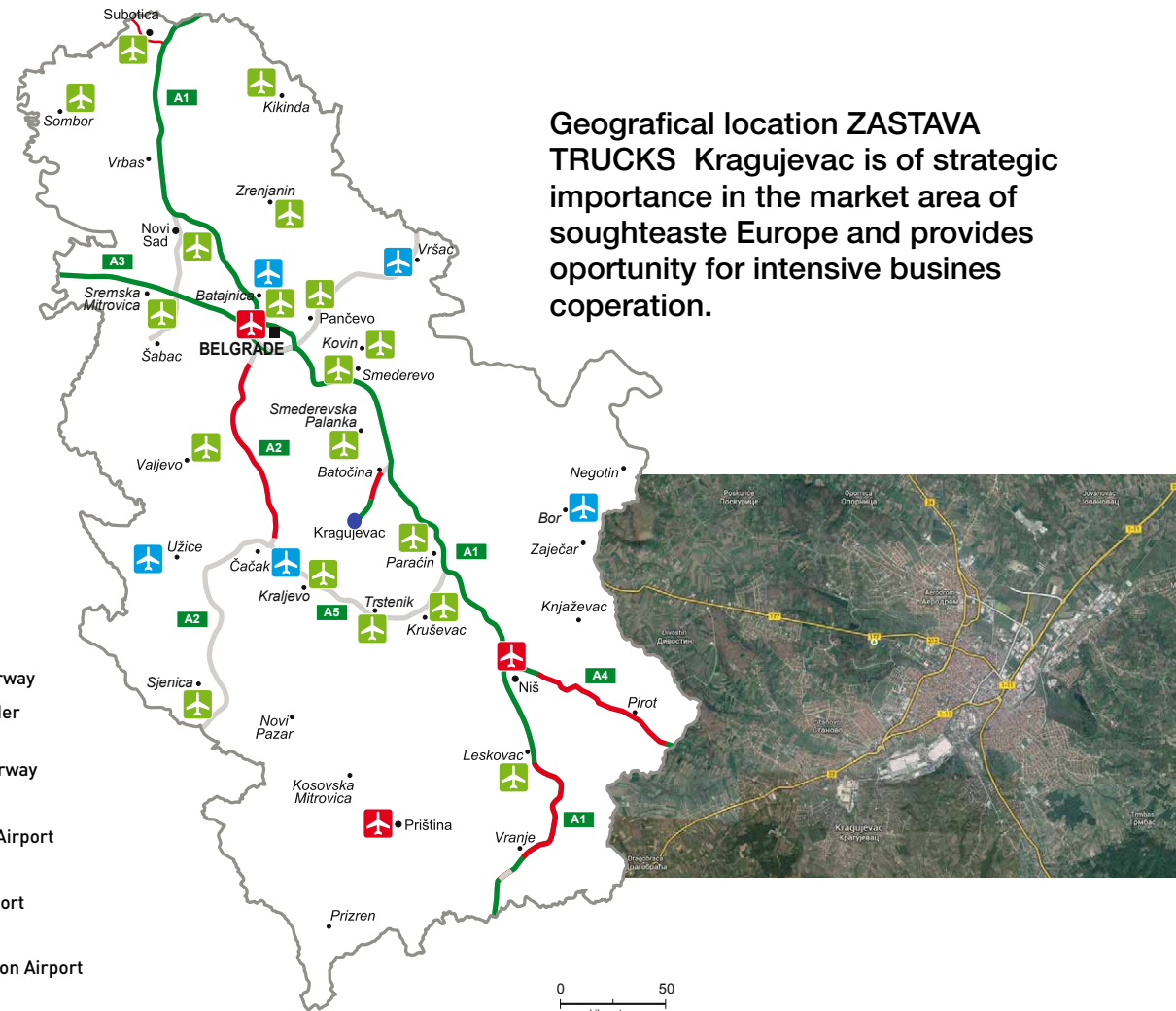
General Information



Pan-European Transport Corridors

LEGEND

- Existing Motorway
- Motorway Under Construction
- Planned Motorway
- International Airport
- Alternate Airport
- General Aviation Airport



Geographical location ZASTAVA TRUCKS Kragujevac is of strategic importance in the market area of southeaste Europe and provides oportunity for intensive busines coperation.

Long tradition and expertise



- Production of the commercial vehicles in “ZASTAVA” started in period before the Second World War when 400 trucks of the company “CHEVROLET” were produced for the needs of former Yugoslav army. From 1953, when 162 off-road vehicles with the trademark “Willys” were produced and up to now, production of the commercial vehicles has been developed.



With Italian manufacturers started production of the trucks and off-road vehicles AR-51, in 1955, and later on also of the vans 1100TF, on the base of the Licence Contract with the company “FIAT”.

- In 1961, the vehicles “Zastava 615” and “Zastava 620” appeared on the market as the result of the own development. This production had successful development up to 1969 when happened significant stagnation because of that time program and introduction of the new KNOW HOW. It's necessary to mention that in that period production of commercial vehicles was arranged in a frame of Car factory.

- For that reason, on June, 18 th, 1969, it was made decision in Zastava to start

with organization the factory “Fabrike privrednih vozila - Zastava” including long-term development program.

- On the base of the new contracts with “FIAT” started the production of the light delivery vans with the payload of 0,6t, in Sombor, in the new – opened III plant. In addition to the production of the vehicles, based on this Contract, started production of the front and rear axles, chassis frames and the other components for the needs of “ZASTAVA” factory in Kragujevac as well as for the needs of the factory in Brescia. With the Contract on long-term production cooperation, dated August, 5th, 1978, new gamma of the commercial vehicles, OM-40/35, so called “MALI OM” was introduced in production. Soon after that FIAT IVECO transferred production of this gamma of the vehicles to “Zastava-Privredna Vozila” (ZPV) and so, this gamma isn't been produced in ZPV only for the local market's needs but also for the commercialization through the partner's sales network .

- With the Contract on “KNOW HOW” and Contract on industrial cooperation with IVECO, dated 1985 and 1988, commercial vehicles range is expanded.

- From January, 1st, 1991 this company has been in business as Joint Venture with IVECO's share of 46% and “Zastava Trucks” of 54%.

- From June, 30th, 2000, company has been in business under the name: **LIMITED LIABILITY COMPANY FOR PRODUCTION AND COMMERCIALIZATION COMMERCIAL VEHICLES “ZASTAVA TRUCKS” d.o.o. Kragujevac.**

- From September, 1st, 2001, after the implementation of the Program for status and organizational transformation and strategic consolidation of the Group “Zastava”, “Zastava Trucks” has been doing it's business in the frame of new-established holding “ZASTAVA Vozila”.

Product portfolio



In the production program of ZASTAVA TRUCKS there are three programs of commercial vehicles whose payload is from 1,2 t to 5t tons.

ZASTAVA KAMIONI

New Turbo Rival 4x2

ZASTAVA KAMIONI

EUROZETA

ZASTAVA KAMIONI

ZK 101

ZASTAVA KAMIONI

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tel: +381 34 328 100 - fax: +381 34 328 219
e-mail: prodaja@zastava-kamioni.co.rs
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Technical Specification

	CHASSIS CAB	CHASSIS EXTENDED CAB	TRUCK	CREW CAB TRUCK	DELIVERY VAN	HIGH ROOF DELIVERY VAN	COMBI	MINIBUS
MODEL	35100	35100	35100	35100	35100	35100	35100	35100
WHEEL BASE (mm)	3100	3100	3100	3100	3100	3100	3100	3100
VEHICLE LENGTH (mm)	4740	4740	4740	4740	4740	4740	4740	4740
VEHICLE HEIGHT (mm)	2000	2000	2000	2000	2000	2000	2000	2000
INTERIOR LOADING BED / AREA HEIGHT (mm)			5400	5400	5400	5400	5400	5400
LOADING AREA VOLUME (m³)			400	400	400	400	400	400
PAYLOAD (kg)	1500	1500	1500	1500	1500	1500	1500	1500
GVM (kg)	3500	3500	3500	3500	3500	3500	3500	3500
TYRES	11T 11T 166	11T 11T 166	11T 166	11T 11T 166	11T 11T 166	11T 11T 166	11T 11T 166	11T 11T 166
FUEL TANK CAPACITY (L)	70	70	70	70	70	70	70	70

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	CHASSIS CAB	CHASSIS EXTENDED CAB	TRUCK	CREW CAB TRUCK
WHEEL BASE (mm)	3000	3000	3000	3000
VEHICLE LENGTH (mm)	3770	4870	4775	4775
VEHICLE HEIGHT (mm)	2120	2120	2200	2120
INTERIOR LOADING BED / AREA HEIGHT (mm)		2550	2550	2550
LOADING AREA VOLUME (m³)		4075	5090	6340
PAYLOAD (kg)	5150	5000	4900	4580
GVM (kg)	3650	3140	3240	3020
TYRES	8T 8T	11T 11T	11T 11T	11T 11T
FUEL TANK CAPACITY (L)	85	117	85	85

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Technical Specification

	CHASSIS CAB 4x2	TRUCK KIPER 4x2	CHASSIS CAB 4x4	TRUCK KIPER 4x4
WHEEL BASE (mm)	2300	2300	2300	2300
VEHICLE LENGTH (mm)	3000	3000	3000	3000
VEHICLE HEIGHT (mm)	1780	1780	1780	1780
INTERIOR LOADING BED / AREA HEIGHT (mm)	2400	2400	2400	2400
PAYLOAD (kg)	1700	1650	1500	1300
GVM (kg)	2100	1820	1710	1520
TYRES	11T 11T	11T 11T	11T 11T	11T 11T
FUEL TANK CAPACITY (L)	70	70	70	70

Product capacities



Zastava Trucks, in its technological process, developed production capacities for production 11000 vehicles, yearly.

With the two shifts work it's possible to realize:

BASIC PROGRAM

Assembly of the commercial vehicles 7.000 units/yearly

Production of the rear axles 12.000 units/yearly

Production of the front axles 5.000 units/yearly

Production of the stamps (sets) 6.500 units/yearly

Assembly of the body 7.000 units/yearly

Lacquering the bodies of the vehicles 7.000 units/yearly

Production of the special bodies for the trucks 200 units/yearly

Production of the loading boxes 2.000 units/yearly

STRUCTURE OF THE TECHNOLOGICAL CAPACITIES:

Assembly of the vehicles

Assembly of the special vehicles and bodies

Pressing

Welding of the cabs, bodies and sub-assemblies

Surface protection with lacquering

Production of the parts with mechanical and heat treatment

Product capacities



ADDITIONAL PROGRAM

Besides basic production program, “Zastava Trucks” has also an additional program within the company which includes the following:

Stampings (sets)

Production of mechanical treatment parts

Production of cone toothing with spiral teeth on the Gleason system

Painting of small parts

The production of complete seats for trucks

Production of set skeleton loading boxes

Production of all types of electrical installations for trucks

Production set frame chassis

Vehicle overhaul



INDUSTRIAL OVERHAUL

METEREOLOGY AND TESTIN SERVICE

Certificates



Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001.



Ecology

According to applicable regulations, the requirements for environment protection are fulfilled.



Production and Capacity



Production of main products

Product	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
New Turbo Rival	pcs	157	59	17	2,820,694	1,435,591	227,997
Euro Zeta	pcs	13	10	1	912,005	529,466	24,834
NTV	pcs	0	1	1	0	31,516	31,263
ZK 101	pcs	0	1	0	0	22,512	0
PT1 / PT2	pcs	0	2	0	0	80,022	0



Production and Capacity



Installed capacity

Machine (Production line)	Unit	Installed capacity
Mechanical work		
Rear bridges (drum brakes)	pcs	12000
Front Drive Bridge (disc brakes)	pcs	2000
Front rigid axle	pcs	5000
Thermal treatment		
Quenching	pcs	25000
Cementing to 1.2 mm	pcs	25000
Ind. hardening to 8mm thickness 150x1200	pcs	25000
Pressing		
Production of molded parts	pcs	6500
Car-body		
Assembling of shells and cabs	pcs	7000
Seat construction	pcs	20000
Cargo crate	pcs	2000
Special upgrades	pcs	200
Lacquer finishing unit		
Cataphoresis	pcs	15000
Basic and finishing lacquer on shells	pcs	7000
Vehicle assembly		
Vehicle assembly	pcs	7000
Vehicle repair	pcs	500



Realization



Movement in sale volume

Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
New Turbo Rival	pcs	148	66	17	2,660,174	1,606,021	227,997
Euro Zeta	pcs	12	13	1	841,812	688,297	24,834
ZK 101	pcs	0	1	0	0	22,512	0
PT1/PT2	pcs	0	2	0	0	80,022	0
NTV	pcs	0	1	0	0	31,516	0
Spare parts		0	0	0	98,432	138,236	302,890
Other sale		0	0	0	84,900	52,270	82,640
TOTAL:					3,685,318	2,618,875	638,361

Sales structure

Sales structure in %	2011	2012	2013
Domestic market	96.25	95.18	100.00
Foreign market	3.75	4.82	0.00
TOTAL :	100.00	100.00	100.00

Distribution channels

Distribution channels	% of share
Direct sale	78.00
Wholesale	0.00
Retail	0.00
Intermediaries	22.00



Organization



EMPLOYEES



Number of employees

Working	392
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
TOTAL NUMBER OF EMPLOYEES	392

Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	1	9	16	24	100	161	81

Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

Year	Gross	Net
2011	484	348
2012	487	350
2013	491	353

Assets Overview



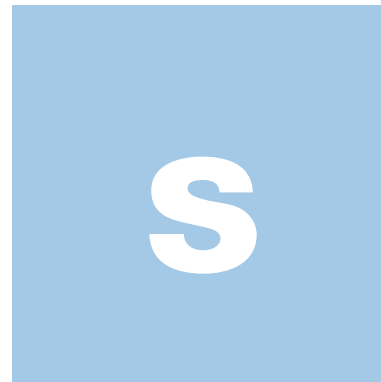
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	8,554,762€	8,880,928€	7,013,872€
NON-CURRENT ASSETS	9,192,495€	7,857,926€	7,890,033€



A) Information contain in this document is based on the data reciev ed from the company, and as such has not been verified by the Privatization Agency. Accordingly, the Privatization Agency shall have no liability with respect to the accuracy and validity of the information contained here in.

B) Pursuant to the law, enterprises from the Republic of Serbia were obliged as of 2004 to prepare Financial Statements in accordance with the International Standards of Financial Reports (ISFR).

STRENGTHS:
Trained staff, experience in manufacturing, industrial tradition, presence on the market.



WEAKNESS:
Outdated technology, large indebtedness, insolvency.

OPPORTUNITIES:
Recognizable brand, wide range of regular customers.



THREATS:
Bad economic conditions, bad market conditions.

Advantages of Investing in Serbia



Favorable geographic position, owing to which any shipment can reach any location in Europe within 24 hours

Possibility of duty free export of about 4,650 products to USA

Highly educated and cheap labor force

Restructured and stable financial system

Simple procedures for a company start-up and registration

Simple procedures for foreign trade transactions and foreign investments

Several free trade agreements have been signed, ensuring supply of goods to nearly 800 million consumers:

- **In March 2012 Serbia was granted the candidates status by the EC**
- **CEFTA**
- **Agreement with the EFTA members**
- **Autonomous trade preferences granted by the EU in December 2000, and implementation of the Interim Trade Agreement with the EU started in February 2010**
- **Agreement with the Russian Federation, Belarus and Kazakhstan**
- **Agreement with Turkey**

Contact



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