

## ABOUT THE COMPANY

Updated 05-05-2020

ALTAS AUTO is a Lithuanian-capital certified Mini and Midi bus engineering enterprise which manufactures their products to the standard of such world market leaders as Mercedes-Benz, Volkswagen, MAN, and Iveco. The company was founded in 2002 and is now the largest in the Scandinavian market and a European leader in the field of engineering and manufacturing of minibuses. Every year ALTAS AUTO manufactures around 600 passenger buses which operate in Western, Central and Eastern Europe and Scandinavia. The company develops and produces its vehicles in its 8000 sq. m facilities based on ISO 9001 quality control standard and using LEAN methodology.

### Markets and Representatives

The company presently operates in 18 European markets including Lithuania, Austria, Bulgaria, Croatia, Estonia, Finland, France, Germany, Ireland, Italy, Israel, Iceland, Latvia, Netherland, Norway, Belgium, Sweden, Switzerland, and the United Kingdom.

ALTAS AUTO's representatives are not only dealers, they also help guarantee that company clients receive the best service possible. Through their partnership with a select group of dealerships, ALTAS AUTO is able to provide customers with prompt assistance, administrate warranty and post-warranty maintenance, orders and spare parts, and provide clients with technical consultation and if required, a replacement bus or rental of a substitute bus.

ALTAS AUTO official dealers include 10 representatives:

- HJB-Vertriebs GmbH (Austria)
- AUTO HRVATSKA PSC(Croatia)
- Suomen Bussikauppa Oy (Finland)
- E. Herrmann GmbH (Germany)
- HJB Vertriebs GmbH (Germany)
- Colmobil LTD. (Israel)
- Altas Norge AS (Norway)
- BUSScenter Haninge AB (Sweden)
- HJB Vertriebs GmbH (Switzerland)
- Bílaumboðið Askja ehf (Iceland)

## Global Partnerships

With its track record in co-operating with some of the world's largest automotive brands, ALTAS AUTO is primed to deliver production in short time frames without compromising on providing quality to the highest technical specifications. Not only that, the company is experienced in providing value driven modifications to even the newest bus models at short notice. In 2019 ALTAS AUTO and MAN started close partnership, presenting two minibuses for Europe market: MAN TGE CITY and MAN TGE INTERCITY. ALTAS AUTO is the only European company, which supplies minibuses to MAN group.

## Recognition

- **2019** – “ALTAS Viator” the first midi class tourism bus manufactured by ALTAS AUTO received a prestigious “A’Design Award” Silver nomination 2019 for its design.
- **2018** – “ALTAS Viator” midi class bus awarded a golden medal in the Product of the Year awards in the machinery and equipment industry category by the Lithuanian Confederation of Industrialists.
- **2016** – ALTAS AUTO received the award for “Metų Gazelė” at the Lithuanian National Business Awards for fast growth.
- **2014** – the low entry city minibus “Mercedes Benz Cityline” awarded a golden medal at the Product of the Year awards in the machinery and equipment industry category by the Lithuanian Confederation of Industrialists.

## Memberships

The company is dedicated to making continued concerted efforts towards the development of the transport sector in Lithuania. That is why it takes an active role in the activities of responsible associations and contributes to the representation of industrial business interests and export growth.

- Member of the Lithuanian Engineering Industry Association (LINPRA) since 2014

## Social responsibility

ALTAS AUTO is actively engaged in socially relevant causes and aims at contributing towards the sustainable development of the community, as well as nurturing the next generation of highly qualified specialists.

### Society

The company regularly works in close cooperation with Kaunas University of Technology, Vilnius Gediminas Technical University, Vilnius Academy of Arts and other higher education institutions in Lithuania. ALTAS AUTO provides students with an opportunity to complete professional internships and gain access to information concerning production and business processes.

### Environment

By ensuring that it follows the most rigorous production standards, ALTAS AUTO remains strongly committed to doing all it can to protect the environment. The company is certified according to ISO 14001 environmental standards.

## PRODUCTION CAPACITIES

- 8,000 sq. meters of production facilities located in Vilnius, Lithuania's capital.
- 2 production lines: the first manufactures a new bus every 4 hours; the second produces a new bus every 12 hours.
- Individual orders executed within 2.5 months.
- Wide range of models with European type approval (COC)

## Support network

ALTAS AUTO also has a widely developed support network with authorized service points across Europe. Support services include:

- 24/7 call center
- 48 hours delivery of standard warranty parts
- Software warranty claim procedure
- 24 months modification and parts warranty
- WEB shop with spare parts catalogue
- Authorized service points across Europe
- Repair instructions
- Extended warranty for conversion
- Internal maintenance sheets

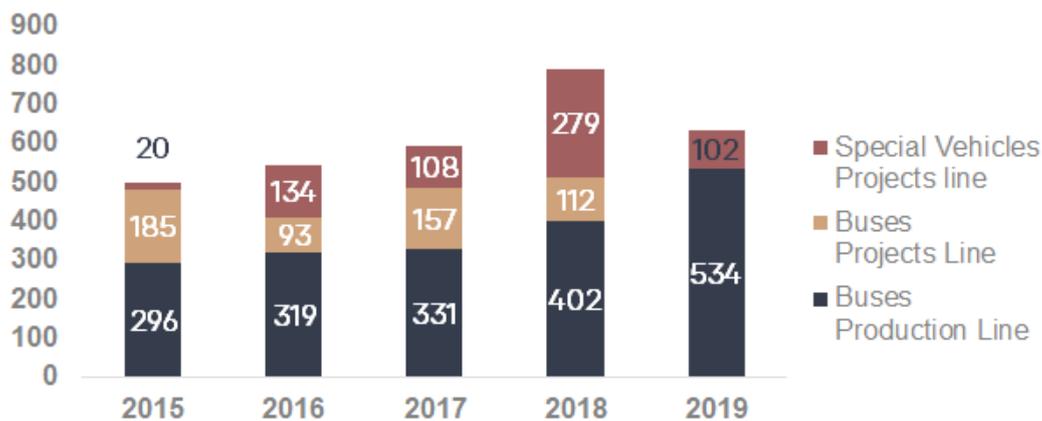
## FINANCIAL REPORT

ALTAS AUTO is active in 18 foreign markets and the latter represented the largest export share, a trend observed each year.

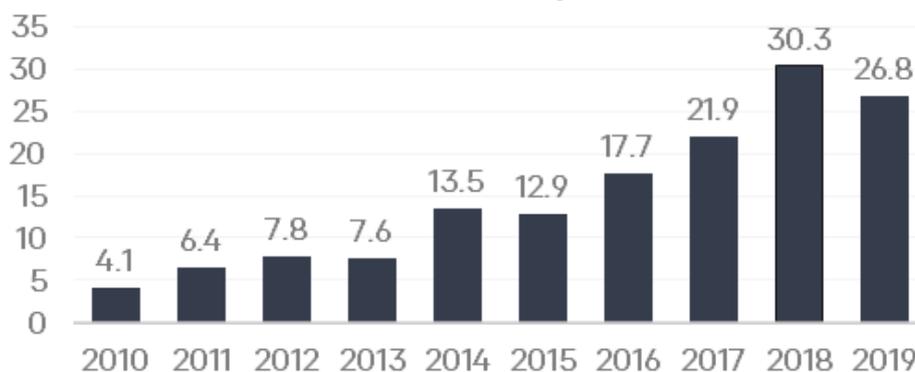
ALTAS AUTO has been one of the leading suppliers of minibuses in Scandinavia for several years in a row despite the fact that the company's exports to this region only accounted for 43 percent of its total sales last year.

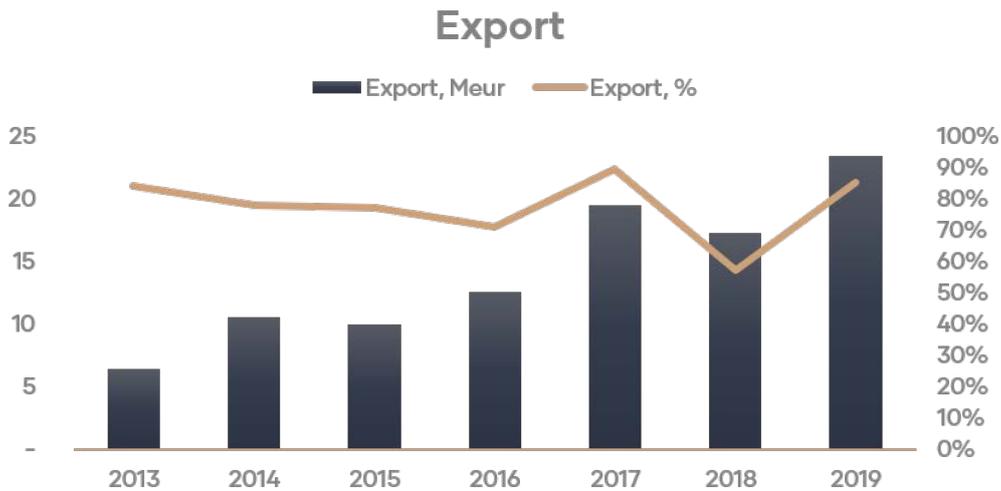
City transit buses, business-class buses and tour buses accounted for the largest portion of total sales. Over the past years, the company also implemented large-scale projects for manufacturing police and ambulance vehicles. Since its inception, ALTAS AUTO has designed and manufactured ambulance and police vehicles, today used in Finland, Sweden, Jordan, Latvia, Estonia and Moldova.

### Orders made



### The company's turnover (million euros) in the last 10 years





### Investments in innovations a bring competitive advantage

ALTAS AUTO makes large investments in the development of new technology and innovative programs that facilitate the management of business and manufacturing processes. The company currently uses 11 different programs or their modules.

## PRODUCTS

ALTAS AUTO's production is dedicated to mini and midi class buses. The mini class has been a focus of the company's operation since its establishment, with the company currently offering 6 models based on Mercedes-Benz Sprinter and 2 models based on MAN TGE. The company entered the Midibus production market in 2018 with the introduction of ALTAS AUTO's own brand bus, ALTAS Viator.

## Minibuses

Minibuses based on MERCEDES-BENZ SPRINTER base

Cityline	Businessline	Tourline
22-25 place city minibus for the transportation of both sitting and standing passengers.	16-19 place luxury minibus mostly suitable for business trips.	16-19-seater tourist minibus for comfortable leisure and business travel.  This is ALTAS AUTO's No.1 model in terms of units produced.
Multiline	Ecoline	Streetline
19-22-seater interurban minibus which can be used as a tourist or line bus.	19-22-seater economy minibus mostly used for carrying pupils to school and employees to work.	9-seater multi-purpose vehicle Suitable for business class trips and transportation of passengers with special needs.

Minibuses based on MAN TGE base

Intercity	City
16-19-seater interurban minibus which can be used as a tourist or line bus.	13-16 place city minibus for the transportation of both sitting and standing passengers.

## Midibuses

### ALTAS Viator

29 + 1 seater midibus perfectly suited for comfortable tourist journeys.

This model was presented to the market in 2018 and became the first passenger bus to be developed for serial production in the independent Lithuania. The bus was tested in various operating conditions and in Q4 of 2019 we began it's serial production. At later stages of the product's development, new ALTAS Viator models are planned, including a suburban model and school bus. At the beginning of 2020 we started to develop a model adapted to UK traffic. ALTAS Viator also received the prestigious "A' Design Award" Silver nomination 2019 for its design.

Built on an Iveco 70C18 Diesel chassis.

## MANAGEMENT TEAM



### EDVARDAS RADZEVIČIUS Founder, CEO

- CEO since company's establishment in 2002
- Over 20 years of experience in the automotive industry
- Member of LINPRA, the presidium of the Lithuanian Engineering Industries Association

"From the first days of our company we aimed to grow into an industry innovator.

Today, due to the effort and skill of our dedicated team, we are well on the way to achieving that vision. I see huge scope for developing our business and our product line, and I am thrilled to be heading such an expert team into the future."

With more than 20 years of experience in the automotive industry, Edvardas is a proven entrepreneurial visionary and expert in automotive asset management, automobile security and IT systems, as well as aftermarket support. He plays a key role in strategic business development, including the development of new products and markets.

Edvardas Radzevičius holds an automotive engineering technology and mechanical engineering diplomas. He started his career as an entrepreneur with the establishment of Altas komercinis transportas, UAB in 2002. Prior to this, he worked on the development of several automotive related businesses, including car rental, transportation control systems (TCS) product and technical support.

### Career timeline

#### Founder, CEO

ALTAS komercinis transportas, UAB  
2002 – Present  
Mini and Midi buses manufacturing

#### Shareholder

#### ALTAS IT, UAB

2013 – Present  
Digital video cameras, management of IT projects.



## EDMUND LISOVSKI

Head of R&D

- Masters' degree in Automotive Engineering Technology, Vilnius Gediminas Technical University
- 13 years' experience in homologation and automotive engineering
- Managing team of 28 experienced engineers.



## KAROLIS ŠIMKUS

Head of Sales

- Over 10 years' experience within the company
- Master's degree in civil engineering, Vilnius Gediminas Technical University
- Managing team of 4 sales representatives



## DAINIUS VAREIKA

Head of Production

- Bachelors' degree in Automotive Engineering Technology, Vilnius Gediminas Technical University
- 8 years' experience in automotive engineering and production management
- Managing team of 144 specialists.