



TATRA TAKES YOU FARTHER

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TATRA TRUCKS Renewed Cooperation with Indian State Enterprise BEML

On Thursday, February 19th 2015, a Memorandum of Understanding between Czech company TATRA TRUCKS and Indian state enterprise BEML has been signed in Bangalore, India. Both parties committed to cooperate in the field of deliveries of spare parts and components for TATRA vehicles in service with Indian security forces.

„The signing of the Memorandum of Understanding has been witnessed by Czech minister of defence, Mr. Martin Stropnický. It is not a business contract, but a politically significant declaration. As for the contracts, they are the subject of further negotiations – the talks are tough, but fair. In any case, our Indian partners are interested in original spare parts from Kopřivnice as well as chassis construction sets which will be assembled here in India and then complemented by appropriate extensions as needed,“ says Petr Rusek, TATRA TRUCKS' Chairman of the Board, who has led the negotiations for more than two years.

„I do not want to speculate about when we will receive first contracts from India, but I truly believe that they will follow soon enough after this two-year-long journey. I have to commend the cooperation of Czech politicians, Ministers Zaorálek, Stropnický and Mr. Ambassador Stasek, because this is how the support of national industry should look like. We wanted them to stand up for TATRA because the factory's reputation here in India was damaged by prosecution of the former shareholder – an Indian businessman,“ he adds.

TATRA TRUCKS is being presented as a traditional Czech producer and supplier of all-drive heavy cargo trucks. BEML Limited is an Indian state enterprise controlled by Indian Ministry of Defence. It is a leading Indian organization in the field of design, development, production and sales of mining, construction, railway and military vehicles.

The memorandum includes the commitment of both parties to cooperate in the field of deliveries of spare parts and components for TATRA cargo trucks in service with Indian security forces, mainly the army. The memorandum has been signed with the Czech Minister of Defence, Mr. Martin Stropnický, in attendance. Other politicians also contributed to this success – Minister of Foreign Affairs Lubomír Zaorálek, President Miloš Zeman and Czech ambassador to India Miloš Stasek.

At present time, talks are underway about specific business contracts that should be carried out until the end of this year.

ABOUT TATRA TRUCKS Inc.

TATRA TRUCKS Inc. has been the owner of the world-renowned Kopřivnice-based automobile production factory since March 2013 when it was acquired after the previous owner was no longer able to fulfill his financial obligations. The new owners (Czech businessmen Jaroslav Strnad and René Matera), together with their key managers (Chairman of the Board Petr



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Rusek responsible for sales and Vice-Chairman Radek Strouhal responsible for finances) managed to renew the production and regain the elementary trust of the banks and subcontractors.

As of December 31st, 2014, TATRA TRUCKS has had 845 employees in the parent company and another 500 in two subsidiaries, a forge and a foundry. In 2014, total revenue reached 3.7 billion CZK with 850 vehicles sold and 821 built.

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