



SOMAT
MARKET LEADER SINCE 1960

Expertise gained through decades of hard work

- 50 years of experience on the international transportation market;
- Leading carrier on the European Freight market: the fleet reaches 4000 trucks as early as the 1970s;
- A team of highly qualified dedicated professionals attending to the individual requirements of each and every customer;
- Over 30 years of close cooperation with the Willi Betz Group;
- Part of the Willi Betz Group since 1994;
- With SOMAT all ways are open – from the vast European highways to the dusty roads in Iran, Iraq, Kazakhstan, Afghanistan.....
- Being the vanguard of any new transportation and logistic technology.



Advantages:

- New vehicles at an average age of 2 years complying with the EURO 4-5 emission standards.
- Teams of 2 drivers.
- Satellite tracking and communication system.
- Own waterborne fleet.





Company Locations

Head office
West/East



24 national locations
(Germany)



50 international locations:

forwarding/
transport



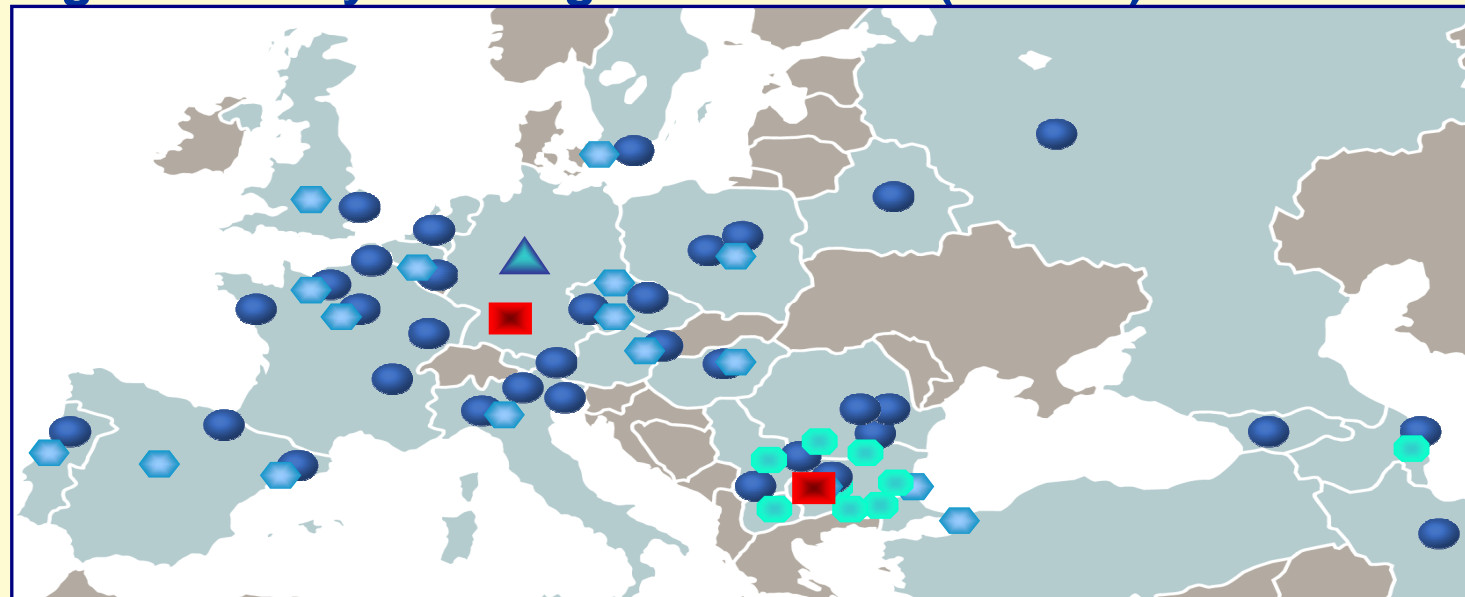
contract-
logistics



trade



The infrastructure of interlocking areas in Eurasia offers high flexibility for a logistic network (extract)



▶ 1975-1980 is a “boom” period for SOMAT. The adaptability, flexibility and pioneering spirit of SOMAT at that time find expression in the setting up of a dense network of border offices, representative offices and terminals all around the Near East region, which increases the effectiveness of the company’s operations and soon ushers SOMAT to the position of a leading carrier for freights ex Europe to the Near East region. 200 SOMAT trucks pass the Iranian and Iraqi borders every day, Bulgarian trucks reach as far as Pakistan.

▶ SOMAT is a significant participant in the development of the Silk Road Project – an initiative under the patronage of the European Union for connecting Europe through the Black Sea to the Caucasus region - to China and Afghanistan.

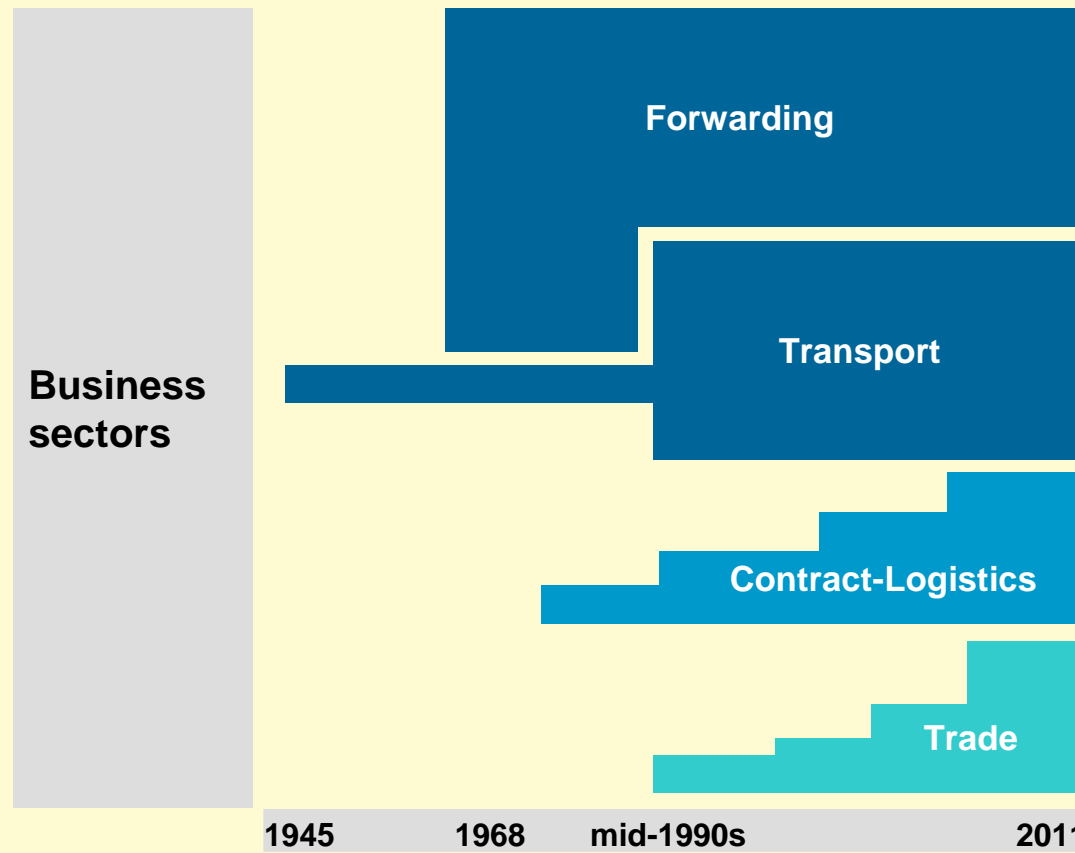
▶ Afghanistan, Uzbekistan, Kazakhstan, Turkmenistan, Tajikistan are main transport locations and destinations since 2010





Development of Business Sectors from Start to Present Day

In the mid-1990s the company underwent fundamental changes focused on the diversification of the business activities.



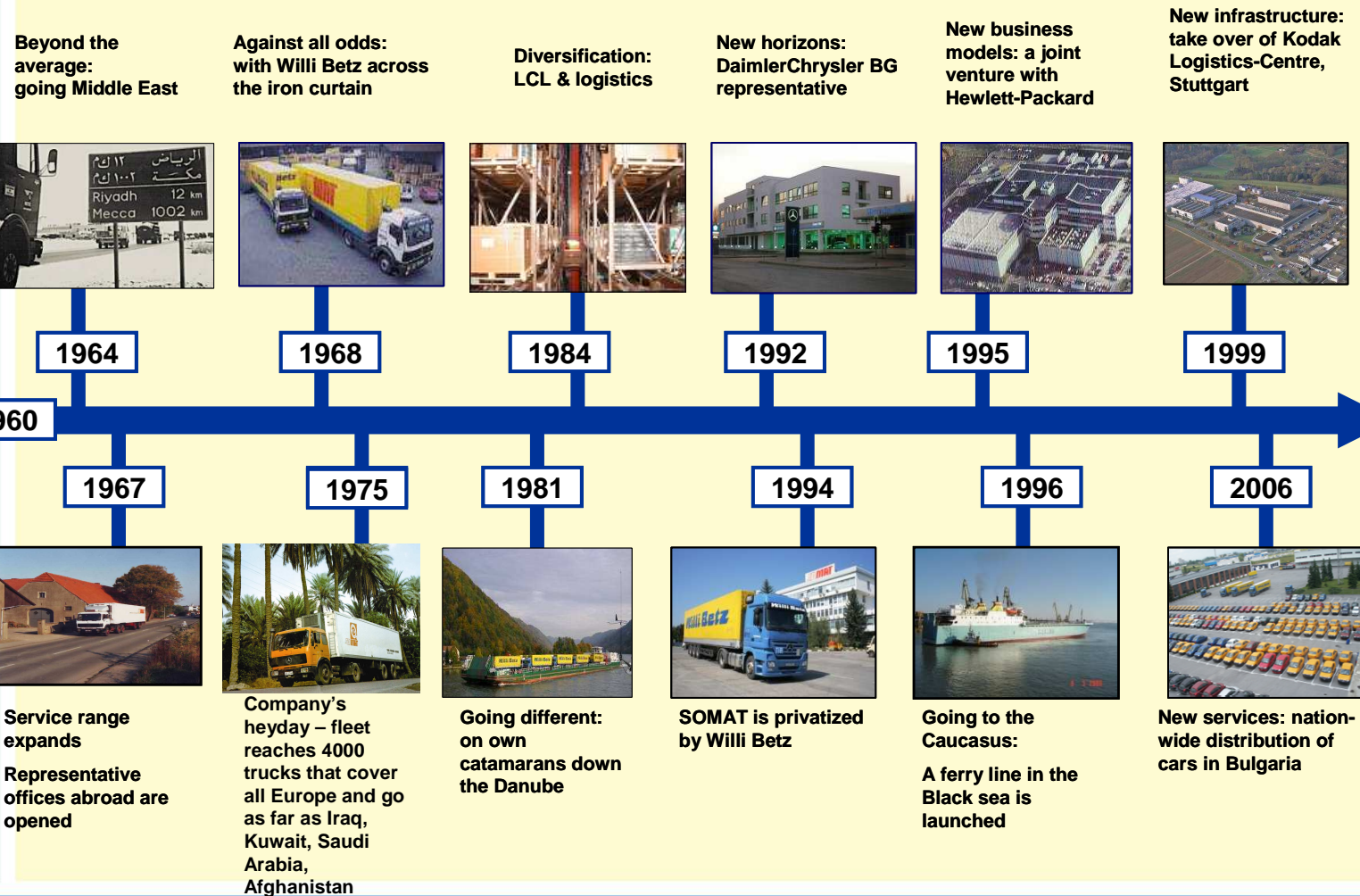
Diversification
Development of new business enterprises in the field of contract-logistics and trade.

Backward integration
SOMAT, Bulgaria is acquired by the Willi Betz Group





Company's History from the Beginning to Present Day





Company's History from the Beginning to Present Day



2010

In March 2010 a new Project was launched for transportation of foodstuffs and medicines to Afghanistan, Uzbekistan, Kazakhstan, Turkmenistan, Tajikistan

2011

In 2011 the total number of the transportations to Afghanistan, Uzbekistan, Kazakhstan, Turkmenistan, Tajikistan exceeded 7000, which is 2,5 times more than 2010.





Launching a new project "VESTAS" for the delivery of elements for wind energy parks (approved EU projects in compliance with a Trans-European combined technology)

Up to the present date we have transported:

- 480 44-meter propellers along the Danube;
- about 1400 transportations of elements for wind generators have been carried out— propellers, generators, hubs, steeples, foundations and other equipment.

2009



Company's History from the Beginning to Present Day





Transport

International Transportation

- ▶ **Transportation of FTL and LTL conventional loads;**
- ▶ **Transportation of temperature controlled shipments**
- ▶ **Transportation of hazardous goods;**
- ▶ **Container transportations;**
- ▶ **Transportation of vehicles;**
- ▶ **Transportation of oversized and heavy-lift cargoes;**
- ▶ **Just-In-Time transportations (SOMAT is a logistic partner of world famous companies such as Toyota, Bosch, Daimler, AEG, Siemens and others);**
- ▶ **Roundtrips - as a result of our precise work many of the international forwarding companies (as well as leading couriers) choose us for transportation of their loads and shipments between hubs and countries;**
- ▶ **Intercontinental Kanban and Milk-Run solutions;**





Transport Truck Fleet

Standard tilt trailers
Loading length: 13,6 m
Maximum payload: 23-24t



**Single/Double-Deck
Mega trailers**
Loading length: 13,6 m
Inner height: 3 m
Maximum payload: 23-24 tons



Reefer trucks
Loading length: 13,4 m
Maximum payload: 20 t



**Roadtrains with loading
ramps**



**Trucks for express
deliveries**
Maximum payload: 2.5 t



Trucks for express deliveries
Equipped with a loading ramp
Maximum payload: 7.5 tons



**Low-bed trucks
(2-7 axles)**
Suitable for transportation
of oversized and heavy-lift
cargoes



Tanks



Car-carriers
Capacity 6-12 cars



Covered vehicle carriers
Special protection for your
valuable cargo





Temperature controlled shipments

SOMAT disposes of modern reefer trailers for transportations of temperature sensitive loads. Thanks to them the fragile products would be delivered to any destination safe and sound. All drivers are trained to operate the aggregates which ensure an appropriate temperature mode for each particular load. The steadily rising demand for our international controlled temperature transports in Europe, as well as our transports to Afghanistan, Uzbekistan, Kazakhstan, Turkmenistan, Tajikistan, speaks for itself.

Reefer Trailers Characteristics:

- *Length: 13,40m;*
- *Width: 2,44m;*
- *Height: 2,65m;*
- *Cubic capacity: 87m³;*
- *Loading capacity: up to 22t, depending on the route and the national legislation;*
- *Pallet capacity:33.*
- *Up-to-date Thermo King reefer aggregates of microprocessing control;*
- *Automatically keeping the set temperature mode;*
- *Data recording for follow-up control;*
- *Ability to work in fixed mode with external power supply;*
- *Pneumatic suspension.*





The company operates car and heavy truck carriers that transport light and heavy vehicles from/to any point in Europe and Asia. Our clients are world vehicle giants like: Mercedes Benz, Chrysler, Mitsubishi, Peugeot, Renault, Dacia, Toyota in Europe etc.

All trucks are equipped with satellite communication system ensuring permanent control and full traceability.

Car-Carriers





Transportation of Oversized and Heavy-Lift Cargoes



Tri-axle lowbed semitrailers type 1:

- ✓ length of the loading platform: 8,7 m, extendible to 14,4 m;
- ✓ height from the ground: 0,9 m
- ✓ width: 2,55 m
- ✓ maximum payload: 37 t.

Special features:

- ✓ lateral boards, allowing extension of the loading width up to 3m.
- ✓ Alluminium rear-end loadingramps.

Tri-axle lowbed semitrailers type 2:

- ✓ length of the loading platform: 7,4 m, extendible to 12,2 m
- ✓ height from the ground: 0,4 m
- ✓ width: 2,55 m
- ✓ maximum payload: 31,5 t

Special features:

- ✓ lateral boards, allowing extension of the loading width up to 3m
- ✓ detachable platform allowing loading on own axle

Four-axle lowbed trailers with hydraulic loading ramps:

- ✓ length of the loading platform: 8,6 m, extendible to 14,2m
- ✓ loading height from the ground: 0,9 m
- ✓ width: 2,55 m
- ✓ maximum payload: 46 t

Special features:

- ✓ lateral boards, allowing extension of the loading space up to 3 m
- ✓ hydraulic rear-end loading ramps





Transport

**Multimodal
Transports**

- ▶ **Danube river: Passau (D) – Vidin (BG)**
- ▶ **Railway transport: Stuttgart (D) – Bremen (D)**
- ▶ **Ability for implementation of large projects**





Transport

Multimodal Transport

along the Danube River

Regular RO-RO line between the ports of Vidin (BG) and Passau (D)

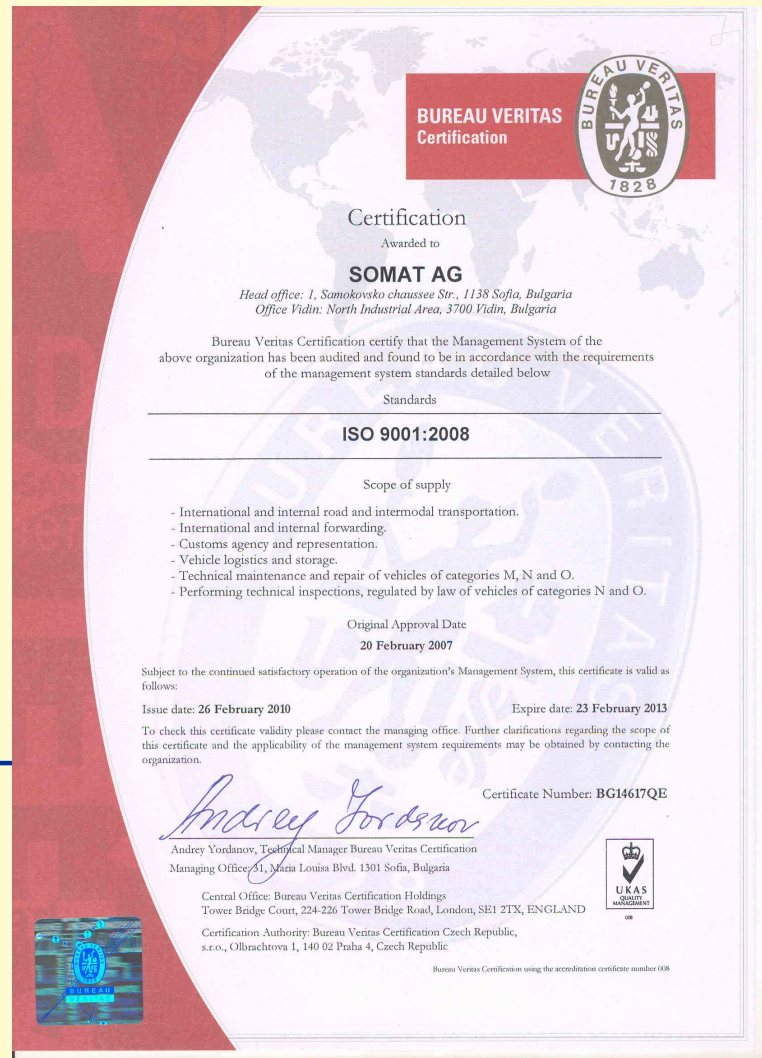
- ▶ A fleet of 4 catamarans with loading capacity of 49 trailers each, two one-storey barges and a three-storey barge with a loading capacity of 230 cars;
- ▶ Three sailings weekly both from Passau and Vidin;
- ▶ On-deck or on-trailer transportation of conventional, oversized and heavy loads, cars and containers;
- ▶ Maximal optimization of the transportation process;
- ▶ Representative offices and terminals in Passau and Vidin guaranteeing timely reaction to any situation in the process of transportation;





**Quality
ISO 9001:2008
certified
leader in
transportation**

**Our Competence –
Your Advantage**



Flexible reaction to your requirements due to

- Fleet size and proper administration of personnel and resources;
- Well-developed network of locations and hubs both in Europe and Asia;
- Alternative routing;
- Multimodal transportations;
- A number of customer service offices;
- Teams of 2 drivers;

Minimum failure due to

- Modern equipment;
- Network of own representative offices;
- Ability to respond with additional vehicles when needed;

Your requirements – our challenge

- Customer tailored logistic solutions.

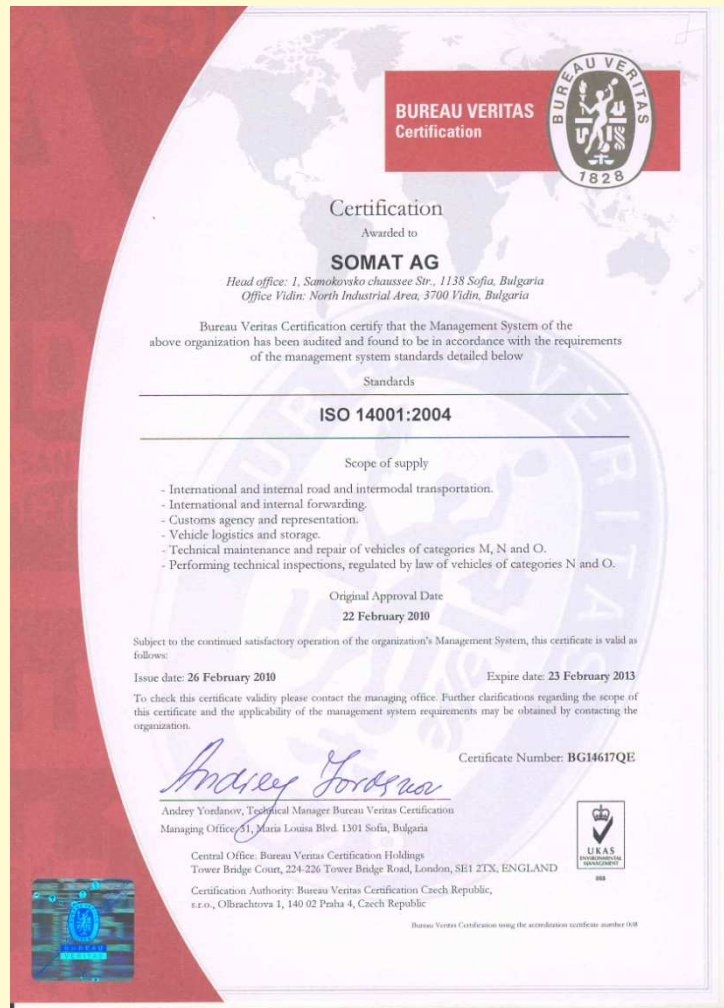


Quality

ISO 14001:2004

Environmental management standard

Our Competence – Your Advantage



- The vehicle fleet meets the highest EU emission standards. The entire fleet meets EURO-4 and EURO-5 emission standards.
- The repair technologies are environment friendly.
- The waste products – used lubricants, tires, metal and non-metal waste are collected and the transferred for further processing by licensed companies in accordance with the valid local legislation.



**Best Green
Company Award
in Bulgaria 2010**

**Our
Competence –
Your Advantage**



- In 2011 SOMAT JSC is announced to be the prize winner of the competition “Best Green Companies in Bulgaria 2010” in section “Road transportation” due to the company’s results.




BUSINESS Superbrands
2007-2008
THE STRONGEST BUSINESS BRANDS ON THE BULGARIAN MARKET

This is to certify that
SOMAT
has been chosen as a
Business Superbrand

As voted by the independent Superbrands Board in 2007 and
also included in the Business Superbrands Bulgaria official publication.

Mila Behar
Mila Behar
Country Manager
Superbrands Bulgaria



Eamonn Sadler
Eamonn Sadler
CEO
Superbrands International

www.superbrands.bg





THANK YOU FOR YOUR ATTENTION!

