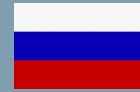


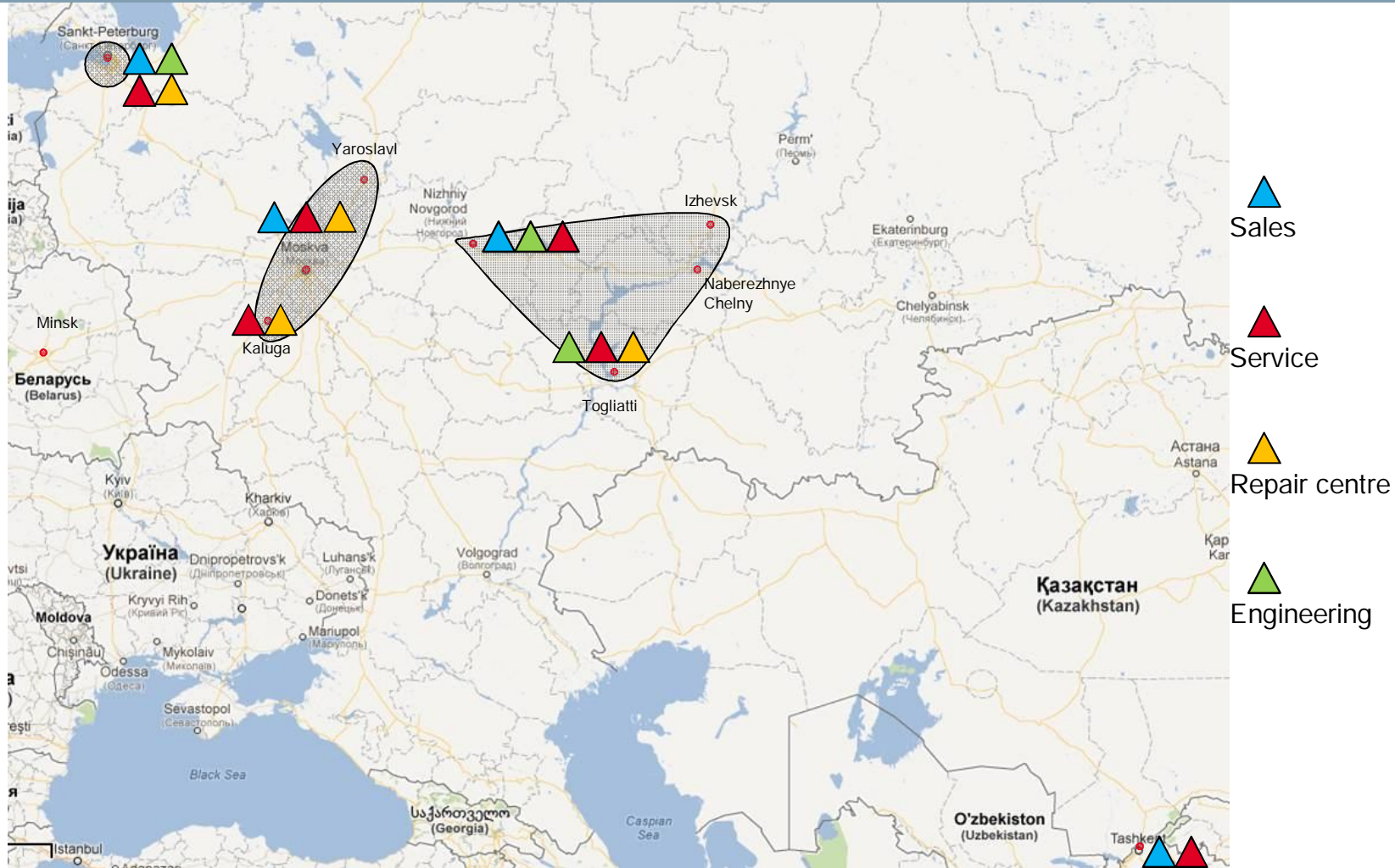
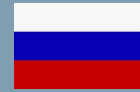
PAT* Sales and Service Situation in RUS

(PAT = Product Area Tightening Systems)

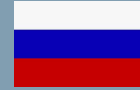







PAT SALES via KTS/Kosmos in RUS

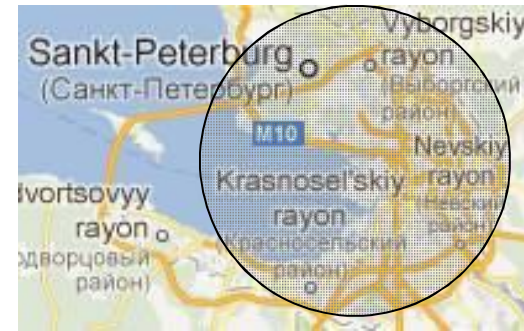
Main Industrial Clusters



PAT SALES via KTS/Kosmos in RUS Main Customers in St. Petersburg Cluster

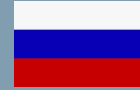






-  St. Petersburg
Customer care by Kosmos SPb
-  St. Petersburg
Customer care by Kosmos SPb
-  St. Petersburg
Customer care by Kosmos SPb
-  St. Petersburg
Customer care by Kosmos SPb
-  St. Petersburg
Customer care by Kosmos SPb



PAT SALES via KTS/Kosmos in RUS

Main Customers in Moscow Cluster

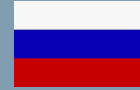


- **BENTELER**  Kaluga
Customer care by Kosmos MOW / Kaluga
-  Kaluga
Customer care by Kosmos MOW / Kaluga
(BOSCH Prod.Tools)
-  (YaMZ) Yaroslavl
Customer care by Kosmos MOW
- **Avtoframos**  Moscow
Customer care by Kosmos MOW (PT-sided)

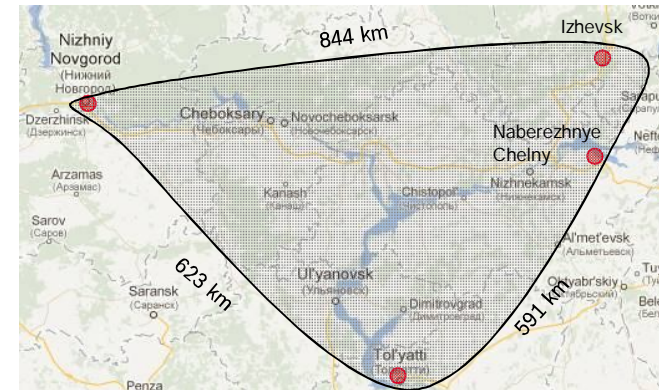


PAT SALES via KTS/Kosmos in RUS

Main Customers in Volga Cluster

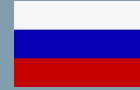



-  (GAZ) Nizhnij Novgorod
Customer care by Kosmos NNG
-  Togliatti
Customer care by Kosmos TOG
 - >800 Rexroth tightening systems installed base
-   Elabuga
Customer care by Kosmos TOG / SPb
-  Naberezhnye Chelny
Customer care by Kosmos TOG / SPb







PAT SALES via KTS/Kosmos in RUS

Main Customers in Volga Cluster - 2012 success in GAZ



-  (GAZ) Nizhnij Novgorod
Customer care by Kosmos NNG

- ✓  Proj. "Axle GAZelle modernisation"
- ✓  Proj. "Axle GAZelle next"
- ✓  Proj. "Axles VW/Skoda"
- ✓  Proj. "GM Final Ass'y"

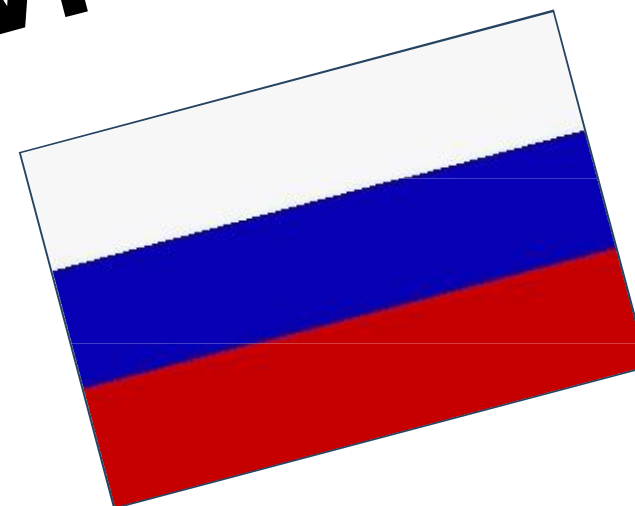


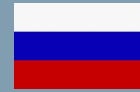


just to keep a space

here starts

Service RUS





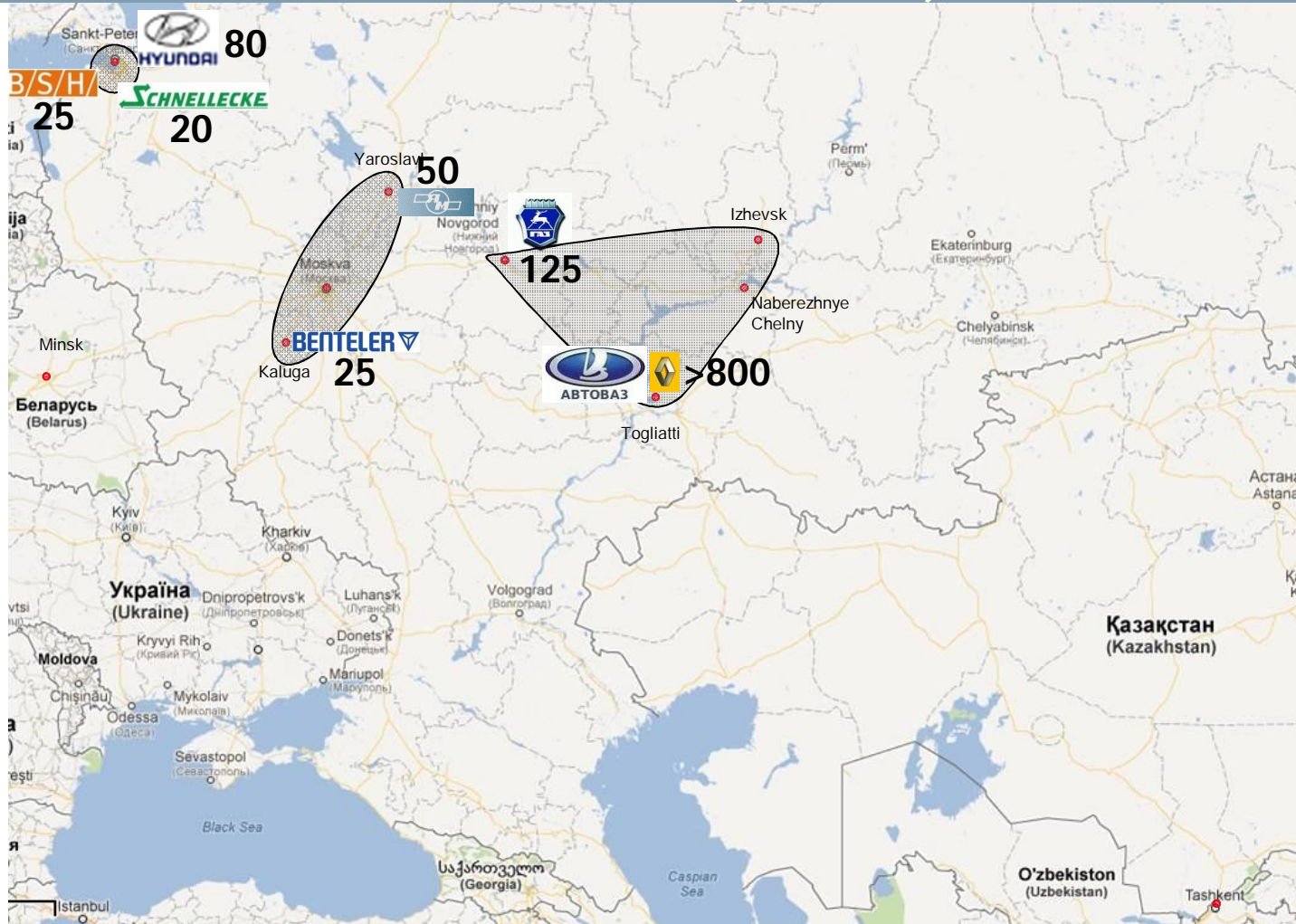
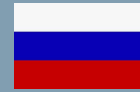
- **Installed Base in RUS**
 - End of 2012 >1.100 channels
 - during 2013/14 estimated growing up to >1.800 channels

- **Field Service**
 - provided by Kosmos' PAT specialists in all relevant clusters
 - fast reaction at upcoming new projects (increasing of manpower)

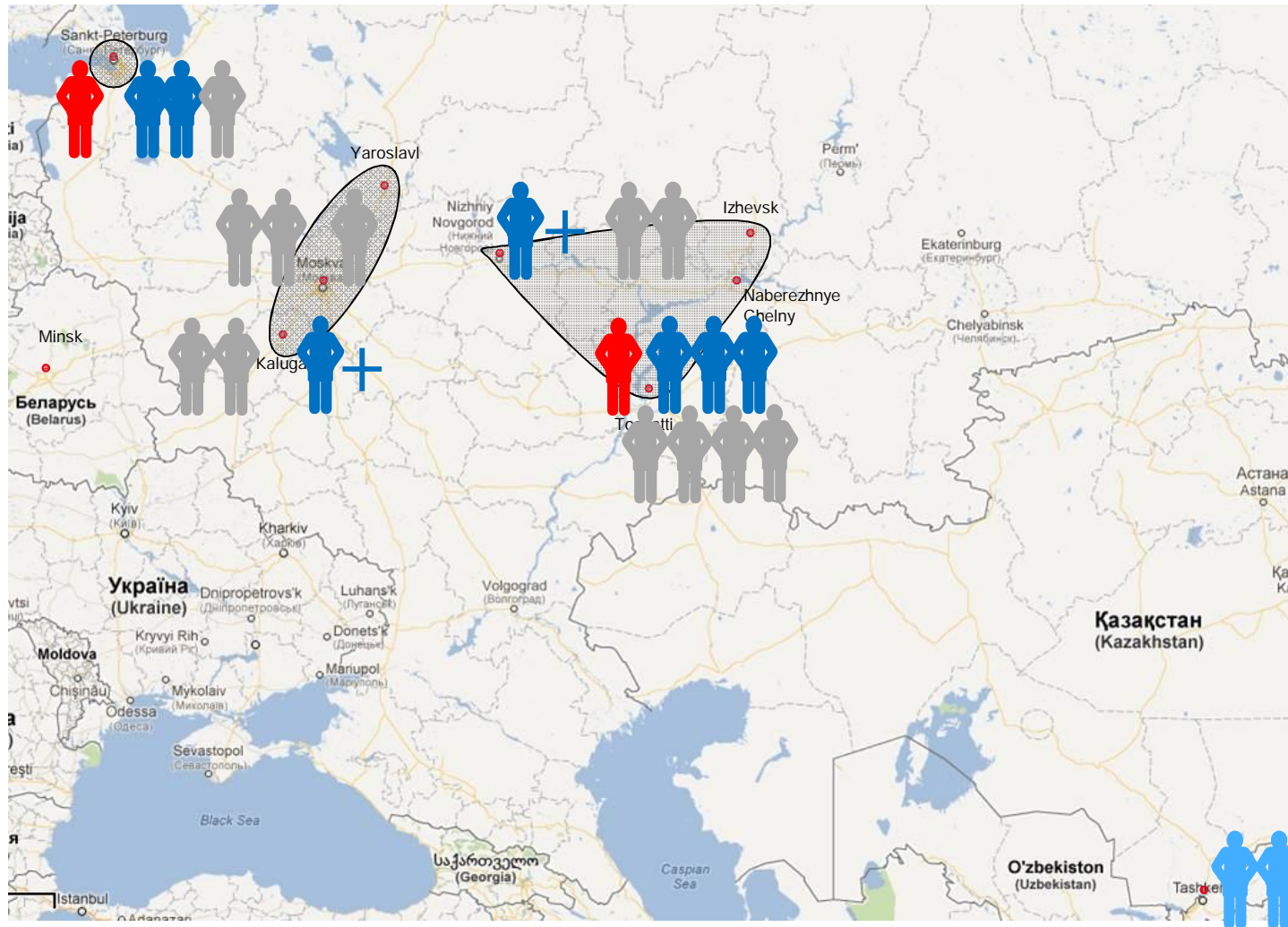
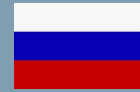
- **Onsite support**
 - realizing of Rexroth's support packages for onsite support during line start-up
 - fast "installation" and training of necessary new employees

PAT SERVICE via KTS/Kosmos in RUS

Main Industrial Clusters – Installed Base (>1.100 ch.)



PAT SERVICE FORCES by KTS/Kosmos in RUS

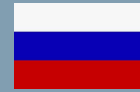


Service leader for PAT

Service employee (active for PAT)

Service employee (useable for PAT)

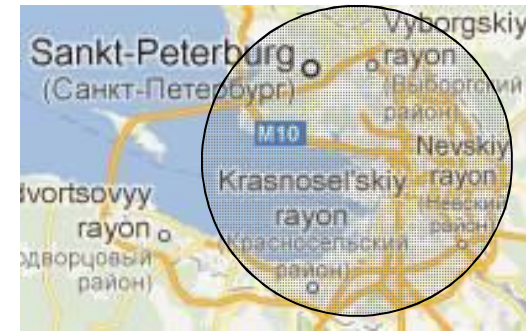
PAT SERVICE by KTS/Kosmos in RUS St. Petersburg Cluster



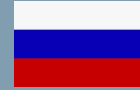
■ St. Petersburg



- Specialists available for PAT products
- Kosmos builds up Service Facility in SPb till 2013
- Planned increase of manpower



PAT SERVICE by KTS/Kosmos in RUS Moscow Cluster



Moscow



Kaluga



Yaroslavl

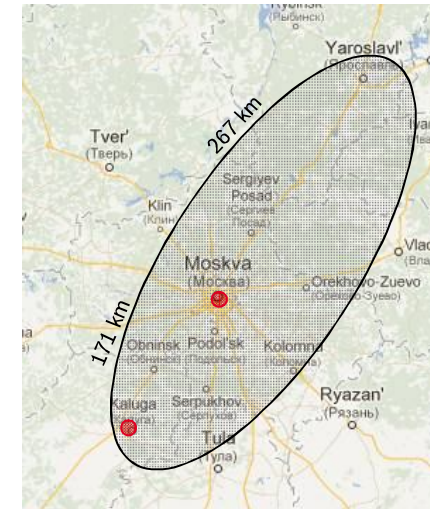
Avtoframos



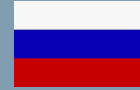
BENTELER



- Kosmos MOW / Kaluga employees experienced in PT
- Kosmos Service Facilities in MOW and Kaluga
- Planned increase of manpower in Kaluga
- Upgrade of staff required for PAT-Systems



PAT SERVICE by KTS/Kosmos in RUS Volga Cluster



■ Nizhnij Novgorod



(GAZ)

- KOSMOS NNG employees experienced in PAT

■ Naberezhnye Chelny



Elabuga



- KOSMOS will build up PAT-Service location as soon as necessary

■ Togliatti



- KOSMOS Service Facility for PAT
- Specialists available for PAT products

