



# BELAZ



## OJSC "BELAZ" - Management Company of Holding "BELAZ-HOLDING"

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To whom it may concern

First of all we would like to thank you for the interest shown in the products of OJSC «BELAZ» – Management Company of Holding «BELAZ-HOLDING» (hereinafter referred to as OJSC «BELAZ»). We are always open for cooperation and new projects and suggestions.

OJSC «BELAZ» is the biggest worldwide manufacturer in its sector that specializes in production of mining dump trucks of high and extra-high payload capacity as well as other heavy-duty transport equipment used in mining and construction industries.

OJSC «BELAZ» carries out development, organization of production and service maintenance of heavy-load transport equipment, including:

- mining dump trucks with payload capacity of 30 to 450 tones (33 – 496 short ton);
  - dump trucks with improved cross-country capacity with hydro-mechanical transmission;
  - road-construction equipment and vehicles for mine service works: loaders, bulldozers, truck-mixers, scrapers, recovery tractors, water-sprinkling machines;
  - equipment for underground works: underground dump trucks, load-haul dump units, multipurpose chassis, vehicle for transportation on people, underground mixers;
  - machines for metallurgical plants: slag-carriers, heavy-load carriers;
  - special heavy transport equipment: self-propelled rollers, garbage trucks, aircraft tugs, electro cars;
  - freight-rolling stock: hopper-cars for carriage of mineral fertilisers, corn, cement, hatch gondola-wagons, flat cars for carriage of timber;
- as well as:
- press-forging equipment and equipment for foundry production;
  - lifting-conveying equipment;
  - consumers goods.

OJSC "BELAZ" is the only enterprise in the world where mining dump trucks of extra heavy capacity are assembled on an assembly line, which enables the optimization and production costs reduction. Moreover due to the availability of assembly line OJSC "BELAZ" has a flexible production in comparison with the competitors, which help us to

fulfill the requirements of the customers within the shortest time period. During the designing of BELAZ machinery much attention is paid to harmonization of units and systems of a truck which reduces the operational costs and is highly appreciated by the operating companies. Also OJSC "BELAZ" pays much attention at warranty and after-warranty service maintenance of mining dump trucks. One of the advantages of BELAZ equipment is optimal value for money.

More detailed information about the products manufactured by OJSC "BELAZ" – Management Company of Holding "BELAZ-HOLDING" you can find on our website [www.belaz.by](http://www.belaz.by).

On the first stage of our cooperation we send you a Commercial offer for the following dump trucks.

The list of imported products in the new markets of "BELAZ" - managing company "BELAZ-HOLDING"					
Country	Product code	Name of product	Unit of measure	The cost per unit in USD	Terms of delivery
*	8704	DUMPER 7540K (30 tons)	unit	207 115	FCA, ZHODINO
		DUMPER 75473 (45 tons)		323 265	
		DUMPER 75450 (45 tons)		360 065	
		DUMPER 7555B (55 tons)		395 140	
		DUMPER 75581 (90 tons)		1 014 645	
		DUMPER 75135 (110 tons)		1 035 115	
		DUMPER 75131 (130 tons)		1 150 345	
		DUMPER 75137 (130 tons)		1 116 075	
		DUMPER 75306 (220 tons)		1 806 765	
		DUMPER 75302 (220 tons)		1 792 390	
		DUMPER 75602 (360 tons)		3 680 345	
		DUMPER 75603 (360 tons)		3 737 960	
	8429	WHEEL LOADER 78221		455 630	
		WHEEL BULLDOZER 78231		419 405	



The warranty period for dump trucks makes 60 000 km of run or 12 months from the date of commissioning (the date of the Commissioning report signing), whatever is earlier, but in any case not exceeding 18 months from the date of their dispatch, provided that the Customer observes the requirements and rules in respect of mining equipment operation and maintenance, made by OJSC «BELAZ».

Payment conditions – 100% advance payment or irrevocable, documentary confirmed Letter of Credit.

Supervision and commissioning, training of the end-user's personnel by OJSC "BELAZ" - Management Company of Holding "BELAZ-HOLDING" specialists in operation rules, technical maintenance and repair shall be provided under a separate contract.

This offer is valid till 31.08.2015, on condition an order receiving and contract conclusion for the delivery of the above said equipment before the indicated date.

This letter is a Commercial offer and doesn't have any statements, corresponding to the contract. Upon negotiations conclusion, OJSC «BELAZ» will send for your consideration a Contract, made in accordance with our standard terms and conditions.

We remain at your disposal regarding any question of interest.

Hope for fruitful and mutually-beneficial cooperation,

Deputy General Director for  
Marketing and Export Policy –  
Director of Marketing centre



K.V.Ryltsou