



*The Art of comfortable roads*

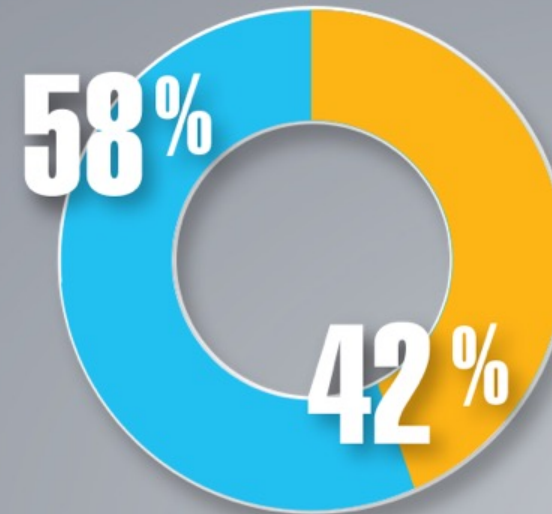


**LOCALIZATION IN RUSSIA.  
KEY DRIVERS OF SUCCESS.**

## MERKATOR HOLDING

- ✓ Over **12,000** equipment units sold since 1998
- ✓ Over **1,600** equipment units produced at the Merkator Kaluga plant since 2014

Merkator Holding market share of municipaland road equipment market



others



Merkator Holding share

## MERKATOR HOLDING

Turnover, mln. euro



## MERKATOR STRUCTURE





## INTERNATIONAL PARTNERS

**BUCHER**  
municipal

**Gmeiner**  
a BUCHER company

 **Ros Roca**

**HOLDER**

**LARUE**

  
ZAUGG AG EGGIWIL

  
**BORUM**

 **kramerALLRAD**

 **KOKS**

**MULAG**

MASCHINENFABRIK  
**dücker**

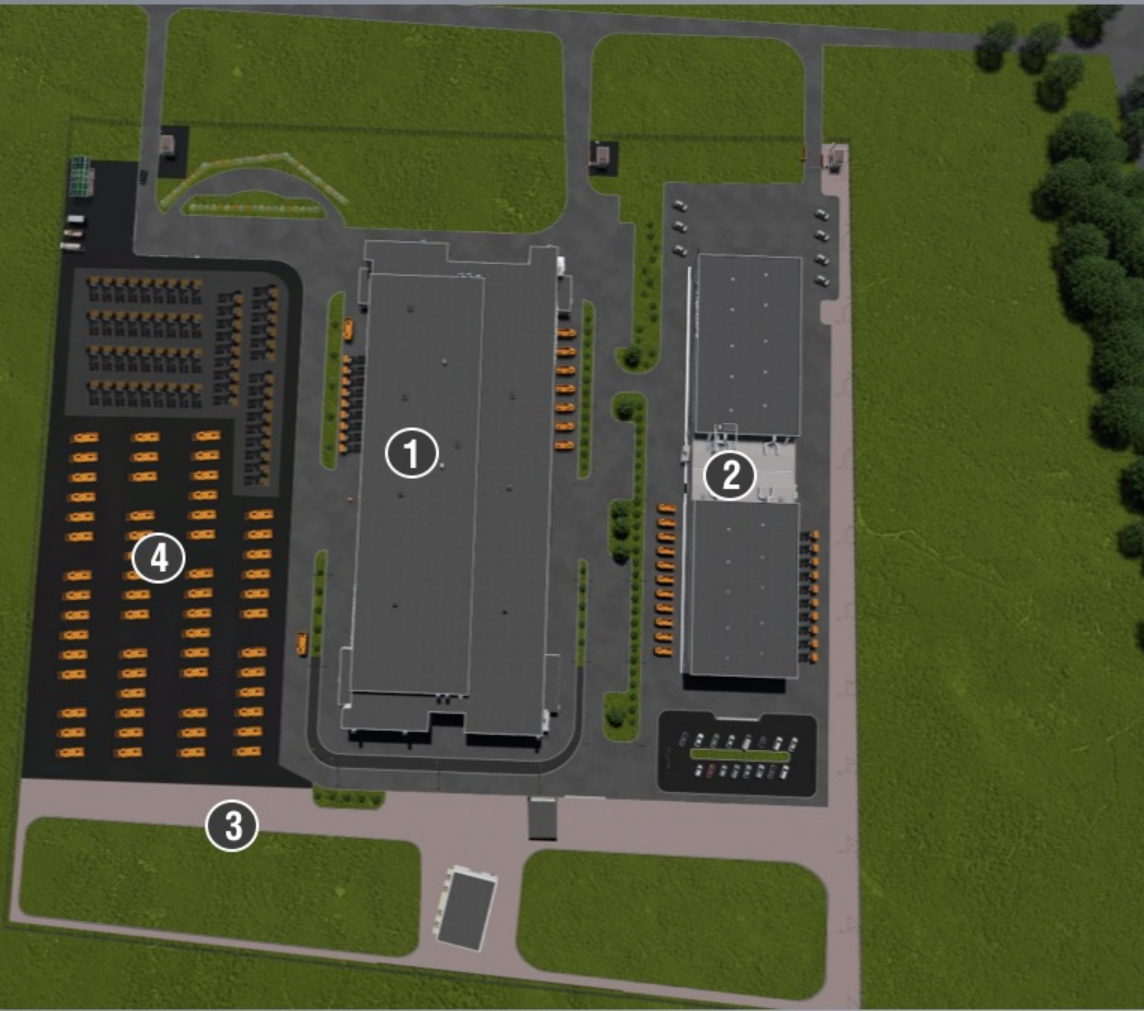
  
Mercedes-Benz

  
**VOLVO**

 **SCANIA**

  
**KAMAZ**

## MERKATOR KALUGA PLANT



- ① **PRODUCTION BUILDING #1**  
11,000 M<sup>2</sup> **(BUILT)**
- ② **PRODUCTION BUILDING #2**  
9,000 M<sup>2</sup> **(PLANNED)**
- ③ **DEMONSTRATIONAL AREA**  
**(PLANNED)**
- ④ **CHASSIS AND FINISHED PRODUCTS STORAGE**

# MERKATOR KALUGA PLANT KALUGA YUG INDUSTRIAL PARK

DISTANCE FROM MOSCOW

180 km

TOTAL AREA

7,3 hectares

PRODUCTION BUILDING #1

11 000 m<sup>2</sup>

PRODUCTION BUILDING #2

9 000 m<sup>2</sup>

*KALUGA, ENERGETIKOV ST., 2*





## PRODUCTION CAPACITY



PRODUCTION  
OF COMPACT MACHINES  
**500 UNITS PER YEAR**



TRUCK MOUNTED  
SPECIAL EQUIPMENT PRODUCTION  
**900 UNITS PER YEAR**



## OUR TECHNOLOGIES LASER CUTTING



MAXIMUM PART  
THICKNESS 16 MM



PART DIMENSIONS  
1.5 X 3.0 M

## OUR TECHNOLOGIES METAL BENDING



MAXIMUM BENDING LENGTH  
UP TO 2 M



MAXIMUM FORCE  
1100 KN



BENDING ANGLE  
30 TO 90 DEGREES



## OUR TECHNOLOGIES MANUAL WELDING. 7 WORK AREAS

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## OUR TECHNOLOGIES ROBOTIC WELDING

### INDUSTRIAL ROBOT PANASONIC



PRODUCT DIMENSIONS:  
LENGTH: 5 M, WIDTH: 2 M, HEIGHT: 3 M.



MAXIMUM POWER 500 A



TRAVEL SPEED 80 KM / H



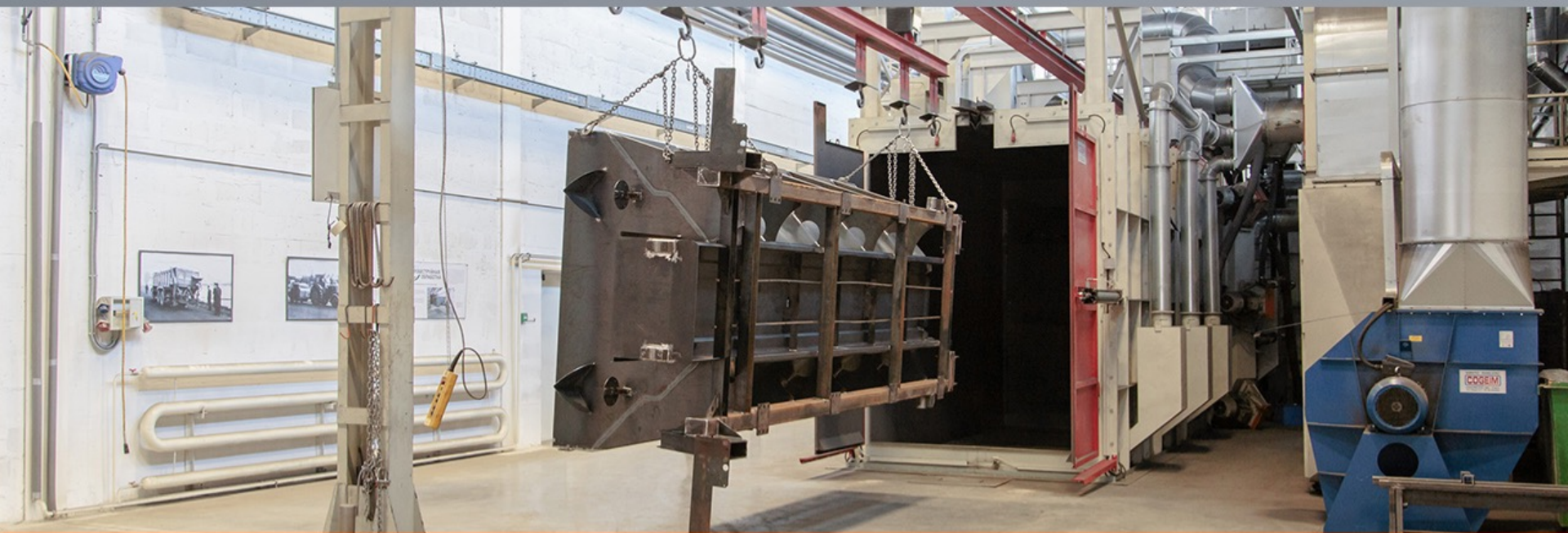
MAXIMUM WELDMENTS SPEED  
1 METER / MIN.

## OUR TECHNOLOGIES AUTOMATIC SHOT-BLASTING

WIDTH: 2.5 M

HEIGHT: 3.0 M

LENGTH: 3.5 M





## OUR TECHNOLOGIES AUTOMATIC POWDER COATING



COAT THICKNESS  
**120 MICRONS**



COATER ROOM DIMENSIONS:  
L x W x H (M): **9,4 x 2,7 x 2,6**



ABSENCE OF CORROSION  
PENETRATION  
**7 YEARS**





## ASSEMBLY AND TESTING



ASSEMBLY IS CARRIED OUT  
USING THE JAPANESE  
**KANBAN** SYSTEM



**16 MACHINE** ASSEMBLY AREAS  
AND 1 ATTACHED EQUIPMENT  
ASSEMBLY AREA



TESTING AREA





# MERKATOR PLANT THREE LEVELS OF COOPERATION

## MOUNTING

## LOCALIZATION

## JOINT DESIGN



## MOUNTING

### BUCHER SWEEPERS



### ROS ROCA REFUSE COLLECTION EQUIPMENT



### HYDRQG ROADS RECONDITIONING



### ATTACHED EQUIPMENT FOR MUNICIPAL VEHICLES





## LOCALIZATION COMPACT SUCTION SWEEPERS



OVER 50% OF PRODUCTION COST IS COMPRISED  
BY THE VALUE OF RUSSIAN COMPONENTS AND MATERIALS



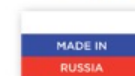
LOCALIZATION OF MANUFACTURING PROCESS  
IN ACCORDANCE WITH THE RUSSIAN GOVERNMENT ORDER #719



CITYCAT 2020



VKM 2020



## TIMELINE OF PRODUCTION STEPS INTRODUCTION

2014

- ✓ exterior elements installation
- ✓ attached equipment mounting

2015

- ✓ localization of attached equipment
- ✓ electrical, pneumatic and hydraulic system installation
- ✓ sweepings hopper installation
- ✓ engine installation
- ✓ installation of axles

2016

- ✓ axles localization
- ✓ transmission localization
- ✓ engine localization

2017

- ✓ installation and welding of the frame
- ✓ welding and coating of the cab
- ✓ welding and coating of the hopper



## LOCALIZATION

### 2014, START OF THE CITYCAT 2020 LOCALIZATION PROCESS



#### VKM 2020 SALES IN RUSSIA:

- ✓ 2014 - 41 units
- ✓ 2015 - 139 units
- ✓ 2016 - 74 units
- ✓ 2017 (forecast) – 50 units

## DEVELOPING A JOINT PRODUCT FOR RUSSIAN MARKET BUCHER KH DEICING AGENTS SPREADER



BUCHER KH DEICING MATERIALS SPREADER  
– JOINT PRODUCT DESIGNED BY  
MERKATOR HOLDING  
AND BUCHER MUNICIPAL

### PROJECT GOAL:

**CREATING A NEW PRODUCT  
IN THE MID-MARKET SEGMENT,  
ADAPTED TO RUSSIAN CUSTOMERS'  
TASKS**



MAXIMUM LEVEL  
OF LOCALIZATION





## BUCHER KH SOLID REAGENTS SPREADER

**NOVEMBER,  
2015**

PROJECT START

**MARCH,  
2016**

PRESENTATION OF THE NEW  
BUCHER KH SOLID REAGENTS  
SPREADER

**DECEMBER,  
2016**

SALES IN RUSSIA –  
198 UNITS





## LOCALIZATION AT THE MERKATOR KALUGA PLANT. OUR COMPETENCE:

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- ✓ MODERN INDUSTRIAL PRODUCTION  
(ISO 9001 CERTIFICATION)
- ✓ EXPERIENCE OF WORK WITH EUROPEAN ENGINEERING  
DEPARTMENTS SINCE 2004. WORKING WITH SOLID WORKS SOFTWARE
- ✓ FORMED POOL OF RUSSIAN SUPPLIERS OF COMPONENTS AND MATERIALS
- ✓ LEGAL SUPPORT OF THE LOCALIZATION PROCESS  
(INCL. OBTAINING OF CERTIFICATION PAPERS)
- ✓ WARRANTY AND POST-WARRANTY MAINTENANCE OF EQUIPMENT  
THROUGHOUT THE LIFECYCLE



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**THANK YOU!**

**MERKATOR HOLDING**

8 (800) 234 40 40  
+7 (495) 933 72 79

[www.merkatorgroup.ru](http://www.merkatorgroup.ru)  
[holding@merkatorgroup.ru](mailto:holding@merkatorgroup.ru)