

Partnership opportunity

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Company expectations

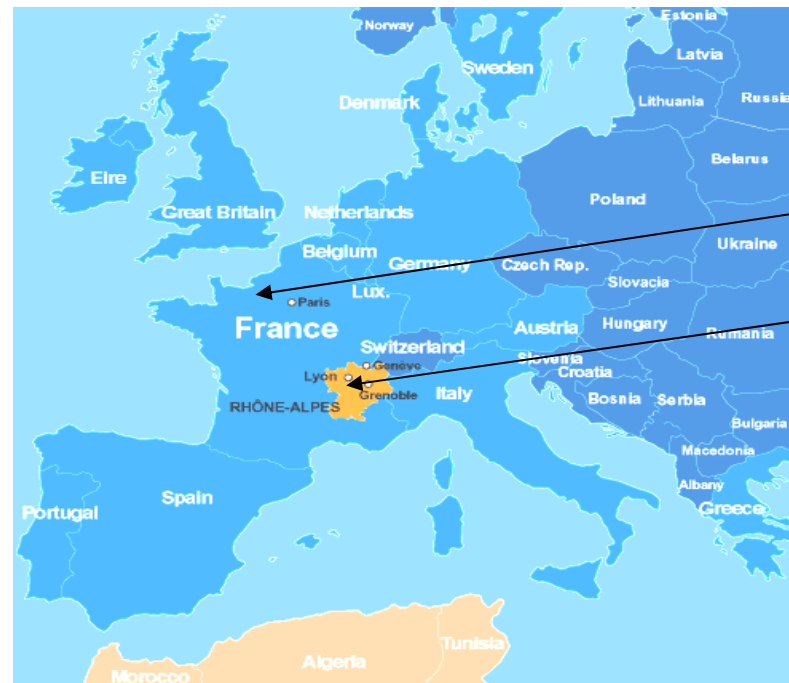
- The company is **actively looking for a financial partner to implement its 2006-2008 strategy**. Currently the company is in an observation period (bankruptcy proceeding which aims at evaluating the company's opportunities to continue its activity).
- Reasons leading to the observation period:
 - **Weak financial strategy** of repurchases between 1996 and 1998
 - A **difficult profit and loss account** and cash flow position
 - A significant **increase in costs of fuel**
 - **Increasing pressure** from both customers and competitors

Company 2006-2008 strategy

- **Diversification** of the company's customer portfolio
- Entering **new markets**:
 - Regional car dealers
 - Car rental companies
 - End-of-life vehicles (ELV)
- Developing **activities with a higher added value** (warehousing, preparing cars etc)
- **Reinforcing the regional activity** of the company (Rhone-Alps – Normandy & Brittany)

Company profile

- French company **based in the Rhone-Alps** region at the crossroads of Italy, Switzerland and France. A **subsidiary is also located in the Normandy region**.
- Company specialized in the **car haulers**.



S.B.T. (subsidiary)

S.L.A.T.E.

Facts and figures

General overview and financial data

- Number of sites : 2
 - **S.L.A.T.E.**, Saint Bonnet de Mûre (Lyon) - 46 people + 2 people for the management
 - **S.B.T.** Boulleville (Honfleur) – 18 people
- Vehicle fleet : **64 tractor trailers** whose average age is 6 years

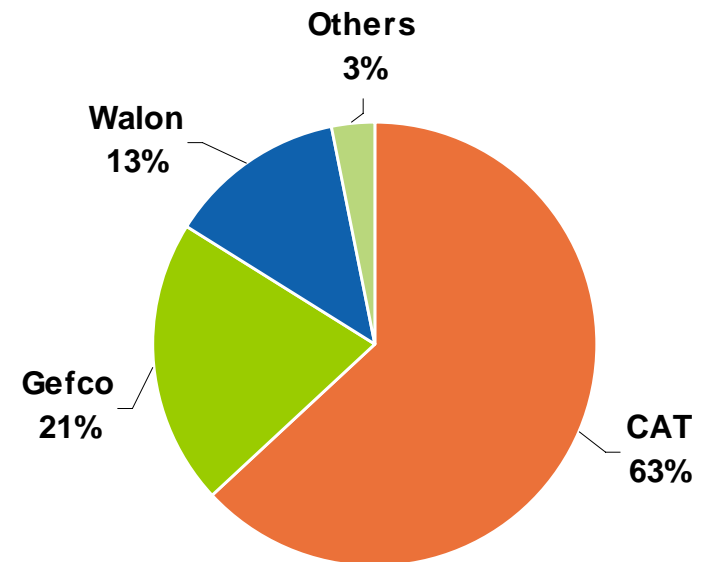
| Year | Turnover | Growth | Number of tractor trailers | Evolution |
|---------------|-------------|---------|----------------------------|-----------|
| 2006 forecast | 8 192 900 € | - 8.3% | 64 | -8.6% |
| 2005 | 8 935 000 € | + 4.6% | 70 | +4.4% |
| 2004 | 8 534 300 € | + 11.9% | 67 | |
| 2003 | 7 626 600 € | - | - | - |

Financial data

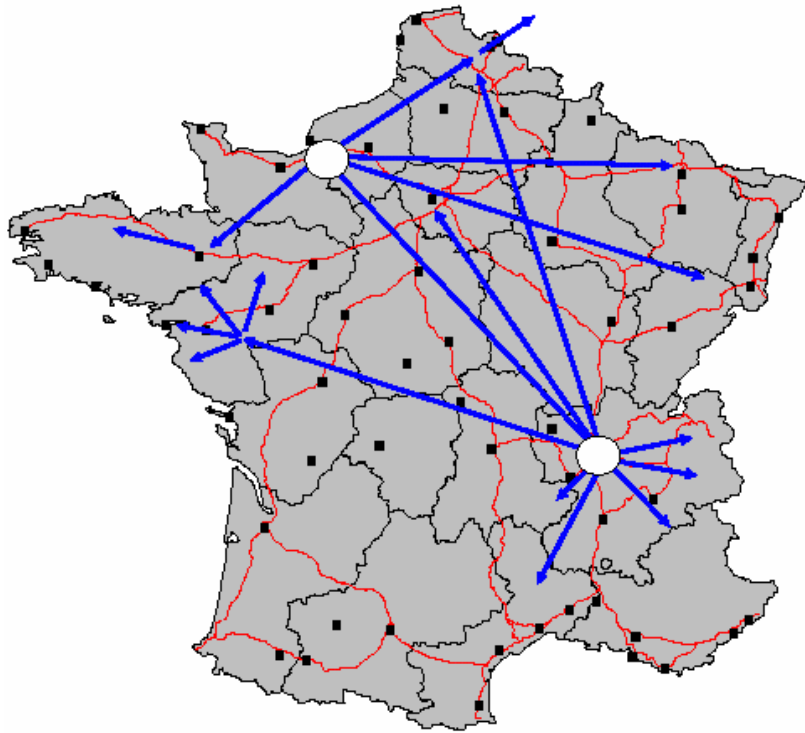
Facts and figures

Customers

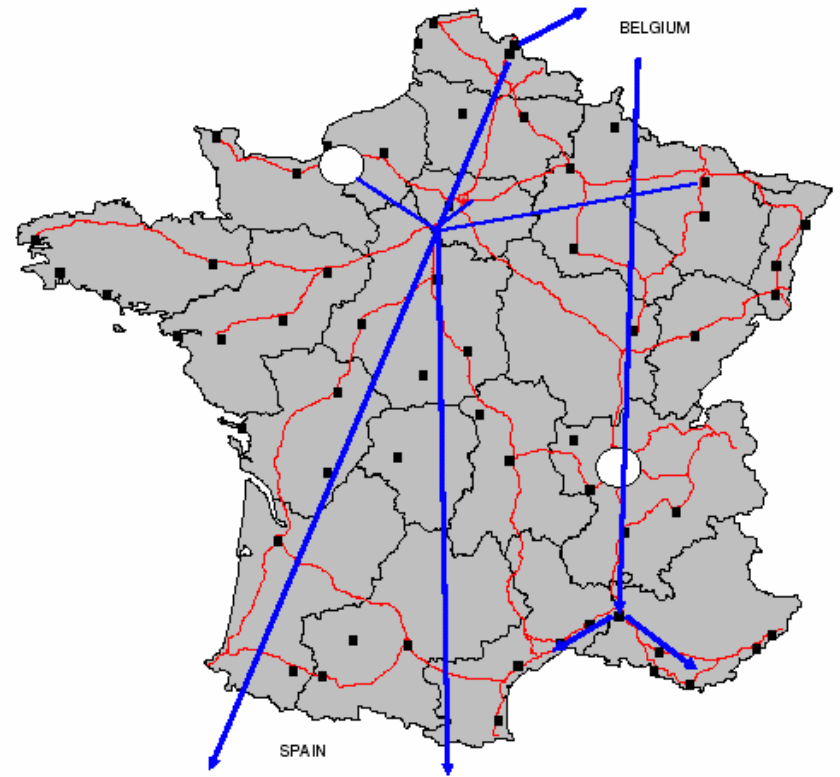
- **GEFCO**, subsidiary of the PSA Peugeot Citroën Group
- **CAT**, Renault's former subsidiary
- **WALON France** held by Autologic (UK)



Coverage



Domestic market



International market

Additional information

Characteristics of the rented buildings

■ S.L.A.T.E:

- **150 sqm** (1600 sq. ft.) offices
- Heavy goods vehicle parking of **7,000 sqm** (75,350 sq. ft.)
- Workshop with a traveling crane, 2 operator areas, 5 sectional gates
- Washstand
- **40,000 L** (10,550 gallon) gas-oil tank

■ S.B.T:

- **50 sqm** (550 sq.ft.) offices
- **380 sqm** (4100 sq. ft.) warehouse area
- **2,660 sqm** (28,650 sq. ft.) land
- **15,000 L** (3,950 gallon) gas-oil tank





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