

TORSUS GLOBAL NETWORK

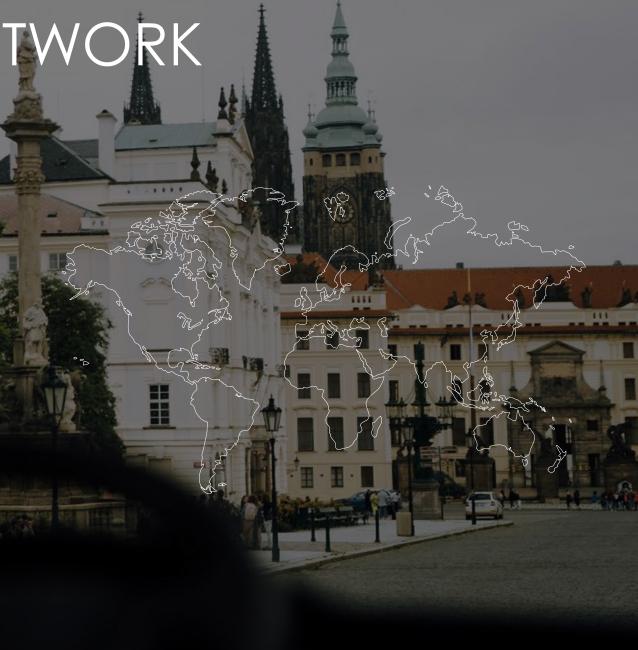
Torsus Praetorian and Terrastorm vehicles are truly unique heavy duty 4x4 off-road vehicles designed to transport personnel and equipment over rough terrain and in harsh conditions, which will expand your portfolio of vehicles and equipment, while creating new business and new customers in many sectors – from Mining to Hotel Transfer, from Military special operations vehicles to all-terrain Touristic buses.

Torsus is actively developing its distribution / dealer network to provide the highest level of support and help each partner increase sales and profits for their business, as well as support our customers around the world, wherever they are.

As an approved Torsus partner, you will receive preferential purchase prices allowing you to profit from every Torsus vehicle sold - as a distributor, dealer, or agent.

Torsus will work diligently to secure our partnerships, giving you exclusive rights and access to markets, industry sales and regional sales as agreed in our partnerships.

To maintain the very high level of customer service and brand awareness expected from Torsus and our global dealer network, all potential dealers must go through our approval process and meet our approved partner specifications as detailed further in this brochure.







WHAT OUR PARTNERS WIN

Market / Regional Exclusivity for Distributors

We offer our Distributors exclusive sales rights for your market by region. This ensures you won't have to compete against another Torsus partner or 3rd party agent within your agreed region.

Heavily Discounted Demonstration Vehicles

We offer significant discounts on the purchase of demonstration vehicles to our Dealers

Official Certification

All our partners will be provided with an Official Torsus Partner certificate, that can be displayed within your premises, in your marketing materials and on your website. We also will back you with all the certificates and test protocols required for local homologation

Marketing and Sales Support

We provide full marketing and sales support, offering a range of marketing and sales materials for your use and customizable to your own business details.

Technical Support

We offer technical support and training to provide the expertise needed to respond to customer enquiries, be more effective in sales.

Export and Shipping Expertise

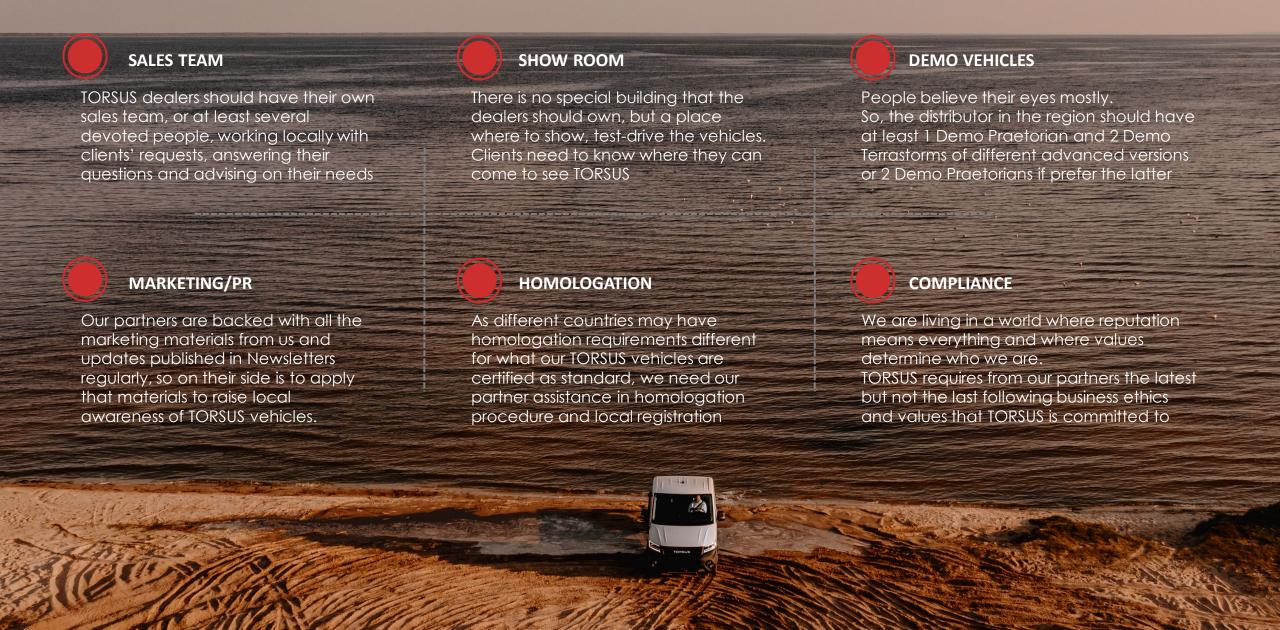
Torsus has many years of experience and expertise in international trade and shipping. We can assist you with shipping and export procedures if necessary and provide the support and guidance needed to make your business successful





MAN Truck & Bus SE TORSUS provides our dealer network with technical and service support helping you to look after your customers aftersales. MAN Truck & Rus SE - Postfach 50 06 20 - 80976 Monchen Being an approved MAN/Volkswagen business partner, our clients can TO WHOM IT MAY CONCERN get all the benefits of the latters' service network in any part of the WORLDWIDE world. SERVICE All the spare parts of TORSUS will be sent to the local MAN/Volkswagen dealer or our dealer with instructions upon agreement. CONFIRMATION The standard warranty for all the TORSUS vehicles is the same as for PULSAR EXPO s.r.o., Czech Republic, is a contracted partner of MAN TRUCK & BUS SE MAN/Volkswagen: and is authorized to build their superstructure for their product "TORSUS PRETORIAN" 2 years without mileage limitation. TGM 13.xxx 4X4 BB - Basic vehicle N37 TGM 13.xxx 4X4 BL - Basic vehicle N36 based on their own enineering and according to our guidelines of fitting body's for MAN Same for components and spares PULSAR EXPO s.r.o. is also authorized to offer and sell their product "TORSUS PRETORIAN" as a general contractor, in their own name and for their own account. We provide all the necessary technical information to enable PULSAR EXPO s.r.o to build up their "TORSUS PRETORIAN". All new MAN chassis are covered by the same worldwide warranty. We provide warranty services and after sales service through our entire worldwide sales and IAN Truck & Bus 8E Rimet Christian VWPKI 1EBA2E50D0ECEA7D Ecker Mario VWPKI digital unterchristen von scher auto-verro resuscimination and section a 2020.06.24 17:22:01 +02'00' I.V. Christian Rimet Vice President Business Center International Key Accounts **Business Center International Key Accounts** Traction & Strategic Partners Traction & Strategic Partners Vorsitzender des Aufsichtsreits: Andreas Renachie BAN: DE36 7015 0000 0009 1044 00 - BIC: SSKMDEWM Registergericht: Amtagericht Mondhen - HRB 247530 USb later. DEB11125381 Ein Unterrehmen der MAN Gruppe - www.man.eu MAN Truck & Bus SE Poetfach 50 06 20 - 80976 Monche

TORSUS DEALER CONDITIONS





DISTRIBUTOR

Distributors holds exclusivity in their territory and have the most heavily discounted prices.

We support our distributors with all the materials requested for homologation, provide all the technical and legal papers and assist in any request.

Distributors are expected to show greater involvement with marketing, promotion and sales than other partners to create demand for our vehicles and ensure healthy sales figures and production requirements.

Due to the exclusivity rights Distributors have an obligation to order more DEMO vehicles and participate with them in the relevant trade shows, expos and events in the region to promote TORSUS to the world audience.

Distributors are also actively encouraged to develop their own regional network of partners – dealers and agents, for which the distributor can implement and maintain its own sales policy.

Distributors should participate in most of the possible markets that TORSUS is applicable to – Mining&Oil, Agriculture, Military, Logistics, Tourism, Emergency Services, Hotel Transfer etc – nothing should be left aside.

PARTNER TYPES MAJOR DIFFERENCE

DEALER

Dealers don't have the exclusivity in the agreed region and can compete in their territory with other TORSUS representatives that can appear in there.

Dealers have as well a greatly discounted price for all TORSUS range, however it is lower than for the distributors.

Our Dealers are also required to have a devoted and active sales team working with TORSUS potential customers, be capable to organize test drives and order 1 DEMO vehicle for that.

We also expect our Dealers to actively engage in marketing and promotion to create demand and work with the increase of sales.

In local homologation process Dealers receive the same support and are provided with all the documents needed.

For Dealers working in all market areas is not mandatory but highly recommended

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AGENT

Approved Torsus Agents sell our vehicles through their own personal networks and connections. Agents buy vehicles directly from Torsus with a discount off our RRP.

Torsus Agents can also operate by arranging deals whereby Torsus sells directly to end-user (the agent's contact) on conditions negotiated by the Agent. This allows the agent to claim commission from sales without being an actual part of the formal sales process. In these instances, sales and commission rates MUST be agreed with Torsus in writing prior to the sale taking place. Aftersales service and customer agreements will then be handled directly by Torsus.

Sales and marketing materials, if printed not digital, are available at cost price.



Our partners can be dealers for both our off-road models or only one of them. The partners can also choose different partnership levels for separate vehicles – distributor for Praetorian and agent for Terrastorm for example. The choice depends only on your feeling of the market, clients needs, your preferences, and ability to devote time and efforts to different models. However, we prefer to have one distributor for both, Praetorian and Terrastorm, in one region as it is much easier for client to get oriented, and at the same time such more differentiated line gives the partner opportunity to satisfy the needs of the audience in full having different sizes of the same off-road capabilities.

One market segment or different?

We require our distributors to cover the whole market, meaning that if you have exclusivity in the region you have to participate in all the interesting markets for us – Mining&Oil, Agriculture, Military, Logistics, Tourism etc. This is highly important as some of partners having contacts and experience in one area prefer concentrating on it leaving aside other areas while distributor exclusivity implies no one else can cover demand&supply in that other sectors spreading awareness of TORSUS.

Sale volume requirements?

TORSUS doesn't prescribe the minimum number of sales per year. We understand that to make people aware of TORSUS and our advantages takes time and resources. We don't push the sales as the major purpose is to give the clients solution to their needs and challenges in off-road, not to be the most sold vehicle in the area. However, we encourage our partners to make all the efforts to give people the knowledge of the best 4x4 vehicles for their outroad adventures they ever tried.



