

## FREQUENTLY ASKED QUESTIONS

How long has your company been in business?

Edscha TS is Group Company of VBG GROUP AB. Edscha is the inventor and the market leader of Curtain Siders and Full tarpaulin solutions of Trucks, Trailers. We are in roofing system business in Europe since 1969.

What are the principal activities of your company?

Edscha TS offers optimal, complete solutions for all kinds of cargo carriers with tarpaulin cover.

State the total number of staff (permanent and contract):

In Europe we have staff strength of upto 100, where 80 are permanent and 20 are on contract.

Please list any / all parent companies and ownership percentage of each.

Please refer <http://www.vbggroup.com>

What is the legal organization of your company (i.e. Proprietorship, partnership, publicly held company with shares listed on a stock market, trust, individual or other -please identify)?

Edscha TS is Group Company of VBG GROUP AB and VBG GROUP AB Listed on Nasdaq OMX Nordic Stockholm

Is your corporation in good standing with the local laws? If no, please explain.

Yes

In which country is your company registered?

Germany.

Does your company have experience with Customers from the Lubricants Industry?

EdschaTS in Europe supply all range of Roofing system to leading Body builders and in turn the End user shall use our roofing system for the Lubricants Industry.

Does your company have experience with Customers like Oil, Grease, Paint and other liquid lubricants?

Yes.

Do you have the capability to develop the full scope or will you be utilizing external subject matter expert suppliers?

EdschaTS has a good expertise in our core product range. Being an international player and had worked with all leading body builders and end user EdschaTS can support Customers in the areas where customer needs our support by utilizing expert external subject.

Give us a brief over-view of your organisation profile.

Please refer <http://www.vbggroup.com>

Group Management - <http://www.vbggroup.com/eng/bolagsstyrning/koncernledning/>

EdschaTS - <http://www.edschats.com/en/contact/contact1/edscha-ts-team1/>

Do you have an externally certified Quality Management System in place?

Yes

What size and type of pallet do you recommend?

Our system can handle any legal size and type of pallet which is suitable to customer. But we recommend promoting the most known road standard module system which is 0.8 \* 1.2 \* 1 max mtr (W\*L\*H).

What different sized pallets can your solution handle?

Our system can handle any legal dimension and type of pallet which is suitable to customer.

What approach do you recommend for handling reverse logistics of pallets?

Since our system gives the flexibility of top handling and side handling. Customers can decide their convenience.

What alternatives, if any, do you recommend to pallets for barrel and application?



Outline associated advantages /benefits.

With the modular system the smaller packages or carton of different dimension can be put together to complete pallets which can be bundled to full loads. This allows optimizes loads and simplifies the load securing strong and good.

What is your recommended approach to load unitization (wrapping strapping etc.)?

Strapping

What is your recommended approach to Load formation (inside the vehicle body/ outside)?

With our system both is possible inside the vehicle body and outside also

How do you intend to load the vehicle?

Since our system gives the flexibility of top handling and side handling. Customers can decide their convenience.

What type of MHEs do you recommend for above operations?

Fork lift and overhead crane can be used to speed up the loading process based on Customer's convenience. But dock loading from the rear is also possible.

How many operators are required at a time for the operation of loading per dispatch?

01 operator

What are the operator training requirements?

Edscha can give training to operators on using our roofing system (opening/closing and general maintenance)

Does your solution require presence of elevated loading bay/ docks?

No

Does your solution require dock levellers?

No

What are the customisation / requirement on infrastructure of loading point?

Requirement on infrastructure of loading point is a crane, forklift and wide enough flat surfaces.

Can your solution handle multiple packaging types like cartons, buckets and barrels?

Please refer to answer 6.2 V

Outline associated advantages /benefits.

- Optimum loading of heavy goods with regard to speed, safety and efficiency.
- Fast and flexible supply of the required products, as in just-in-time production in the automotive industry, which is very important in increasing number of trips.
- Very effective forklift loading from the side, Easy loading also possible from above
- Cargo transportation, loading and unloading are fast, dry and safe.
- Always full legal volume available for transportation.

Is the product proprietary?

Yes.

Who owns it?

VBG Group AB.

What type of transport vehicles are needed for your product (dimensions of Vehicle)?

Our System is flexible to be fitted with any kind of vehicle which is legally approved.

Does your solution require any customisation of vehicles, if so describe the requirement?

Our system can be fitted in any flatbed truck or trailer, based on the final product range and vehicle the customization of vehicles if required will be conveyed to CUSTOMER.

Do you propose rear end /side loading of the vehicle?

Side loading

What is your recommended approach for load securing during transit?

Lashing / strapping or full load without strapping.

.

How will the unloading operation take place?

Fork lift and overhead crane can be used based on CUSTOMERS's convenience.

What type of MHEs do you recommend for above operations?

Fork lift and overhead crane can be used based on CUSTOMERS's convenience

How many operators are required at a time for the operation of loading per dispatch?

01 operator

What are the operator training requirements?

Edscha can give training to operators on using our roofing system (opening/closing and general maintenance)

## **AFTER SALES SUPPORT AND MAINTENANCE**

What type of after sales support is provided?

Edscha will take responsibility for the installation of proto kits and will support CUSTOMERS with parts for replacement and service support globally (based on mutual agreement)

Please refer Link <http://www.edschats.com/en/contact/contact1/vertretungen/>

What are the maintenance requirements for your solution?

Our system is basically maintenance free system when operated as per the recommended procedure. Just a visual inspection before every trip.