

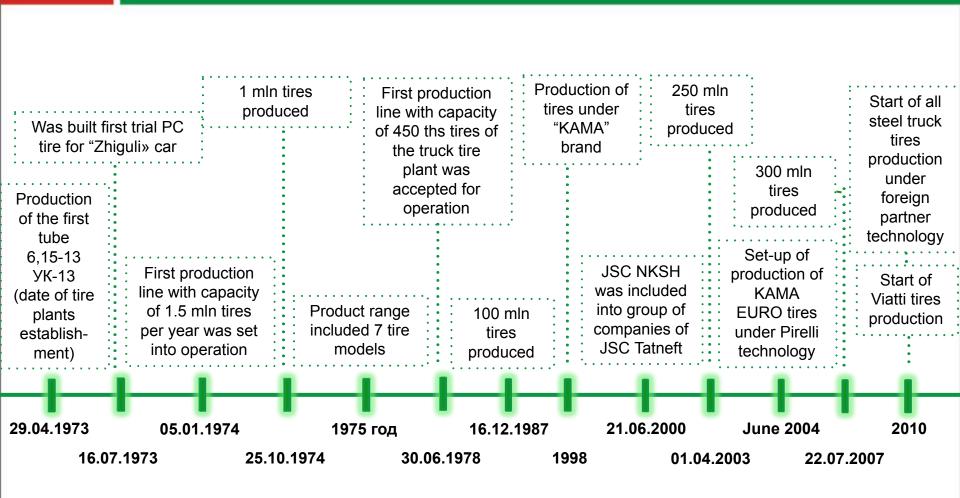
### All steel truck tire KAMA

Nizhnekamsk, November 2013



### History of OAO Tatneft network of tire enterprises

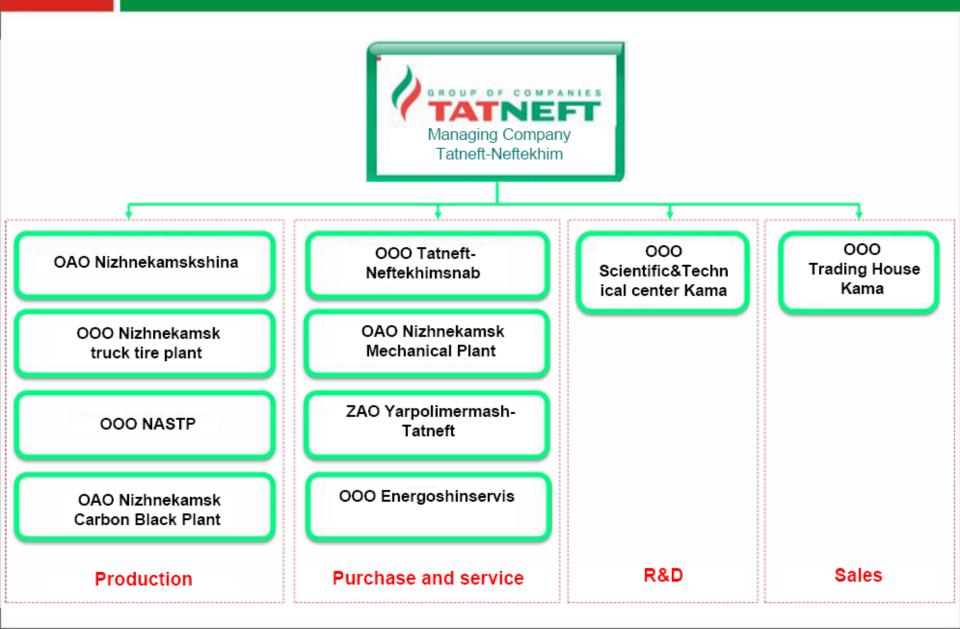




### More than 40 years on the market!

### OAO Tatneft network of tire enterprises today





### Range of products produced



Plant	Products produced	Share of the plant in total products output*
OAO Nizhnekamskshina	PC tires LT tires Truck tires (tube type) Agrocultural tires Industrial tires	79 %
OOO Nizhnekamsk truck tire plant	Truck tires (tube type) Agrocultural tires	17 %
OOO NASTP	All steel truck tires (tubeless)	4 %
OAO Nizhnekamsk Carbon Black Plant	Carbon black of 14 grades	100 %





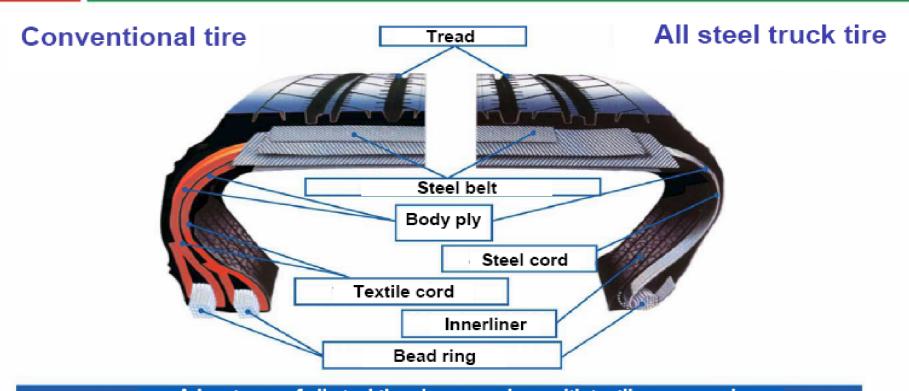






### Advantages of all steel cord tires in comparison with conventional truck tires





Parameters	All steel tire 315/80 R22,5 NF 201	Textile tire 12,00 R20 KAMA-310	Advantages of all steel tire		
Tire weight	64 kg	75 kg	Lower weight		
Max allowable load on Ia	4000/3350 kg	3750/3250	Higher load capacity		
single/twin tires		3/30/3230	Increased wear resistance		
Tire mileage w/o retreading	200-250 ths km	70 -80 ths km	Enhanced endurance		
Max speed	120 km/h	100 km/h	(mileage) - 200-250 ths km		
Multiple retreading (regrooving and	0.00		Reduction of fuel consumption by 15%		
tread replacement)	2-3 times	·N/A	Speed performance improvement		

# OOO Nizhnekamsk all steel truck tire plant (NASTP)









In 2007 it was decided to establish a production plant of all steel truck tires together with leading European tire manufacturer in Nizhnekamsk.





**Start of serial production – III quarter of 2010** 

Capacity estimated – 1,2 mln tires per year

Investments - more than 500 mln USD

#### **Product range:**

- 28 commodity items;
- 15 sizes of tires with bead seat diameter from 17,5 to 24
  Off-take tires production for foreign partner.











KAMA all steel truck tires are manufactured on the most modern equipment that has no counterparts in Europe and Asia;

Steel cord calendering process, tire components manufacturing and the final build are performed on close control equipment;

The special recipe of rubber compounds on the base of natural rubber and silica that was developed by European partner provides the high quality of KAMA all steel truck tires;

All activities done by internal plant quality control ensure exclusive reliable and proved products offered to customers.

### Raw material used



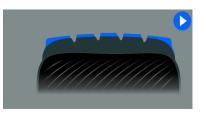


80% of raw materials is imported

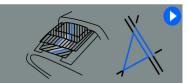
Raw materials used are under constant control

Intercompany carbon black production plant

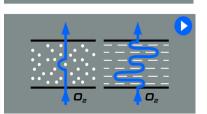




Increased tread thickness –**tyre life is 20% higher** in comparison to competitive all steel truck tires.



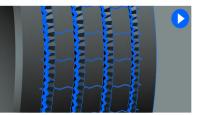
Triangled belt design – reduction of belt deformation and **fuel economy up to 5%** in comparison to competitive all steel truck tires.



Air-Keep technology - **stable tyre inflation pressure within 3 months** without additional inflation ensures even wear and fuel economy by rolling resistance decreasing.



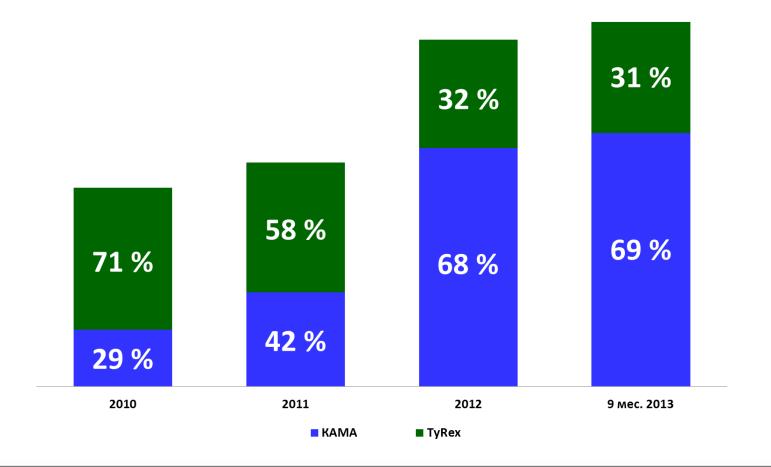
Added bead strength – increasing of load capacity and rubber overheating protection under max load.



New grooves geometry – **best in class tread self-cleaning**, puncture and impact load protection.



# 70 % of all steel truck tires manufactured in Russia is the production of OOO NASTP



# KAMA all steel truck tires labeling and classification



	245	70	R	19,5	136/134		M
	Tire profile width, in mm (from one sidewall to another)	Aspect ratio	Tire of radial construction	Tire bead seat diameter, in inches	Load index –identification numb of max allowable load on single/twin tire	ider	eed category index – ntification code of tire esigned max speed
							A.
A	Application	Highway / 1	Local / 2	City / 3	Off-road / 4 W	inter / 5	Construction / 7
F	ront axle / передняя ос	ь <b>NF 101</b>	NF 201 / 202			NF 501	NF 701
F	car axle / задняя ось	NR 101	NR 201 / 202		1	NR 501	NR 701
7	railer / axle /трейлер		NT 201 / 202				
Į	Jniversal / на все оси		NU 201	NU 301	N <mark>U</mark> 401		NU 701

#### **N**izhnekamsk

**01** – model order number





#### Universal tires



NU 301 tire model is designed for installation on any axle of urban buses and trolleybuses.



For ease of use this model has the following indicators:

- 1. Wear indicator (knife symbol), shows tread pattern wear and need of its regrooving.
- 2. Winter safety indicator (snowflake symbol), indicating tread groove wear and tire safety use in winter condition.
  - 3. Sidewall wear indicator, allows continuous monitoring of tire state.











**NU 301** 

### Steering axle tyre



NF 201 and NF 202 models are designed to be mounted on the front (steering) axle of commercial vehicles and buses.





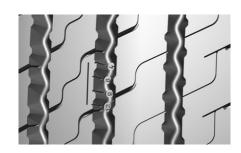
Longitudinal grooves to provide the effective water and dirt removal from the contact patch;

Lateral lugs for the confidence handling on earth roads;

Maximum speed 120-130 km/h (according to the dimension type);

Groovable and retreadable up to 3 times.

## NF 202 tires have remaining-tread depth indicators and M+S marking









NF 201

**NF 202** 



NR 201 and NR 202 models are designed to be mounted on the rare (driving) axle of commercial vehicles and buses.



Special tread pattern with large blocks and lateral lugs for the appropriate grip transmission;

Abrasion resistant and new tire run value increasing new rubber compound;

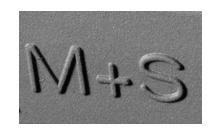
Maximum speed 120-130 km/h (according to the dimension type);

Groovable and retreadable up to 3 times.

NR 201 tires have remaining-tread depth indicators



NR 201/202 tires have the marking M+S





property.

### Soil moving tires



Models with digital index 701 are designed for the assembly on steering (NF model), driving (NR) and any other axles (NU) of commercial vehicles, the service of which implies driving on barrow pits and building sites.



Special tread pattern contributes to the perfect grip transmission even on wet soil. Enhanced tread thickness prevents from the tire failure due to the blowout. Optimized slope angle of blocks and longitudinal grooves provides the tire with perfect self-cleaning

Maximum speed 110-120 km/h.

Groovable and retreadable up to 3 times.

M+S marking is available on NF and NU tires.





NT 201 и 202 models are designed for trailers and semitrailers.



Advanced design and good workmanship help provide the stated load capacity, excellent performances of tire life and cost-effective service.

Longitudinal tread pattern grooves have a waveform, what contributes to the reduction of aquaplaning effect and improvement of the self-cleaning property.

Maximum speed 100-120 km/h.

Groovable and retreadable up to 3 times.

NT 202 tires have remaining-tread depth indicators and M+S marking.



### Available product range of All Steel Tires KAMA



NF 201	NR 201	NF 202	NR 202	NU 301
245/70R19,5	215/75R17,5	215/75R17,5	235/75R17,5	275/70R22,5
275/70R22,5	245/70R19,5	235/75R17,5	295/75R22,5	
295/80R22,5	285/70R19,5	285/70R19,5	295/80R22,5	
315/60R22,5	275/70R22,5	295/75R22,5	315/70R22,5	
315/80R22,5	315/60R22,5	315/70R22,5		
	315/80R22,5			
NF 701	NR 701	NT 201	NT 202	NU 701
11R22,5	12,00R20	385/65R22,5	235/75R17,5	315/80R22,5
	12,00R24		265/70R19,5	

### Potential product range of All Steel Tires KAMA

NF 101	NR 101	NF 202	NR 202	NT 202
315/70R22,5	315/70R22,5	12R22,5	225/75R17,5	245/70R17,5
295/60R22,5	295/60R22,5	385/65R22,5		385/55R22,5
		225/75R17,5		

NF 501	NR 501	NU 201	NU 301	NU 401
295/80R22,5	295/80R22,5	11.00R20	215/75R17,5	365/80R20
315/70R22,5	315/70R22,5		245/70R19,5	
315/80R22,5	315/80R22,5			

NU 701	NR 701
12R22,5	13R22,5
13R22,5	
295/80R22,5	

# Advantages of KAMA All Steel Tires over analogue tires



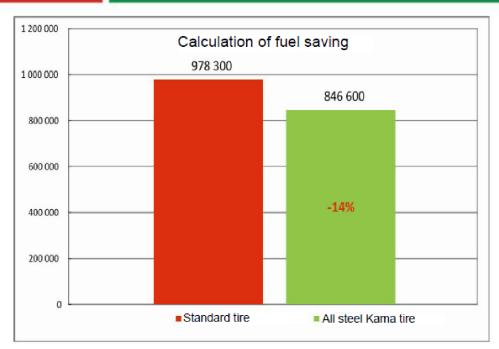
Cost item	Cheap	Chinese	Intermediate	Kama	Expensive	Most expensive
New tire cost, RUR.	9 000	9 300	10 000	10 500	13 000	17 300
Cost of tire fitting services per 1000 km, RUR. (at the price of 1500 RUR.)	25,0	18,8	10,0	7,5	7,5	7,0
New tire life, km.	60 000	80 000	150 000	200 000	200 000	250 000
Disposal cost per 1000 km, RUR. (at the price of 80 RUR.)	1,3	1,0	0,5	0,4	0,4	0,3
Cost of 1000 km per one tire, RUR.	176	136	77	60	73	77
Retreading cost per 1000 km., RUR. (at the price of 2500 RUR.)		100,0	50,0	50,0	50,0	50,0
Cost of tire fitting services per 1000 km, RUR. (at the price of 1500 RUR.)		60,0	30,0	30,0	30,0	30,0
Tire life after retreading, RUR.		25 000	50 000	50 000	50 000	50 000
Cost of 1000 km per 1 retreaded tire, RUR.		160	80	80	80	80
Weighted average price 1000 km per 1 tire considering retreading, RUR.	176	142	78	64	74	77
One tire retreading cost, RUR.				8 000	8 000	8 000
Tire life after retreading in case of proper service and fulfillment of manufacturer recommended conditions, km.				200 000	200 000	200 000
Retreading service cost per 1000 km., RUR.				40,0	40,0	40,0
Cost of tire fitting services per 1000 km, RUR. (at the price of 1500 RUR.)				7,5	7,5	7.5
Cost of 1000 km per one retreaded tire, RUR.				48	48	48
Weighted average price 1000 km per 1 tire considering grooving and retreading, RUR.	176	142	78	57	62	65

#### • Comparison of costs for one tire

As the result Kama tires costs are 1,5 - 2 times lower in comparison with cheap and chinese tires and are almost equal to the most expensive ones

### Fuel consumption economy





#### Task

On the average the truck runs app. 100 000 km per year with fuel consumption of app. 30 l per 100 km run. The average price is 30 rub. per litre. How much can be saved when using the tires of new construction?

It means we have the savings of 100 000 rub per year from 1 truck. Excellent calculation of saving!!!

And if we have not only one truck, but fifty?

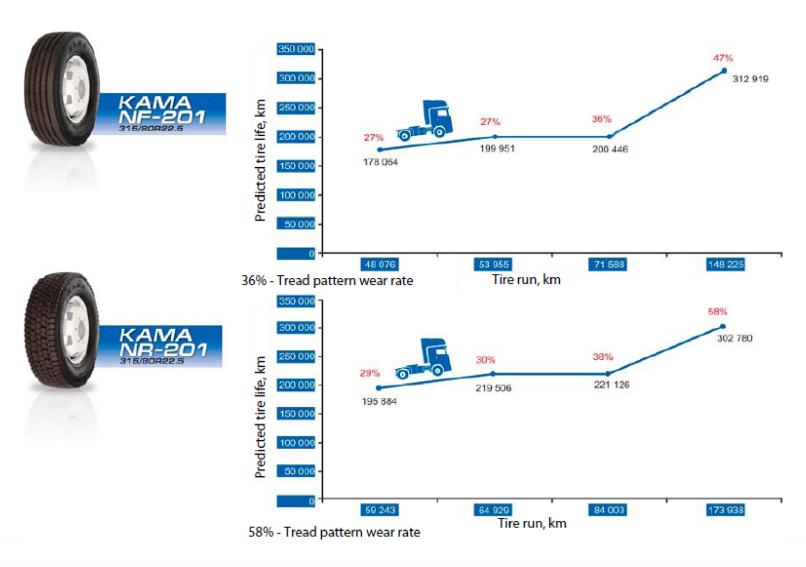
Then the average fleet will get fuel cost reduction of 6.5 mln annualy!!!

Item	Standard tires	All steel Kama tires
Actual fuel consumption per 100 km, I.	32,61	28,22
Average annual run per vehicle unit, km.	100 000	100 000
Total fuel consumption per year, I.	32 610	28 220
Price per litre of fuel, RUB	30	30
Costs for fuel per vehicle unit / year, RUB	978 300	846 600
Costs for fuel per vehicle unit / year, %	100	87
Fuel cost saving per vehicle unit / year, RUB	0	131 700
Fuel cost saving per 50 vehicle units / year, RUB	0	6 585 000

# Predictive All Steel Tire KAMA life using the example of OOO «Kama-Logistic Trans»



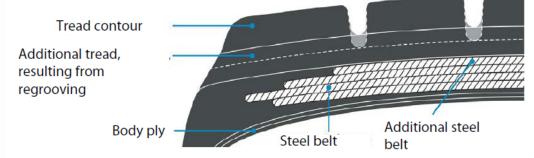
#### Actual All Steel Tire KAMA life makes 200-250 ths. km.

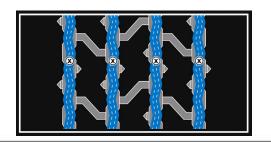




KAMA tire life arrives at 500 ths. km taking into account grooving and retreading







Upon observance of retreading technique and use of qualitative materials the life of retreaded tires can be associated with new tires life





Retreaded tire 385/65R22,5 NT 201 on semi-trailer TOHAP ran over 90 ths. km with light tread wear



### Leading OEM Consumers of All Steel KAMA tires









# The largest FLEETs of the country opt for All Steel Tires KAMA



**OOO «Kama-Logistic Trans»** 



**OOO «Delovyie Linii»** 



OAO «Surgutneftegaz»



OOO «Selta»



OOO «Delko»



**MUE «Mosgortrans»** 

#### Testimonials for All Steel KAMA tires





### Общество с ограниченной ответственностью «СЕЛЬТА»

Юридический адрес:350072 г. Краснодар, ул. Солнечная 15/5
Фактический адрес: 456530, Челябинская область,
Сосиовский район, п.Есаульский ул. Облиейная, л.21
ИНН 2310053662, КПП 746043001; БИК 047501602
р/с 40702810472210022215; к/сч 30101810700000000602
Отделение № 8597 г. Челябинска
ОКПО 50456509; ОКОНХ 61124 ОГРН 1022301614873;ОКВЭД 63.40

ООО «Сельта» на данный момент использует шины Кама серии N в типоразмере 315/70R22,5. Эксплуатируем в городских условиях, междугородних перевозках с асфальтовым покрытием, а так же, и по проселочным дорогам. За время использования шина зарекомендовала себя исключительно с положительной стороны, в том числе в зимний период. Ходимость шин составляет более 250 тысяч километров, не теряя при этом своих ходовых свойств.

В дальнейшем, я буду рекомендовать нашим партнерам и своим знакомым приобретать ЦМК-шины Кама.

Главный механик

/

Дарьин А.В.

Директор Челябинского филиала

000 «Сельта»

29.07.2013 г.

Денисов С.А



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ P/c № 40702810700100030774 в AKБ «Газнефтбанк» (ОАО) К/с 30101810100000000751 БИК 046322801 ИНН 6451426650 КПП 645101001 Е-mail: 36@atp6.ru,

410048, г. Саратов, ул. Прудная, б, а/я 1230. Телефон/факс: (845-2) 97-66-28, 97-66-45.

Исх. № 52 «25» апреля 2013 г.

#### Предварительный отзыв о качестве эксплуатируемых автошин ЦМК 235/75/17,5 модели NT-202.

Эксплуатация автошин ЦМК 235/75/17,5 модели NT-202 на автомобилях КамАЗ, полуприцеп Трал-993930 ведется с января 2013 года. Указанные модели автомобилей занимаются междугородними перевозками по России.

Дорожное покрытие асфальт, асфальтобетон, местами гравий, максимальный пробег автомобилей на данных автошинах составил – 60 000 км на 25.04.2013 года. За данный период времени износ протектора составил -2 мм. Прогнозируемая ходимость шины до первого восстановления составляет 200 000км.

Отзывы водителей о шинах положительные, отмечаются ходовые качества автопинны такие как: отличная управляемость и устойчивость как на сухом, так и на мокром покрытии, отличное сцепление с дорожным покрытием как в летний так и зимний период эксплуатации.

В настоящий момент дефектов по качеству не выявлено.

Отзыв подготовлен «25» апреля 2013 года.

Директор

ООО «СпецТранс»

А.А. Шарабрин

Исп. Князев В.С.



## Quality management system, certificated on the compliance with International Standard ISO/TS 16949:2009







#### Appendix to Certificate

Design, Development and Manufacture of Pneumatic All Steel Tires for Trucks. Truck Trailers and Buses.

Support Site 1:

"Managing Company 'Tarlerli-Nettlehim' LTD
Nithrekams'
Republic o' Tatarstan
'42570', Russian Faderation
Site Activity Strategic Management, Business Planning OMS Management, HR

Support Site 2.

'Scientific-Technical Center 'KAMA' LTD
Nizhinekarnsk
Republic of Totarstan
423577, Russian Federation
Site Activity: Design and Development of Tyres, Testing of Raw and Tyres, Certification of
Tyres, PA

"I ament-Netherlanssate CLID
Richardsamsk nepuldic of Tatarista
Republic of Tatarista
4-23570, Russan Fraceration
Side Activity: Punchasing of Raw Materials, Materials, Tooling,
Spare Parts for Equament
Support Site 4
"Irading House (Kama' LTD)

Support Site 3:

Nizhnekamek
Republic of Tairatan
423570, Russian Federation
Site Activity: Warehousing and Delivery of Tyres.

ster: Date of Issue: (Original)
D

23 March 2012 Expiry Data: 23 March 2012

IATE No:

0136836

1 22 Merch 2015

Certificate Number



### Products of Tire Enterprises Network are certified and passed the test according to ECE Regulations № 54 and 117.

Customs Union Compliance Certificates are available.





Ministerstvo dopravy, výstavby a regionálneho rozvoja Slovenskej republiky Ministry of Transport, Construction and Regional Development of the Slovak Republic Nămestie slobody 6, 810 05 Bratislava Slovak Republic



SPRÁVA COMMUNICATION



o: 1/ UDELENÍ HOMOLOGIZÁCII POZŠÍDENÍ HOMOLOGIZÁCIE ODMIETNUTÍ HOMOLOGIZÁCIE ODOBRATÍ HOMOLOGIZÁCIE DEFINITIVNOM ZASTAVENÍ VÝROBY concerning: 1/ APPROVAL GRANTED APPROVAL EXTENDED APPROVAL REFUSED APPROVAL WITHDRAWN PRODUCTION DEFINITELY DISCONTINUED

typu pneumatiky z hľadiska "úrovne emisií zvuku z valenia" a "účinku adhézie na mokrých povrchoch" podľa predpisu č. 117

of a type of tyre with regard to" rolling sound emission level" and "adhesion performance on wet surfaces" pursuant to Regulation No. 117

Homologizácia č.: E27 \* 117R - 01 \* 0145 S \* 01 Rozšírenie č.: Extension No.

 Názov a adresa(y) výrobcu: Manufacturer's name and address(es):

NASTP Ltd. (ООО « Нижнекамский завод шин ЦМК ») Republic of Tatarstan, 423570 Nizhnekamsk Russian federation

2. Ak je potrebné, názov a adresa autorizovaného zástupcu: If applicable, name and address manufacturer's representative.

3. "Trieda pneumatiky" a "kategória použitia" typu pneumatiky: Class C3, NORMAL "Tyre class" and "category of use" of the type of tyre:

4. Názov(vy) značky(iek) alebo obchodné označenie(a) typu pneumatiky: KAMA NR-201 Brand(s) name (s) and/or Trade description(s) of the type of tyre:

5. Technická služba a prípadne laboratórium schválené pre účely homologizačných skúšok alebo skúšok overovania zhody Technical service and, where appropriate, test laboratory approved for purposes of approval or of verification of conformity tests:

VIPOTEST, Ltd. Gen. Svobodu 1069/4 958 01 Partizánske Slovak Republic

Nehodiace sa škrtnite Strike out what does not apply Pages 4 / page 1



### Thank you for being with us!

