

БЕЛАЗ
BELAZ

BELAZ

REASONS TO MAKE THE RIGHT CHOICE





BELAZ is the world's only company using assembly-line production of mining dump trucks.

We provide complete design, production and delivery of a new dump truck within 2-5 months.



Being a valued BELAZ Customer you get:

- ✓ **The best price/quality** ratio among all world known mining dump truck producers
- ✓ **Full compliance** with ISO international standards confirmed by hundreds of users
- ✓ **The lowest cost** of ton/kilometer of carried cargo along with lowest emissions level
- ✓ **Low maintenance costs** and ability to train own stuff to save on each operation of the fleet
- ✓ **High productivity** multiplied by reliability and high availability rate
- ✓ **etc** – the list of benefits is imposing enough to get them acquired

Constant improvement

BELAZ in 2013-2014:

Worlds biggest in payload capacity

Best in advertisement (EEAA Awards)

September 2013 – OJSC “BELAZ” introduced the biggest mining dump truck in the world – BELAZ-75710 with payload capacity of **450 metric ton**.

**12 month of trial operation in coal mine – 90% availability,
5 000 operating hours, 5,4 mln ton of material hauled**



Best Custom Stand – Belaz Stand at AIMEX

“The professionalism and creative response, coupled with fulfilling all the elements required by the client, made it a standout.

The Belaz stand at AIMEX was simply breathtaking in its perfect match to the brief and the ultimate epic visual impact.

The requirements for all aspects in the brief were 100% met.

The submission was excellent and complete. A winner at all levels.”



Constant improvement

BELAZ in 2015:

One truck – 2 GUINNES RECORDS



**Looking for a new mine to get new mine
to make more world records**

Constant development

BELAZ New-Comers



BELAZ-78250 wheel loader with 11,5 m³ bucket capacity equipped with AC/AC electric drive system

“The best match for electrical BELAZ 90-tonner. Both using the same drive train, both to have the same success”



BELAZ-7558 – world’s first mining dump truck with 90 MT payload capacity equipped with AC/AC electric drive system

“Leader of Innovative Best Sellers in 2014-2015”

“More than 100 units supplied and successfully operated in CIS and Africa reaching the maximum availability and operating hours (more than 8000)”

BELAZ-75137 dump truck with 130 MT payload capacity equipped with VG autonomous operation system

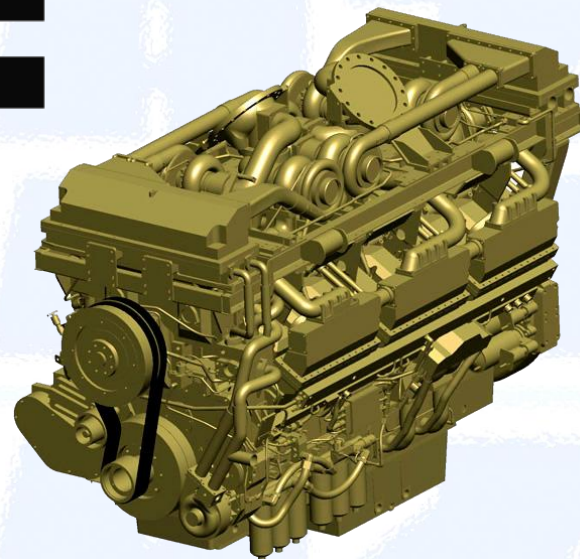
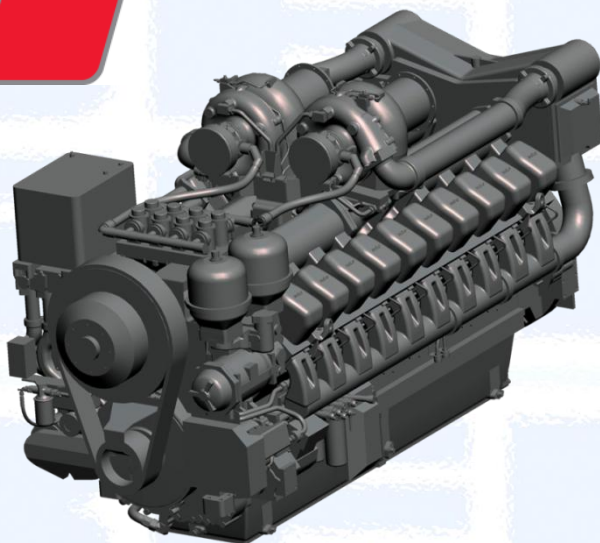
“Could be operated in standard – remote control – autonomous modes.”



Freedom of choice – chance to compare and diversify

ENGINE

- ✓ Emission rate is in compliance with EPA Tier II
- ✓ Optimal engine power
- ✓ High torque at low engine rpm
- ✓ Electronic engine control and diagnostic system
- ✓ Low noise level
- ✓ Low fuel and lubricant consumption



Freedom of choice – key element for independence and stability

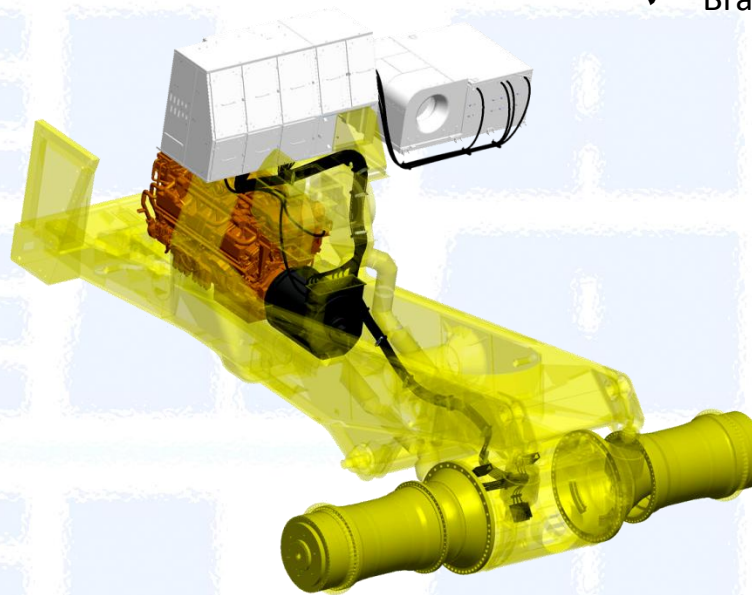
Traction drive system:

«Siemens»

«General Electric»

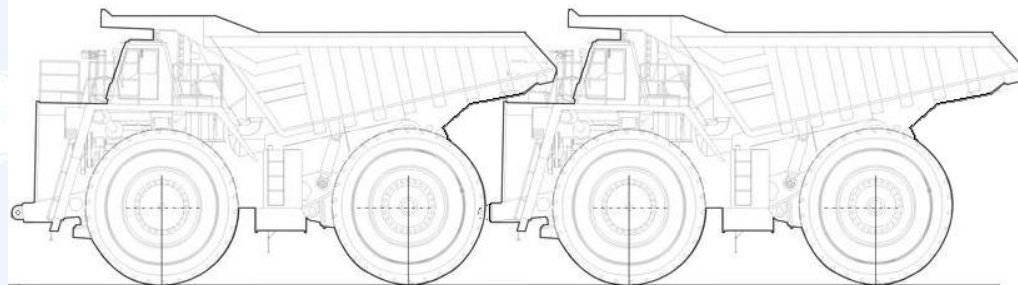
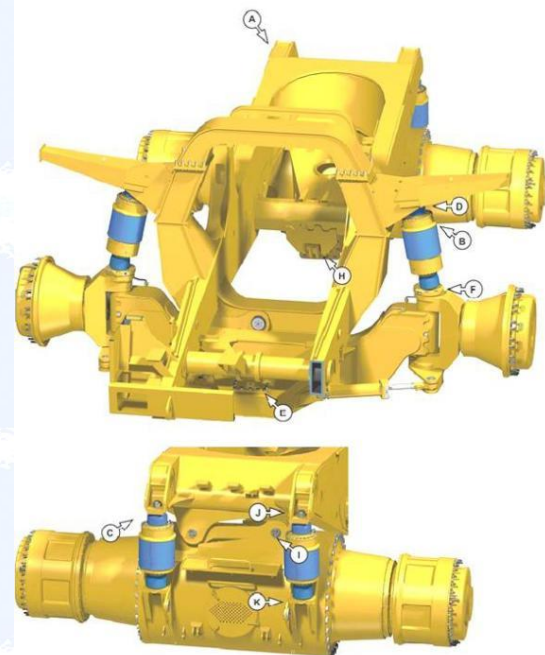
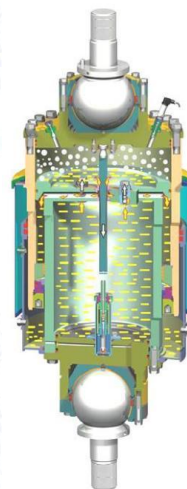
«Electrosila»

- ✓ Stepless speed regulation
- ✓ Maximum dump truck speed is 64 km/h
- ✓ Downhill speed control
 - ✓ Antiskid system
- ✓ Brake-track master system
 - ✓ Cruise control

SIEMENS

SAFETY AND COMFORT

- ✓ Cast-steel components employed in critical areas of the frame where loads are the greatest.
 - ✓ Active video surveillance system
 - ✓ Diagonal stairs
 - ✓ Cab noise level less than 80 dB
 - ✓ High voltage proximity warning system with platform lift lockout
 - ✓ Easy access to dump truck's main units
-
- ✓ **Short wheelbase** – enhanced manoeuvrability
 - ✓ **Original suspension design** – the best traveling comfort as compared with the competitors – increase in operator's productivity
 - ✓ **Own dump truck frame design** – operator safety in the event of a front-end collision with another dump truck
 - ✓ **Design solutions** – low maintenance cost, fast and easy education of customer's own staff

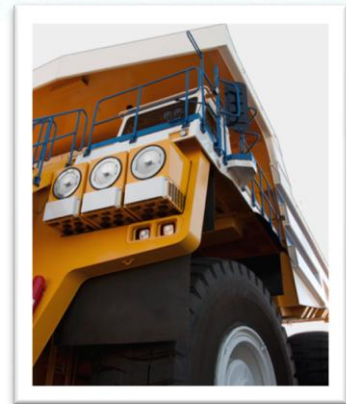


Features

- Large capacity fuel tank makes it possible to work for more than **24** hours without refueling. The tank design enables easy water collection and removal with minimal fuel loss.
- Wiggins Fast Tanking System helps save time on tanking to **increase the productivity**



- Three-stage filter guarantees the efficiency of air cleaning of more than **99%**.



- Lincoln CentroMatic automatic centralized lubrication system **significantly reduces the maintenance costs.**



- Electronic control and diagnostic system ensures permanent condition monitoring of units and systems and **prevents emergency situations.**



- Dual-cycle cooling system enables dump truck operation under various climatic conditions at temperatures ranging from **-50°C to +50°C** (from -58°F to +122°F).





<https://truckmanualshub.com/>
**COST-CUT'S
EXAMPLES**

SISHEN MINE
in the Republic
of
South Africa



110-220MT trucks purchases:

2011 – first **5** units

2012 – intensive usage and comparison

2013 – over **20** units

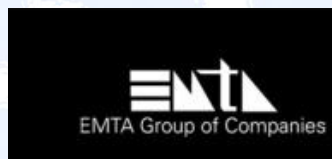
2014-15 – over **60** to come

*Low purchase and
operation costs
is the major reason
for choosing
BELAZ*



Time to spend wisely

**During the recession periods mainly low cost equipment is used
to optimize the expenses and maintain the net profit level**



90MT competitors trucks parked,
BELAZ 110MT trucks – in operation

Initial capital investment savings

up to **25%**

Operating cost savings

up to **30%**

Total cost of ownership savings

up to **30%**



90MT competitors trucks parked,
BELAZ 110MT trucks – in operation

BELAZ Supply chain and connection points

- ✓ Direct relations with main components suppliers
- ✓ Integration of cooperation between main component suppliers and BELAZ along with its dealers network
- ✓ Building a strong, effective and reliable supply scheme through specially established trading house **"BELAZ-EUROPE"**
- ✓ Working on the basis of annual average slotting that provide BELAZ with components availability and with pricing control
- ✓ Constant work with suppliers in regards to quality control and availability
- ✓ Joint research for improvements



SIEMENS



Rexroth
Bosch Group

SAUER
DANFOSS



BRIDGESTONE
PASSION for EXCELLENCE



Distribution and maintenance network



19 companies OJSC "BELAZ" has a stake in

Delivery and maintenance network

- ✓ Dump truck spare parts delivery within whole lifecycle
- ✓ Prompt elimination of failures within and beyond the warranty period
- ✓ Provision of the full range of repair and modernization services for the delivered products
- ✓ Monitoring system application which controls the operation of units and systems on-line
- ✓ Training of the customer's operators on site, as well as at BELAZ training center
- ✓ Permanent presence of BELAZ specialists for assembling, commissioning and supervising of the delivered products.



Proposed financing of the product



FINMINING PTE. LTD.

FINMINING is 100% affiliated company of OJSC “BELAZ” – Management Company of Holding “BELAZ-HOLDING”.

FINMINING offices are located in Singapore and Belarus.

The company is ready to provide financing of or leasing (renting) for BELAZ products. The advantage of proposed financing is that it is based on possibilities of using a special credit line provided with the assistance of the government of the Republic of Belarus aimed to support the export of the products.

Basic terms for financing

- | | |
|----------------------|---------------|
| ▪ Financing period | up to 5 years |
| ▪ Rate of interest | 5-6 % |
| ▪ Advance payment | 15-20 % |
| ▪ Forms of financing | rent, lease |



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