

COMPANY PROFILE

Intercar Uganda Limited

Plot 1 – 11 Nsambya Road

P.O. Box 31901

Kampala, Uganda

Tel: +256-41-237211

Fax: +256-41-237212

Email: kkirenga@europcarug.com

VAT Number: 42519-Z

TIN Number: B05-1009-s6448-Z

Bankers:

Standard Chartered Bank Uganda Ltd., Speke Road, Kampala, Uganda

Stanbic Bank Uganda Ltd., Crested Towers, Kampala, Uganda.

“Our mission is to be perceived as the most innovative,
friendly and customer orientated car rental company” - Salvatore Catania,
Chief Executive Officer Europcar International.

Europcar Background

Intercar (U) Ltd, known as Europcar, is a newly formed and registered company based in Uganda, having acquired a Ugandan Europcar franchise agreement through the regional Master Franchise for Rwanda, Uganda and Burundi.

Europcar International, the franchisor, was founded 50 years ago and is the largest international car rental company of European origin. Europcar received the World Travel Award for the 'Best Leisure Car Rental Company Worldwide' in 2004 and 2005 and is the largest rental car company in Europe and Africa.

Europcar Uganda will be utilizing systems and standards as recommended by Europcar International, tapping into its global network and international e-business systems.

Europcar in Uganda, in its capacity as franchisee, is responsible for coordinating corporate fleet management arrangements including full maintenance on all vehicles, as well as operating car rental outlets. These two parts of the Europcar Uganda business are a long-term, corporate leasing and fleet operation and a short-term car rental operation.

Fleet Operations

The large number of vehicles in the country being driven as company vehicles, and the misuse and abuse of these vehicles has encouraged Europcar to facilitate a more organized concept.

Fleet management is not the core function of the target businesses, so Europcar will help management by attending to its fleet, and management can focus on its core business.

Europcar will save time, minimize costs and increase profitability for its corporate clients.

We are offering a sale and lease back option as well as a full operating and maintenance lease to our clients, so that their businesses become more cost effective.

To ensure the highest level of professionalism, Europcar provides highly trained, uniformed drivers for all corporate leased vehicles.

In addition, the company's fleet management system with GPS will manage driver and vehicle control for various companies.

Our Goals

- 1) Europcar will secure three long-term (three years or more) contracts with large corporations by year end 2008. Europcar has recently acquired a three-year contract with Uganda Telecom, and has also approached several blue chip companies such as MTN, BAT and Coca Cola in order to achieve this goal.
- 2) Europcar will infiltrate into the Government sector including its parastatals and secure one long-term contract by year end 2008. Transportation has become a huge burden and strain on this sector's bottom line, and Europcar is positioning itself to relieve this burden.

Rental Operations

The growing tourist business and international and local rental use in the country has encouraged Europcar to enter this market in Uganda. We are offering a rental car concept which is standardized throughout the world.

Europcar's focus on customer service from all employees will differentiate itself from competition and the company will offer various vehicles for both business and leisure customer segments. This will include standard global packages and local packages for the various customers.

In addition, Europcar's fleet management system will enable the company to keep tabs on vehicles, their usage and drivers.

Our Goals

1) Europcar will be the number one car rental company in Uganda, utilizing its strong international brand, by year end 2008.

2) Europcar will be one of the rental car companies of choice during the Commonwealth 2007 and other large conferences.

Our Team

Behind Europcar is a strong team which will drive the success of this company, in order to achieve its goals and hence the mission. We have a current office staff of seven and twenty drivers.

The General Manager is Mr. Kenneth Kirenga who has diverse financial and general management expertise. The Business Manager is Ms Denise Kalule who has extensive global experience and business acumen.

We have a strong, efficient

and dedicated team which includes a Finance Manager, Fleet Operations Manager, Rental Operations Manager, Office Staff, Daily Service Staff and Drivers.

Our Location

Our corporate fleet is housed in a newly renovated parking yard in Nsambya, near the Clock Tower roundabout. This is a central location, with full security including electric gates, electric fence, armed guards with CCTV and direct radio access. Europcar's parking yard includes a maintenance garage and car wash facility.

Europcar is in the process of becoming a full service facility and will be stocking and utilizing original space parts from the various manufacturers, using internationally trained mechanics as well as manufacturer recommended tools and equipment. As we build up our station, service and maintenance will be performed utilizing the various dealers.

Our Products and Services

Since Europcar is in a unique position to source and supply vehicles from any car dealer or manufacturer locally and internationally, we can provide unique packages including multiple brands for all customers. With Europcar 'you rent a lot more than a car' since we can also provide the following products and services:

A dedicated manager / public relations officer responsible for fleet management, and on call 24 hours a day, 7 days a week, Access to all the Ugandan companies in the vehicle, insurance, service and maintenance arenas to ensure that the customer receives the most competitive rates, After-hours services when needed such as in the event of an emergency or accident,

A fleet management system which will monitor driver and vehicle behavior thereby saving time, improving efficiency by reducing the risk of errors, managing driver and vehicle control and thereby reducing costs,

Complete management of the service and maintenance of vehicles ensuring that any maintenance or repair work is carried out in the shortest time possible,

Written reports as may be required from time to time on all aspects of the leased vehicles, such as fuel consumption, mile

age and costs per vehicle, indicating total cost to the company per vehicle leased, Insured motor vehicles utilizing a reputable insurance company throughout the lease or rental term for their full replacement value against all risks on a comprehensive policy, Management of existing fleets and new vehicle fleets, A by-back option (the ability to purchase the leased vehicle) at the end of long-term leasing periods, Combination packages which include any or all of the

following: short-term rentals,
long-term leases, service,
maintenance, and / or drivers,

Uniformed and highly trained
and qualified drivers for leased and
rental vehicles, access to Europcar's
parking yard, maintenance garage
and car wash facility, and access
to Europcar International's greater
buying and negotiating power and
the best possible training, manage-
ment support systems and
procedures.

Summary

In order to establish long term successful partnerships with customers,
Europcar has undertaken to ascribe to the following business objectives:

To ensure that our people are dedicated to exceeding customer expecta-
tions by providing services that are world class in value and satisfaction
through innovative technology and regular customer interaction,

To create an environment where our people can pride themselves on their
contribution and share in the success of their efforts,

To maintain mutually beneficial long term relationships with our suppliers
and service providers,

To give total commitment toward customer service and provide high levels
of customer service and support to our clients and their staff, and

To provide fleet management services and unparalleled commitment to the
customer via unparalleled professionalism and value.

We look forward to serving you.