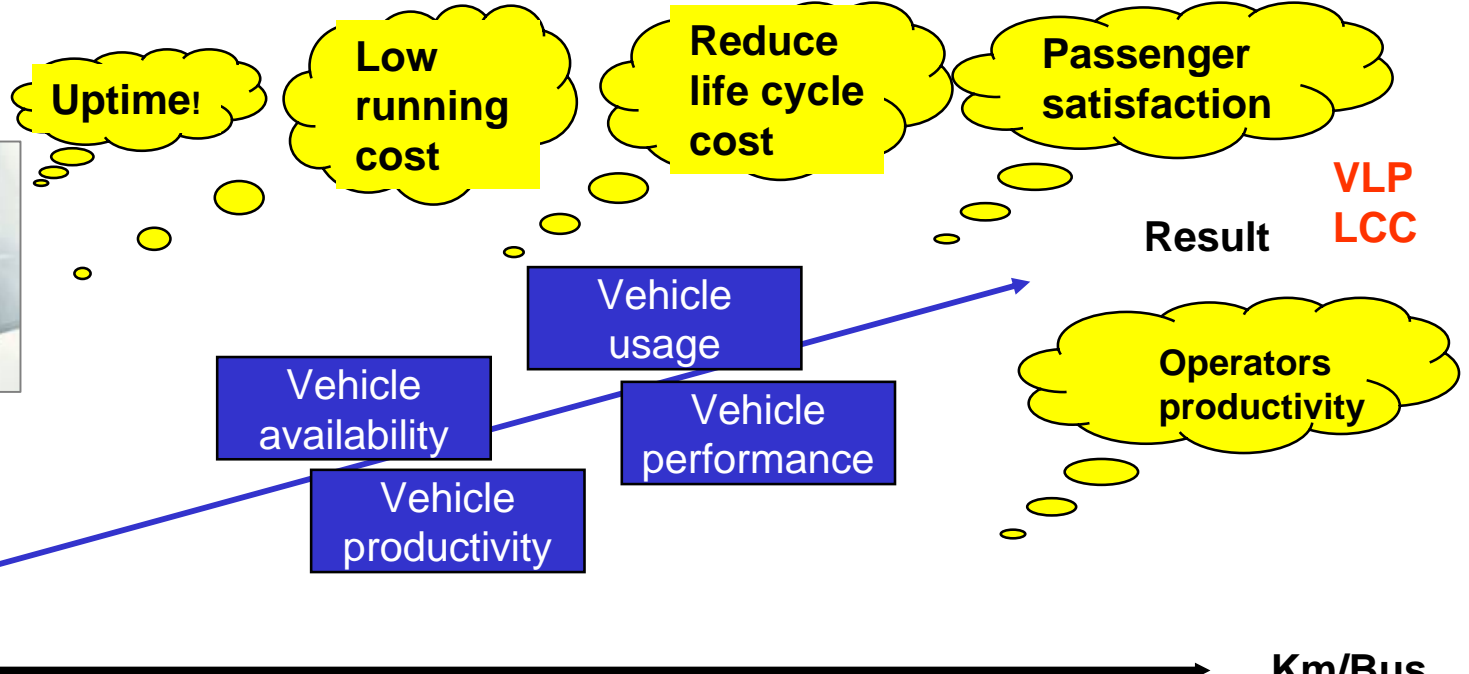


*Towards Sound Profitability  
through Customer Satisfaction and  
Operational Excellence*

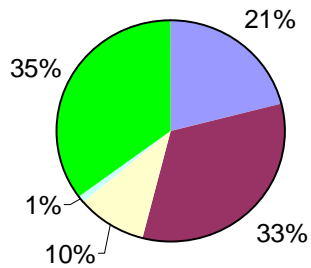


# Customer satisfaction

Passenger/Bus



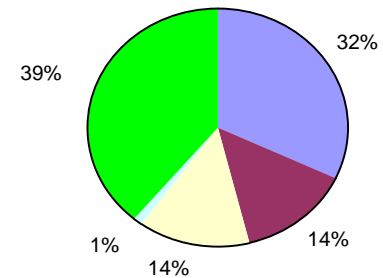
Coach cost structure



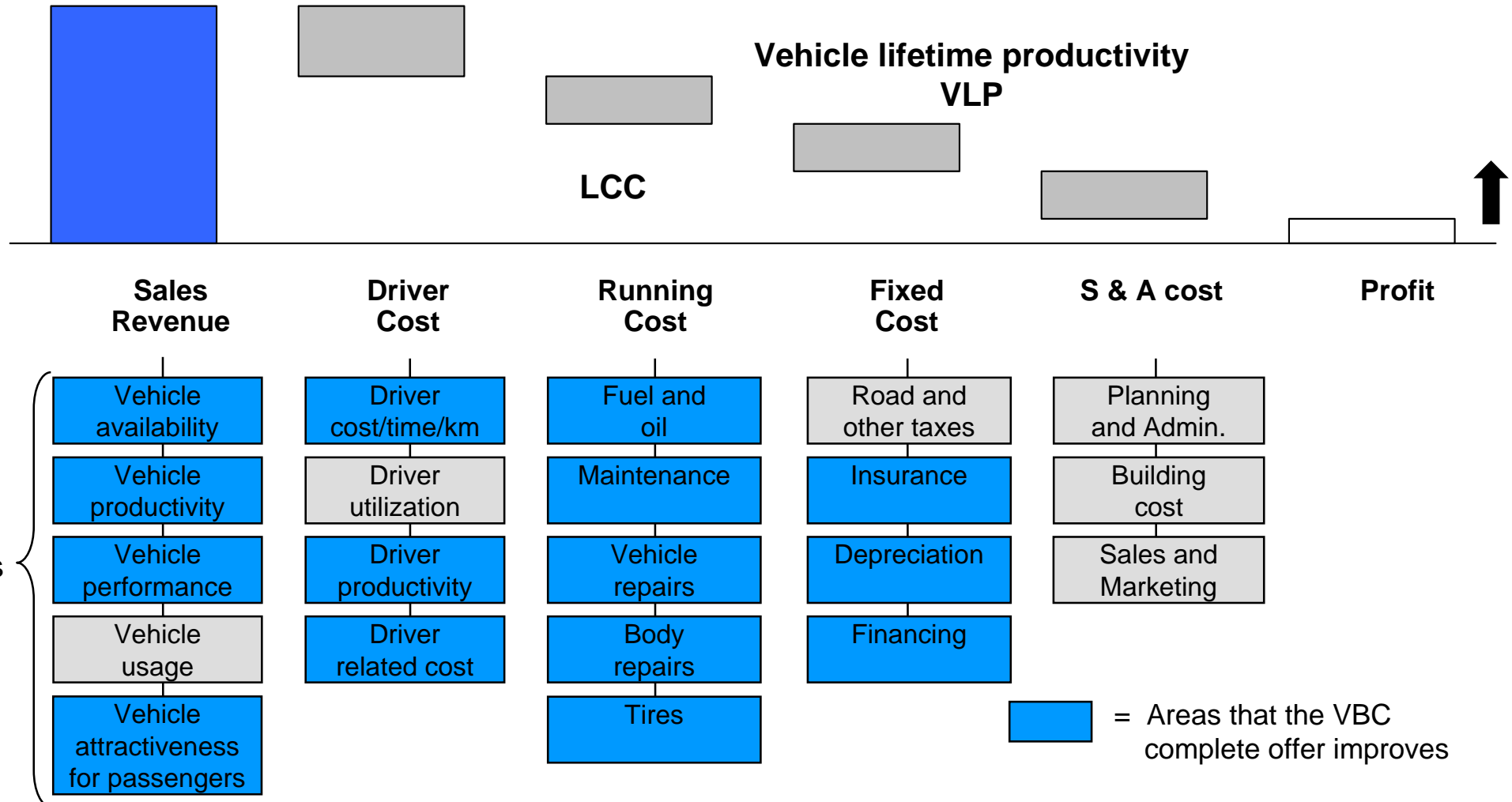
Operators cost

- personal
- capital
- maintenance repair
- tyres
- fuel

City cost structure



The VBC complete offer is sold as a value adding business solution that helps the operator cut costs and increase revenues. We deliver low lifecycle cost and high vehicle lifetime productivity



# The VBC Complete Offer

Complete Heavy Bus Range



Parts



Used Buses



Soft Offers

- Finance
- Maintenance & Repair
- Vehicle & Transport Management
- Assistance
- Operational Services
- Insurances



# LCC

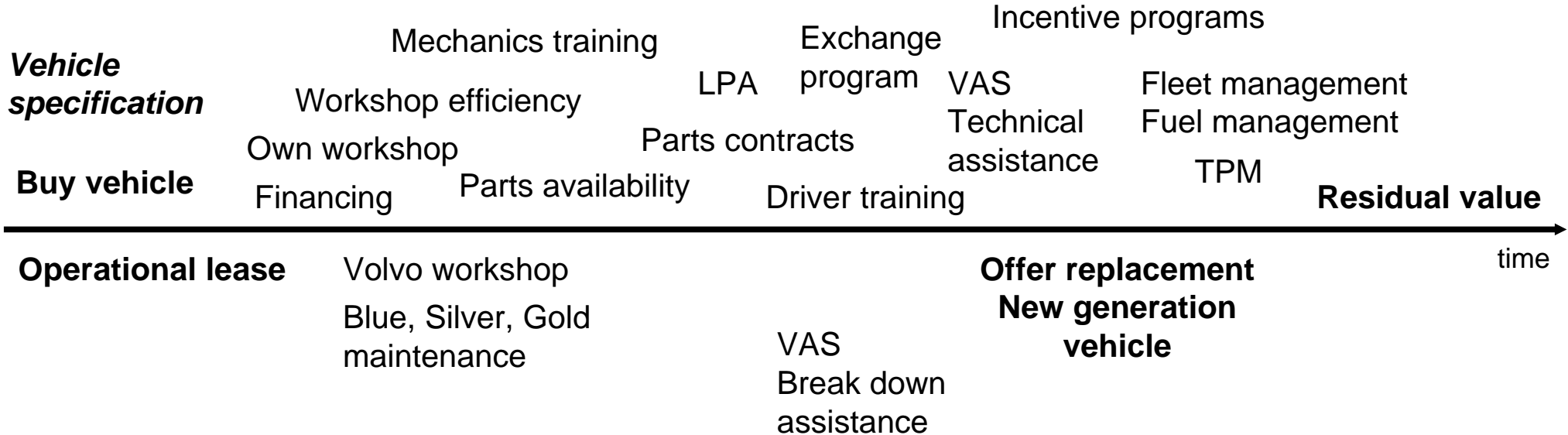
## Life Cycle Cost

Type of operation ?

### Acquisition

### Operation - maintenance

### Repurchase



*Towards Sound Profitability  
through Customer Satisfaction and  
Operational Excellence*

