



FINAUTO
INTERNATIONAL LTD.

SINCE 1994



❖ Our history



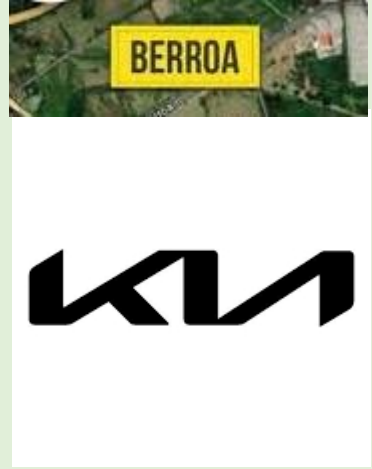
❖ Company profile



❖ Organisation

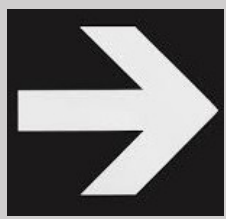


❖ Commercial activity



❖ Operations in Cuba





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- *Finauto International Ltd started its activity in 1994, inheriting the experience of the Oasis 4x4 group (leading company in the import and distribution of 4x4 vehicles in Italy and Europe in the 90s).*
- *It was created for the purpose of distributing vehicles, trucks, buses, parts, workshop equipment and other automotive services.*
- *Finauto International Ltd. is the company that gave birth to the Finauto Group, which today comprises five companies operating in different sectors, from biotechnologies to tourism.*
- *The company operates by distributing the lines represented through international financial services in several Latin American countries.*
- *The mission of the company and the group in general is to supply quality products and services, making the acronym SSS -Sales, Service, Spare Parts- our main objective.*

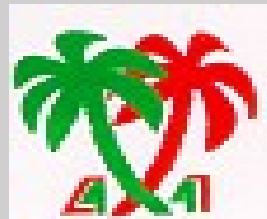


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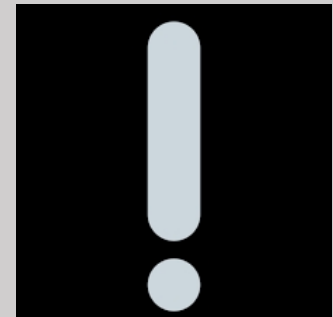
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FINAUTO

INTERNATIONAL LTD.



- ***The automotive sector represents the core of the business: Finauto International Ltd. represents exclusively in Cuba the prestigious Korean brands KIA MOTORS, SSANGYONG MOTORS, DAEWOO BUS and CAMIONES, DOOSAN***
- ***It also distributes the historic Chinese brands SINOGOLD, BAW and JIN MA.***
- ***Apart from vehicles, the group is today the Cuban market leader in workshop equipment and tools, with experience in the assembly of more than 75% of the country's workshops and garages in the last decade.***
- ***Distributors in Cuba of brands widely recognised in the international market: TELWIN, CEBORA, FIAC COMPRESSORS, MESTRINER, ELECTROMEM, LAVOR WASH, GOVONI, MECLUBE, FERCAR, BRAIN BEE, POLIN, COMEC, MONDOLFO FERRO, among others.***
- ***Technical assistance is guaranteed on the national territory for all our products, with highly qualified personnel. Since we have been authorised not only as a representative office but also as a branch office, Finauto can officially provide assistance for the brands we represent throughout the country and is developing new specialised workshops for electric vehicles and for the maintenance of the latest generation of sophisticated cars, with our own staff and equipment.***



FINAUTO
INTERNATIONAL LTD.

Organisation Chart Finauto International
LTD. Cuba Branch

Massimo Bonano : President Carmen

Moreno : Vice President

Alessia Bonanno : Managing Director Carlo

Capanucci Group : Chief Executive Officer

Abel Cabrera Chiong : Commercial Director

**Oscar Camacho Acosta : Commercial Manager
China**

Darlene Mena Cabrera : Executive and Legal Assistant

CUBA



Departments:

Vehicles Garage

Equipment Parts

& Pieces

**Warranty and After
Sales Services
(Including Zona Franca
Berroa)**

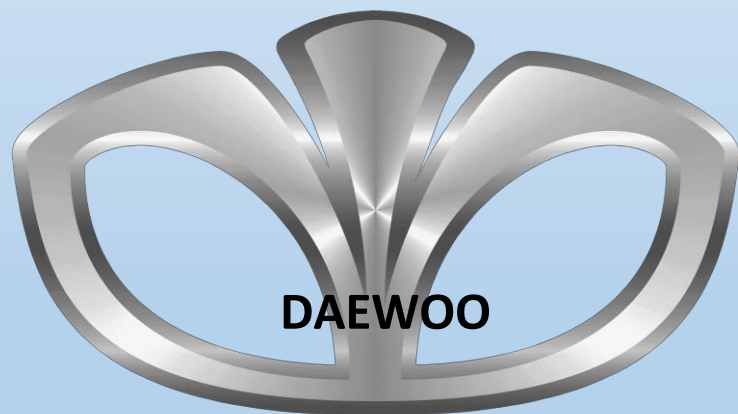
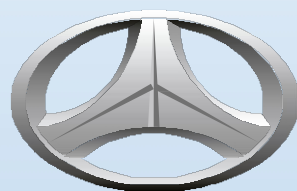
**Development New
Projects**

Administration

and Finance



Main Technical Partners:



OPERATIONS in CUBA:

Business relations have been maintained with all the most important state-owned companies in the country: TECNOTEX, TRANSTUR, COMEXIN, EIGT, MITRANS, SERVIMPORT, CIMEX, TRANSIMPORT, ETECSA, among others.

More than 1,000 trailers, 1,500 buses, 2,000 SsangYong cars and 18,000 KIA cars have been sold in the last decade.

The In-Bond Warehouse has been developed in the Berroa Free Trade Zone, with an annual turnover of approximately USD 1MM in sales of vehicle parts and components, which is growing strongly.

The after-sales service and maintenance of the vehicles marketed by Finauto Internacional has been developed in specialised CIMEX workshops, in independent workshops and with several exclusive collaborations with specialised mini-SMEs, with direct training from Finauto.

Annual sales, despite the fluctuations of the COVID pandemic period and the import constraints of the past decade, average over USD 40MM, with a strong growth trend, thanks also to strong private sector demand for all types of vehicles.

We maintain an active presence in the main exhibition fairs in the country (Havana, Santiago de Cuba, Camagüey and Ciego de Ávila), with constant awards and recognition.

Electrical Development:



Recharging Platform for 2 to 12 Vehicles Recharging

**Platform surface area of 2
2 places: m2 20. For 12 seats: m2 300**

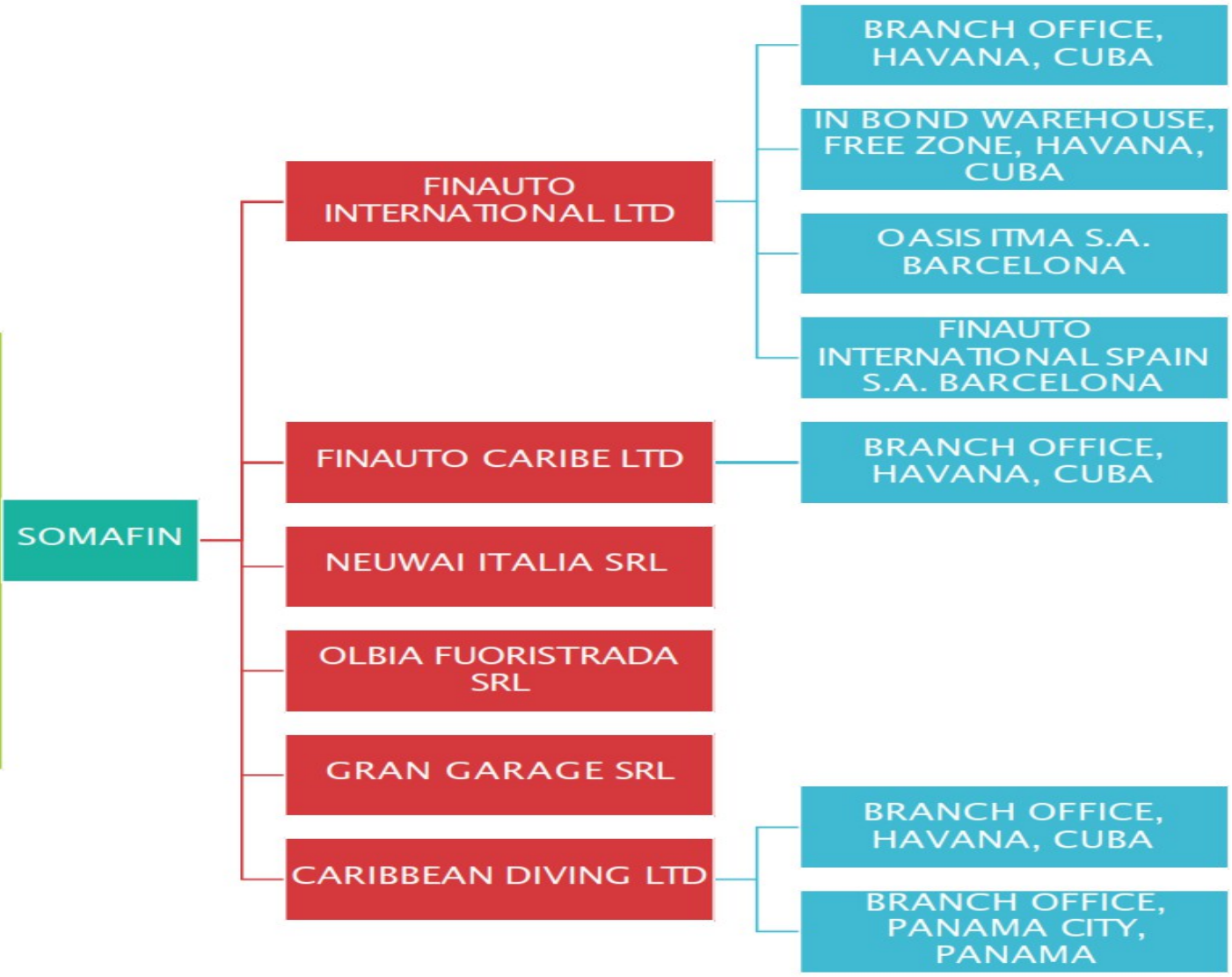
Photovoltaic Panels per Vehicle: No. 4/6

**Average Power Requirement per Trolley: Kw 3/5
Average Recharge Time per vehicle: between 3 and 8 hours Possible
Second Stage Fast Charge: average 15 / 20 min. Kw Power available in
Accumulator Batteries: Kw**





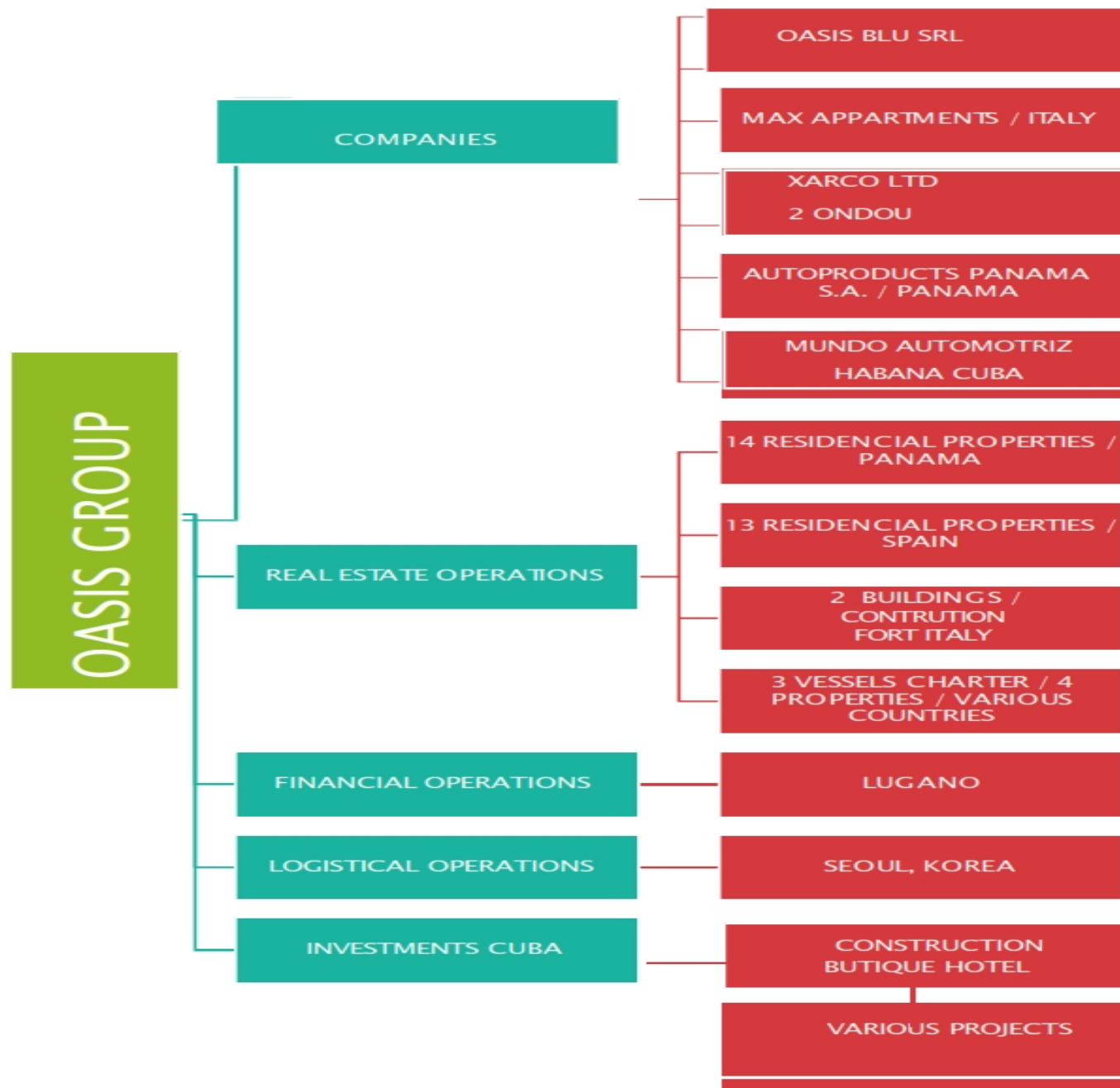
OASIS GROUP (I)



OASIS GROUP

1

OASIS GROUP = 2





PANAMA	• Panama City
ITALY	• Turin • Rome • Olbia • Genova
SPAIN	• Barcelona • Ibiza • Madrid
CUBA	• Havana • Berroa
LIECHTENSTEIN	• Vaduz
SWITZERLAND	• Lugano
KOREA	• Seoul
UK	• London

NET
ASSETS

54M.
USD



EXPECTED
GLOBAL
GROWTH

TURNOVER
2024

28M. USD





Development Plan and Projects in Preparation



2024 / 2026:



- 1) National Buses. Electric Buses for Passenger Mobility - 50 Units
- 2) Transtur. Electric Buses for Tourism Mobility - 50 Units
- 3) Transtur. Increase Rent a Car Fleet Fuel and Electric Cars - 800/1000 Units
- 4) Ministry of Transport / Ministry of Tourism. Recharging Stations and Servi Centres powered by Renewable Energies - 140 Units (1500 places available)
- 5) Automated Recharging Systems / Platforms. For Vehicle Reservations and Energy Purchases, with QR Code / Prepaid Card with Foreign Currency Payment (Abroad).
- 6) Dissemination Sales Branches in the main provinces of Cuba - 6/8 Branches
- 7) Dissemination of Maintenance Workshops in Cuba's Main Provinces and Tourist Resorts - 10 Units
- 8) Development of the project "Tiendas Mundo Automotriz" for the Post Sale of Accessories in Northern Provinces.
- Centre - South
- 9) Enlargement of the Marks. Auto SSANGYONG. DAEWOO Trucks. KIA Special Vehicles
- 10) Project "Moto". Introduction of the "Royal Endfield" Brand, for Rent a Motorcycle and Private






Havana, 10 April 2024

Summary Presentation

**Mobility with Electric Vehicles and Charging Systems Programme New
Internal Combustion Vehicle Projects**

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