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**VIA**  
viarent.com





# ONE OF THE BIGGEST COMMERCIAL VEHICLE RENTAL COMPANIES IN CENTRAL-EUROPE



VIA Bérautó (VIARENT) is part of the Delta Group. Our company, VIA Bérautó Kft. (VIARENT) was established in 1994.

Since 1994, our industry has experienced a lot of changes. Our partners; manufacturers, vendors have also experienced a change in perspective. Nowadays they prefer to focus on their main productive function, which does not include product transportation. Transportation by rented vehicles has gained a lot of traction, because the construction provided by us has several merits over leasing. Transport companies have also quickly recognized the benefits of vehicle rental, as the fast-changing nature of transportation tasks may require the ability to change vehicles just as fast, which may seem impossible with a 3-5-year leasing contract.

Our company, as a multi-brand commercial vehicle renting service provider, has connections with almost all European manufacturers. Our fleet mostly consists of 3,5-ton vans, tractor trucks and semi-trailers, all capable of fulfilling a large variety of transportation tasks.

# VIARENT FACILITIES

**SZIGETSZENTMIKLÓS - HU**



**BUDAPEST - HU**



**SENEC - SK**

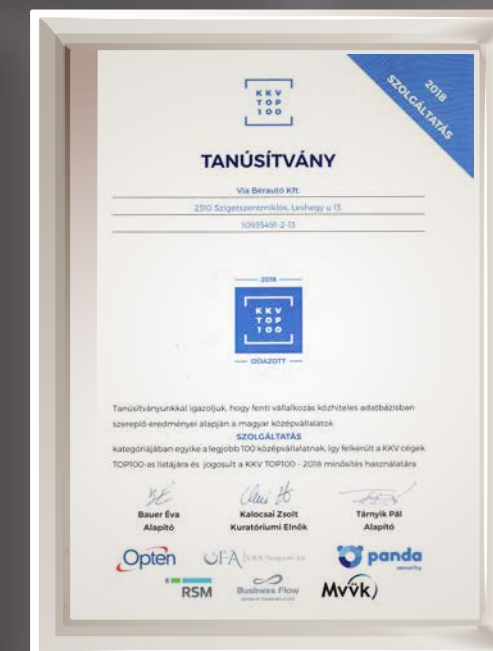




# MARKET LEADER IN HUNGARY

Since its establishment, VIARENT has become a market leader.

We've proved time and time again that with our agility and flexibility, we are capable to prevail even in the toughest of economical situations and satisfy the needs of our partners. We are dedicated to support new technology, such as fleet management or even the introduction of electric vehicles into the fleet of VIARENT.







## THE NEXT STEP: SUBSIDIARY COMPANY IN SLOVAKIA

2013 was the year we started our international expansion. We have a subsidiary in Senec, Slovakia called Delta-Truck S.R.O., where we provide VIARENT vehicle rental services, and sell second-hand commercial vehicles under the Top Quality brand.





# FRANCHISE PARTNERS ALL OVER EUROPE

VIARENT is a more than 25-year-old successful company, which can provide a well-established know-how to its partners. We provide guidance, data, marketing support, as well as giving access to our favourable sources of supply, stocks and service network. Our elaborate franchise concept is supported by the strong Delta Group, of which VIARENT is a part of.

We are continuously engaging in negotiations in several European countries in order to expand our franchise network. We believe that by sharing all the knowledge, expertise and experience we've accumulated over many years, together, we can build a successful network.





# INVOLVEMENT OF FRANCHISE PARTNERS IN THE VIARENT SYSTEM – ACROSS EUROPE

VIARENT is a successful company that has been operating for more than 25 years, providing its partners well-established know-how. We show direction, provide data and marketing support. In addition, we provide access to our favourable purchasing sources, inventory and service network.

Besides the franchise concept we have developed, we have the strong Delta Group of Companies by our side, of which VIARENT Kft. is a member. We are conducting negotiations in several European countries to extend our network. We believe that by sharing the knowledge, expertise and experience we have accumulated over decades, we can work together to create a successful network.





# THE EXPERT IN SHORT-TERM AND LONG-TERM RENTAL





# FROM VANS TO 40 TON VEHICLE COMBINATIONS



The success of our company is proven by the fact that both Hungarian and Slovak transport companies (dealing with both domestic and international transport) consider us a viable option. We offer everything from small 500 kg carrying capacity trucks to 40 ton capacity vehicle combinations, which'll provide the best possible service to our customers.

We believe that our success is based on the diversity and high quality of the products and services we provide.

Our goal is to support our customers in fulfilling their transportation tasks faster, more economically, and altogether more efficiently.



# LORRIES FROM 16 TO 24 TONS





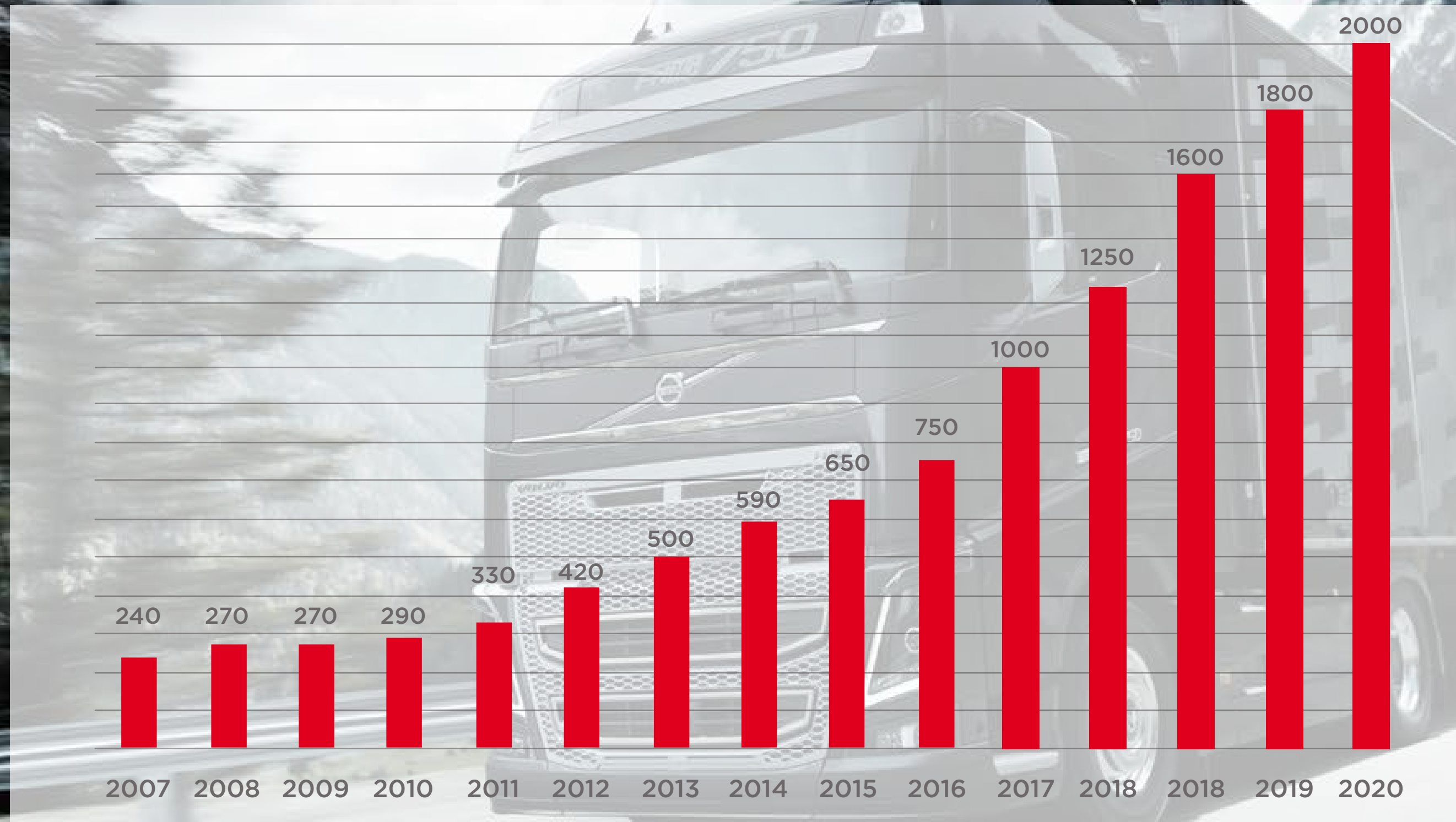
# WE PROVIDE SOLUTIONS FOR YOUR TRANSPORTATION TASKS

- Our specialists and consultants help you find the optimal solution for your job.
- You need to concentrate on the main function of your company, let us deal with your transport equipment.
- You won't need a large and expensive crew to manage and service your fleet, or even deal with the documentation and inspection processes.
- You receive a single invoice from us at the end of the month.  
(Our "Full Service" includes comprehensive insurance, third party liability insurance, maintenance, service, roadside assistance, replacement vehicle, vehicle inspection and tire replacement.)
- Quick credit rating check and contracting.
- Vehicles from stock.
- Vehicle replacement can be available during the rental period, should the transportation task change.





# VIARENT RENTAL FLEET





# WHAT WE OFFER TO OUR PARTNERS

## KNOW-HOW

### Fleet management

- Technical advices to choose the suitable vehicles and parameters
- Calculation system
- Pricing
- Service network in Europe
- Planned purchases
- Planned change of the vehicles in the fleet







## **MORE THAN 25 YEARS OF EXPERIENCE IN THE RENTAL BUSINESS**

### **COMMON VEHICLE ACQUISITION**

- Bigger volumes result lower purchase prices and better conditions from the manufacturers
- Managing the maintenance and repairation services
- Selection of the financing and insurance conditions
- Common vehicle acquisition with more favourable conditions



# COMMON DATABASE AND FLEET MANAGEMENT

- Common vehicle database, flexible order times
- Access to the supply of semi-trailers sold by the company group at favourable prices.
- Second-hand vehicle evaluation
- Sales support for second-hand vehicle, common database of second-hand vehicles





# MARKETING SUPPORT

## MARKETING ADVICES

- Online and offline media
- Unified website
- Direct marketing
- Target groups
- Brand name usage

- Contract sample, documentation
- Sales trainings, technical trainings, specified trainings for rental activities
- Client risk assessment
- Debt management

## SALES ADVICES

- CRM system
- Customer records, database and analysis
- Reporting system
- Processing and analyzing data

## SOFTWARE AND BACK OFFICE

- Complete corporate software system, which includes CRM, finance, sales module
- Trainings, helpdesk, support





# ARE YOU LOOKING FOR A LESS THAN 5-YEAR-OLD VEHICLE?



Withdrawn from VIARENT's fleet, these less than 5-year-old, well-maintained vehicles – in excellent technical and aesthetic state – are sold by members of our company group, Delta-Truck Kft. and Delta-Truck S.R.O.

## KNOWN, RELIABLE AND PROVABLE CONDITIONS OF THE VEHICLES

- Favourable price
- Calculated second-hand values
- Minimized risk for used second-hand vehicles  
(e.g.: fast-moving stock, mechanical problems etc.)
- Common database for second-hand vehicles
- Sales support







# BENEFITS OF THE FRANCHISE

- Be part of the fastest growing vehicle-operation business
- Customer portfolio extension
- Maximize workshop facility
- Realize immediate profit from monthly rental fees
- Use Top Quality vehicles for short-term rentals
- Gain access to a continuous stock of second-hand vehicles consisting of Top Quality products



# VIARENT

## PLANS

- ▶ To be listed on the Budapest Stock Exchange
- ▶ International franchise network
- ▶ Strengthen and maintain our position in all segments



BUDAPEST  
STOCK  
EXCHANGE







## COMMUNAL VEHICLES IN VIARENT'S SUPPLY

Today's fast-changing world requires all of us to be adaptable. VIARENT's commercial vehicle rental constructions provide effective and dependable solutions.



# WHY RENTAL?

## PREDICTABLE COSTS



Your transportation costs can be calculated in advance, and besides the rental cost, you won't have any other expenses (such as service, tax, insurance, etc.). Our vehicles may be put into operation even after a single month's payment.

## EXCELLENT AESTHETIC AND TECHNICAL CONDITION



Due to our regular maintenance services, the great aesthetic and technical condition of our vehicles will make a great impression on your customers.

## WE'LL DEAL WITH THE ADMINISTRATION



You'll save time and money by not having to deal with administrative tasks. We'll do everything instead of you, such as insurance-, license plate-, tax- or technical administration.

## REPLACEMENT VEHICLE RIGHT AWAY



You can't allow yourself to be left without a vehicle. This is why we'll do repairs right away, or provide a replacement vehicle, in case of a breakdown.

## ECONOMICAL VEHICLE-OPERATION



Our modern vehicles are equipped with such IT systems, that constantly monitor both the vehicle and the driver. This helps you save on fuel expenses.

## FLEXIBLE ADAPTATION



Thanks to our rental construction, you'll always be able to flexibly adapt to any task, which makes you competitive. For example, if your transportation task changes, we'll change your vehicle under the right circumstances.

## REGULATION COMPLIANCE



Regulatory laws are getting stricter each day. You need a transportation vehicle that'll always be compliant with regulations.

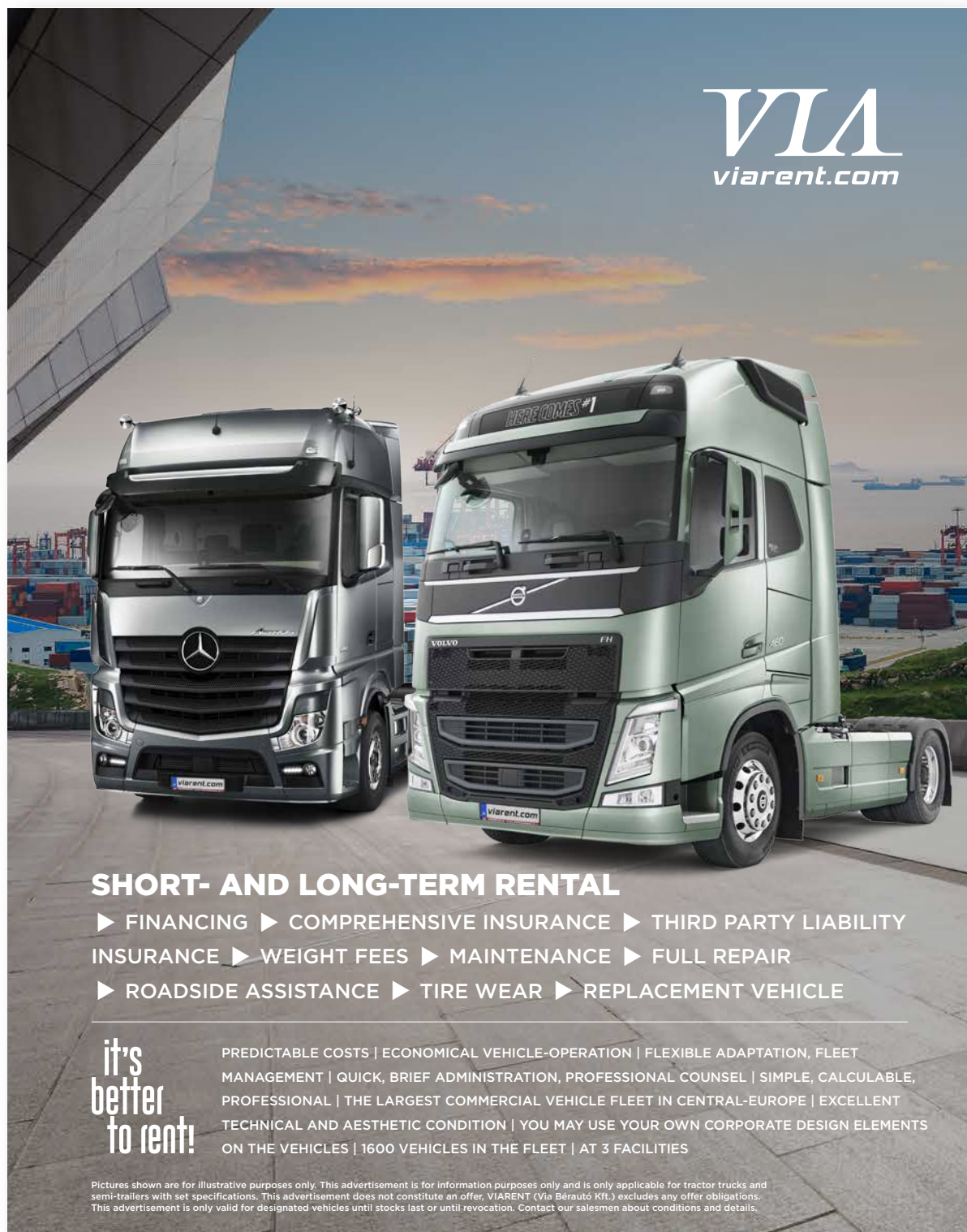
## PERSONALIZED DESIGN



Is the image of your company important to you? If you choose long-term rental, you may use your own corporate design elements on our vehicles.







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VIARENT Marketing 2020