

PROTOCOL OF MEETING

Following topics were discussed and resolved during the meetings on January 20th, 2005, held at the RHG/T&L offices in Vienna, Austria, between

Mr. Reijo Niittynen, PATRIA Vehicles Oy and
Mr. Wolfgang Riedl, RHG/T&L (for Croatia and Slovenia) and
Mr. Walter Wolf:

1. SLOVENIA:

134 vehicles 8x8

The new Government and the PM's advisors consist of substantially the same persons as during the successful Pandur project, when Mr. Walter Wolf and Mr. Jure Cekuta represented Steyr, as Mr. Riedl's Agents in Slovenia.

Therefore, Mr. Riedl suggests to use the same people as Agents, whereby:

- Mr. Cekuta concentrates on the Logistic Department and
- Mr. Wolf connects with the top politicians (PM Janša, MoD) and their Senior Advisors (Mr. Zagočen, Mr. Ocvirk)

Mr. Wolf agrees to assist as principal agent, working closely with Mr. Riedl, who will report to PATRIA. He will talk to Mr. Zagočen (week 4), attract his interest and use his influence to the benefit of PATRIA. Subsequently (week 5), individual tripartite meetings with Mr. Niittynen and Mr. Riedl will be arranged with Mr. Zagočen and Mr. Ocvirk, in Slovenia, to receive recommendations concerning the desirable local industrial partner and further procedure.

The representation letter from PATRIA for RHG (dated 11.11.2003) has expired at the end of 2004 and should be extended.

2. CROATIA:

126 vehicles 8x8

90 vehicles 6x6

Total: 216 vehicles

Mr. Wolf knows the Director of DD Special Vehicles, Mr. Jerkovics, from his times as Colonel in the MoD. From a first meeting last week, WW is sure that J. can be persuaded to unilaterally support PATRIA. But time is of the essence, as the project schedule of the customer is very tight. It is suggested to firmly establish and appoint the lobby, by the first week of February, at the latest.

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Firmenbuch / Registration No: FN 210583g
Gerichtsstand: Bezirksgericht Wien 1
Place of Jurisdiction: Court of Vienna 1st District

Bank: Erste Bank der österreichischen Sparkassen AG
Konto-Nr. / Account: 048-48829 BLZ: 20111

UID: ATU53600107
BIC: GIBAATWW