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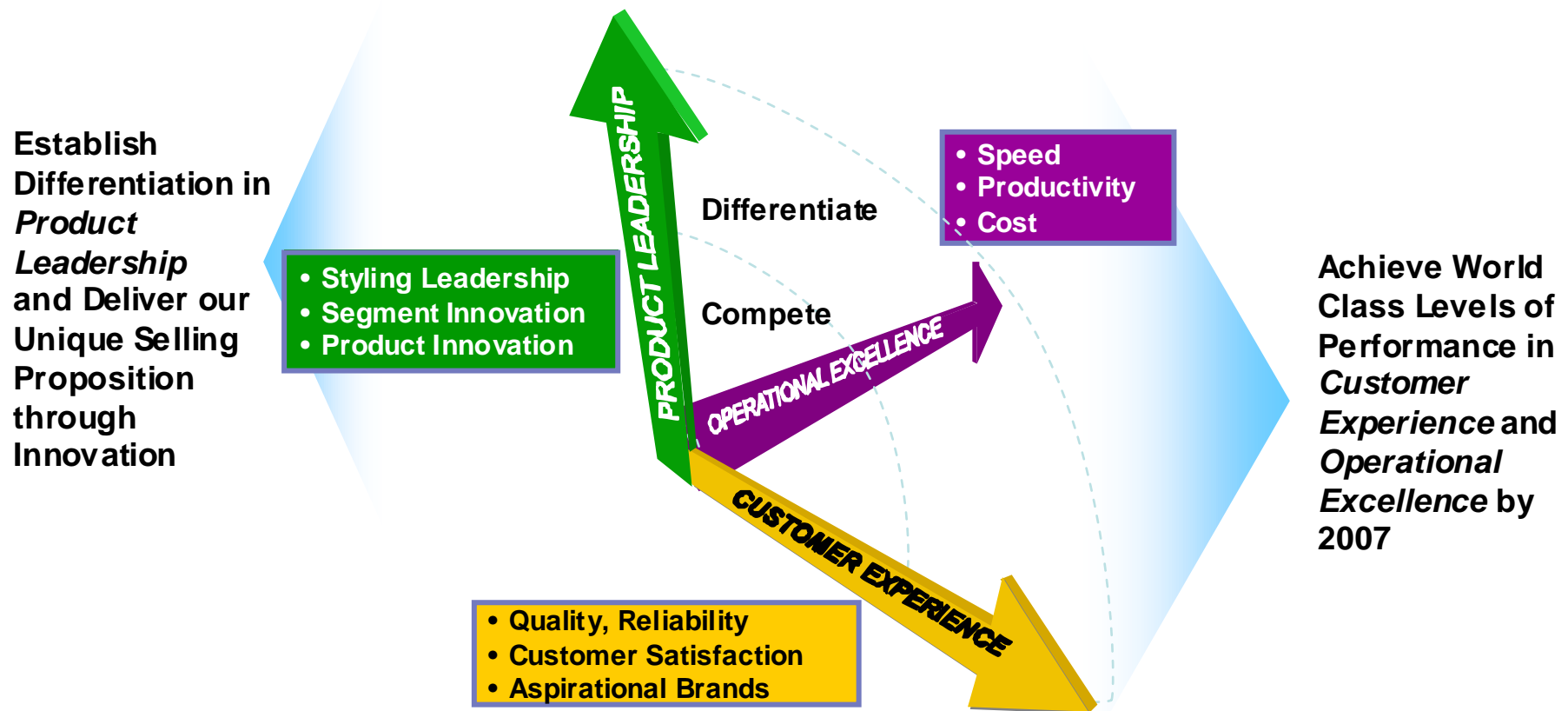
# **CHRYSLER GROUP UPDATE**

**Eric Ridenour**  
**Chief Operating Officer – Chrysler Group**

***Auto Analysts of New York***  
***Ritz Carlton, Dearborn***  
***January 11, 2007***

# PERFORMANCE DIMENSIONS

**Our Strategy Is To Differentiate In Product Leadership While Delivering World Class Performance In The Other Dimensions In 2007**



# CROWDED MARKETPLACE

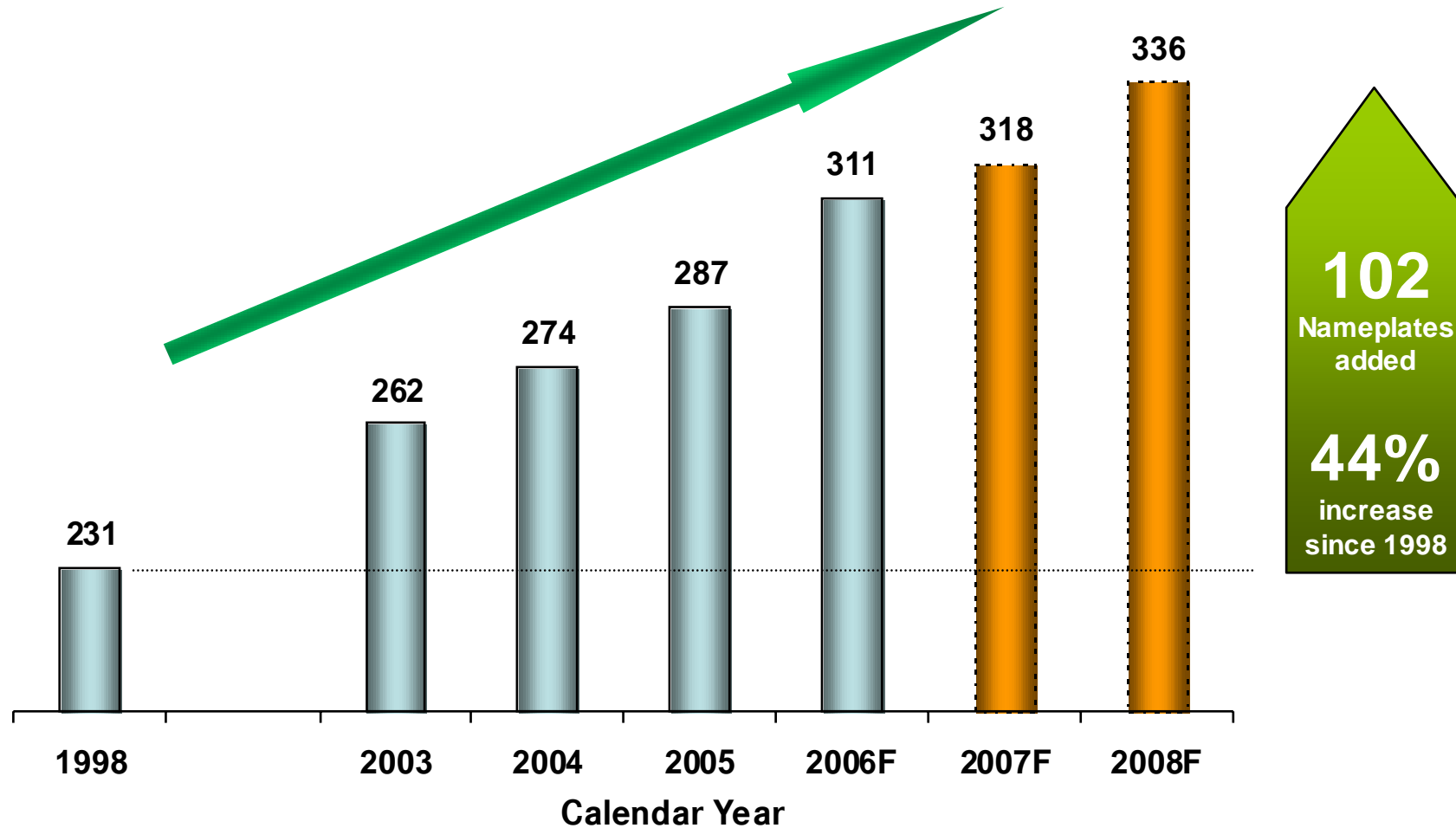
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OVER 40 BRANDS

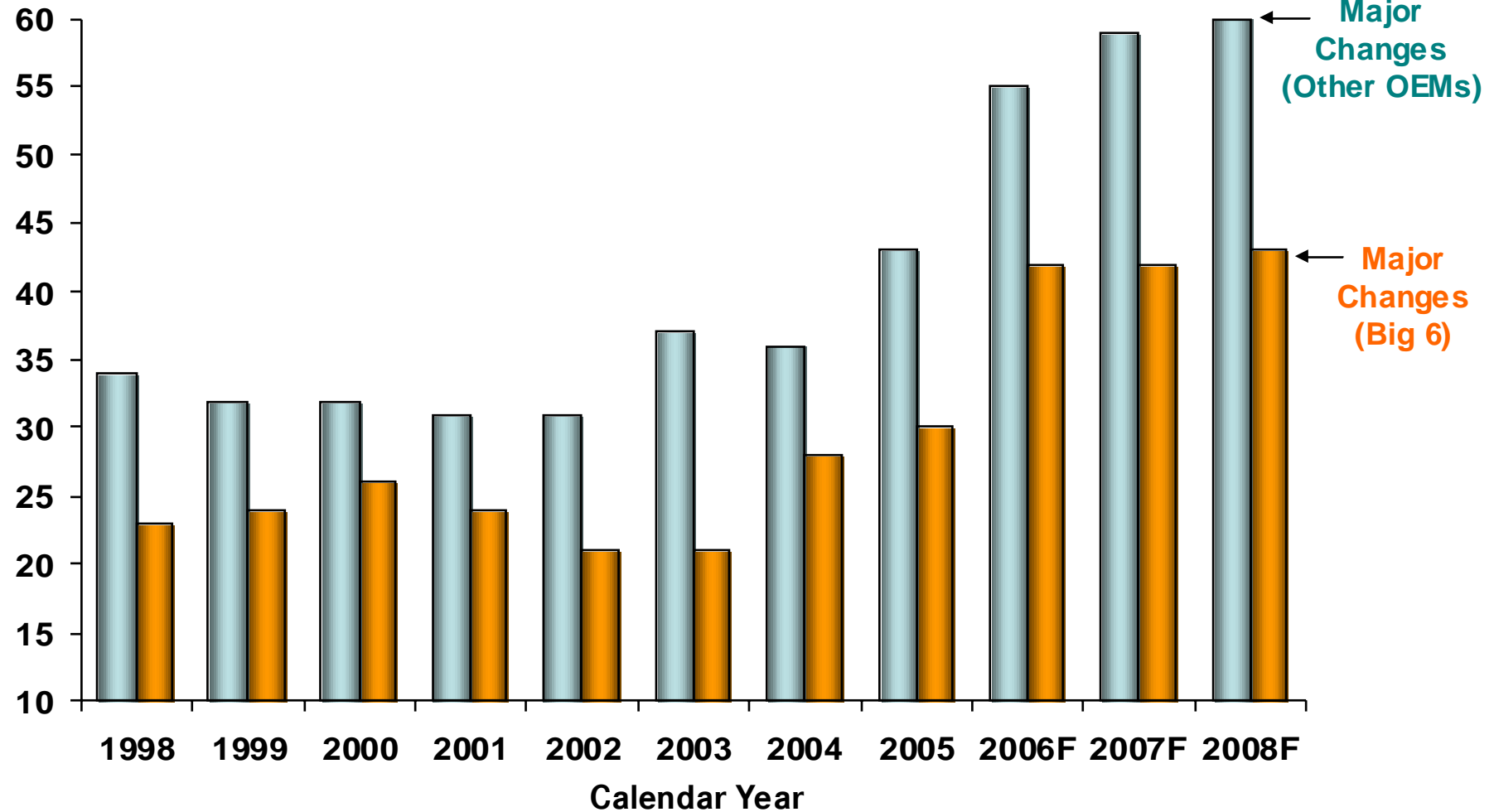
# NAMEPLATE GROWTH - US



# MAJOR CHANGES – 3 YEAR MOVING AVG.



Number of Changes



# EXTERNAL PRESSURES



**Government  
Regulation**

**Supply  
Base**

**Consumer  
Demand**

**Tough  
Competition**



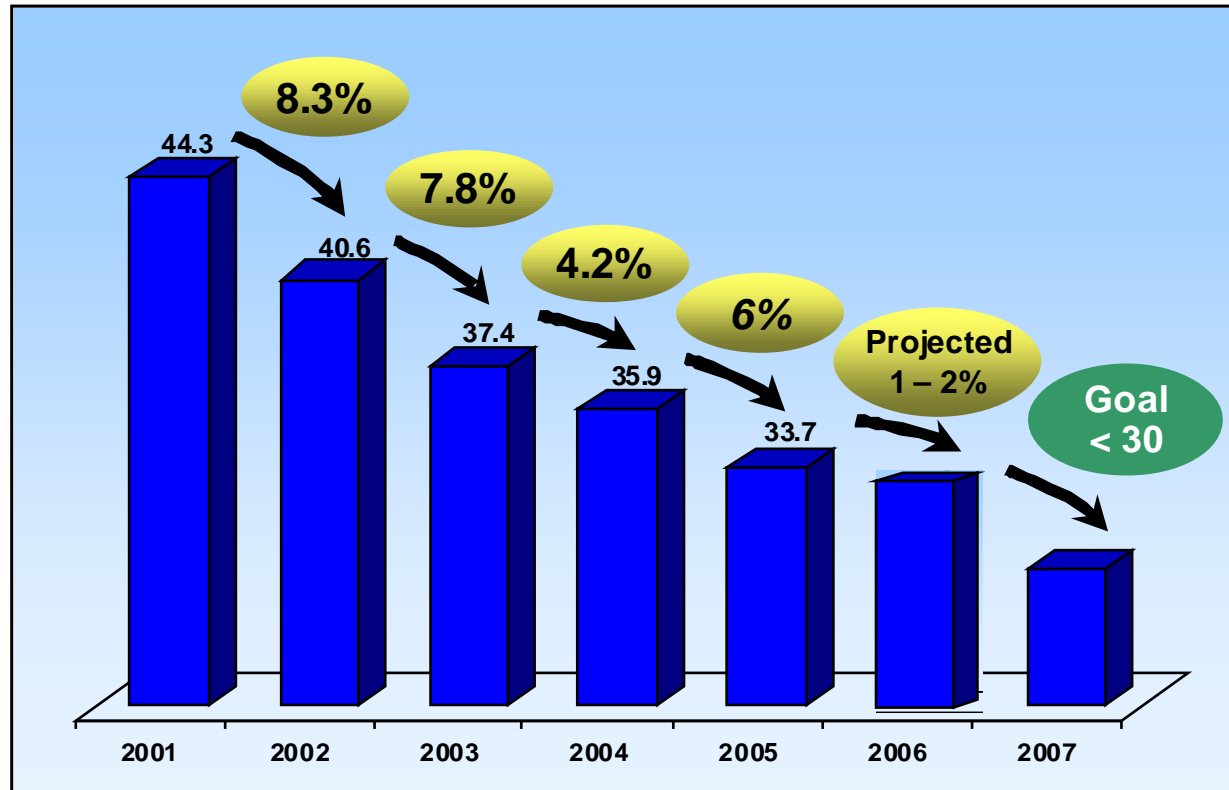
**Jeep**

# PERFORMANCE MEASURES

# PRODUCTIVITY – HARBOUR REPORT



## Hours Per Vehicle (Assembly, Stamping, Engine & Transmission)

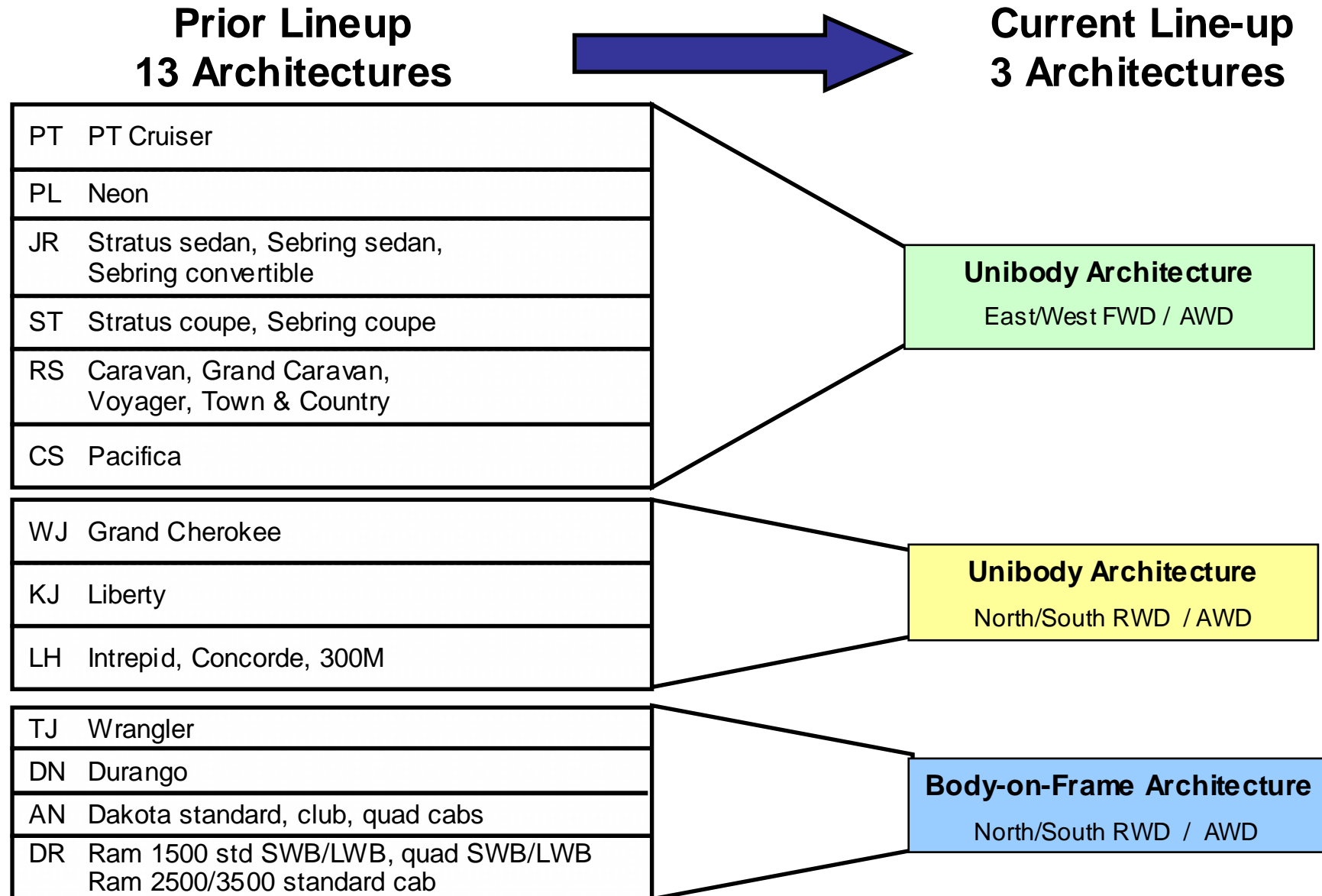


Source: Harbour Report

*Goal: Among industry leaders for 2007*



# REDUCE TO THREE BASIC ARCHITECTURES





# CURRENT ARCHITECTURAL STRUCTURE

## 3 ARCHITECTURES...

Unibody Architecture  
East/West FWD/AWD

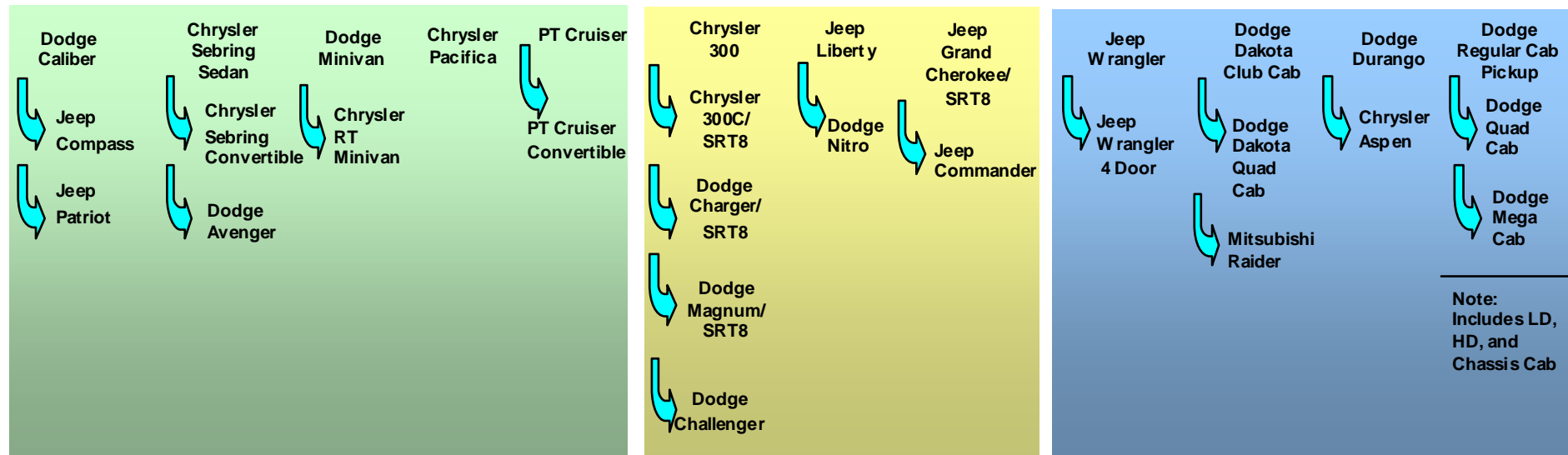
Unibody Architecture  
North/South RWD/AWD

Body on Frame Architecture  
North/South RWD/AWD

## 12 PLATFORMS...

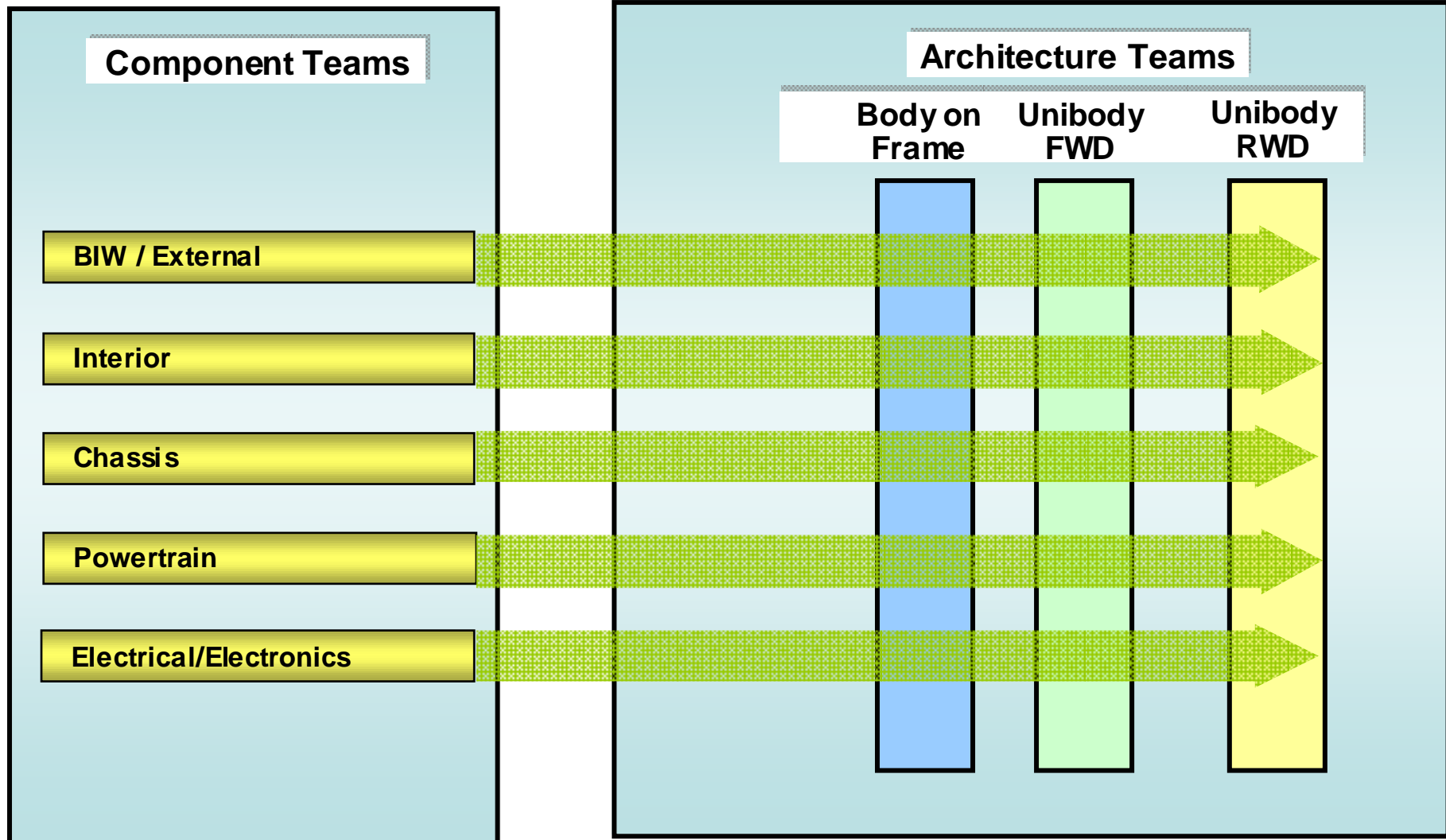


## MULTIPLE PRODUCT OFFERINGS...



Improve Program Spending And Engineering Resource Efficiency Through Architecture And Platform Sharing

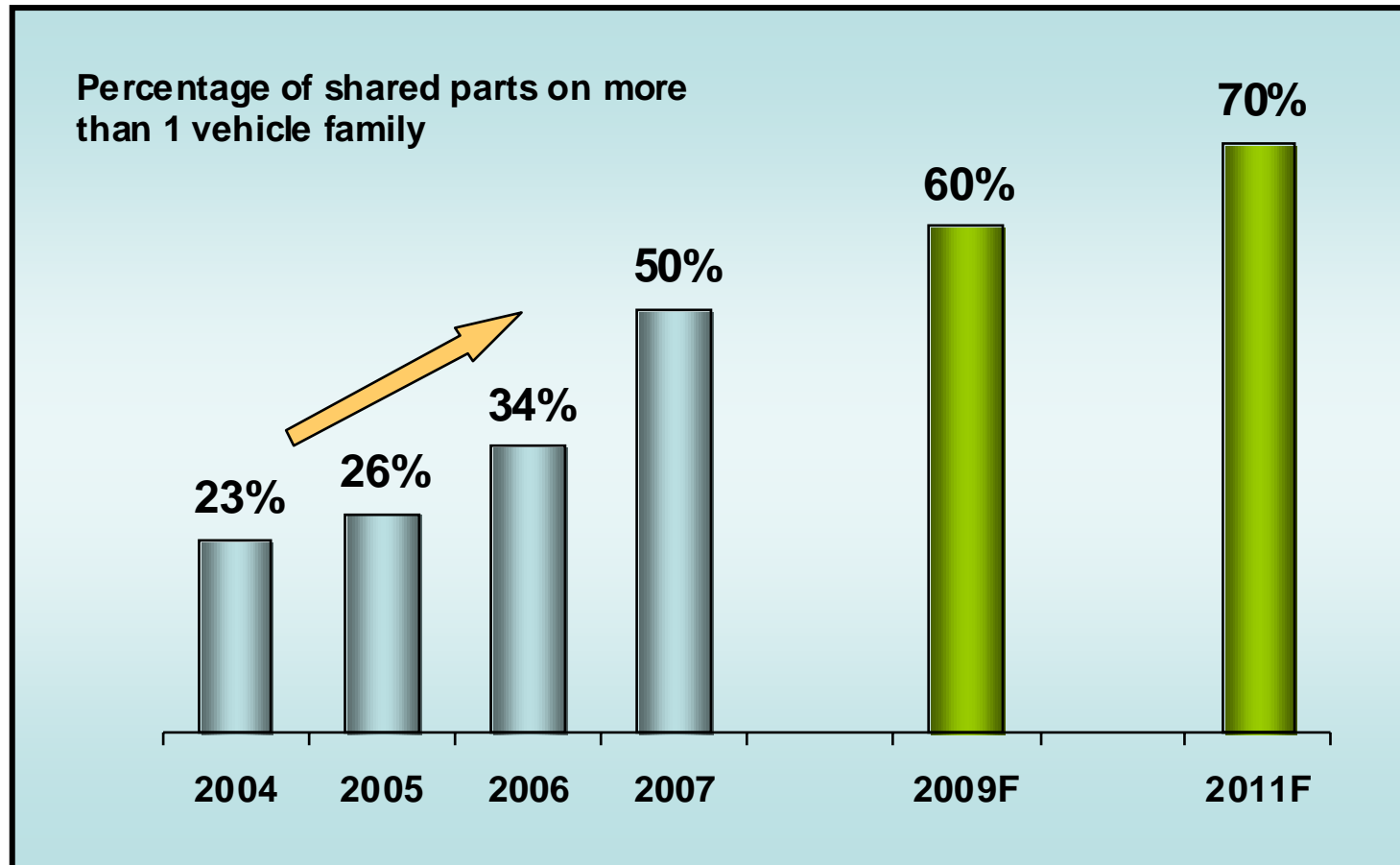
# COMPONENT / ARCHITECTURE SHARING



# COMPONENT RE-USE



The Chrysler Group continues to increase the number of components carried over and shared across vehicle programs.

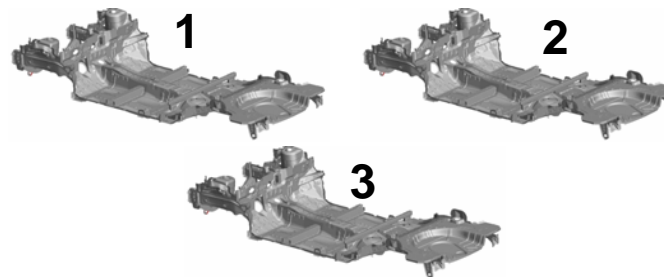


## MANUFACTURING FLEXIBILITY – STRATEGIES

- Commonize assembly processes to maximize overall product offerings

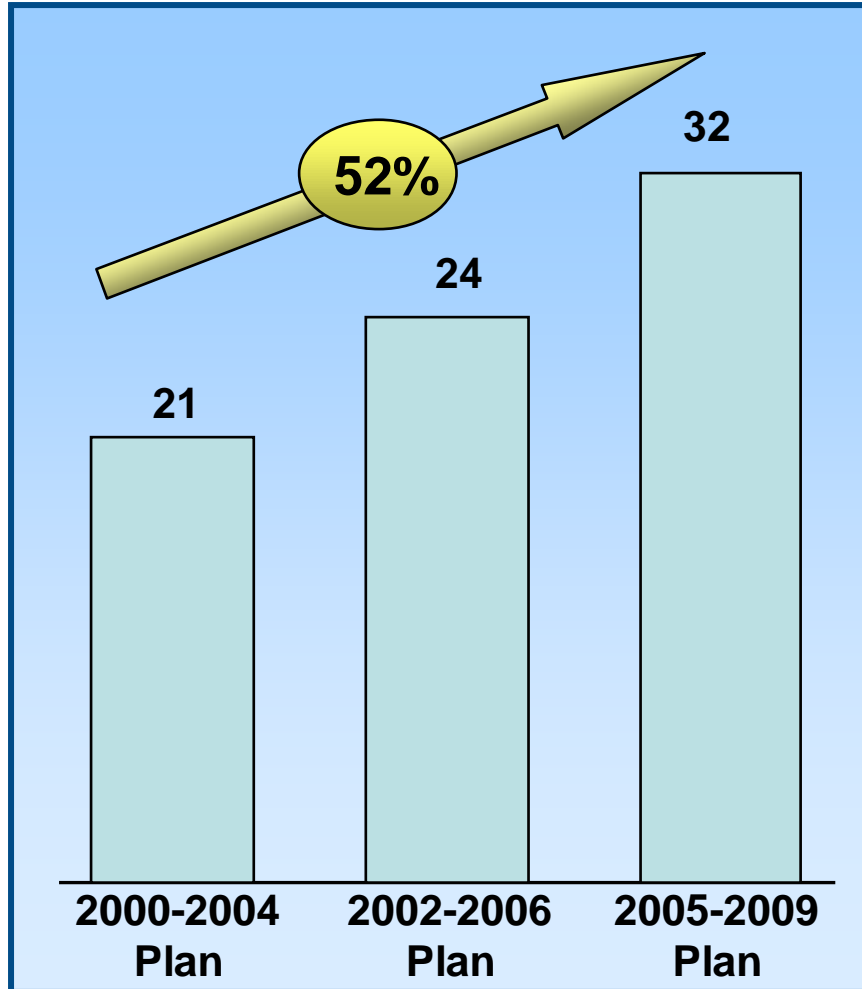


- Support up to 4 different upper-bodies, 3 under-bodies and one pilot vehicle.

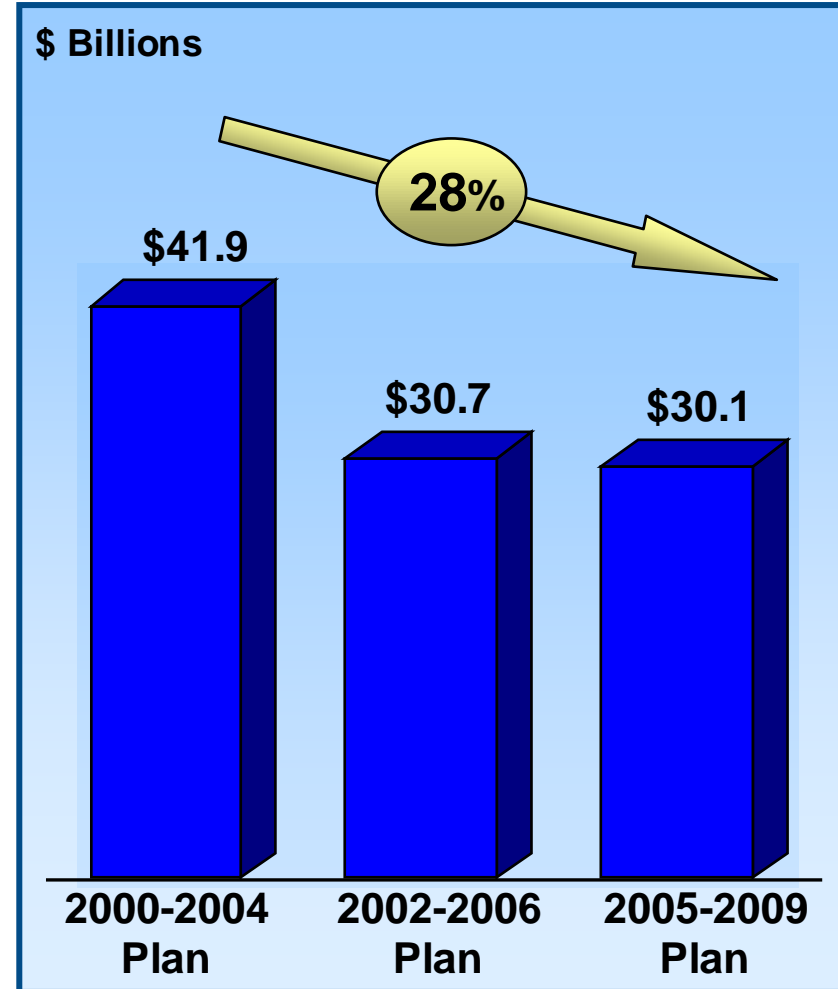


- Implement through 2010 calendar year with new vehicle launches

# DERIVATIVE STRATEGY – DO MORE WITH LESS



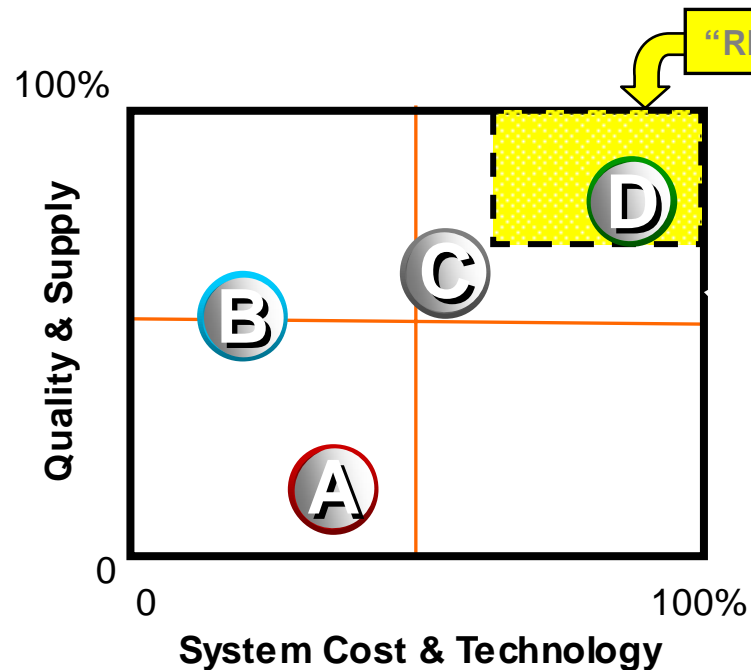
“Do More”



“Use Less”

# SUPPLY BASE MANAGEMENT

Supplier performance is assessed and acted on



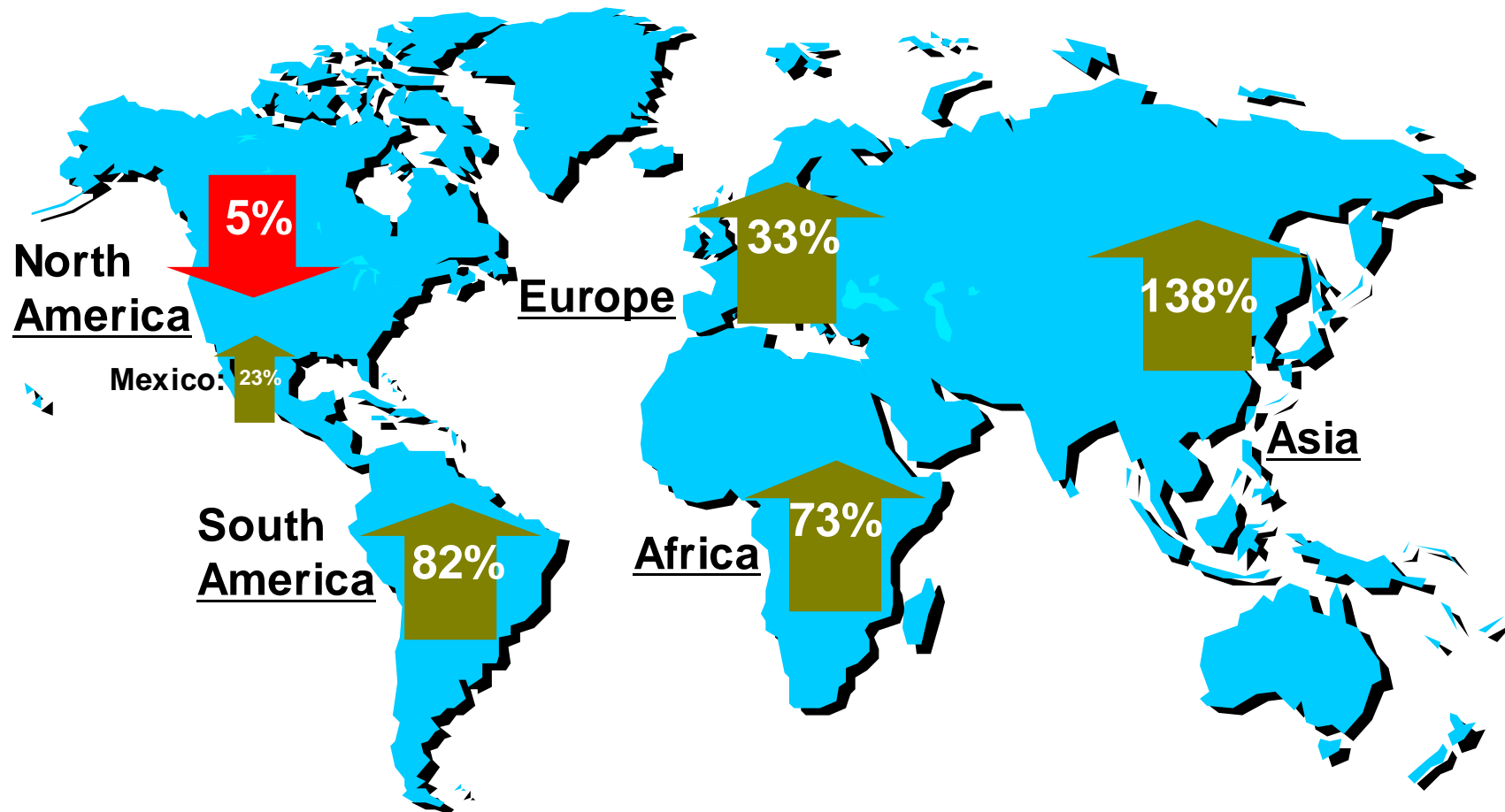
*Rewarding the “best of the best”*

- Right-of-first refusal on resourced business
- First opportunity to pursue future rewards
- Become long-term partners through continued high performance

***Competitive assessment based on four value drivers:  
Quality, Technology, Supply, Cost***

# EXPAND TO A GLOBAL SUPPLY BASE

Expand beyond NAFTA based suppliers to optimize price and quality





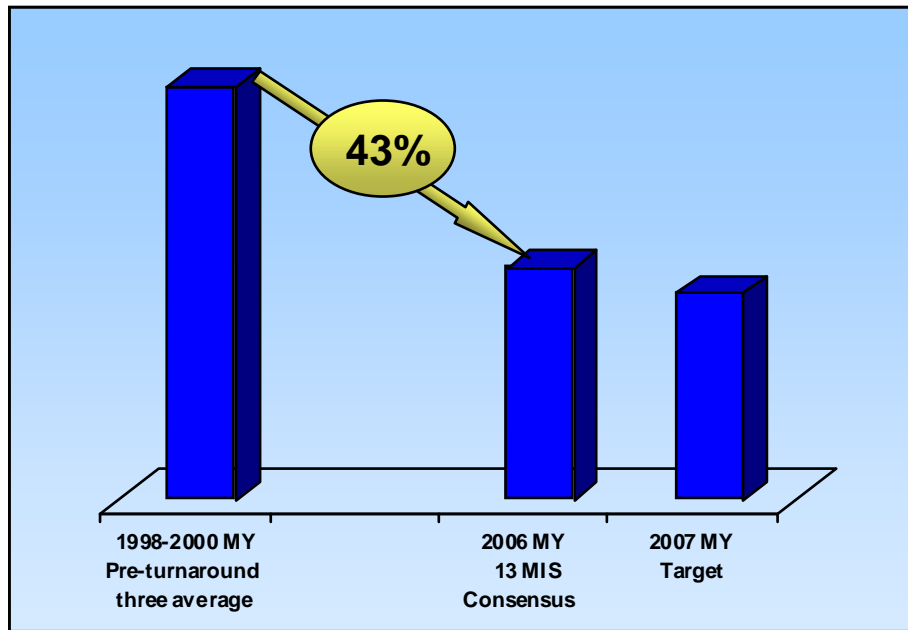
# QUALITY / WARRANTY IMPROVEMENT



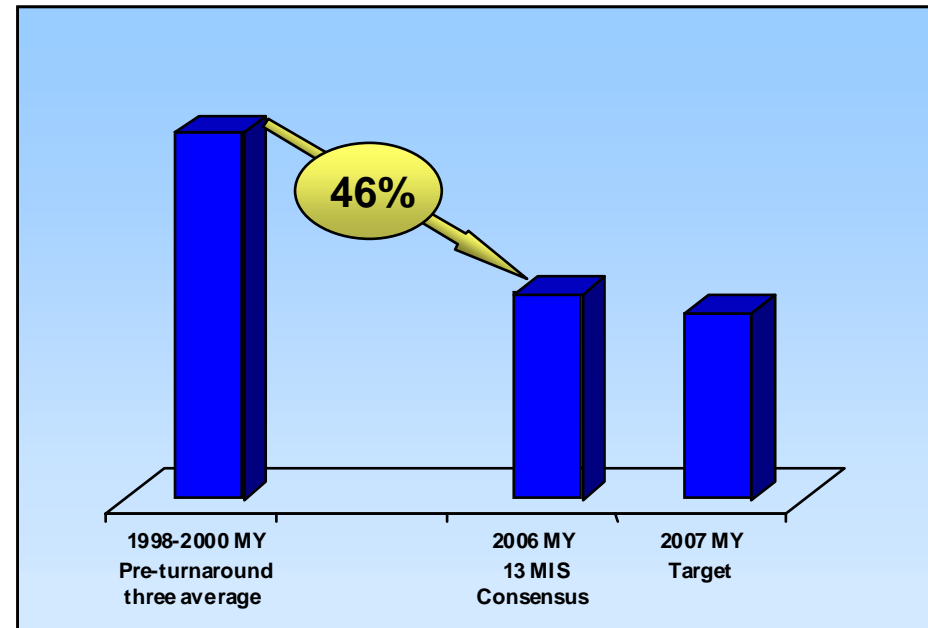
Product assault is accompanied by continual march on quality.

**Goal:  
Be Among the Best by 2007**

**Warranty Expense Per Unit Sold  
(EPUS)**

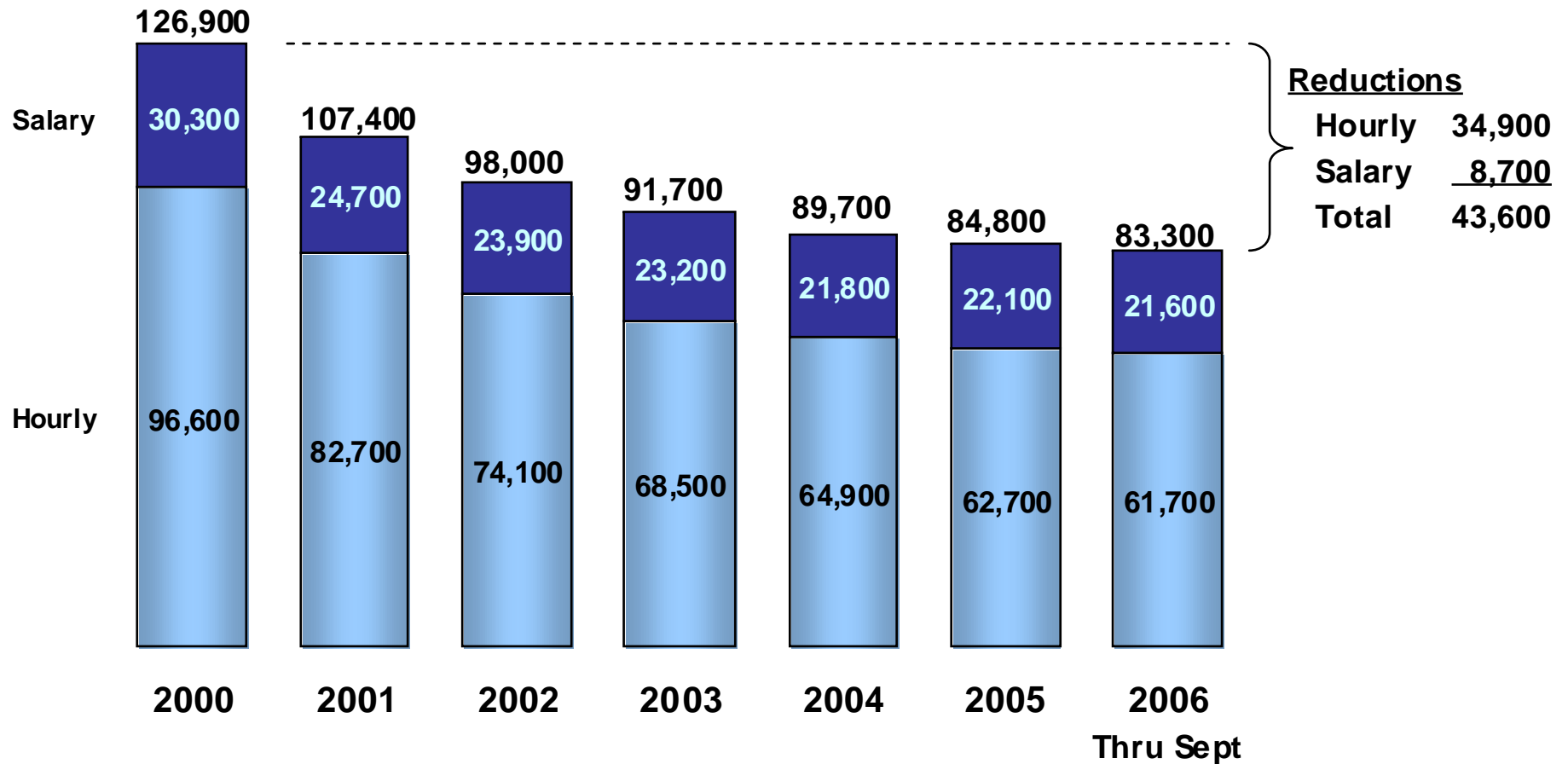


**Conditions per 1000 Vehicles  
(C/1000)**

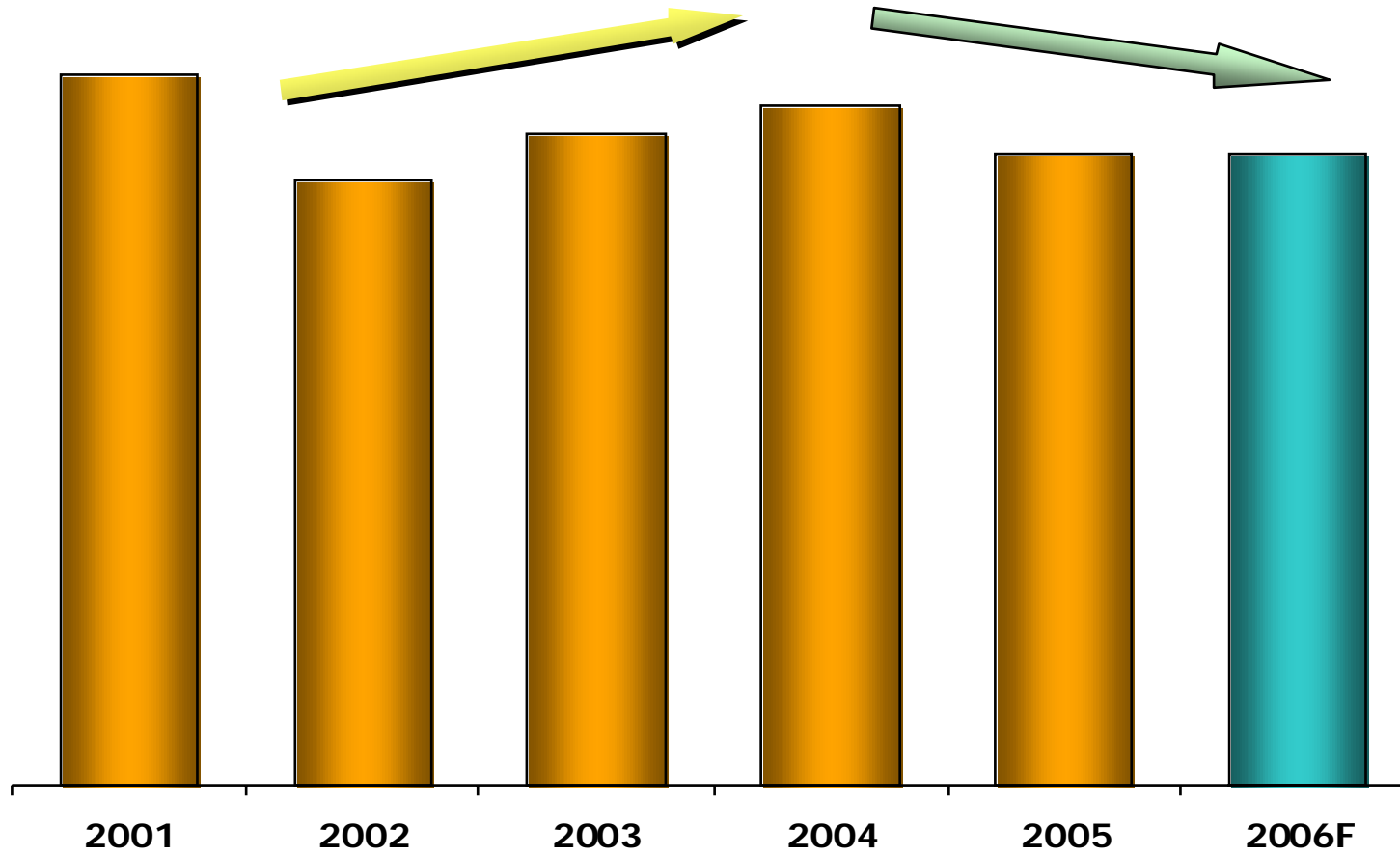


# WORKFORCE REDUCTIONS

Workforce reductions have contributed to Chrysler Group's productivity and cost improvements

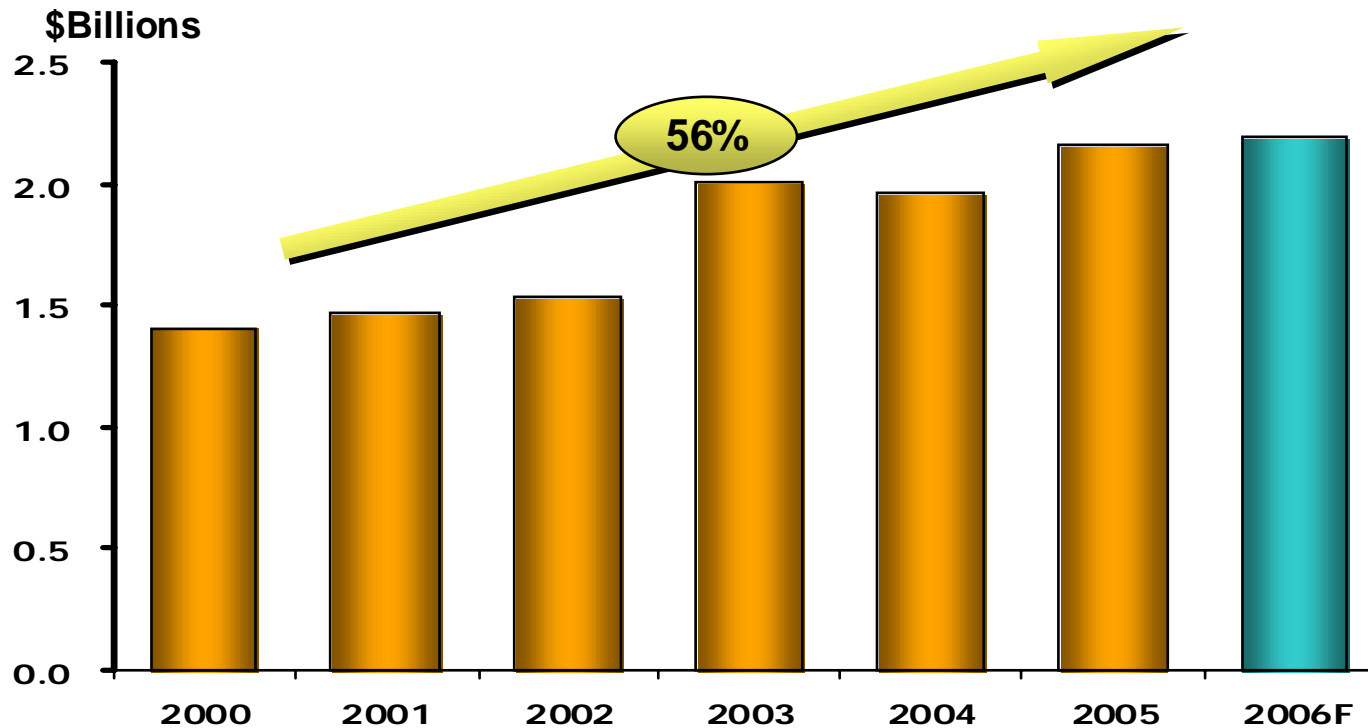


# FIXED COSTS TREND



# HEALTH CARE COSTS KEEP INCREASING

- U.S healthcare cost inflation is expected to continue at high rates.
- Many initiatives are in place to control healthcare costs for both active and retirees.
- Chrysler Group is working with the UAW to obtain similar treatment for health care benefits as granted to GM and Ford.



# GLOBAL CHALLENGES AND REQUIREMENTS

## GLOBAL CHALLENGES

### FACTS

Increasing world population

Increasing energy demand

Limited energy supplies

Environmental effects of energy use



### CONSEQUENCES

Development of new technologies

Efficient use of energy

Use of all energy carriers

Use of environment protecting technologies

## REQUIREMENTS FOR THE CAR

### LEGISLATION

Safety

Consumption

Emissions

Noise

### CUSTOMER

Manufacturing cost

Driving pleasure

Operating cost

Sound



Recycling Resources  
**ENVIRONMENT**

## TO DO's

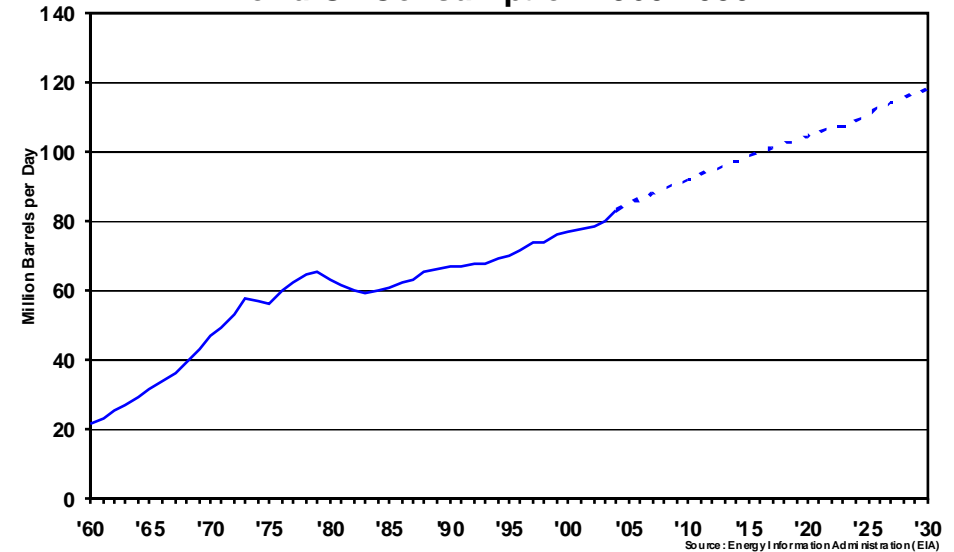
**Reduce CO<sub>2</sub> Emissions**  
**Increase Fuel Economy**

# GLOBAL PETROLEUM PERSPECTIVE

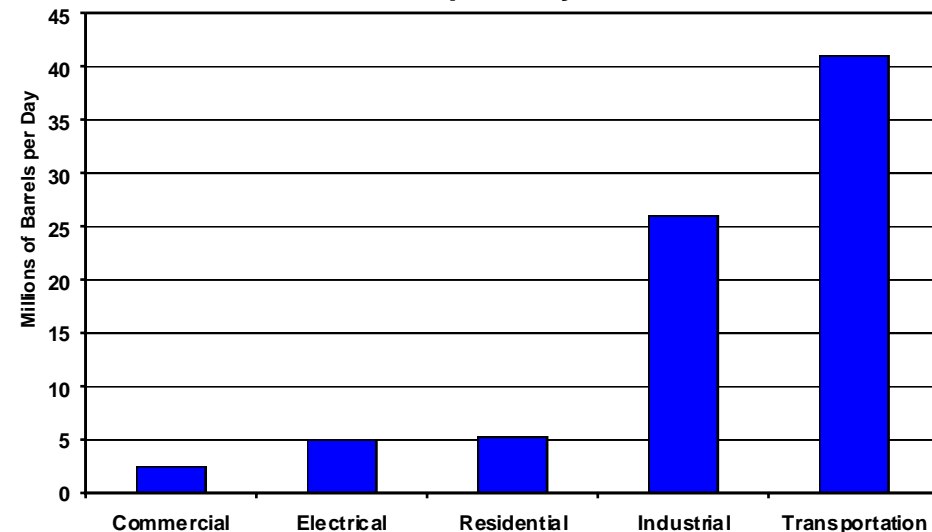


- Global demand for petroleum is increasing
  - Consumption by emerging economies like China are projected to grow by 50% in the next 5-10 years
- Supply is constrained:
  - Geopolitical unrest
  - “Acts of God” such as Hurricane Katrina
- Political challenges exist to reduce greenhouse gas emissions while still fulfilling society’s mobility needs
- The transportation sector consumes more than one half of the worlds oil
  - The automobile represents a large portion of the transportation sector

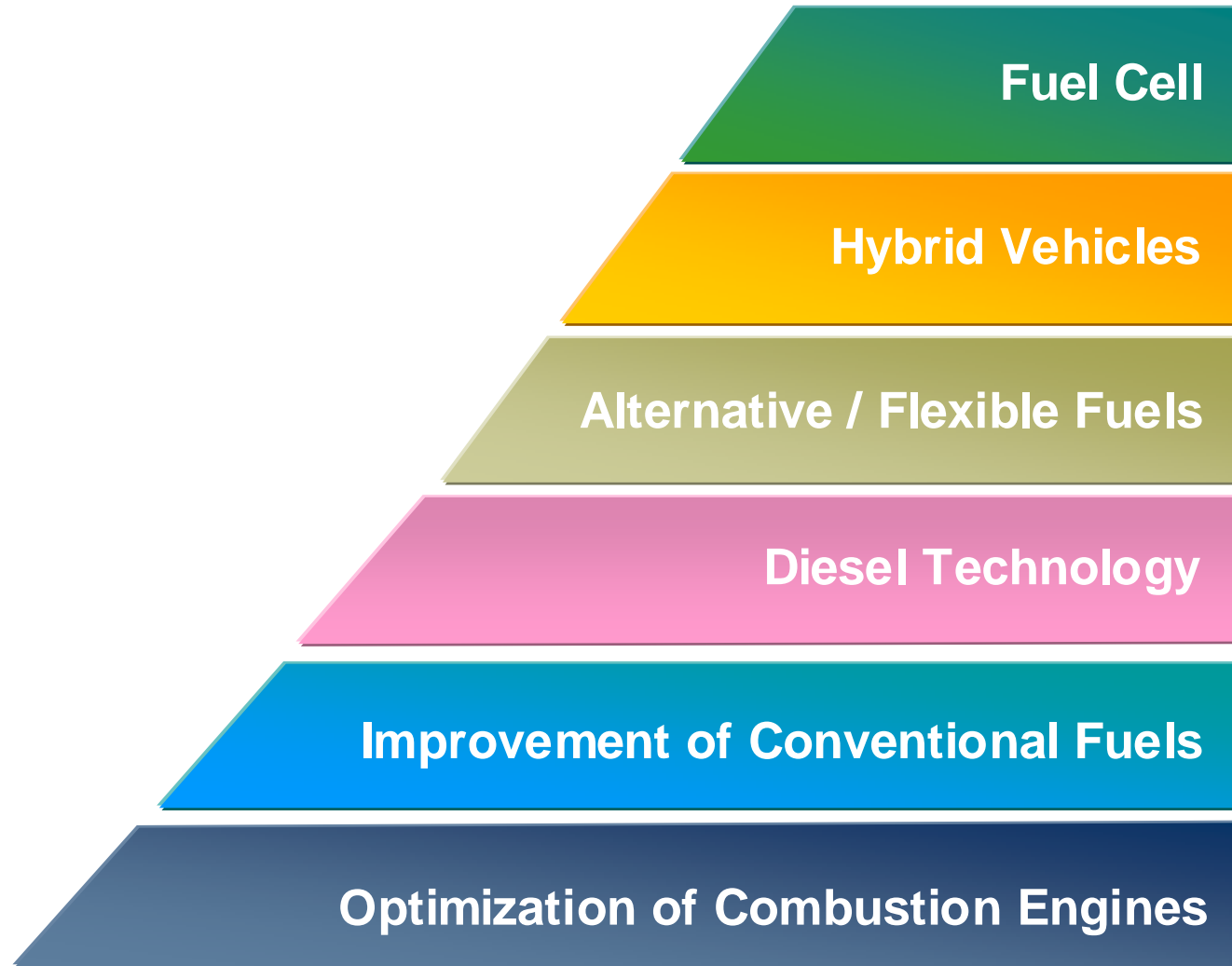
World Oil Consumption 1960-2030



World Oil Consumption By Sector, 2003



# PATHWAY OF PROPULSION



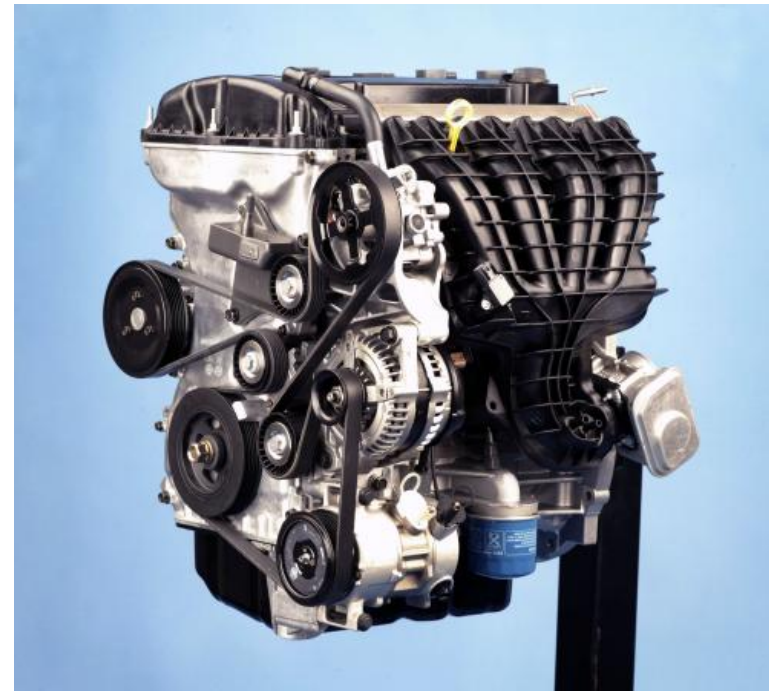
## World Engine:

**Partners: MMC and HMC**

**4 Cylinder Aluminum Engines**

**Displacements: 1.8L, 2.0L, 2.4L**

**Two plants in U.S. (5 Plants WW)**





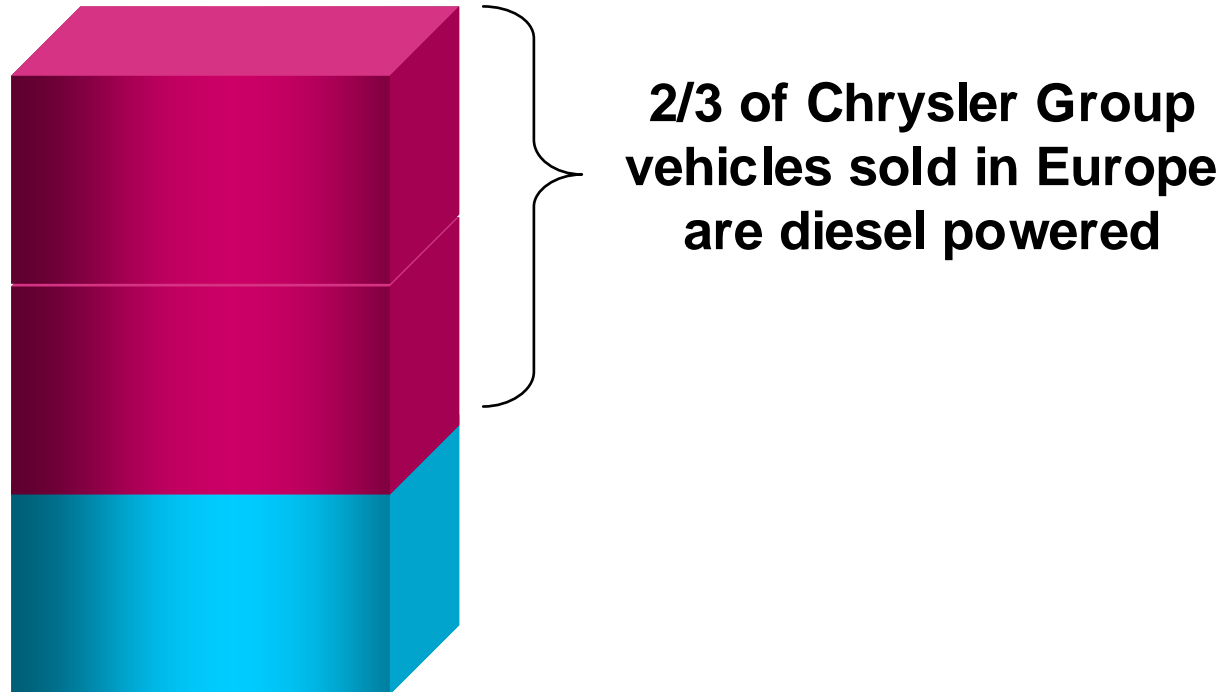
# WORLD ENGINE / CVT TECHNOLOGY VEHICLE APPLICATIONS

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	<u>World Engine</u>	<u>CVT</u>	<u>Over 30 MPG</u>
Dodge Caliber	X	X	X
Jeep Compass	X	X	X
Jeep Patriot	X	X	X
Chrysler Sebring	X		X

Nearly 50% of all new cars sold in Europe are diesel



**According to EPA, a 33% diesel market penetration would save up to 1.4 Million barrels of oil per day in the US**

**BLUETEC**

## **DIESEL TECHNOLOGY**

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- **The worlds cleanest diesel**
- **Capable of achieving 50-state emissions**



# ETHANOL (E85): FLEXIBLE FUEL

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**1.5 Million**

Chrysler Group total  
E-85 Flex Fuel Vehicles  
sales since 1998

**250,000**

FFV production in 2007

**500,000**

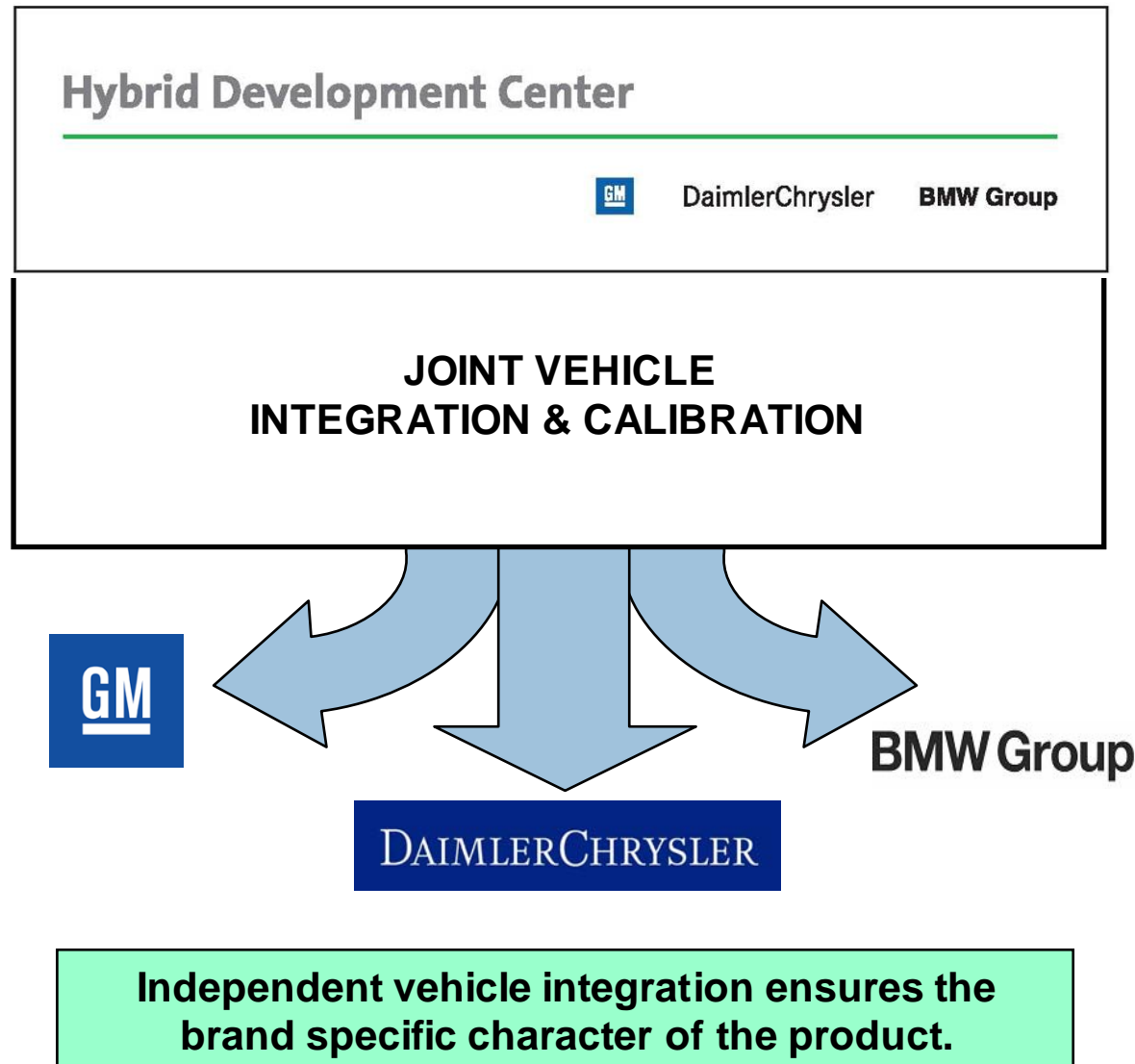
FFV production in 2008

# ETHANOL INFRASTRUCTURE – MIDWEST



State	Fueling Locations	Refineries	E85 Pumps
Minnesota	210	17	215
Ohio	9	3	11
Michigan	10	4	12

# HYBRID JOINT VENTURE – DCX / GM / BMW



## Cooperative Benefits:

- Sets standards with a family of products
- Increases technical expertise
- Shares elements of cost, risk, and benefits
- Pools volume leading to economies of scale
- “Leap frog” existing technology

# 2006 Sales Development



# GLOBAL SALES AND SHARE

## 2006 CY Sales

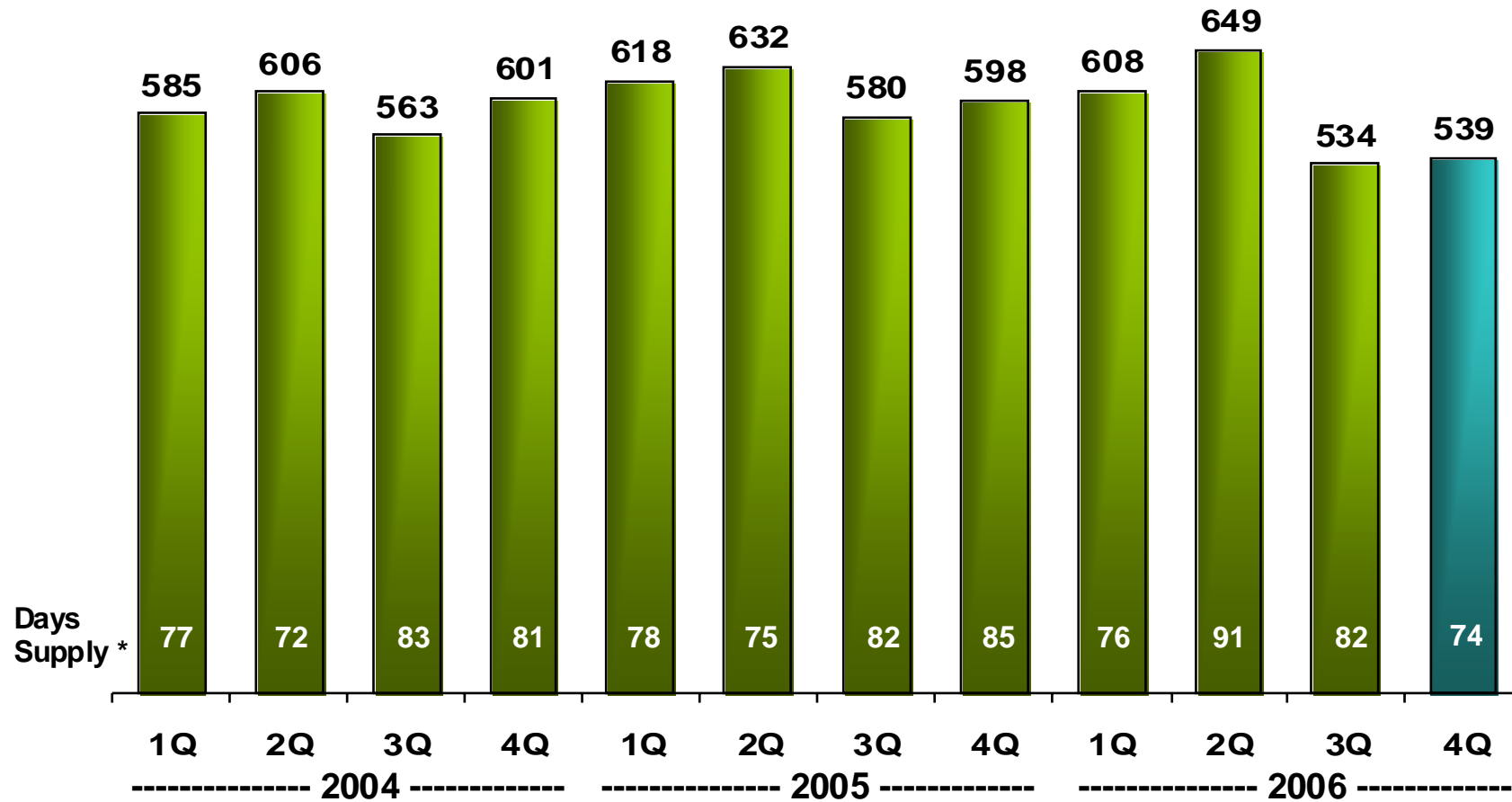
	U.S.	Canada	Mexico	International
<b>Sales</b> (Day rate basis)	-7%	+2%	+3%	+15%
<b>Market Share</b>	-0.6	0.0	0.2	N/A





# CHRYSLER GROUP U.S. DEALER INVENTORY

(000's Units)



\* - Based on Day Rate



# U.S. SALES MIX SHIFT

## 2006 CY U.S. Sales

	<u>Industry</u> <u>% of total</u>	<u>Change</u> <u>2006 vs. 2005</u>	<u>Chrysler Group</u> <u>% of total</u>	<u>Change</u> <u>2006 vs. 2005</u>
Pickup	17%	↓ 11%	21%	↓ 13%
SUV	22%	↓ 4%	26%	↓ 6%
Minivan	6%	↓ 7%	17%	↓ 9%
Sp. Tourer	4%	↑ 10%	11%	↓ 4%
Car	46%	↑ 1%	24%	↓ 3%
Other	5%	↑ 5%	1%	↑ 10%
<b>TOTAL</b>	<b>100%</b>	<b>↓ 2%</b>	<b>100%</b>	<b>↓ 7%</b>

*45% of total sales* (bracketed next to Pickup, SUV, Minivan, Sp. Tourer)

*64% of total sales (72% of retail only sales)* (bracketed next to Pickup, SUV, Minivan, Sp. Tourer, Car, Other)

# NETWORK OPTIMIZATION



Over 200 dealerships under contract for sizeable improvements  
Expected over 500 dealerships to be completed by 2008

- **GOAL - Fewer, more profitable dealers strategically located in appropriately sized territories / operating within a highly competitive business model**
- **Only where appropriate to gain a competitive advantage**

# EXAMPLE – JON MEYERS, NAPLES (FL) DODGE



## ***Service & Parts Focus***

**Investment in people and Processes  
Proven Results – 2004 vs. 2005**

***Customer Pay Labor***

**+28%**

***Customer Pay Parts***

**+21%**

***Mechanical Dept. Sales***

**+17%**



## INTERNATIONAL STRATEGY

**Chrysler Group sells and services vehicles in more than 125 countries**



**International operations account for approximately 8 percent of the Company's total global sales; growing to 9% or more in 2007.**

# INTERNATIONAL GROWTH THROUGH PRODUCT

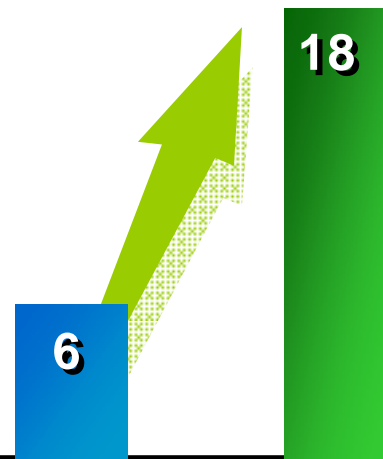


### SUV Offerings



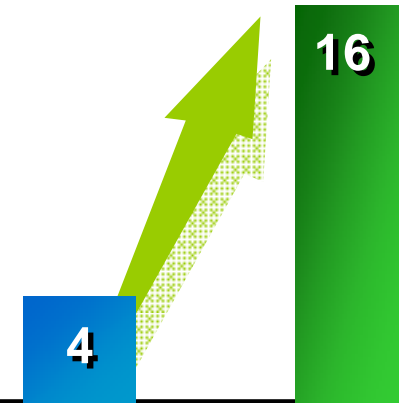
2003 MY      2007 MY

### RHD Vehicle Offerings

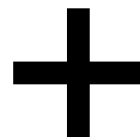


2003 MY      2007 MY

### Diesel Vehicle Offerings



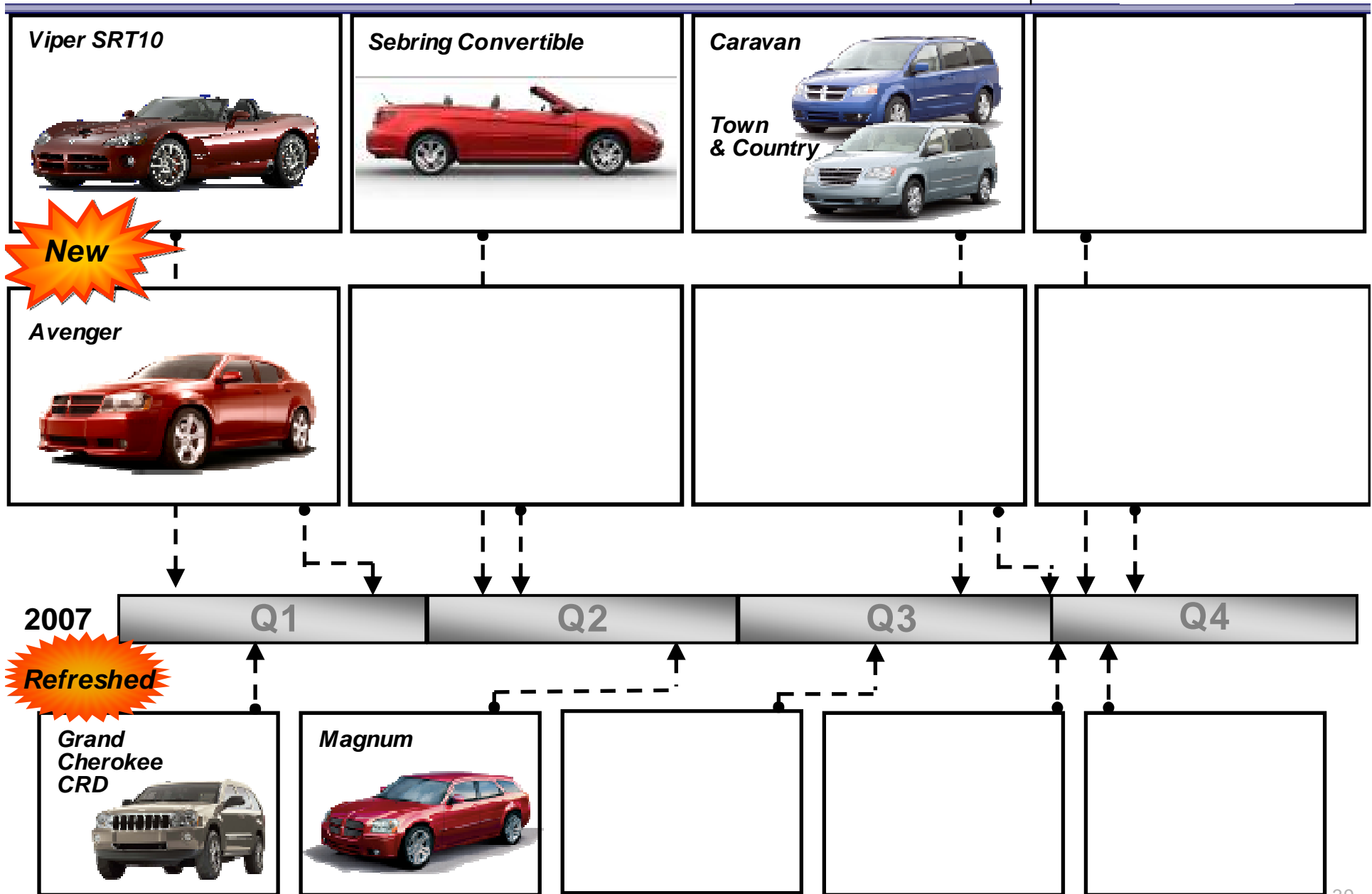
2003 MY      2007 MY



# TOP 10 CG INTERNATIONAL MARKETS

	<u>2006 CY</u>	<u>2005 CY</u>	<u>Change (%)</u>
1 Italy	21,260	18,967	+12%
2 U. K.	20,572	14,715	+40%
3 Germany	16,820	15,624	+8%
4 Venezuela	16,367	12,483	+31%
5 Spain	13,621	10,126	+35%
6 France	10,423	8,960	+16%
7 China	10,096	16,529	-39%
8 Australia	9,065	7,526	+20%
9 Puerto Rico	7,594	8,799	-14%
10 South Africa	6,335	6,564	-4%

# 8 NEW PRODUCTS & 5 FRESHENINGS IN 2007





# AUTO SHOW CONCEPT VEHICLES



*Chrysler Nassau*



*Jeep Trailhawk*

## COMPLETE AND DISCIPLINED EXECUTION TO OPTIMIZE VALUE ACROSS THE ORGANIZATION

- **Guiding principles will be determined by what is needed to run the business on a benchmark level and what is needed to keep it sustainable**
  
- **Strategic initiatives will be aimed at:**
  - **Increasing efficiency and flexibility**
  - **Achieving and sustaining a competitive cost position**
  - **Reducing fixed cost and net assets**
  - **Increasing revenues and margin**
  
- **Focus will be on strategic initiatives aimed at maximizing return objectives**

# OPTIMIZATION PLAN



## CHRYSLER GROUP OPTIMIZATION PROGRAM IS STRUCTURED TO ENSURE COMPLETE TRANSPARENCY AND AID DECISION MAKING



# DISCLAIMER

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This presentation contains forward-looking statements that reflect management's current views with respect to future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "plan," "project" and "should" and similar expressions identify forward-looking statements. Such statements are subject to risks and uncertainties, including, but not limited to: an economic downturn in Europe or North America; changes in currency exchange rates, interest rates and in raw material prices; introduction of competing products; increased sales incentives; the effective implementation of our new management model, and the CORE program, including the new business model for smart, at the Mercedes Car Group; renewed pressure to reduce costs in light of restructuring plans announced by our major competitors in NAFTA; the ability of the Chrysler Group to reduce dealer inventories with current incentive programs and respond to a shift in market demand for smaller, more fuel efficient vehicles; lower profit contributions by EADS due to delays in deliveries of the Airbus A380; disruption of production or vehicle deliveries, resulting from shortages, labor strikes or supplier insolvencies; the resolution of pending governmental investigations; and decline in resale prices of used vehicles. If any of these or other risks and uncertainties occur (some of which are described under the heading "Risk Report" in DaimlerChrysler's most recent Annual Report and under the heading "Risk Factors" in DaimlerChrysler's most recent Annual Report on Form 20-F filed with the Securities and Exchange Commission), or if the assumptions underlying any of these statements prove incorrect, then actual results may be materially different from those expressed or implied by such statements. We do not intend or assume any obligation to update any forward-looking statement, which speaks only as of the date on which it is made.