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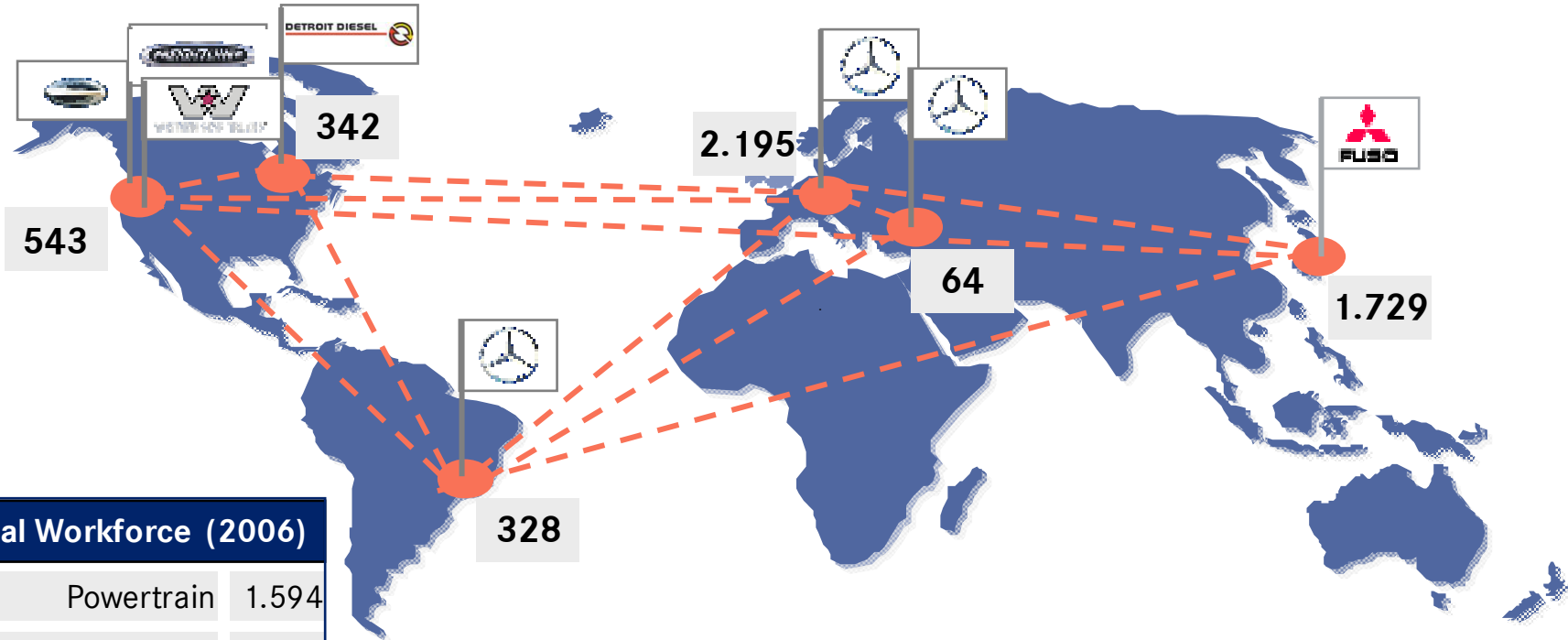
Truck Group Division Day 2006

Georg Weiberg

Head of Truck Product Engineering

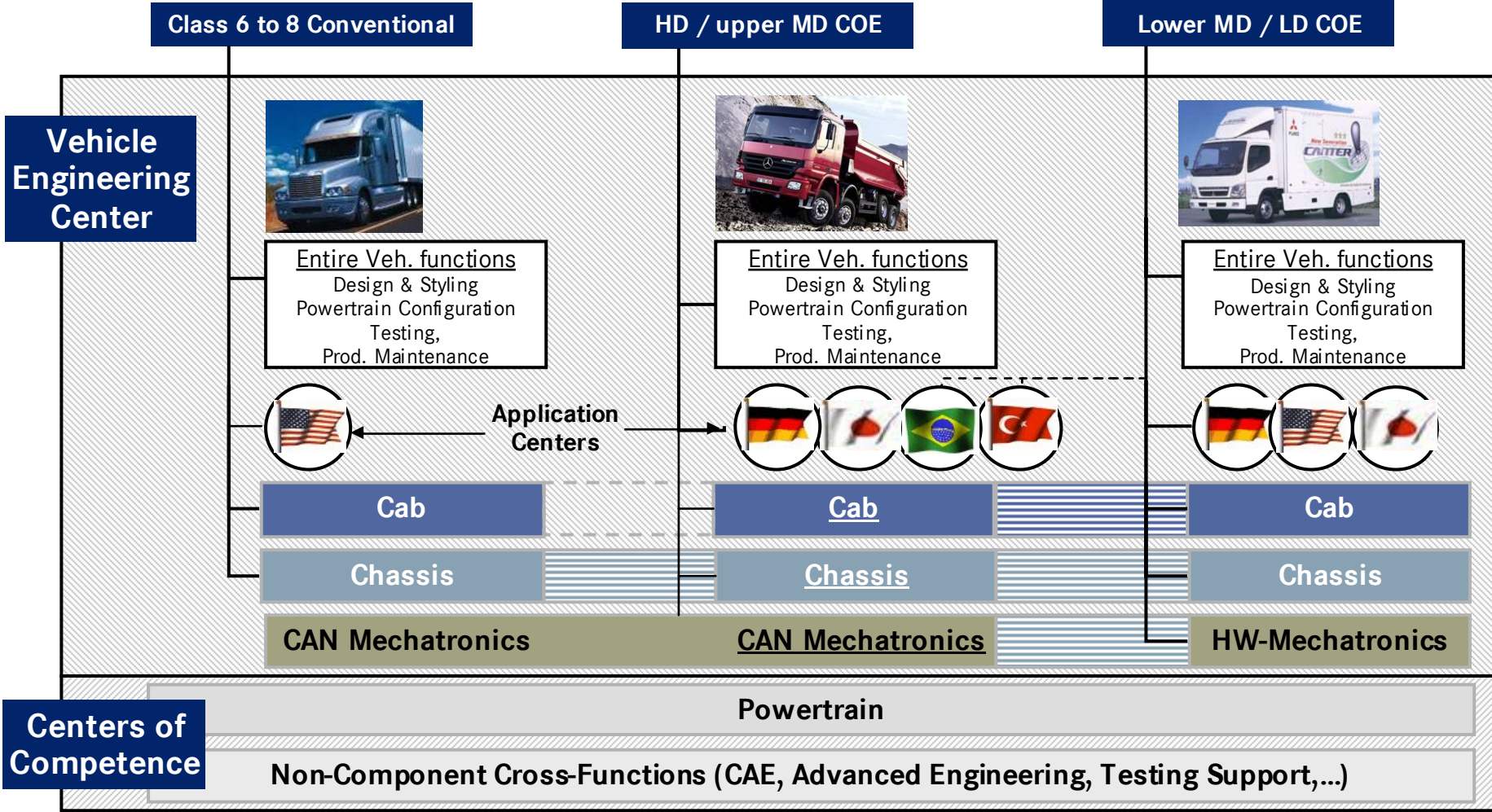
- Mannheim, November 17, 2006 -

TRUCK PRODUCT ENGINEERING GLOBAL NETWORK – MORE THAN 5.000 EMPLOYEES AROUND THE GLOBE



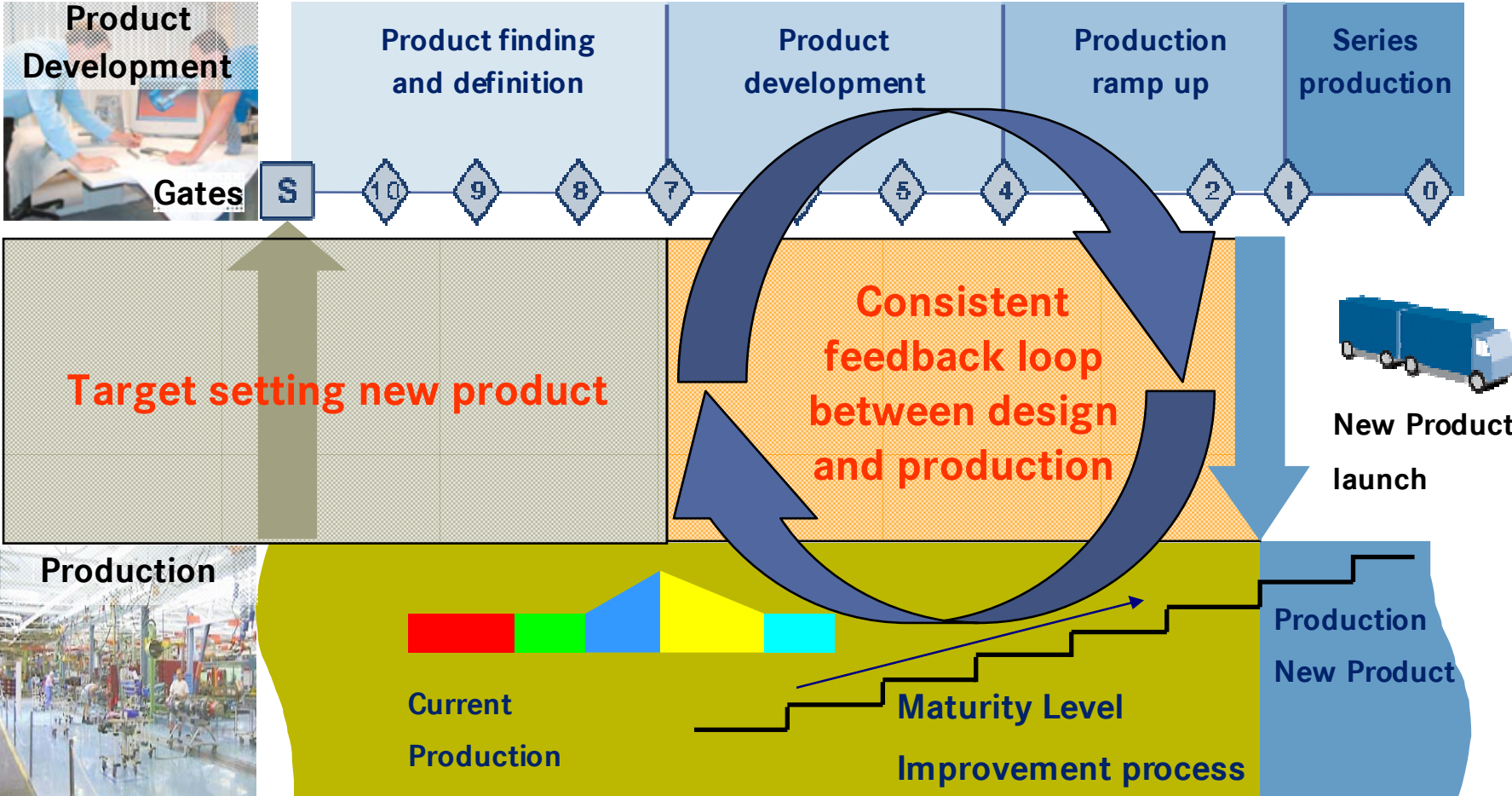
TPE Total Workforce (2006)	
Powertrain	1.594
Platform HD/upperMD	1.243
Platform LD/lowerMD	1.729
Platform Conventionals	543
Central Functions incl. AE	105
TPE total	5.214

VEHICLE DEVELOPMENT AS ORGANIZATIONAL PRINCIPLE CHARACTERIZED BY GLOBAL PLATFORMS

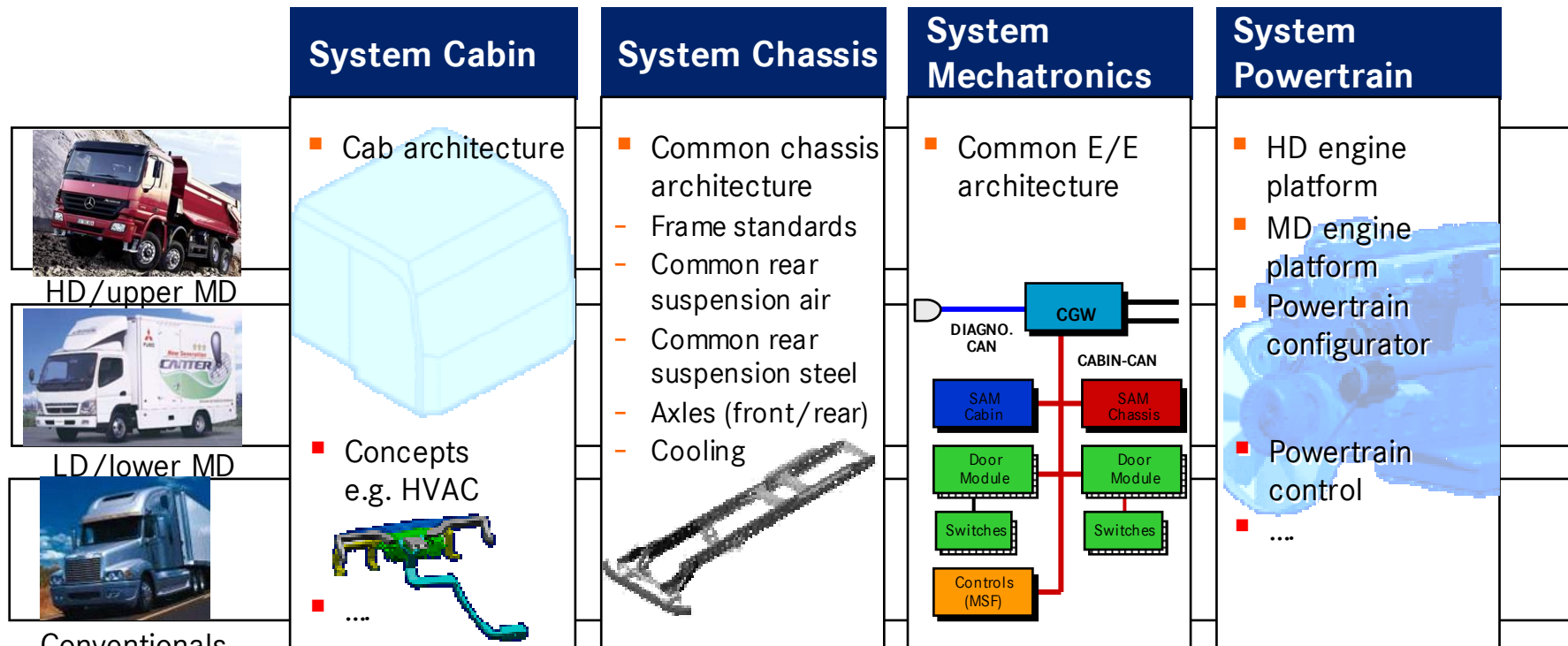


XXX = Global System Architecture Lead

DEVELOPMENT SYSTEM (CV-DS) AS CORE DEVELOPMENT PROCESS; STRONG LINK TO PRODUCTION SYSTEM (DCPS)



ALL NEW GLOBAL PROJECTS ARE BASED ON PLATFORMS AND COMMON ARCHITECTURE / SYSTEMS



TG COMMONALITY STRATEGY PROVIDES BEST COMPROMISE FOR WORLDWIDE COMPLEXITY AND LOCAL MARKET REQUIREMENTS

Commonality on architecture level

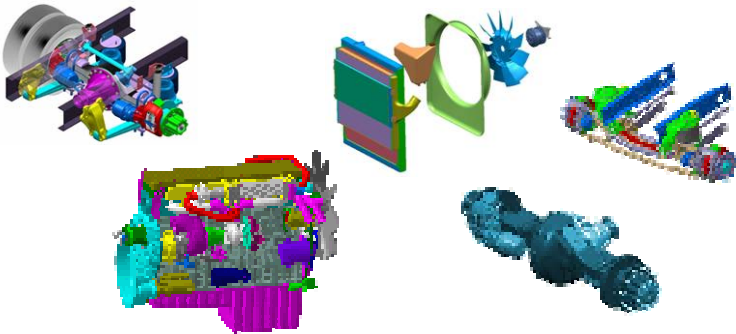
- >80 % for main applications
- I.E. dedicated vocational chassis as carry-over from Actros for next generation of heavy trucks



Common architecture

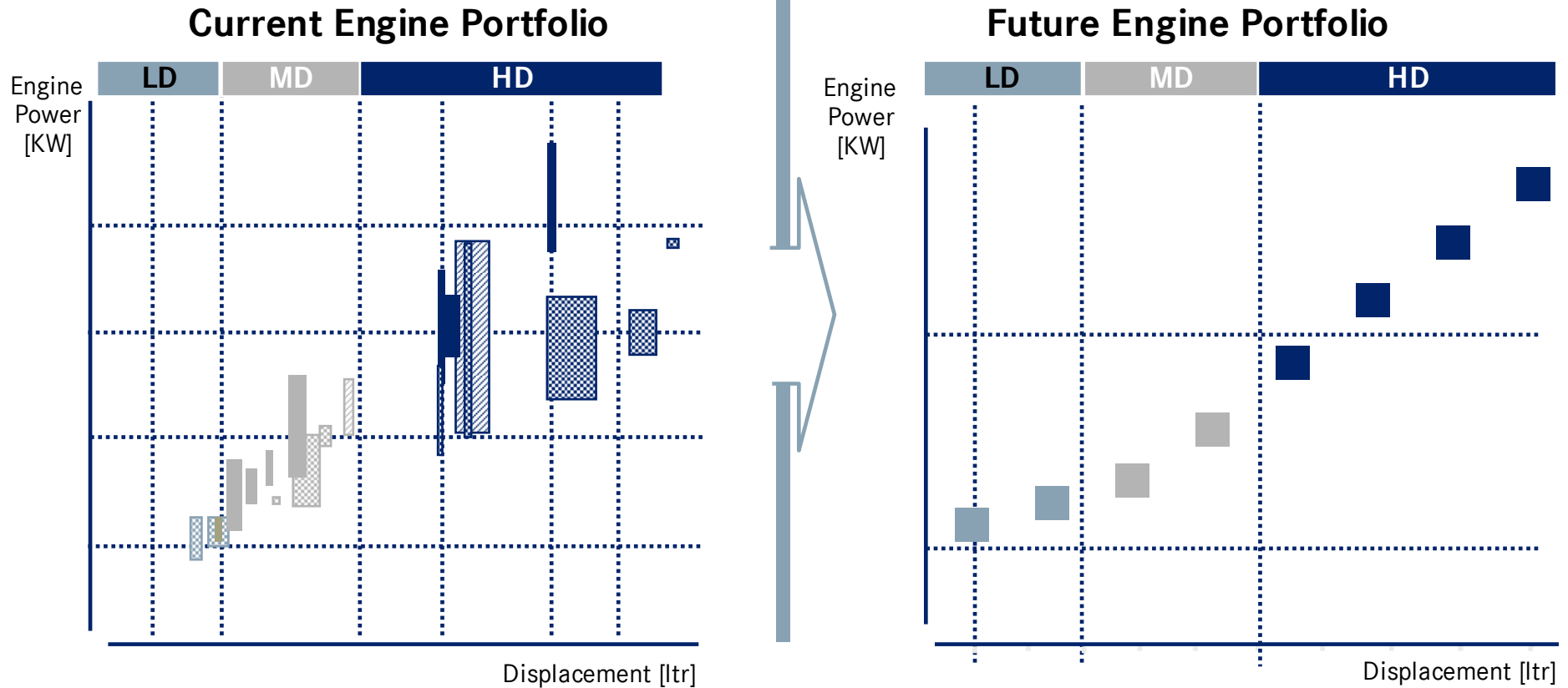
Commonality on major components

- Commonality for major components (engines, axles, cooling, suspensions...)



Common Components

EXAMPLE: FUTURE GLOBAL ENGINE LINE-UP



Today:

- Multiple platforms with overlaps and gaps

Future: Streamlined portfolio

- 3 platforms for LD, MD, HD segment
- For all regions and companies
- for all emission regulations

TPE EXCELLENCE PROGRAM TO SUPPORT TRUCK GROUP GLOBAL EXCELLENCE INITIATIVE

TPE Excellence Program based on three pillars

Excellence “doing things well” (Quality)

Improve the management of projects to reach high maturity level of projects by end of 2008

Effectiveness ”doing the right things”

Better utilization of the global engineering organization

Efficiency ”doing things right”

Optimize TPE processes; avoid unnecessary efforts



Goals to be achieved

- Leverage global organization and CoCs to increase TPE performance
- Streamline TPE product portfolio to reduce efforts necessary for series management -> use resources for
 - increase of quality
 - generation of innovation

Monetary Effects of Program

- Generate Savings (i.e. through reduction of warranty costs)
- Reduce R&D budget

DISCLAIMER

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