

DAIMLER TRUCK

Asia



Mitsubishi Fuso Truck and Bus Corporation
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Daimler India Commercial Vehicles Pvt. Ltd.,
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July 2023

Corporate Profile



Karl Deppen
President and CEO

At Daimler Truck Asia (DTA), part of Daimler Truck AG, we pride ourselves on our strong track record in commercial vehicles. Based in Asia, DTA is comprised of two entities - Mitsubishi Fuso Truck and Bus Corporation (MFTBC) and Daimler India Commercial Vehicles (DICV).

Our vision is clear: to develop mobility solutions to embrace a better life for people and the planet. Rooted in rich history and driven by innovation, our brands - Mitsubishi FUSO and BharatBenz - boast cutting-edge technologies, are unrivalled in quality, and are supporting our customers in over 170 markets worldwide.

At Daimler Truck Asia, our people are our biggest assets. Our multi-talented team from over 50 countries forms the cornerstone of our success. This diversity is our strength, and as we work as one global team to bring our customers all over the world added value, we are motivated by a common purpose to work hard for all who keep the world moving.

At MFTBC in Japan, our trucks and buses are known for their efficiency, safety and comfort. A strong advocate of a greener future and eMobility, MFTBC launched the eCanter in 2017 as the first series-produced all-electric light-duty truck in the Japanese market. While we launched New eCanter in 2023, we have already helped hundreds of customers in Japan, Europe, and elsewhere to reduce CO2 emissions from their fleets.

In India, we have cemented ourselves as a strong contender in the industry since establishing our BharatBenz brand in 2012. Moving forward, we are excited to tap into India's strategic potential as an export, service, R&D and IT hub for Daimler Truck's worldwide operations.

We will continue to work as one global team to deliver industry-leading, sustainable mobility solutions and services to our customers.

Karl Deppen



Kazuo Matsunaga
Chairman of the Board, MFTBC

I am convinced that in order for companies to remain competitive in this world, it is important not only to venture into international markets, but also to actively utilize global human resources.

Daimler Truck Asia (DTA) is a collaborative organization between the Mitsubishi Fuso Truck and Bus Corporation (MFTBC) of Japan, a company with a strong reputation and tradition, and Daimler India Commercial Vehicles India (DICV), a fast-growing pioneer. We, DTA, are an excellent model of a global organization that transcends nationalities and cultural barriers.

With a diverse cultural background, this organization has a unique culture where talented and motivated employees work together as one team to create great ideas and products, which is our strength at DTA. This is how we provide the best products and solutions to our customers around the world.

Human resources form the core of a company, and that company must contribute to society. DTA aims not only to pursue profits, but also to grow as an organization and contribute sustainably to the economy, society, and the environment.

DTA aims to decarbonize not only its fleet, but the entire value chain by 2039. As a pioneer in eMobility, we are helping to decarbonize

the logistics industry with our eCanter, an environmentally friendly zero-emissions electric truck that reduces greenhouse gases and noise. We are also contributing to a sustainable future by generating electricity with the solar panels installed at our plants in Chennai and Kawasaki, by reusing rainwater, and through countless other environmental protection measures.

"To develop mobility solutions to embrace a better life for people and the planet"- This is our vision, and we invite you to enter the wonderful world of DTA.

Kazuo Matsunaga



Two Companies, One Commercial Vehicle Portfolio

Daimler Truck Asia (DTA) combines the strengths of two distinct legal entities Mitsubishi Fuso Truck and Bus Corporation (MFTBC) and Daimler India Commercial Vehicles (DICV).

This unit allows the entities to collaborate on areas such as product development, production, exports, sourcing and optimizing research and sales & market development activities to provide the best value products to our customers.

MFTBC, with its more than 90 year old FUSO brand, and DICV, with its fresh and innovative outlook, have become integral parts of Daimler Truck, jointly contributing to more than a third of its sales volumes. DTA, deriving its strengths from both the entities, is the answer to the significantly growing demand for trucks and the different needs of customers around the world.

DTA has an integrated product portfolio with the traditional FUSO product line for Japan and international markets, the range of FUSO trucks for growth markets and the highly competitive BharatBenz range for the Indian market, together offering unparalleled value to our customers around the world. The Asian production network for DTA is a robust one, consisting of two major hubs in Kawasaki, Japan and Oragadam, Chennai, India.

The combined approach allows DTA to jointly leverage the fully-fledged testing infrastructure of MFTBC in Kitsuregawa, Japan, and the proven engineering capabilities of DICV in Chennai, India. It further translates to coordinated procurement and supplier management functions, greater cost efficiencies, access to high quality supplies and a widened export business by tapping the combined sales potential of the two entities.

The benefit of working as a unified strategic organization is not only restricted to the technical aspects of our business but also reflected in the sense of diversity among our people. A deeper cultural integration, in the form of exchange avenues for talents to encourage co-learning and increasing collaborations, allows our employees to gather intercultural experiences.

	Mitsubishi Fuso Truck and Bus Corporation (MFTBC)	Daimler India Commercial Vehicles (DICV)
Main location	Ohkuracho 10, Nakahara Ward, Kawasaki City, Kanagawa Prefecture, Japan, 211-8522	SIPCOT Industrial Growth Centre, Oragadam, Mathur Post, Sriperumbudur Taluk, Kancheepuram District, Tamil Nadu - 602105
Head of the unit	President and CEO: Karl Deppen Chairman of the Board, MFTBC: Kazuo Matsunaga	Managing Director & CEO: Satyakam Arya,
Employees	Approx. 10,000	More than 4,000
Business	Commercial vehicles, R&D, design, manufacture, sales, import and export of trucks, buses and industrial engines and other related businesses.	Production of trucks, buses and bus chassis, engines and transmissions



eCarter, a pioneer among electric trucks

Manufactured by MFTBC in 2017, the eCarter is the first electric light-duty truck (EV truck) to be series-produced in Japan. It is a pioneer among electric trucks, realizing “tank-to-wheel” CO2-neutrality and zero local emissions in driving operations. We are constantly expanding our activities around the world in order to contribute not only to decarbonization (carbon neutrality) but also to the creation of a sustainable society.

Right now, the eco-transport the world needs

The trucks and buses manufactured by MFTBC are used in various familiar settings to support people’s daily lives.

The reason why we were so quick to take on the challenge of EV trucks was because we wanted to meet the world’s need for better environmental products, and to deliver new value soon.

The eCarter leads the current market, and using it will not only benefit your business but also, looking from a broader perspective, contribute to society by changing the future.

What the eCarter EV truck can do

Powered by a battery-powered electric motor instead of a conventional internal combustion engine, the eCarter is a cleaner, quieter solution for urban delivery and short-distance transportation.

eCarter, a growing presence worldwide, proven reliability

After the launch of the first model in 2017, MFTBC released an improved model with enhanced safety equipment in August 2020. In September 2022, MFTBC unveiled a fully remodeled new model. Since its launch, the eCarter has been used by customers in Japan, Europe, the United States, Australia, and New Zealand. The new model is scheduled to be rolled out in more overseas markets.

“Electric transport”
bringing new value to people,
society and the future





At the foundation of our success as a leading provider of global transportation solutions, you will find a diverse workforce of around 14,000 employees across Japan, India, Australia, South Africa, and other strategic locations, working together under the umbrella of DTA.

We are excited about the direction in which we are leading the commercial vehicle industry, from pioneering innovation of electrification, connectivity and digitalization; to the way in which we embrace work-life balance, and support diverse career opportunities.

Work Culture

Open, Collaborative, Diverse

At the core of DTA are products, processes and, of course, our people.

As a DTA employee, you will find a unique culture of openness, collaboration and discovery. A work environment which is diverse, performance based, and strives to bring a positive work-life balance.

At DTA you will find people from over 50 countries and regions working together bringing different viewpoints, approaches and answers to the table. This diversity challenges our instincts, broadens our views and solutions, and helps fuel our growth.

Innovation

Taking the lead

Electrification, Connectivity, Autonomous driving, Digitalization. These aren't just buzz words at DTA. These are some of the areas of innovation in which we are working today which set us apart from our competition.

From launching an all-electric truck, to building cutting-edge connectivity solutions and digitized products, we are constantly challenging the norm and redefining the commercial vehicle industry.

Opportunities

Japan, India and Beyond

Within DTA your opportunities are limitless. Working here offers you exciting potential to grow professionally and personally. You are given many projects to tackle gaining experience and exposure to new and exciting work within DTA. It's up to you how far you want to take your career.

DTA is a truly global organization. You will work with people from around the world, and gain opportunities to move not only within your office, but also to new positions and departments. Grow your career and expand your horizons beyond traditional borders. You will find great diversity in our offices around the world. DTA offers employees the ability to gain cross-cultural experience working with colleagues in other countries, which we believe also supports career growth. This brings us closer together and expands our knowledge and competencies in our markets all over the globe, helping us create better solutions for our customers, our people and our products.

Our employees – Think global. Work local.

Highly motivated and efficient employees are at the heart of our success. Enthusiasm, esteem, integrity and discipline: Be it professionally or privately, our workforce embodies these values in so many ways. They thus shape the unique face of the company.



Our brands

Customer-focused. Trusted worldwide.

Our strong vehicle brands are gathered under the umbrella of DTA. Through our products, we offer our customers tailored solutions and pioneering technologies.



Mitsubishi Fuso

The Mitsubishi Fuso brand is trusted for its quality, economic efficiency, solid and functional design, and committed after-sales services.

Mitsubishi Fuso products offer ultimate reliability and durability, which translates into increased payload and uptime for our customers.

To ensure our vehicles keep delivering profits, Fuso has adopted the Commercial Vehicle Development System (CVDS). Clearly defined quality gates, from project launch to start of production, guarantee product maturity and quality. R&D expertise from around the world is shared and best practices implemented to ensure our customers are benefiting from the most advanced designs and materials.

Fuso plants consistently rank as one of the most efficient units in global benchmarks. Our Kitsuregawa Proving Ground is the largest of its kind, both in Japan and within Daimler Truck worldwide. We maintain the quality of Fuso products through R&D based on the strictest standards.



The Truck Operating System (TOS) – another global Daimler Truck program – allows manufacturing methods to be adopted from the best plants in the world. It serves as a benchmark to ensure the highest performance and continuous improvement to meet our objectives in terms of safety, quality, cost, delivery, environmental impact and employee morale.





BHARATBENZ

In the early 2000s, as India's skyline began to sore through the clouds and modern roads started to uncoil swiftly over its vast vistas, her steady growth aspirations presented the need for a revolution in the transport sector. In 2012, Daimler AG, the Global leader in Commercial Vehicles introduced BharatBenz in India with one definite promise - To Transform the Indian Commercial Vehicle Industry. BharatBenz symbolizes the harmonious confluence of the values, ideologies and spirit of India with the lineage of invention, innovation, and engineering excellence that have led to generations of Daimler's global automotive leadership. BharatBenz is committed to be an integral part of the advancement of the Indian economy by providing commercial mobility solutions that will accelerate the progress of business in India. BharatBenz approached this opportunity with a spirit of discovery and an eye for detail -

with a crystal-clear focus on the Indian customer and his needs, and on the Indian market and its conditions.

The Artillery

BharatBenz offers trucks and buses ranging from 10 ton GVW to 55 ton GCW and a whole array of post-sale solutions to take care of the vehicle throughout their long and illustrious life. The trucks are classified as On-highway trucks, which can be further broken down to rigid trucks and tractor-trailers. As the name suggests, these trucks travel on well-paved roads covering the length and breadth of our country. BharatBenz offers Off-highway trucks under Mining and Construction categories. Depending on the severity of the conditions, BharatBenz provides a plethora of options to choose between a mining tipper, construction tipper and a road tipper, ranging from 12t GVW to 55 GCW. BharatBenz has become the most respected brand in construction equipment industry, thanks to its unmatched reliability and performance. For people transportation, BharatBenz's medium duty buses cater to three distinct segments namely Staff buses, School

buses and Tourist buses. These buses have style and substance making them the go-to choice for personal mobility solution providers across India. In Heavy-duty bus segment, BharatBenz offers solution for intercity buses. Once again, these buses have become so popular among the end users that the bus ticket booking apps specifically mention "BharatBenz Bus" as a feature a premium service offering.

All these reach the customers through India's fastest growing M&HCV network. BharatBenz holds 300+ network touchpoints in India and has ambitious plans to beat its own benchmarks on expansion. Beyond quantity, the quality of these touchpoints brought another transformation in Indian CV sector. BharatBenz pioneered trendy yet functional service workshops that Indian truckers truly deserved for a very long time.

The Arsenal

BharatBenz produces its trucks and buses at Oragadam, Chennai from its state-of-the art factory. The same plant produce other Daimler truck brands such as Mercedes-Benz, Freightliner and Fuso, exporting to about 60+ countries across the Globe. As

the name suggests, BharatBenz is truly Indian having more than 90% localization. This facility is not just the manufacturing hub but also the headquarters of BharatBenz hosting an elaborate R&D, testing, procurement, supply chain, logistics, and marketing set-up. It hosts about 4,000+ direct and 10,000+ indirect workforce with one ultimate goal "To Make Our Customers Successful".

Brand Facts

- In 10 years, 2,00,000+ vehicles (including exports) rolled out of Oragadam facility
- Pushing the frontiers of reliability: 250+ trucks have crossed 10 lakh+ kms milestone and 500+ Tippers crossing 20,000 hours milestone and still running strong

Beyond the Curve

- Pushing the game further with the launch of 320 hp trucks in India
- Zero compromise on safety of products and refusing to venture into cowl-chassis market offering only factory built, tested cabins
- First and currently the only CV manufacturer in India to meet EU mandated ECE R29-03 cabin safety norms.





FUSO Product Lineup

Heavy-Duty Trucks

GVW: 20 tons

Super Great



FJ



FO



FZ



Medium-Duty Trucks

GVW: 8-20 tons

Fighter



FA/FI



Light-Duty Trucks

GVW: 3.5-8 tons

Canter



Canter EX



Electric Light-Duty Trucks

eCanter



Large Coach Buses

Aero Queen



Aero Ace



Large City Route Buses

Aero Star non-step



Small Buses

Rosa



Industrial Engines

4M50-TLE3BA
98-129kW



6M60-TLE3BA
110-200kW



6M70-TLE3A





BharatBenz Product Lineup

Haulage – Medium-Duty Trucks



Permissible gross weight:	10.7t – 14.5t
Vehicle use:	A broad range of products for logistics applications
Engines:	4-cylinder inline engines
Output:	110kW
Chassis:	4x2

Haulage – Heavy-Duty Trucks



Permissible gross weight:	16.2t – 47.5t
Vehicle use:	A broad range of products for logistics applications
Engines:	4-cylinder inline engines, 6-cylinder inline engines
Output:	125kW, 180kW, 210kW
Chassis:	4x2, 6x2, 8x2, 10x2 (Rigid tippers :6x4,8x2,10x4)

Mining Trucks



Permissible gross weight:	13t – 35t
Vehicle use:	Construction & Mining
Engine:	6-cylinder inline engines
Output:	125kW, 180kW, 210kW
Chassis:	4x2, 6x4, 8x4

Tractors



Permissible gross weight:	37.2t – 55t
Vehicle use:	Industrial freight, heavy-duty and special use transportation
Engines:	6-cylinder inline engines
Output:	180kW, 210kW
Chassis:	4x2, 6x4

Rigid Tippers



Permissible gross weight:	28t – 47.5t
Vehicle use:	Construction (long lead, rated load)
Engine:	6 cylinder inline engines
Output:	180kW, 210kW
Chassis:	6x4, 8x2, 10x4

* Daimler Buses complete vehicles and bus chassis made by Daimler India Commercial Vehicles not shown here.

Overseas Business Operations



We rely on customer orientation and local market knowledge of distributors in our global sales network, and aim to produce locally wherever possible to provide the most competitive price and the most efficient delivery process. Our production network, including those for knocked-down (KD) products, includes 17 manufacturing sites on three continents.

Production and R&D Facilities



1
MFTBC Headquarters
Kawasaki Plant / Research & Development and Purchasing Center
 Kawasaki City, Kanagawa

The Kawasaki plant is the largest FUSO truck plant, manufacturing light, medium and heavy duty trucks for Japan and export markets. It also includes the R&D center, as well as operational functions such as procurement, logistics and production planning.



2
Nakatsu Plant
 Aikawa-cho, Aiko-gun, Kanagawa

Located one hour west of Tokyo, the Nakatsu plant specializes in the manufacturing and assembly of FUSO transmissions and powertrain components. A highly automated, state-of-the-art manufacturing process ensures the reliability and durability of FUSO powertrains. Production cycles are synchronized with the nearby Kawasaki plant.



3
Kitsuregawa Proving Ground
 Sakura City, Tochigi

The FUSO proving ground two hours north of Tokyo is one of the largest commercial vehicle testing facilities in the world. With specialized equipment, procedures and staff for truck and bus testing, Kitsuregawa has been safeguarding the concept maturity and product quality of all FUSO vehicles since 1980.



4
Mitsubishi Fuso Bus Manufacturing Co., Ltd.
 Toyama City, Toyama

Located on the western coast of Japan, MFBM is one of the largest bus plants in Japan, manufacturing the entire FUSO bus range. Specializing in a high degree of customization to meet specific customer demands, MFBM produces buses for Japan and the world.



5
Daimler India Commercial Vehicles Pvt. Ltd.
 Oragadam, Tamil Nadu, India

The state-of-the-art manufacturing plant at Oragadam near Chennai, Tamil Nadu, spreads over 400 acres (160 hectares) including a highly modern test track and is also home to the company's headquarters and R&D operations. With one global quality standard, it also produces Daimler Truck's brands of FUSO, Mercedes-Benz and Freightliner, and products are exported to more than 60 markets in Africa, Asia, Latin America and the Middle East.