

DAIMLER TRUCK

Asia



Mitsubishi Fuso Truck and Bus Corporation
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Daimler India Commercial Vehicles Pvt. Ltd.,
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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 45 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 are about to unveil the next generation of eCanter in 2022, 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



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 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.



Two Companies, One Commercial Vehicle Portfolio

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 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.

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.



	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



eCanter, a pioneer among electric trucks

Manufactured by MFTBC in 2017, the eCanter 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 eCanter 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 eCanter EV truck can do

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

eCanter, a growing presence worldwide, proven reliability

Since its launch in 2017, the eCanter has been used in transportation all over the world. It operates in a range of domestic and overseas locations, including Japan, various European countries, the U.S., Australia, and New Zealand. It has also been proven to be highly reliable by its accumulated mileage, and can be used with confidence in any region.

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

FUSO — a brand of DTA — is the frontrunner in electric trucks. Back in 2010 the brand introduced a prototype of the all-electric Canter E-Cell. In 2017, FUSO started series production of an all-electric truck eCanter.





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 45 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

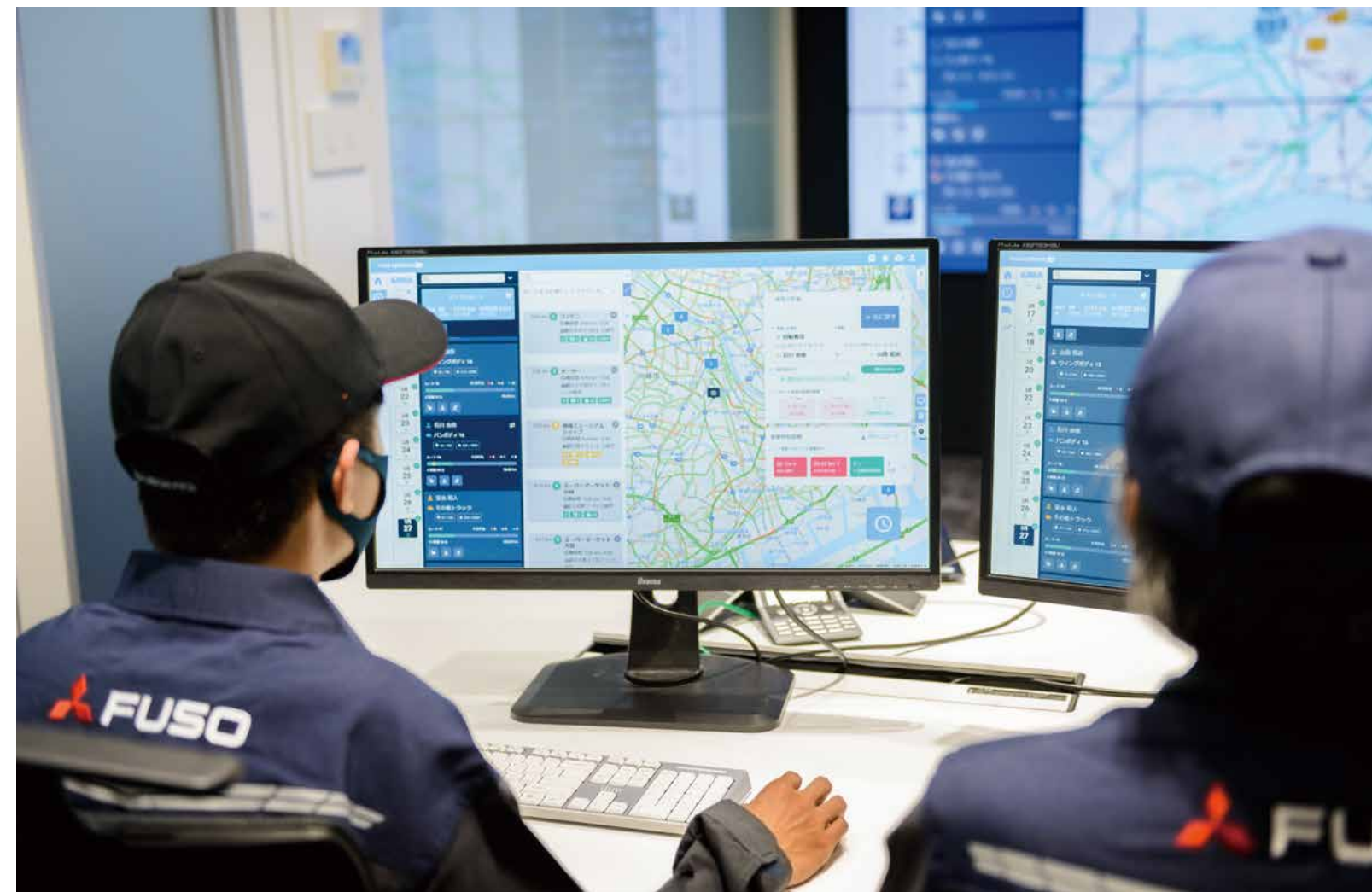
Japan, India and Beyond

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.

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.

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.





BharatBenz is the youngest member of the Daimler Truck commercial vehicle family. The brand was developed specifically for the Indian market. BharatBenz offers a range of ultra-modern trucks in all weight categories from 10 to 55 tonnes. All vehicles are produced locally, with components and parts primarily sourced from Indian suppliers. The BharatBenz models are tailored specifically to the subcontinent's market and meet a wide range of requirements in the transport and construction sectors. They are ideally suited to the climatic and economic conditions in India.

Better efficiency and pride of ownership

The key benefits of BharatBenz trucks are:
 Efficiency: fuel-efficient engines ensuring lowest Total Cost of Ownership.
 Global technology: Daimler Truck product lineage and know-how, for example in implementing emission norms such as Euro VI, means the brand brings reliable and globally proven technology to

Indian customers.
 Pride of Ownership: Owning or driving a 'Benz' product is often a source of pride.

Upgraded features and focus on digitalization for customers

The BharatBenz range achieved BSVI compliance (Euro 6 equivalent) months ahead of the government's April 2020 deadline. DICV, leveraged Daimler Truck's global network of technological expertise to quickly and efficiently localize proven Euro 6 technologies for use in the Indian market. Apart from a new bold styling for its medium and heavy-duty trucks, the all new generation of BharatBenz vehicles offers 'ProfitTechnology+'. This package of technologies and features ensures industry-leading fuel efficiency, safety, comfort and reliability for the benefit of our Indian customers. Key among the new technologies showcased were the introduction of DTA's telematics solutions 'Truckconnect' and 'Busconnect' for BharatBenz products.

These connectivity-enhancing services allow operators to track and analyse their vehicles in real time. The benefits of this include improved fleet and fuel management, reduced running costs, increased utilization of assets and improved driver performance.

"Power ahead"

First unveiled in February 2011, the brand was launched in September 2012 with the introduction of its heavy-duty haulage trucks. The portfolio was expanded with the launch of medium-duty haulage trucks (2013), construction & mining trucks and tractors (2014), and buses (2015). The pan Indian BharatBenz sales and service network of more than 270 touchpoints is being continuously expanded. In the ten years since the brand was first launched, BharatBenz has already delivered well over 125,000 vehicles to customers – an unprecedented ramp-up in the world's toughest commercial vehicle market.





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:	4×2

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:	4×2, 6×2, 8×2, 10×2 (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:	4×2, 6×4, 8×4

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:	4×2, 6×4

* 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



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.



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.



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.



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.



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.