EBERSPÄCHER – LEADER IN EXHAUST TECHNOLOGY FOR COMMERCIAL VEHICLES & NON-ROAD APPLICATIONS
Ideal Cost/Benefit Ratio

Customer-Oriented Solutions

Custom Products

Unique Applications
There is only one solution that fits your needs. You will find that solution within the Eberspächer product range. It makes no difference where in the world you require support, from prototype development through to the industrial production of large series – Eberspächer provides exactly the services you need.

From the conventional muffler to the highly complex emission control system, we provide solutions precisely tailored to your requirements for your commercial vehicles and non-road applications. Our custom solutions are naturally oriented toward the requirements of regional markets.

“Eberspächer Smart Technical Solutions” combine highly trained employees with the strong impact and reliability of a medium-sized family business and integral environmental principles as part of our corporate mission.
COMPLETE PRODUCT DIVERSITY

EURO 6 2ND GENERATION

EPA 2010 2ND GENERATION

STAGE 5

EURO 4/5

PERSONALIZED NEEDS

EMERGING MARKETS
As one of the world’s leading specialists for exhaust technology, we help vehicle manufacturers worldwide to achieve their ambitious aims. Our highly efficient exhaust systems actively contribute to sustainable mobility around the world. With the second generation of our EURO 6, EPA 2010 and TIER 4 systems for markets in Europe and the USA, and our EURO 4/5 systems for the emerging markets, we cover the entire, diverse spectrum of products for commercial vehicles and non-road applications worldwide. We have already established ourselves as the technology and market leader in the implementation of the stringent EPA 2010 emissions standards in the USA and the EURO 6 emissions standards in Europe.

Leading North American commercial vehicle manufacturers put their trust mainly in exhaust gas after-treatment technology from Eberspächer. With the introduction of the EURO 6 standard for commercial vehicles in 2013, most commercial vehicle manufacturers relied on Eberspächer exhaust systems for the implementation of the complex laws and are coordinating closely on the implementation of the second generation of these systems.
exhaust technology for commercial vehicles & non-road

the ever stricter emissions standards that began in 2004 in europe with euro 4 are placing increasing demands on exhaust systems. previously, diesel particulate filters (dpf) or scr systems (selective catalytic reduction) could usually be avoided using internal engine modifications only. the situation has become more critical since 2013 with the introduction of euro 6. combination systems consisting of diesel oxidation catalyst (doc), diesel particulate filter (dpf) and selective catalytic reduction (scr) are now indispensable. eberspächer is the technological leader here in this product field.

products & applications

euro 6 and epa 2010 combination systems

products & applications

euro 6 and epa 2010 combination systems

our combination systems do not just fulfill the strict exhaust emission standards for particulates, nitrogen oxides and hydrocarbons, but also have a high durability – performance that sets the standard. emission regulations are met, and engine manufacturers can concentrate fully on the performance optimization and dynamics of the engine.

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[ EURO 6 system, 5–8 liters displacement ]

[ EURO 6 system, 9–13 liters displacement ]

[ EURO 6 system, 9–13 liters displacement ]

[ EURO 6 system, 11-16 liters displacement ]
There is no doubt that what we have achieved so far with respect to reducing pollutants and noise is something to be proud of. But we will not stop there – there are already new challenges to be met. For example, the emissions standards for fuel-powered combustion engines have also become significantly stricter in the non-road area: With Stage V for Europe and TIER 4 in the USA, the average CO₂, NOX and HC emission values are being drastically reduced. We have risen to the challenge and have developed non-road solutions that satisfy on every level.

- Functional requirements fully met
- Innovative solutions for package, weight, back pressure and acoustics
- Proven reliability and durability
- Cost-efficiency
It is beyond doubt that demands regarding emissions limitation will continue to increase dramatically in the emerging markets of Brazil, Russia, India and China as well. A complex exhaust gas treatment system is now required where a simple muffler used to suffice. Efficient solutions to comply with the emission standards of tomorrow will also be a clear competitive advantage here.

For example, at the Jiading and Xi’an locations in China we are manufacturing CHINA 4 exhaust gas after-treatment systems for trucks and buses for the regional market and according to regional specifications. The production facilities are already designed for the future stricter emissions standards so that CHINA 5 and CHINA 6 emission control systems can be produced locally in the future.
63 LOCATIONS IN 25 COUNTRIES

EUROPE

USA

RUSSIA

CHINA

BRAZIL
GLOBAL PRESENCE

MANY ROADS LEAD TO EBERSPÄCHER – THEY ARE SHORT WORLDWIDE

The automotive industry is meeting global challenges with regional production and development facilities – and Eberspächer accompanies this development on a worldwide basis. Close collaboration with the customer is very important for joint success – including at international level. We are therefore involved in all the key markets in Europe, America and Asia in order to work closely with our customers to meet the challenges presented by increasingly stringent environmental standards.
GLOBAL PRESENCE

MANY ROADS LEAD TO EBERSPÄCHER – THEY ARE SHORT WORLDWIDE

The company network of the Eberspächer Group of Companies extends around the globe. Over 60 locations in more than 25 countries cover the key markets of the international automotive industry. Research, development, purchasing, sales, customer service and production are mostly located in the direct vicinity of our customers. Assembly plants on four continents are established to provide optimized delivery and logistics.

Eberspächer is consistently expanding this global presence – with a focus on the new growth markets in China, Russia and Brazil. Research, development, purchasing, sales, customer service and production are mostly located in the direct vicinity of our customers. Assembly plants on four continents are established to provide optimized delivery and logistics.

Eberspächer is the market leader in commercial vehicle exhaust systems in compliance with EPA 2010 in the USA and in compliance with EURO 6 in Europe. We supply our European customers through our factory in Wilsdruff/Germany – one of most modern production facilities in this sector worldwide – as well as via our factory in Nyköping/Sweden. Our US customers are supplied out of Brighton, MI which is one the largest commercial vehicle exhaust gas after-treatment plants in the world.

The Asian market for commercial vehicle is supplied by our plants in Jiading close to Shanghai and by a Joint-Venture with Shaanxi in Xi’an. All together a perfect global network for innovative exhaust gas after-treatment systems.
[ The global presence of Eberspächer exhaust technology ]

**AMERICA**
- Brazil
- Sorocaba
- **USA**
- Belvidere, IL
- Brighton, MI
- Greenville/Spartanburg, SC
- Northport/Tuscaloosa, AL
- Novi, MI
- Wixom, MI

**EUROPE**
- **Germany**
- Erden
- Esslingen
- Homburg
- Munich
- Neunkirchen
- Schwäbisch Gmünd
- Wilsdruff/Dresden
- **France**
- Elancourt/Paris
- Maubeuge
- St. Michel
- **Great Britain**
- Coventry
- Cowley/Oxford
- **Italy**
- Castelalto
- Turin
- **Russia**
- Moscow
- St. Petersburg
- Togliatti
- **Sweden**
- Nyköping
- **Czech Republic**
- Rakovnik
- **South Africa**
- Port Elizabeth
- Rosslyn

**AFRICA**
- **South Africa**
- Port Elizabeth
- Rosslyn

**ASIA**
- **China**
- Changchun
- Dalian
- Foshan
- Beijing
- Shanghai
- Xi’an
- **Japan**
- Yokohama
- **South Korea**
- Seoul
LARGE SERIES

SMALL SERIES

PROTOTYPES

SPECIAL SERIES

TRANSFERRABLE PROCESSES
Every Eberspächer exhaust system is tailor made. Despite this, our demands on all processes, from development through to production, are the same around the world. The versatility in Eberspächer’s manufacturing network is almost unlimited: All solutions can be realized, from fully automated production for high volume applications through partially automated production for lower volume applications to flexible production for specialty applications.

Other resources include our prototype production, with several locations in Germany, and the specialists from our subsidiary Prototechnik, who assist with their outstanding know-how and further enhance our manufacturing expertise.
We collaborate very closely with our customers when it comes to quality. Exclusive contact partners for every customer ensure quality. Suppliers are also directly involved in processes. Our team of experts regularly evaluates their performance and ensures continuous optimization of product quality and the production process.

With globally uniform standards, we ensure that processes in development and production planning are perfectly coordinated and series delivery functions smoothly. Intense know-how transfer between the different locations and plants is of great strategic importance here.

Highly automated processes run in our production plants, which we always maintain at the latest state of the art. All production processes are thoroughly planned in advance, systematically monitored and continuously optimized. This way, we offer our customers top quality at competitive prices.

We know what we owe our reputation as a technological and quality leader. Our quality management covers all processes worldwide.
TECHNOLOGICAL LEADER

INNOVATION LEADER

ACTIVE NOISE CANCELLATION

HEAT RECOVERY

LIGHTWEIGHT CONSTRUCTION

PIONEERING TECHNOLOGIES
Technological leadership is a tradition at Eberspächer, and we are consistently on the path of innovation. In 2011, we were awarded Volvo’s Innovation Prize for our EUR06 commercial vehicle after-treatment technology.

Eberspächer is the technological leader in the area of exhaust technology for commercial vehicles and non-road applications. Since the introduction of limit values, we have been actively involved in developing innovative solutions for increasingly strict legal regulations. Our highly efficient exhaust systems actively contribute to sustainable mobility around the world.
In order to preserve our technological and innovation leadership into the future, we consistently invest in global developments over the long term and ensure attractive unit prices through continuous product and process optimization. In doing so, we do not concentrate exclusively on diesel drives, but instead combine the technologies and know-how of the entire Eberspächer Group of Companies highly effectively.

Pioneering technologies – such as hybrid drives, lightweight design or the topic of fuel cells – are thereby actively integrated into the research work.
[ EURO 6 system, 5–8 liters displacement ]
WE UNDERSTAND OUR CUSTOMERS’ REQUIREMENTS

It is this particular mix of customer understanding, corporate responsibility and highly motivated employees that makes Eberspächer a very special partner to have and the leader in the field of exhaust technology. Adopting the customers’ viewpoint doesn’t just mean knowing their expectations. We want to do more – and realize your desires as early as in the project phases.

For our customers, we are therefore an active partner that develops and provides solutions to their requirements with an in-depth knowledge of the market, the required products and the legal regulations. To this end, we compare proven technologies with the latest innovations as early as the implementation process – worldwide.

In this process, the focus always remains on the developed, customer-specific “design” – the product solution. The reliability and assurance of product features is of the utmost importance. This also refers to the process reliability of the delivery scope through to the end of production. For us, that means entering into a genuine, long-term partnership.
Eco-friendly technologies are the key objective in the commercial-vehicle sector. Manufacturers that already meet future statutory requirements will secure an important lead over competitors. Moreover, it is clear that the requirements regarding emission restrictions will tighten around the world, especially in view of increasing mobility in the emerging markets of Asia and South America.

The list of demands on material and functions is a long one, and the available development time is short in most cases. That’s why we think far ahead: The suitability of technical systems and processes for series production is our priority from the early research stages. Uniform development methods and standardized tools allow our employees to exchange their know-how worldwide and implement customer requirements everywhere.

Eberspächer engineers have a feel for technological trends and can correctly assess the future potential of innovative ideas. The focus here is on products and solutions that contribute decisive advantages for coming vehicle generations and strengthen our position as a technological and quality leader. Part of Eberspächer’s corporate culture is to promote innovations across the company in a targeted manner – to your advantage.
KEY CUSTOMERS, EXHAUST TECHNOLOGY FOR COMMERCIAL VEHICLES & NON-ROAD

Commercial vehicles:
- Daimler
- Detroit Diesel Cooperation
- EvoBus
- Freightliner
- Irisbus
- Iveco
- Mack
- MAN
- Neoplan
- UD Trucks
- Renault Trucks
- Scania
- Shaanxi
- Volvo
- Yuchai

Non-road:
- Agco
- Bosch Emission Systems
- CNH Industrial
- Deutz
- Deutz-Fahr
- Fendt
- Fiat Power Train
- John Deere
- Linde
- Still
- Valtra
- Volvo Construction Equipment

KEY PERFORMANCE INDICATORS OF THE GROUP OF COMPANIES

Sales in millions of euros (out of which export quotas in percent)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Export Quota</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>4,370.8</td>
<td>67.4%</td>
</tr>
<tr>
<td>2014</td>
<td>3,598.5</td>
<td>62.4%</td>
</tr>
</tbody>
</table>

Research and development expenditure in millions of euros

<table>
<thead>
<tr>
<th>Year</th>
<th>Expenditure</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>149.6</td>
</tr>
<tr>
<td>2014</td>
<td>138.2</td>
</tr>
</tbody>
</table>

Number of employees*

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>8,611</td>
</tr>
<tr>
<td>2014</td>
<td>8,385</td>
</tr>
</tbody>
</table>

* average number of employees, including apprentices

Capital investments in fixed assets** in millions of euros

<table>
<thead>
<tr>
<th>Year</th>
<th>Investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>123.2</td>
</tr>
<tr>
<td>2014</td>
<td>142.5</td>
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</tbody>
</table>

** without changes in the consolidated Group
As a family-owned company that traditionally attaches great value to its independence, we have set ourselves the goal of lasting growth. In doing so, we first and foremost place our trust in our employees: Team spirit, pleasure in responsibility and personal development advance the entire Group of Companies. We promote sharing and cooperation as well as dependable internal and external relationships at all levels. Loyalty, respect, tolerance and mutual trust are at the core of all partnerships for joint success. This has been the basis for the success of our Group of Companies – for 150 years.
PARTNERSHIP

DYNAMISM AND FLEXIBILITY

Founded in 1865, we have remained a family-owned company with the lean structures of a medium-sized company. Our managing partners already belong to the fifth generation of the company. We can determine the strategic orientation, the priorities and points of emphasis in our daily work ourselves. We place our trust in lasting business relationships. Passion, a sense of proportion and a clear growth strategy are the engine driving the development of the entire Group.

Today, Eberspächer is one of the leading system suppliers for exhaust technology, vehicle heaters and bus AC systems. We are also an expert and innovative partner to the global automotive industry in the field of automotive electronics and air-conditioning systems for special vehicles. Pioneering products from Eberspächer improve the performance of passenger cars and commercial vehicles around the world and perceptibly enhance comfort and safety.

Thinking entrepreneurially – acting responsibly. This made Eberspächer great. We were always prepared to develop further and bring innovative products and solutions to new markets. Our global presence now requires the same global structures and processes as in a large corporation. Nevertheless, we have preserved the virtues of being a medium-sized company: dynamism, flexibility and a generous share of pragmatism.

1865
Eberspächer forms a workshop for metal-framed roof and wall glazing.

1931/33
Production of mufflers and development of heaters begins.

1953/54
Pre-heaters for the VW Beetle go into series production. The 1 millionth muffler leaves the factory.

1995
Introduction of the modular Hydronic product family: a comprehensive range of pre-heaters for passenger cars and commercial vehicles.
Series production of close-coupled catalytic converters with especially high efficiency.

Eberspächer acquires the Prototechnik division from Ricardo and expands it to form a competence center for special series production and lightweight design.

Eberspächer takes over 100% control of what to then had been the Eberspächer Exhaust Technology Sweden AB joint venture.

The company is represented with 60 locations in 25 countries on four continents.