

FORD TRUCKS

Welcome

SHARING THE LOAD





FORD TRUCKS

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Eastern Europe & Balkans



SHARING
THE LOAD



Company Overview

International Operations

Product Strategy



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Product Strategy



TRUCKS

Highlights - 2018

Company Overview



2018 Capacity
455,000

Transit Family
330,000



Transit Courier
110,000



Ford Trucks
15,000

Net Sales : \$ 7 billion
Export : \$ 5.7 billion

Employment : 10,600
(including 1,500 R&D)



Commercial Vehicle Line Up

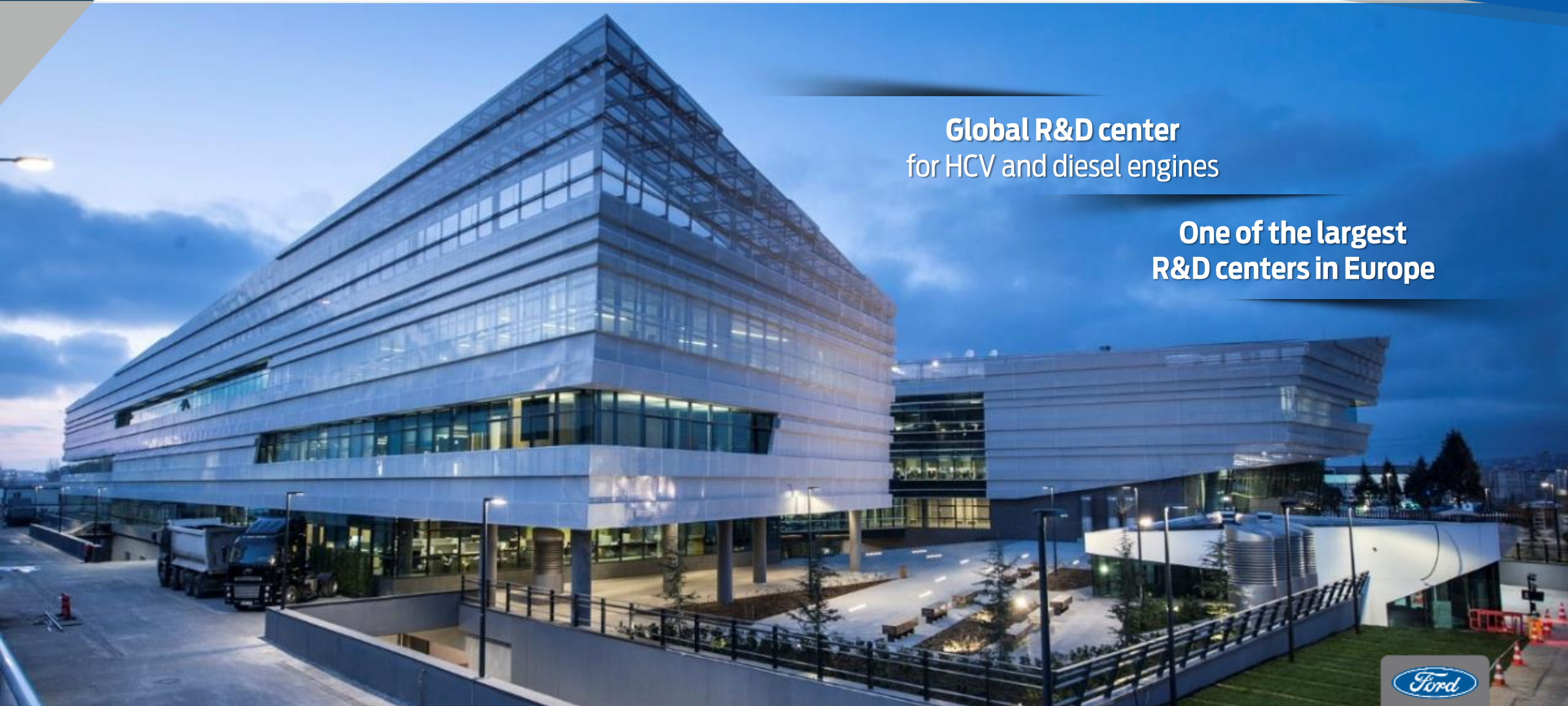
Company Overview



TRUCKS

Global R&D center
for HCV and diesel engines

One of the largest
R&D centers in Europe



TRUCKS

Ford Otosan has the capability and infrastructure to design, develop and test a complete vehicle end-to-end, including its engine and engine systems.



Sancaktepe R&D Center

- Center of Excellence for heavy trucks and related diesel powertrains
- Design studio and CAVE lab
- Vehicle and engine HIL labs

Gölcük R&D Center

- Engine & vehicle testing
- Development workshops

İnönü Product Development

- Prototype engine manufacturing and testing
- The only facility to test extra heavy engines over 13L in Turkey

Light Commercial Vehicle Plant

Company Overview



Transit & Tourneo Courier Production



Medium Commercial Vehicle Plant

Company Overview



Transit & Custom Production



Heavy Commercial & Engine Plant

Company Overview



Truck Production Capacity

: 15,000

Engine Production

: 80,000

Covered Area

: 80,000 m²

Total Area

: 1.1 M m²

Truck Plant



Engine Plant



TRUCKS



25,000 m² Warehouse





FORD OTOSAN



Motor ve Aktarma Organleri Fabrikası

Company Overview

International Operations

Product Strategy



TRUCKS

Russia - Production

International Operations

 **ABTOTOP**
(Avtotor)

**Production
in Kaliningrad**



Poland - Parts Distribution Center

International Operations

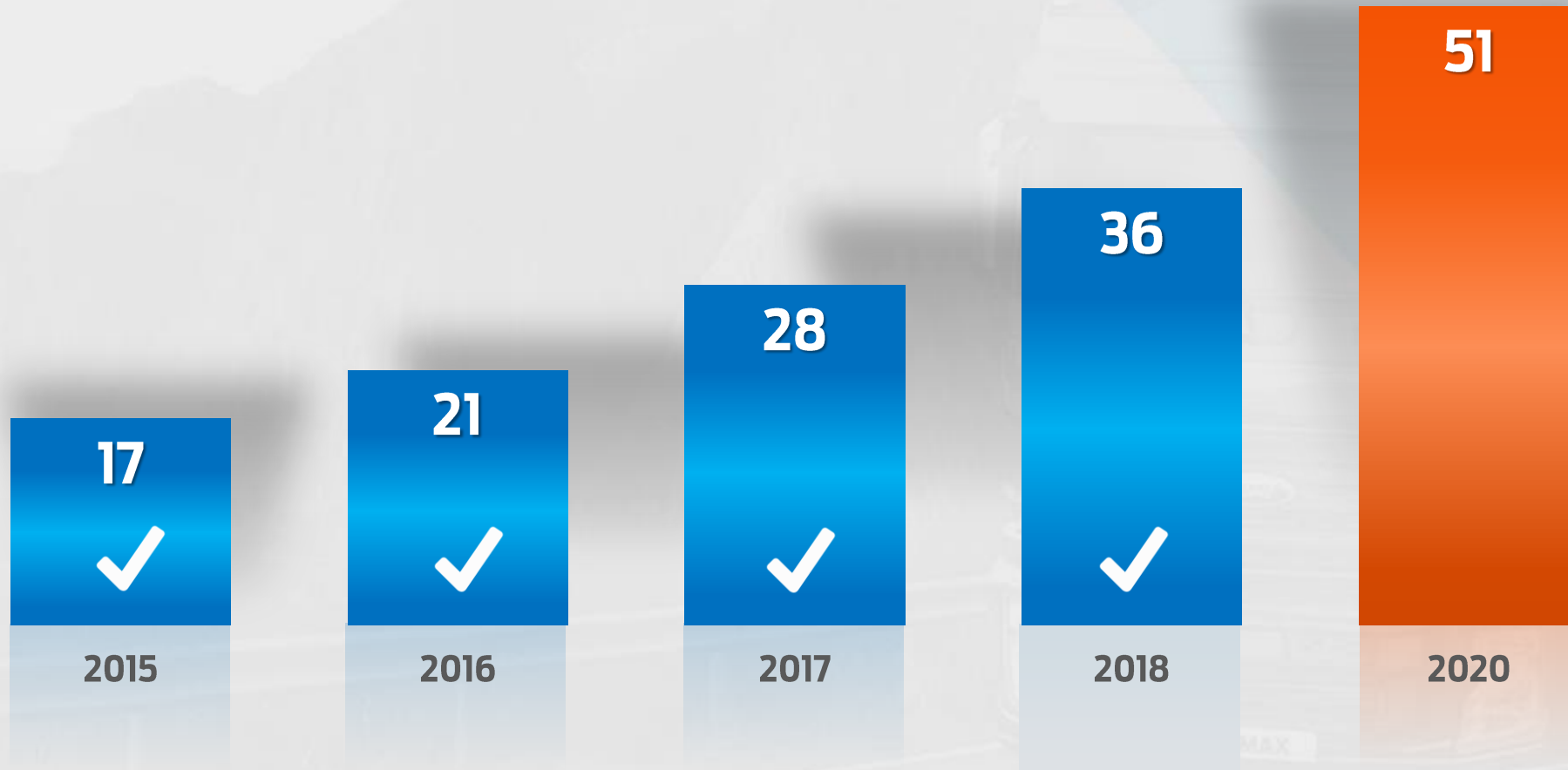


1,000 m² Warehouse



Number Of Countries With Assigned Distributors

International Operations



Network Development in International Markets

International Operations

2017

28 Countries

2018

36 Countries



Ford Trucks Dealer Network

International Operations

17

2019

Countries in Europe

8

Countries in Africa

9

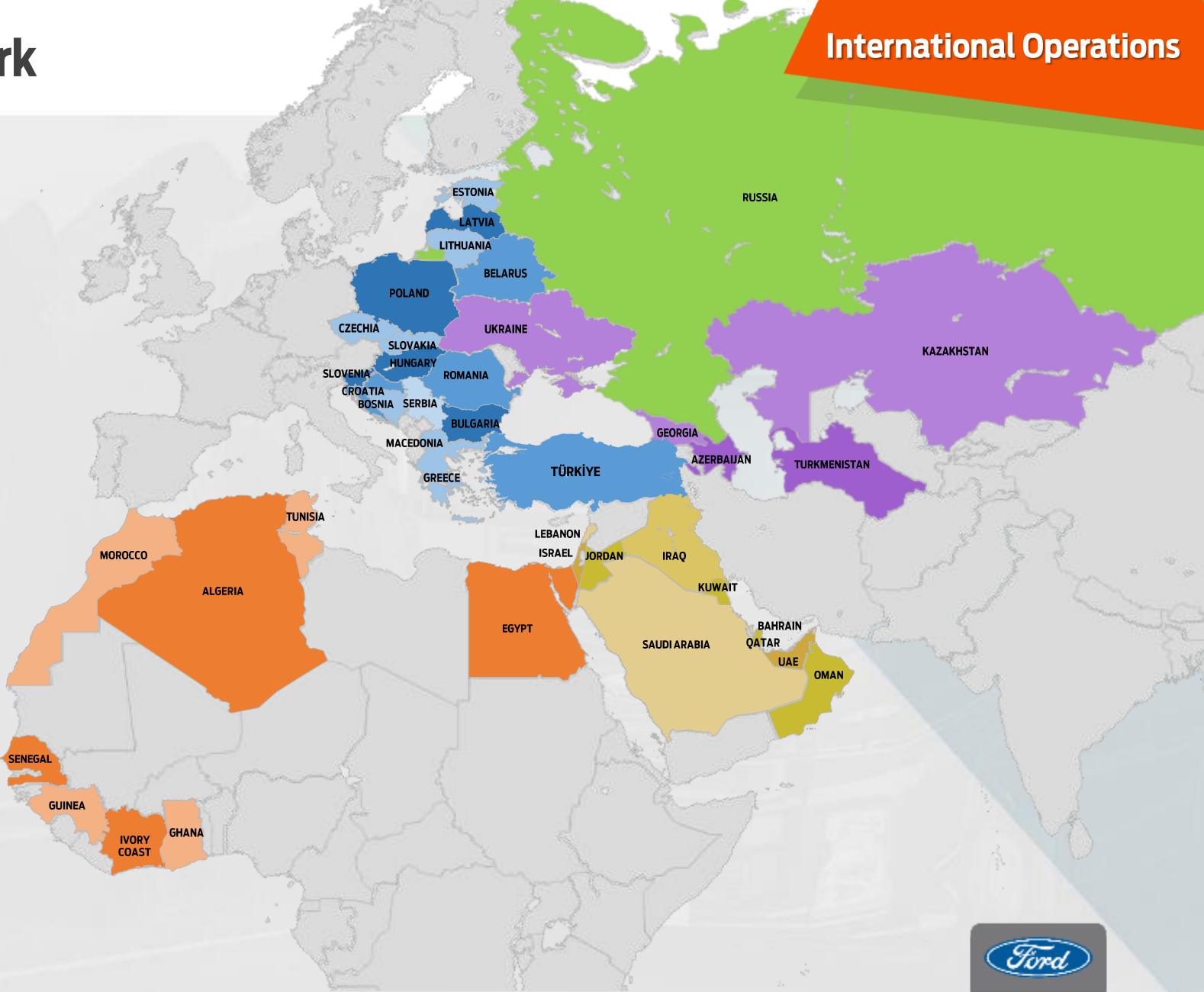
Countries in Middle East

6

Countries in Eurasia

1

Russia



Ford Trucks Service Network

International Operations

+70 dealer
applications
following IAA
Hannover





Company Overview

International Operations

Product Strategy



TRUCKS

59 Years Experience

F600 series
1960 - 1966



D750 & D1210
1966 - 1984



Cargo 1812
1985 - 1998



Cargo 98MY
1998 - 2003



Roadtruck
2003 -



Tractor
2007-.....



Construction
2010-.....



Global Tractor
2012-.....



New Line-Up
2016-.....



F-MAX
2018-...



Proving Ground



Engine Test Center



Testing in various climates and road conditions all around the world



Turkey

Turkey – Otokar



Brazil - Tatui Proving Ground, (Durability Test)



Arabia - hot climate test

ENGINE

12,7L 420 PS & 480 PS
2150 Nm & 2500 Nm



9L 330 PS
1300 Nm



AXLE



TRANSMISSION



Tractor



Long Haulage:

Tractors, 4x2 and semi trailer applications.
GCW 44 tons.

\$400 Million Investment



Tractor



Long Haulage:

Tractors, 4x2, 6x4 and semi trailer applications.

GCW over 40 & 60 tons.

Construction



Construction Trucks:

Tipplers, Transmixers, Concrete Pumps.

Mainly 6x4, 8x4, 4x2, 6x2 and 8x2 applications.

Road Trucks



Distribution Trucks:

Mainly used for local distribution.

4x2, 6x2, 8x2 and 6x2 full trailer applications.



Municipal & Special Trucks:

Mainly used for municipality, army and various applications.

4x2, 6x2 and 8x2 applications.



TRUCKS

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Thank You



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