



TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.

Tofaş



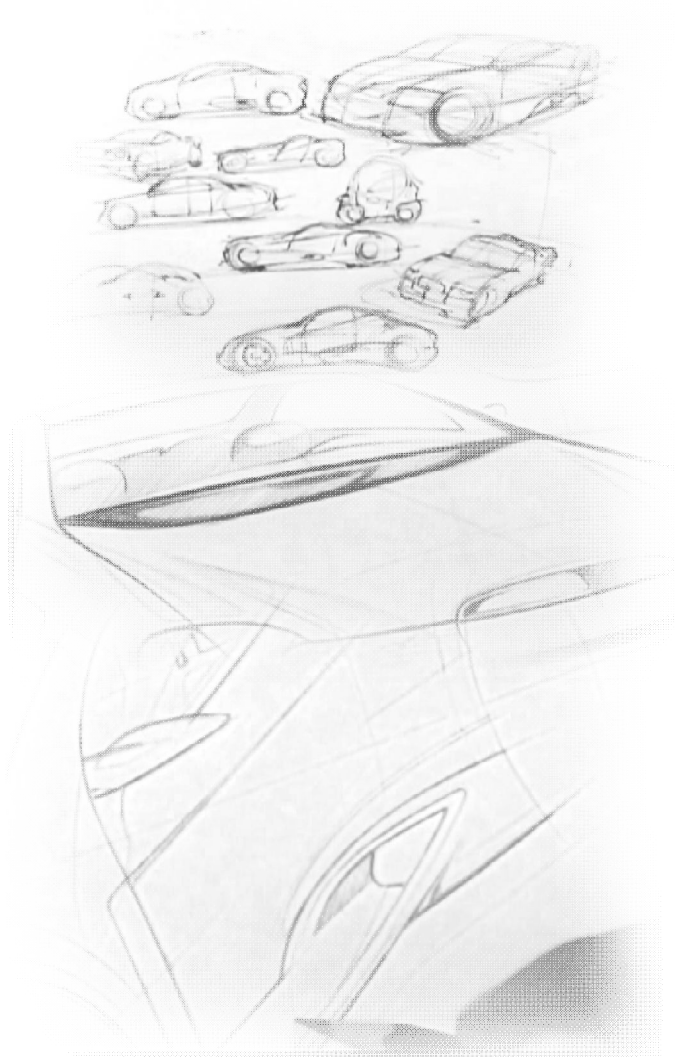
TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.



Akın Ergür
TOFAŞ A.Ş.
Purchasing Directorate
Strategic Sourcing & Project Administrator



TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.



Agenda

- Tofaş overall
- Tofaş R&D

TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.



TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.

Established : 01 October 1968
Production : 12 February 1971

Partnership : FIAT AUTO S.P.A. : 37.86%
Structure : KOÇ HOLDİNG A.Ş. : 37.86%
: OTHERS : 24.28%

FACTORY LAYOUT (1970-2008)



TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.

1970



Total Area : 734.000 m²
Total Covered Area : 62.000 m²

2008



933.832 m²
346.275 m²

TOFAŞ PRODUCTION UNITS



TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.



TOFAŞ PLANT OTHER UNITS



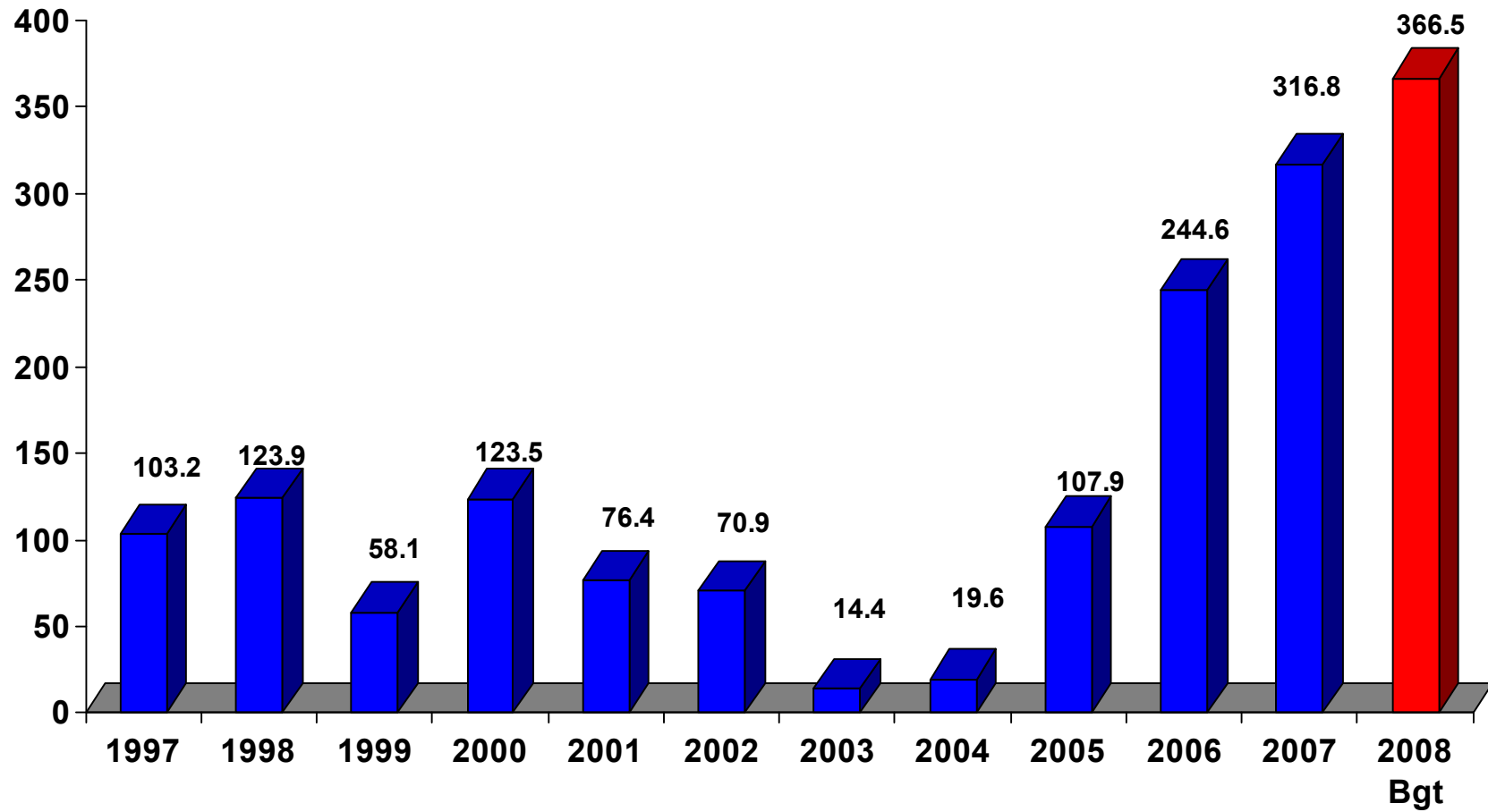
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INVESTMENTS (€ MILLION)



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EMPLOYMENT



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TOTAL TOFAŞ

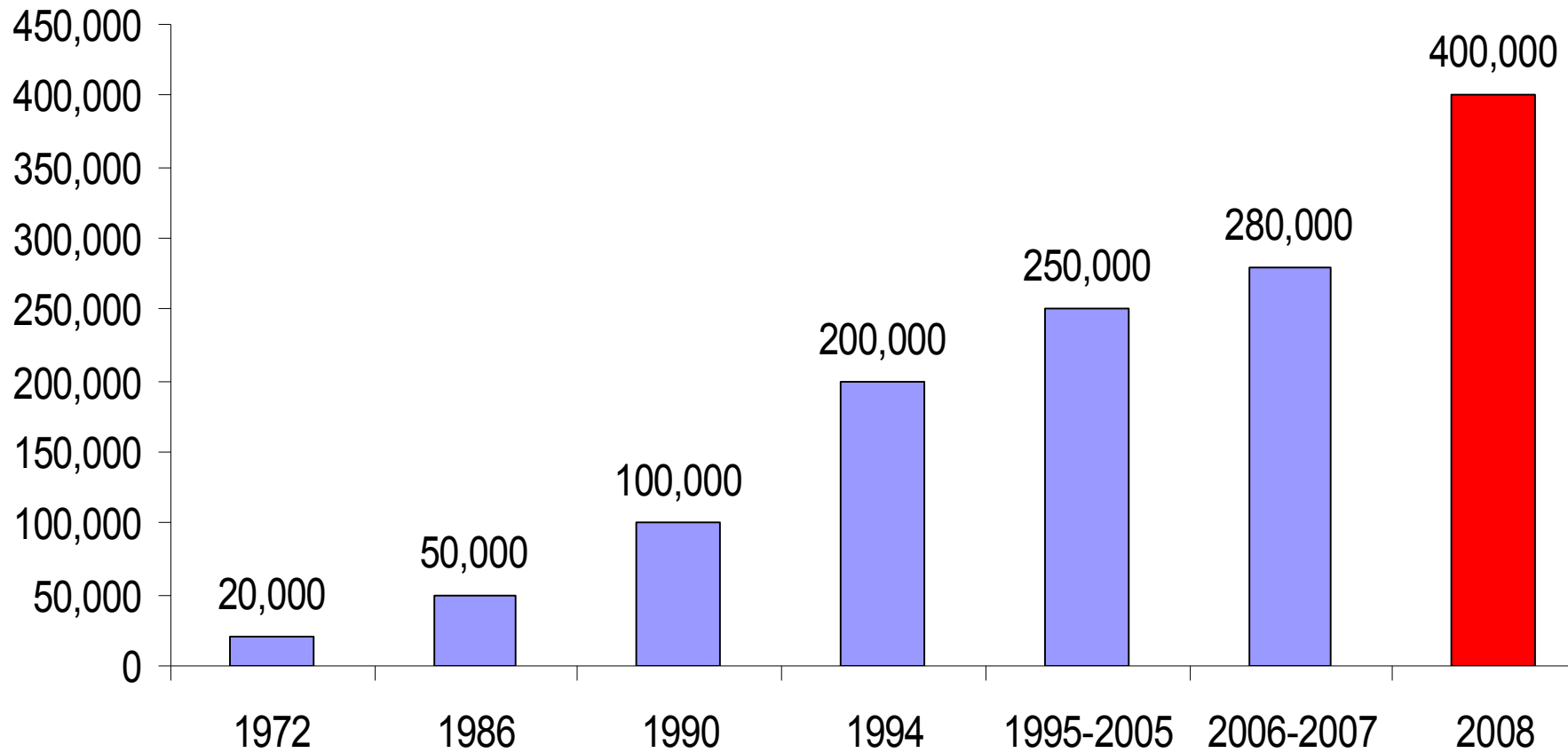
YEAR	BLUE COLLARS	WHITE COLLARS	TOTAL
Dec-06	4339	919	5258
Sep-08	7493	1254	8747

	BLUE COLLARS	WHITE COLLARS	TOTAL
EXPERIENCE	7,7	9,8	8,0
AGE	30	36	31

PRODUCTION CAPACITY (1972-2007)



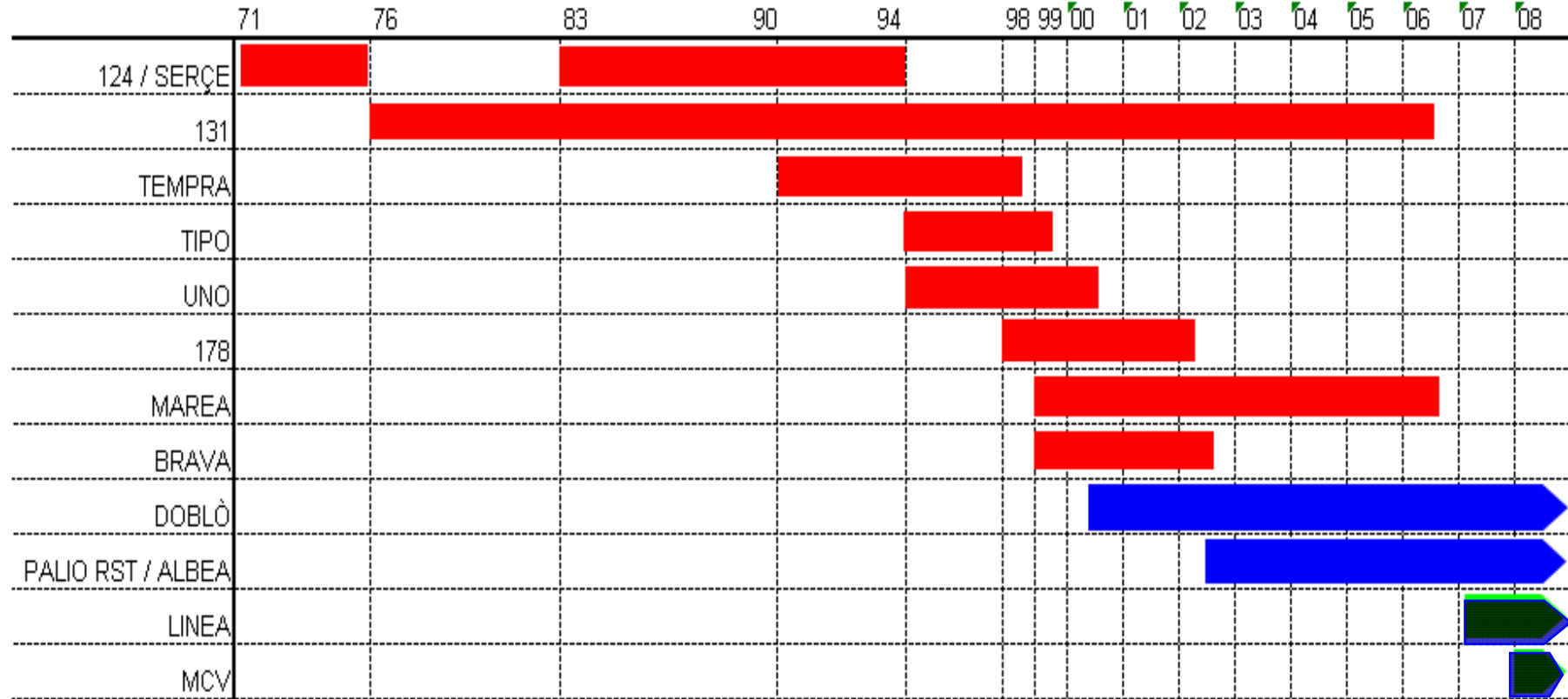
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TOFAŞ PRODUCTIONS (1971-2008)



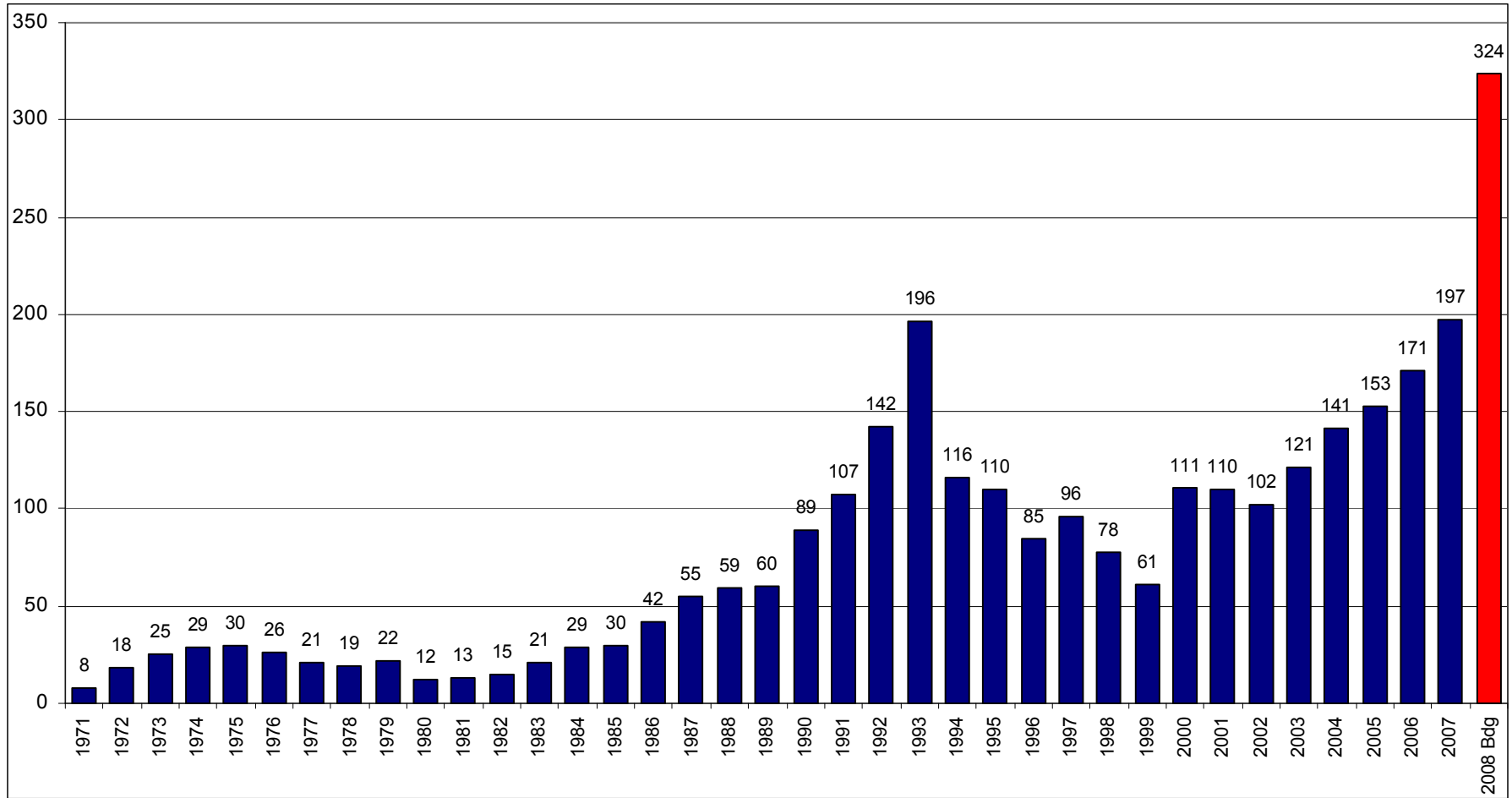
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PRODUCTION (1971-2007)



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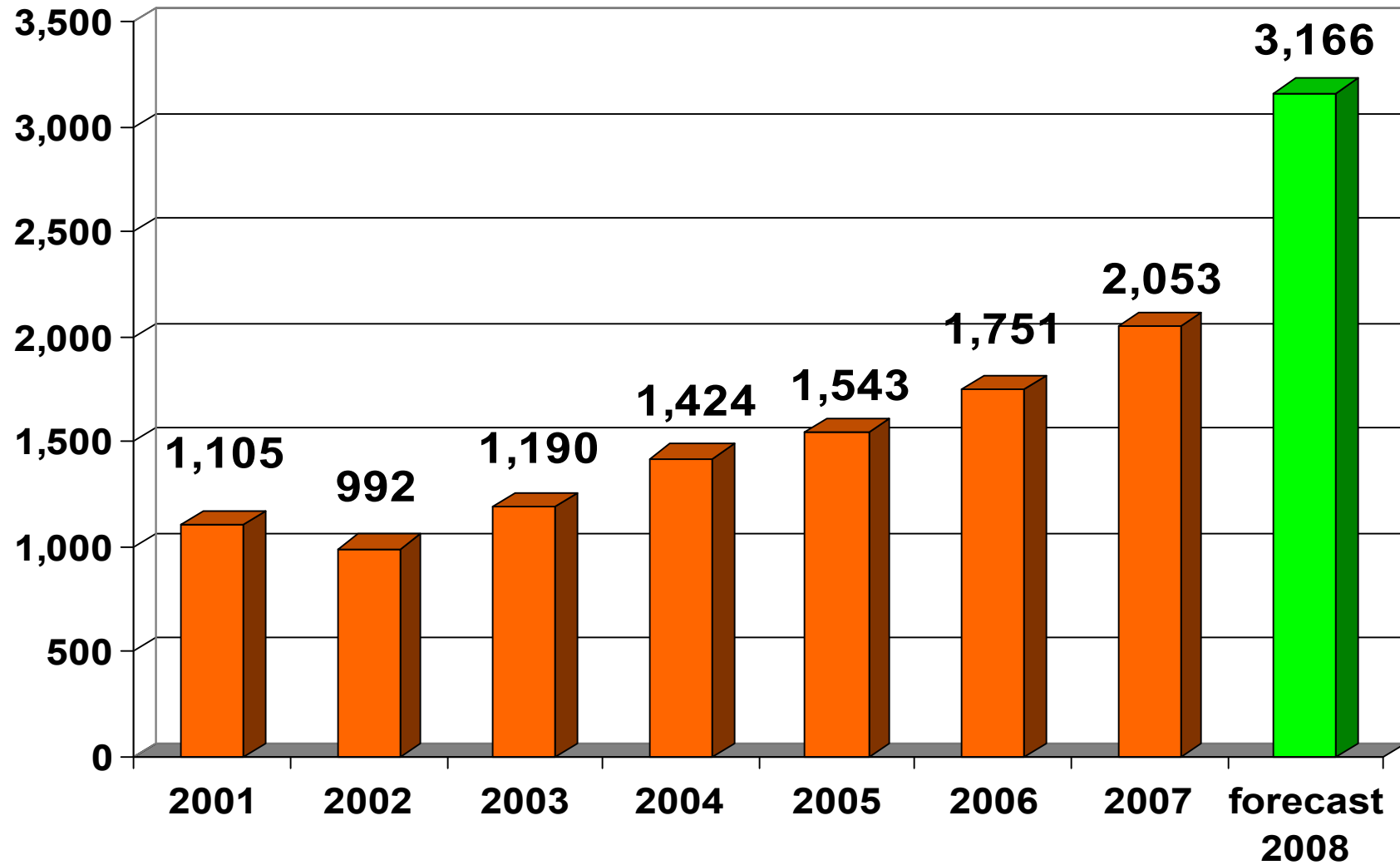


x1000

Sales 2000-2007 (m €)



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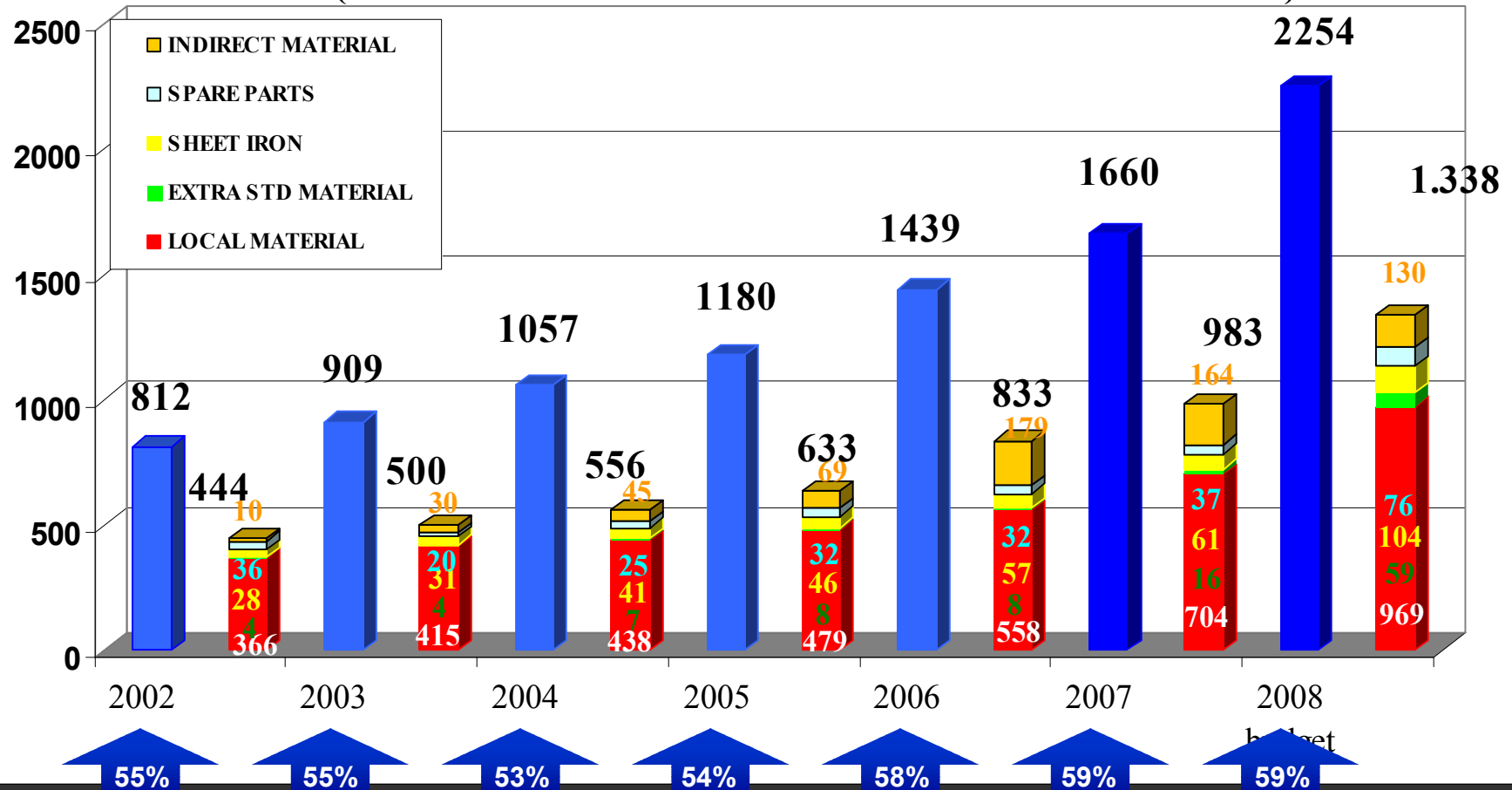
Yearly Purchasing (m€)



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Realized Total Purchasing

(LOCAL+ SHEET IRON+EXT STD+INDIR MATER+SPARE PARTS)



New Projects - Fiat Linea



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- **Production start : May/07**
- **Annual production volume : 60.000 units (1/3 export)**
- **The total investment for the project : 170 m€**

New Projects - Mini Cargo



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- light commercial vehicle for Fiat, Peugeot & Citroen brands
- Annual production volume : 165.000 units, 95% to be exported
- The investment : 380 m€
- Tofaş has the product development responsibility and owns the intellectual property right.

P263 Project



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passenger



Gallery

MPV



commercial



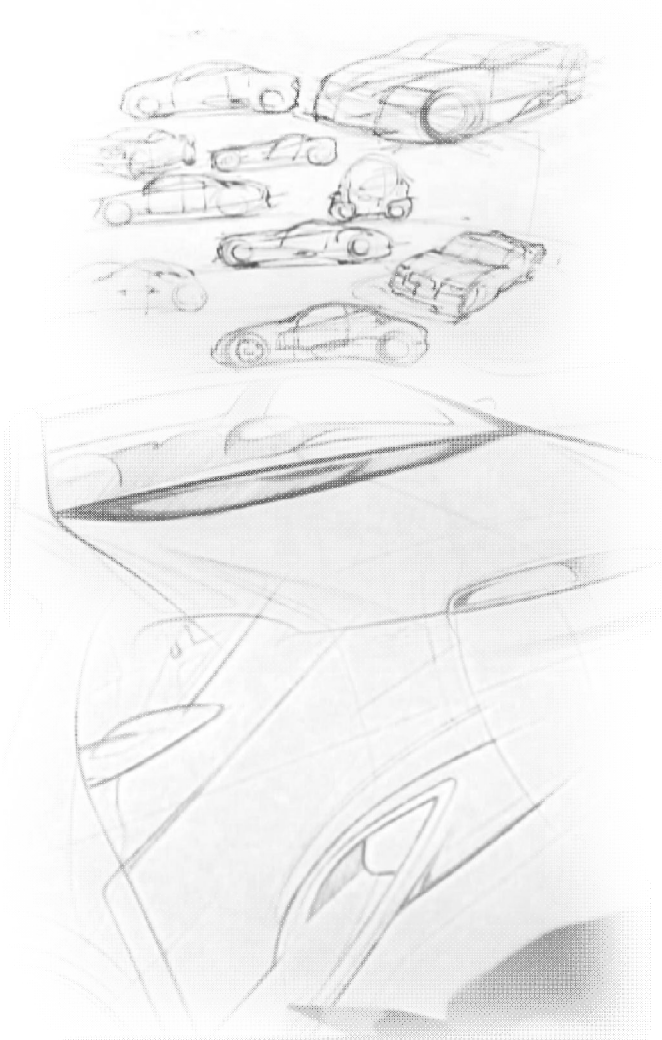
Passenger car +
Commercial vehicle +
MPV



- intelligent and safe vehicle
- Low fuel consumption
- Low emission
- Environmental friendly



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TOFAŞ TÜRK OTOMOBİL FABRİKASI A.Ş.

Automotive Industry Vision:

with annual production of 2 million vehicles;

- #10 in the world and #3 in EU total motor vehicle production
- Be one of the top 5 R&D investing country in EU



Tofas Vision:

The leading Turkish automotive company and the preferred regional R&D
and manufacturing center of Fiat



Tofas R&D Vision :

Become Fiat Auto's most competitive and self reliant LCV and
Passenger vehicle development center by 2010



R&D History



- Established
 - in 1994
 - with 8 members
- Today
 - 25 m€ total facility investment
 - 410 members
 - 4 different location
 - Bursa Demirtaş – R&D Centre
 - Bursa Görükle – Platform
 - Gebze – Mekatro
 - Ankara – METU Teknopark



- Office Area : 2.400 m²
- Labr Area : 6.000 m²
- Proto shop : 6.000 m²
- Office Capacity : 310 people

Tofaş R&D Capabilities

•Vehicle Design

- body design
- chassis design
- trim design
- electrical design
- pwt integration
- packaging

•Prototype Manufacturing

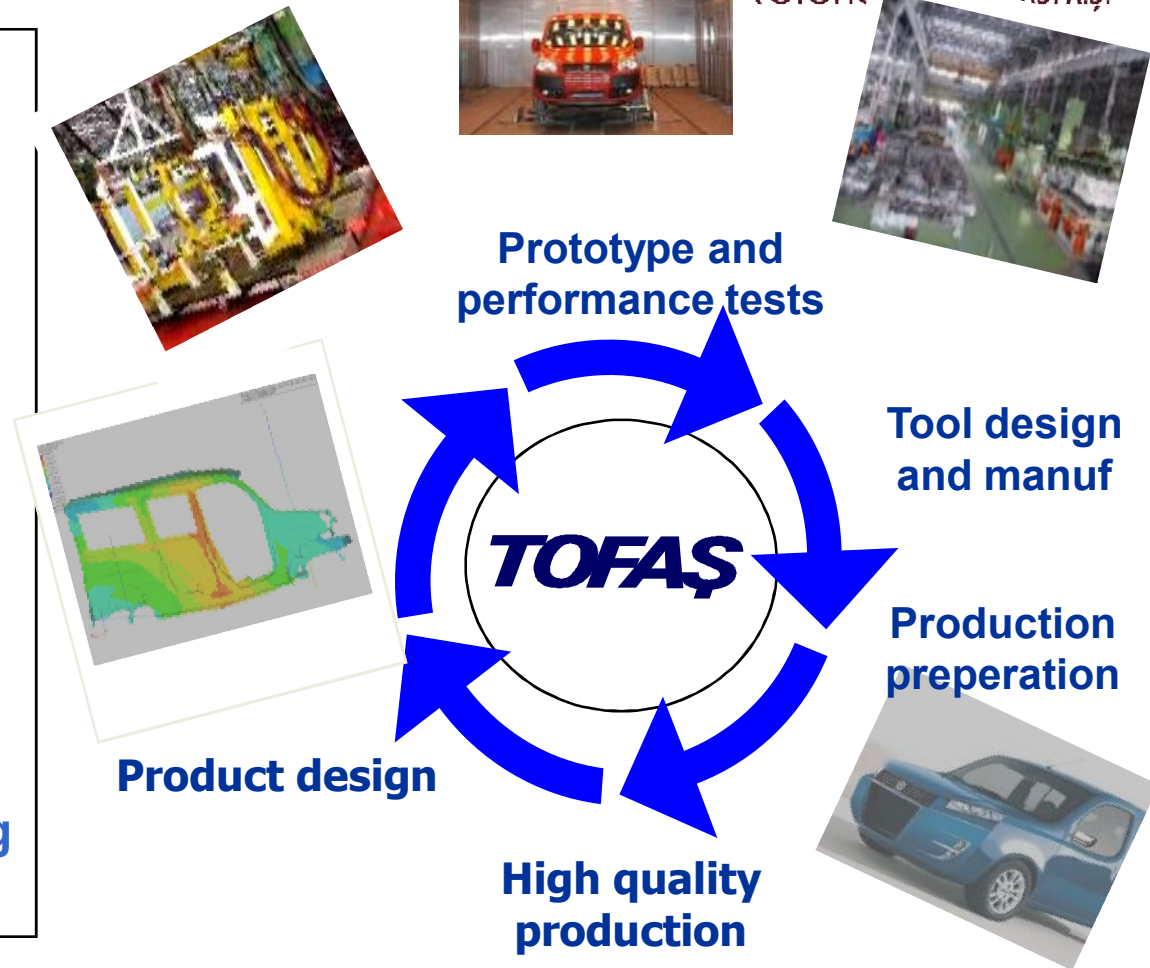
•Performance Testing

- road tests
- NVH tests
- bench tests

•Material Engineering

•Tool Design & Manufacturing

•Vehicle Homologation

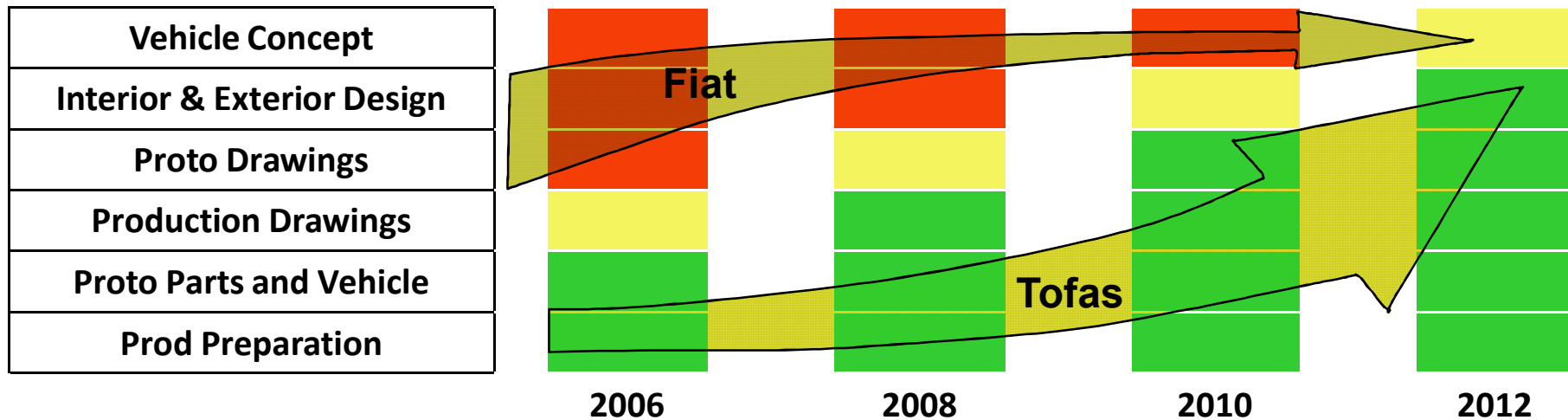
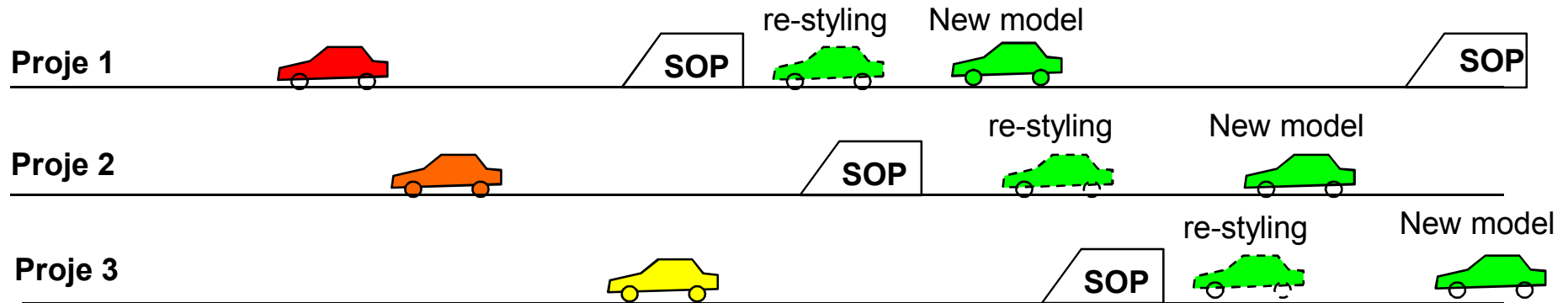


➔ Tofas is targeting to be self reliant development centre by 2010

Toward 2012 ~ Steps of local development ~



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- ➔ Tofas responsibility will be expanded in phases.
- ➔ Local Suppliers are expected to develop their codesign capabilities in line with this plan



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Thank You...