

Perkins

The heart of every great machine



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 **Perkins®**

Customer First

- Global enterprise resources are committed to satisfy the needs of the OEM and their customers
- Timely engine platform development with cost-efficient machine integration at the OEM
- Supply chain excellence from component supplier to machine installation to reduce cycle times and improves efficiency at the OEM
- Class leading product support offering parts and service to end-customers through the multi-outlet network of Perkins distributors and dealers

All achieved through 6 Sigma & the Cat Production System



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Perkins - a Caterpillar Company

Perkins brand enhanced by parent brand of global reach and premium quality:

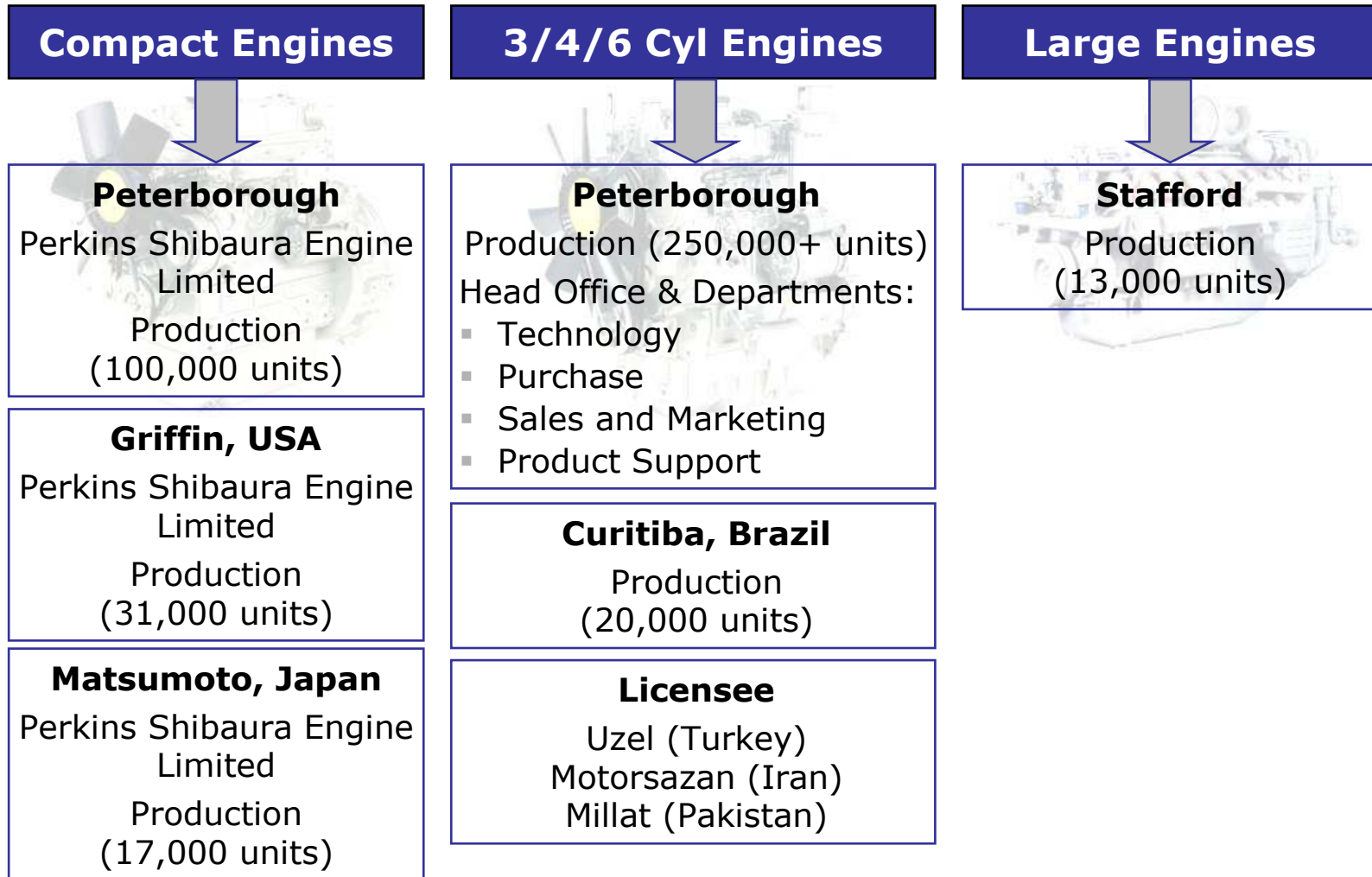
- Ethos of trust, integrity, partnership
- Technology leaders and innovators providing long-term solutions for engine integration, electronic management and servicing
- Professional dealer network with class-leading processes, systems and standards
- Cat Logistics Services
Experts in inventory management, parts distribution and logistics services
- Cat Finance
Offer a range of financing alternatives for customers
- OEM Solutions
Provide packaged solutions from in-house product capabilities



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Perkins Organisation



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Peterborough

HQ for Perkins

- **Operations**

- 1,850 personnel
- Four assembly tracks and majors machining

- **Sales, Marketing, Finance, IS and Engineering**

- 850 personnel



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Perkins – the Compact Industrial Engine Brand

- Engineering excellence and proven technology, right for the job
- Application and machine integration expertise
- Intimate knowledge of diverse markets and applications
- Commitment to local solutions direct from Perkins or through our partners
- Product support excellence and network coverage



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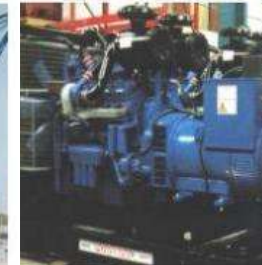
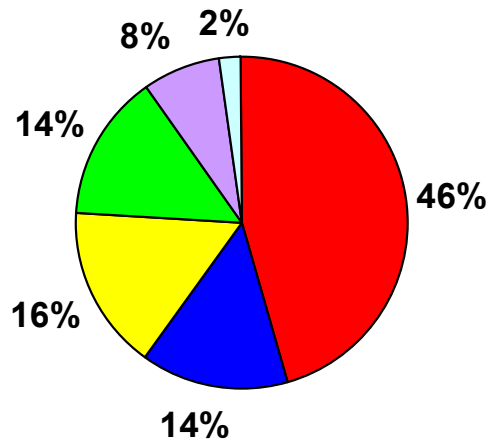
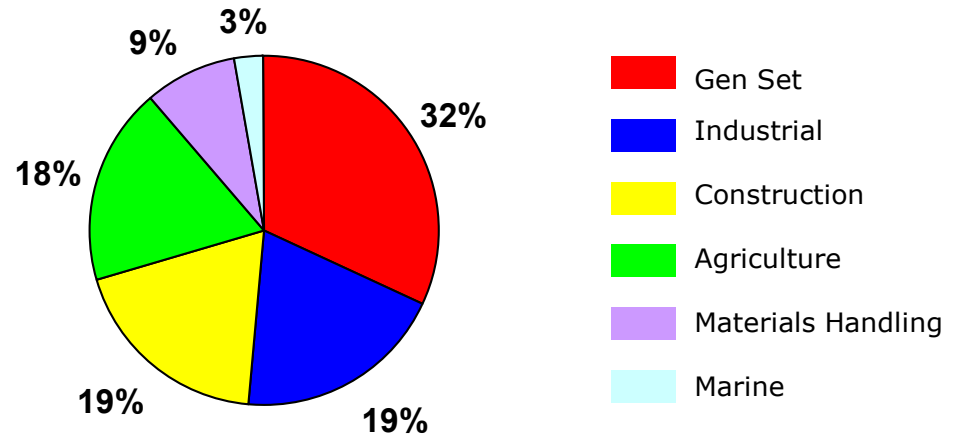


Sector Diversity

380,00 engines sold

2006

USD 1.5 Bn engine sales



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The Power Range

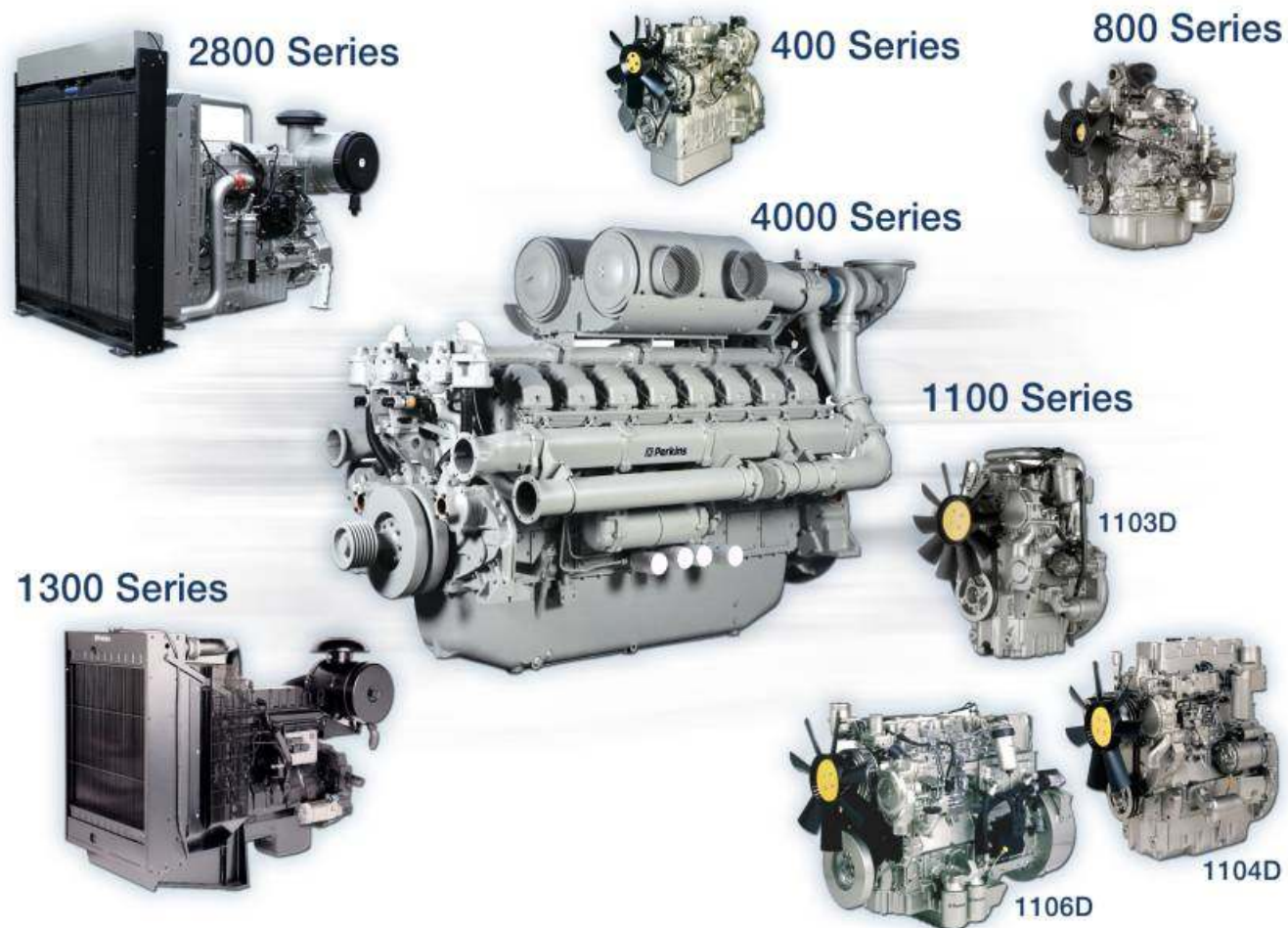
- Perkins offers a range of engines and power packages from 8.2 kW to 1,886 kW
- Our products are used in thousands of different machine applications around the World
- Through the design process we tailor the products to meet the needs of all the main off-highway sectors:
 - Agricultural
 - Construction
 - Material Handling
 - Marine
 - Defence
 - General Industrial
 - Electric Power



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Perkins Engine Range



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Key Product Families

- **400 Series...** covering a power band of 8.2 to 49.2 kW this family of 2, 3 and 4 cylinder, naturally aspirated, turbo-charged and turbo charge-cooled engines, is the engine of choice for compact equipment. Whether for construction machinery, material handling, agricultural, turf, or general industrial equipment, 400 Series offers the ideal solution
- **800 Series...** with its power of 47 to 62 kW the 800 Series is placed between the compact 400 Series and the refined 1100 Series. 800 Series surpasses the requirements of our customers by reducing operating costs, longer service intervals and a two-year warranty
- **1100 Series...** a common platform of 3, 4 and 6 cylinder mechanical and electronic engines, meeting power needs from 36.9kW to 205 kW. Ideal for the global OEM, 1100 Series has been designed for all industrial markets with Tier 1-3 emissions legislation and beyond, as well as variants for non-emissions regulated markets



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The Electric Power Range



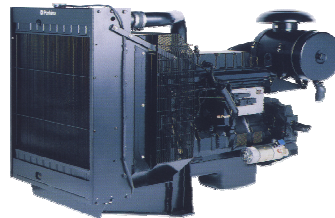
400 Series - 3 and 4 cylinder

9 – 20 kVA (50 Hz Prime)
9 – 20 kWe (60 Hz Standby)



1100 Series - 3, 4 and 6 cylinder

30 – 180 kVA (50 Hz Prime)
30 – 175 kWe (60 Hz Standby)



1300 Series - 6 cylinder

200 – 250 kVA (50 Hz)
200 – 216 kWe (60 Hz)

2000 Series - 6 cylinder

300 – 635 kVA (50 Hz Prime)
300 – 600 kWe (60 Hz Standby)



4000 Series - 6, 8, 12 and 16 cylinder

730 – 2000 kVA (50 Hz Prime)
675 – 1478 kWe (60 Hz Standby)



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Product Solutions - Applications and installation expertise

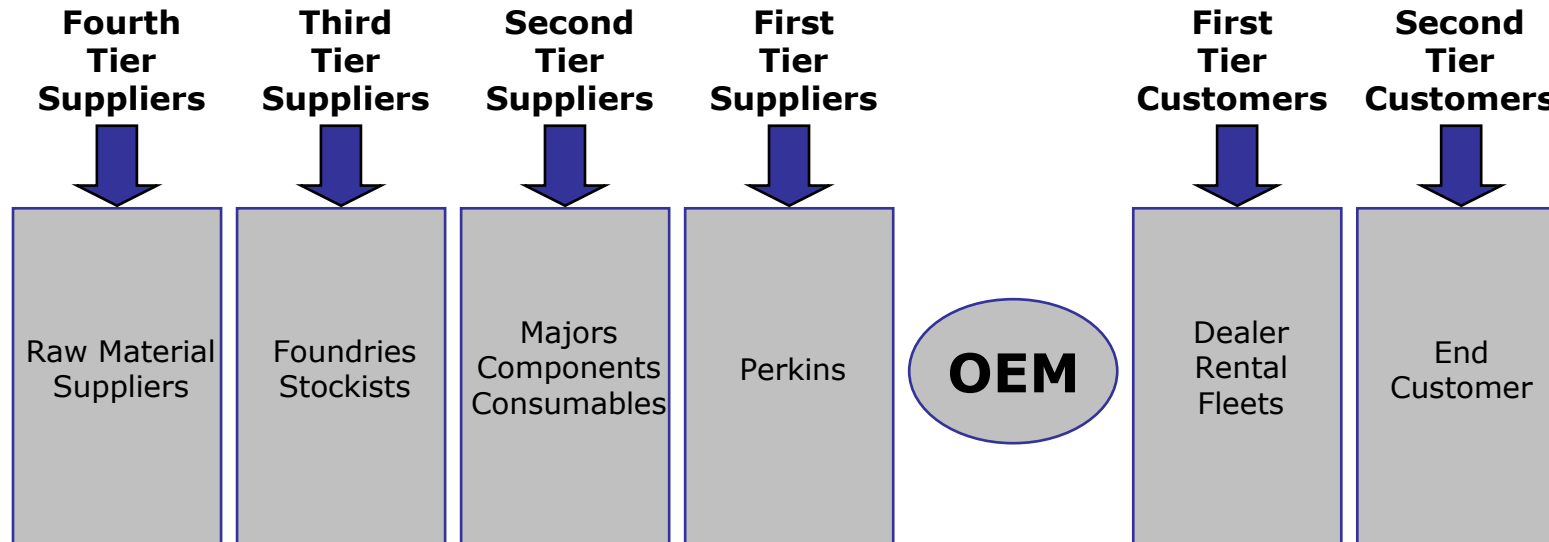
- Broad experience of each sectors needs
- Leveraging a common platform
- Proven electronics capabilities
- Use of predictive software techniques to develop a better product application on-time
- Support in machine noise reduction to meet legislative and operator requirements



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Supply Chain



- Partnership and common shared objectives
- Transparency of information, real time
- Shortening cumulative cycle times
- Integrating demand and supply planning



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Global Product Support Network

- Worldwide network of 132 distributors
- Product support capability in 181 countries
- Over 3,500 supporting service locations worldwide
- Global presence.....Local support at point of need
- Consistent Standards around the world
- Trained, experienced , equipped, and ready to support your Perkins Engines



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Customer First

"The Perkins team is committed to delivering the right products on time through relentless focus on NPI, Lean Manufacturing Processes and Supply Chain Excellence"



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