



DELPHI

WELCOME TO THE
DELPHI PRESS CONFERENCE
AT IAA HEAVY DUTY 2006

GUY HACHEY



**Vice President,
Delphi Corporation**

**President,
Delphi Powertrain Systems
and**

**President,
Delphi Europe,
Middle East & Africa**

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VOLKER BARTH



Thank you Volker Barth!

**Retiring President,
Delphi Europe,
Middle East & Africa**

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GUY HACHEY



**Vice President,
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**President,
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The Delphi logo is displayed in a bold, black, sans-serif font. It is positioned on the right side of a horizontal band that is part of a larger blue graphic at the top of the slide. The graphic consists of a dark blue background with a lighter blue, wavy, sunburst-like pattern emanating from the left. The logo itself is set against a slightly lighter blue rectangular area within this pattern.

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**COMPANY
TRANSFORMATION &
BUSINESS UPDATE**

CURRENT BUSINESS WINS IN EUROPE

→ New Audi Q7

4-zone, fully-automatic climate control system and
Battery Disconnect Safety Device

→ Mercedes-Benz M- & R-Class

Rear-seat entertainment systems: optional accessory

→ New Ford Galaxy and S-Max family vehicles

Forewarn® Smart Cruise Control

Forward Collision Warning with audible, visible warnings
and Collision Mitigation

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CONTINUOUS GROWTH IN EUROPE

→ **Sales in Europe X 2** since separation from GM

→ '05 sales: € 5,4 B

→ '05 bookings: € 5,5 B

→ **'06 bookings to date: € 6,4 B**

→ **Significant growth with CV manufacturers:**
over € 1 B



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POWERTRAIN NEWS

DIESEL – NEW CV BUSINESS WON



Strengthen Delphi's position as a **major global supplier of diesel fuel injection systems for CVs**

New global engine application in the commercial vehicle sector from major OEM

High Pressure Common Rail System for a new Global 4 and 6 cylinder medium duty engines

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DIESEL – NEW TECHNOLOGIES



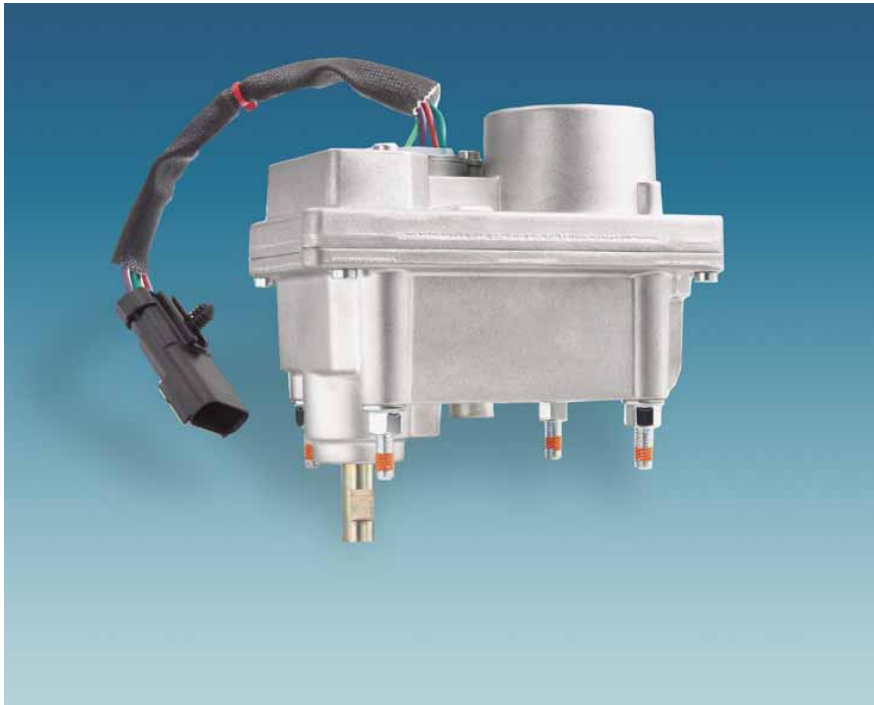
NEW High Pressure Common Rail System (HPCRS) for medium duty engines.

- Exceptionally robust
- Common rail refinement and efficiency for large diesel engines
- Will initially operate at 2,400 bar and provide a high level of control over multiple injection events

Complements the existing Medium Duty Common Rail for engines from 4 to 9 l.

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DIESEL – NEW SMART REMOTE ACTUATORS



**NEW FAMILY MEMBERS OF
SMART REMOTE ACTUATORS
(SRA):**

**Entering production during
2006 and 2007**

NEW: Development of NEW GENERATION INTELLIGENT REMOTE ACTUATORS

- uses brushless DC electric motor & gear train, with onboard electronic control
- more precise than traditional hydraulic actuators
- lower fuel consumption and reduced emissions

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SENSOR TECHNOLOGIES



Oil Condition Sensor

- **reliable** and **cost-effective** **method** to help **maximize** **useful oil and filter life**
- **protecting the engine**
- **reducing warranty exposure**
- **can minimize oil maintenance costs and vehicle downtime**

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SENSOR TECHNOLOGIES



Ammonia Sensor

Measures **ammonia levels in Diesel exhaust gas** of vehicles equipped with a **Selective Catalytic reduction (SCR) after-treatment system**

→ Sensor output can be used to provide feedback to the SCR system helping optimize reduction of NO_x emissions

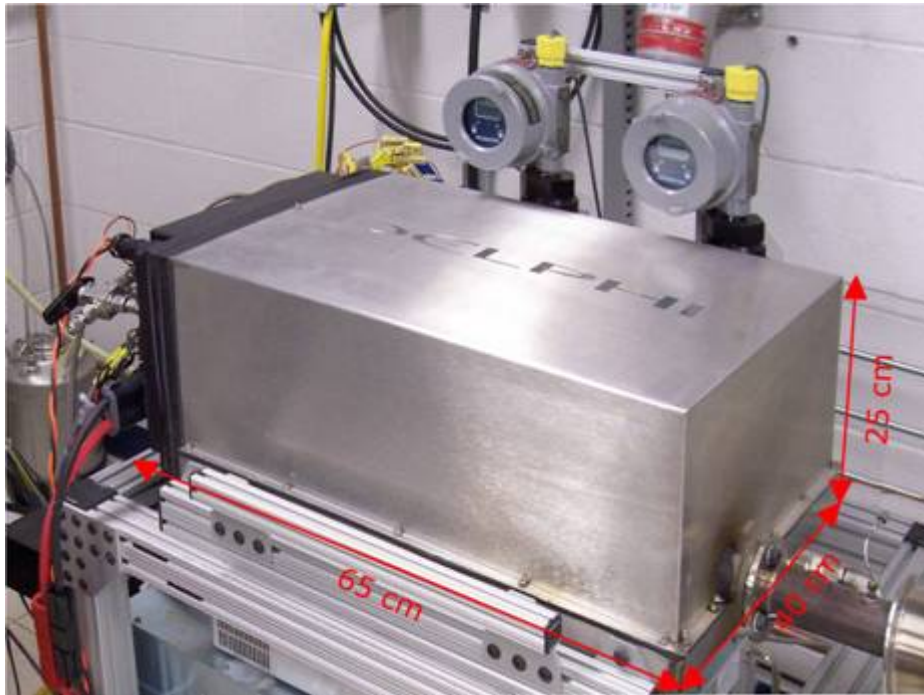
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FUEL CELL

SOLID OXIDE FUEL CELL



Fuel-flexible SOFC
on market by **2011**

- **optimize energy usage & engine operation** for CV, vans & busses of all sizes
- **improve fuel economy and reduce emissions**
- **supply all electric power during normal driving, when stopped or resting** for main engine to shut down

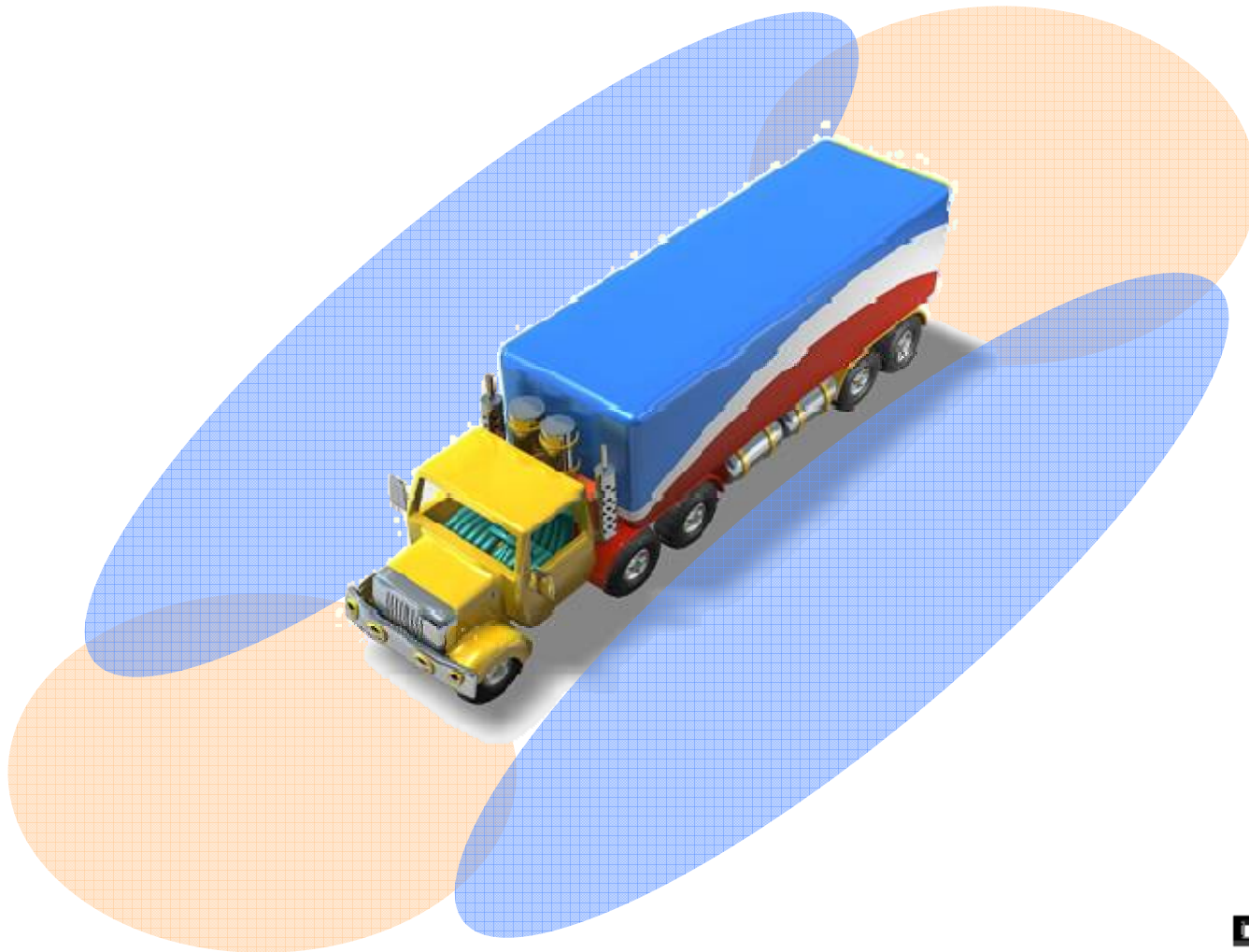
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SAFETY NEWS

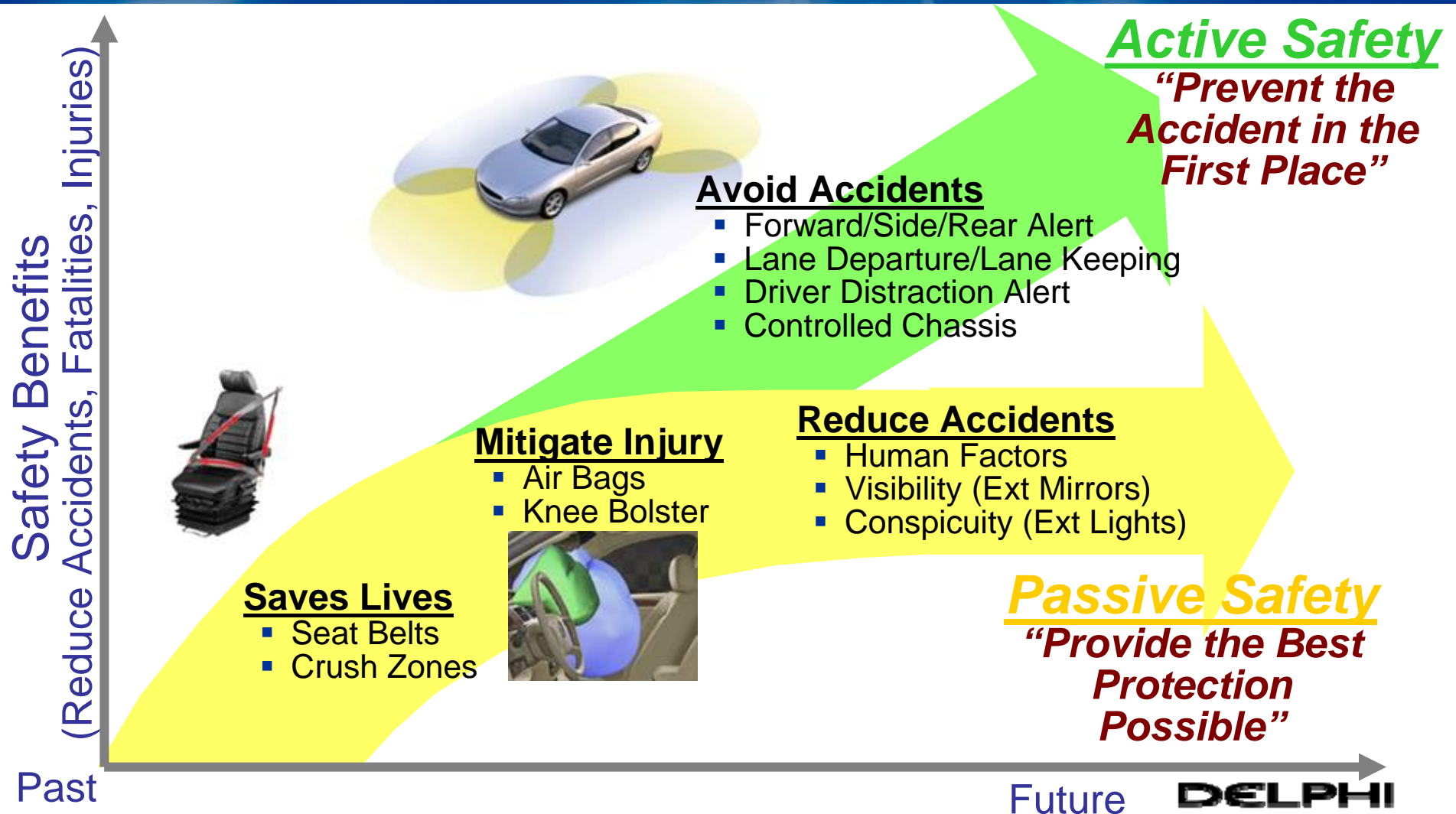
DELPHI'S COCOON OF SAFETY



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SAFETY TRENDS

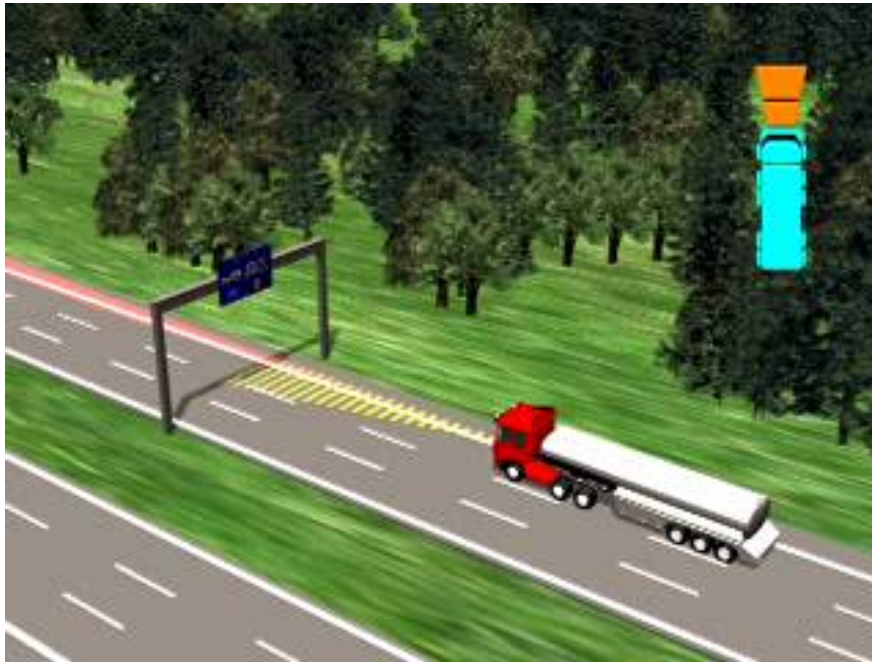
THE MOVE TO ACTIVE SAFETY



FORWARD COLLISION WARNING & SMART CRUISE CONTROL

Forward Collision Warning

alerts drivers of slower-moving traffic ahead so that the time available to react is increased.



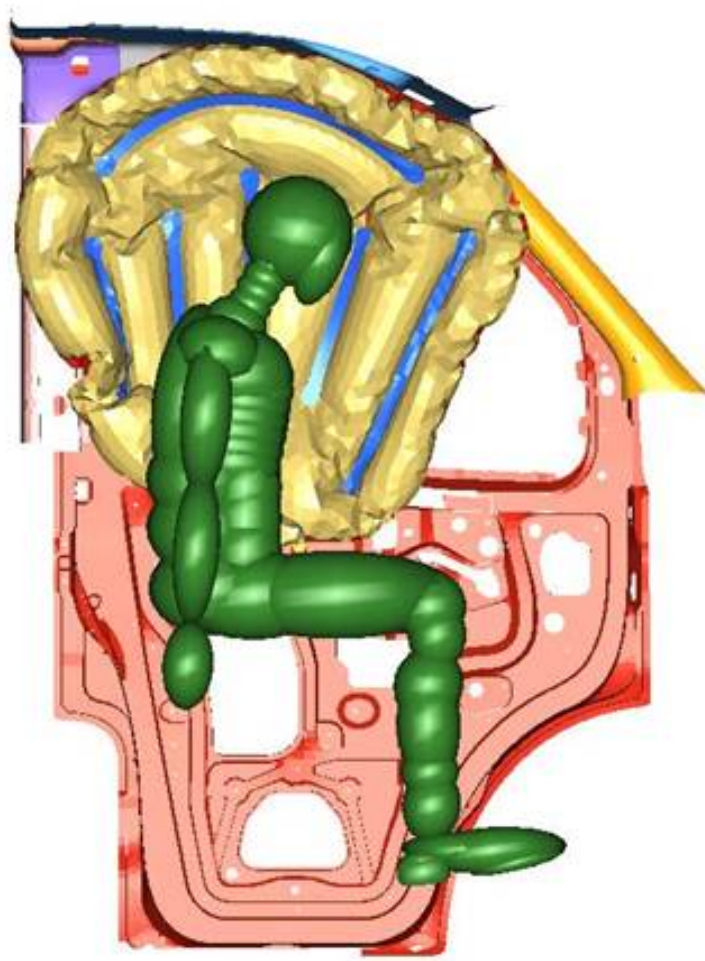
Smart Cruise Control

automatically adjusts vehicle speed to maintain a driver-set gap from vehicle ahead and alerts drivers of close-proximity vehicles



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CURTAIN AIRBAGS



**Provide head,
shoulder and
torso protection in
rollover and side-
impact accidents.**

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ACTIVE NIGHT VISION

Provides drivers “high-beam” visibility in nighttime conditions without blinding oncoming traffic

Low-beam
plus
Near-IR
Illumination



Reflected
IR light



Near-IR
Illumination



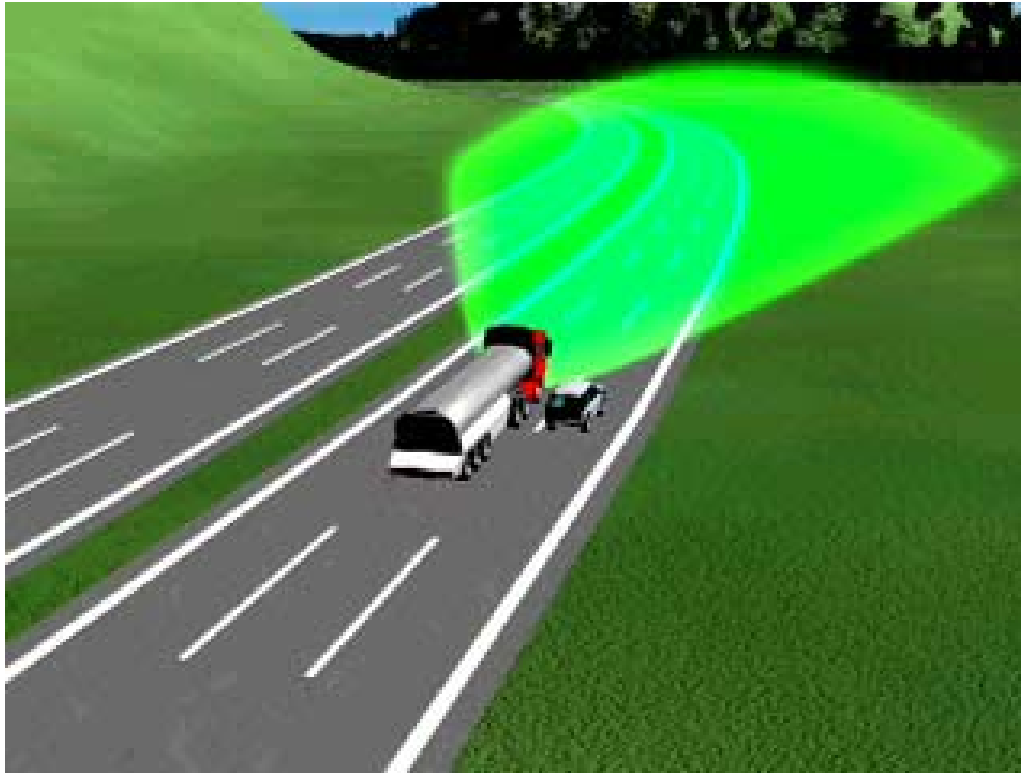
Low-beam
Illumination

Near-IR
Headlamps

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LANE DEPARTURE WARNING

Helps alert drivers when unintentionally drifting out their intended lane.

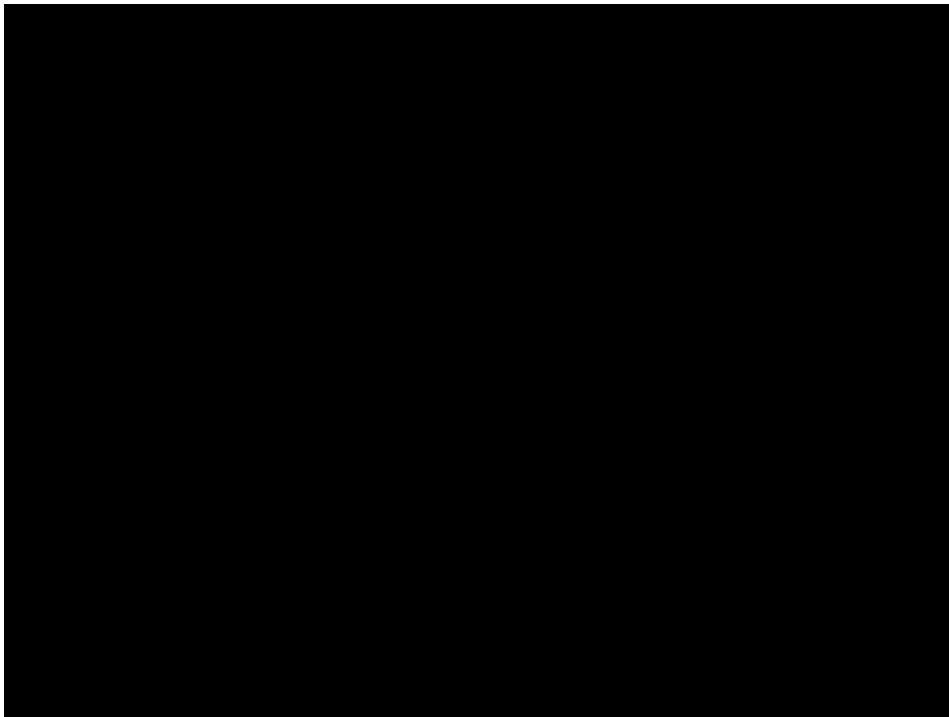


**Monocular-camera
vision system**

**>> lane change
prediction**

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ROLLOVER



Provides warnings to help drivers avoid rollovers

→ activates occupant protection systems

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ROLLOVER

Provides warnings to help drivers avoid rollovers



→ activates occupant protection systems



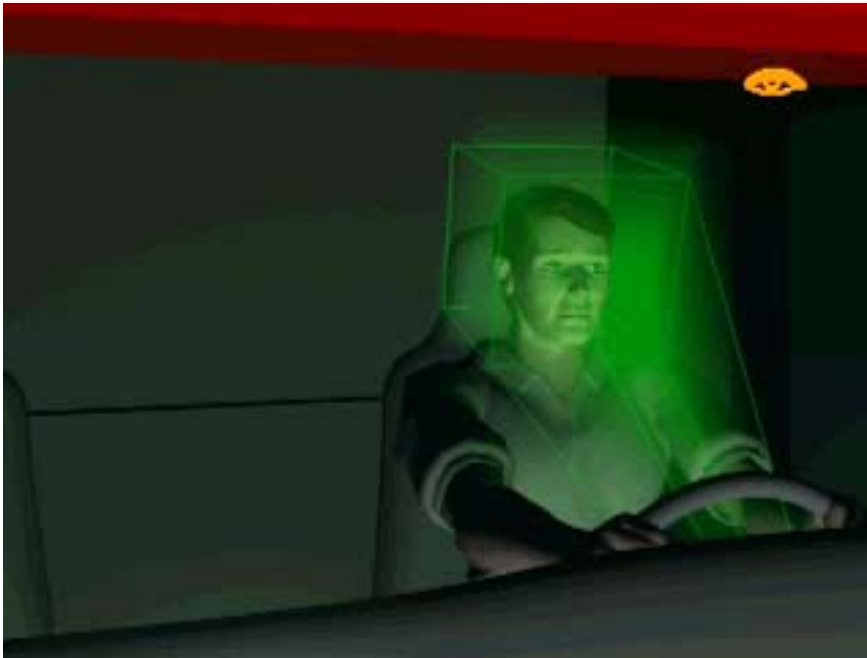
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DRIVER STATE MONITORING SYSTEM

Drowsy Driver Alert

warns drivers of drowsiness

> Evaluates eye closure rates



Driver Distraction Alert

warns drivers of distraction

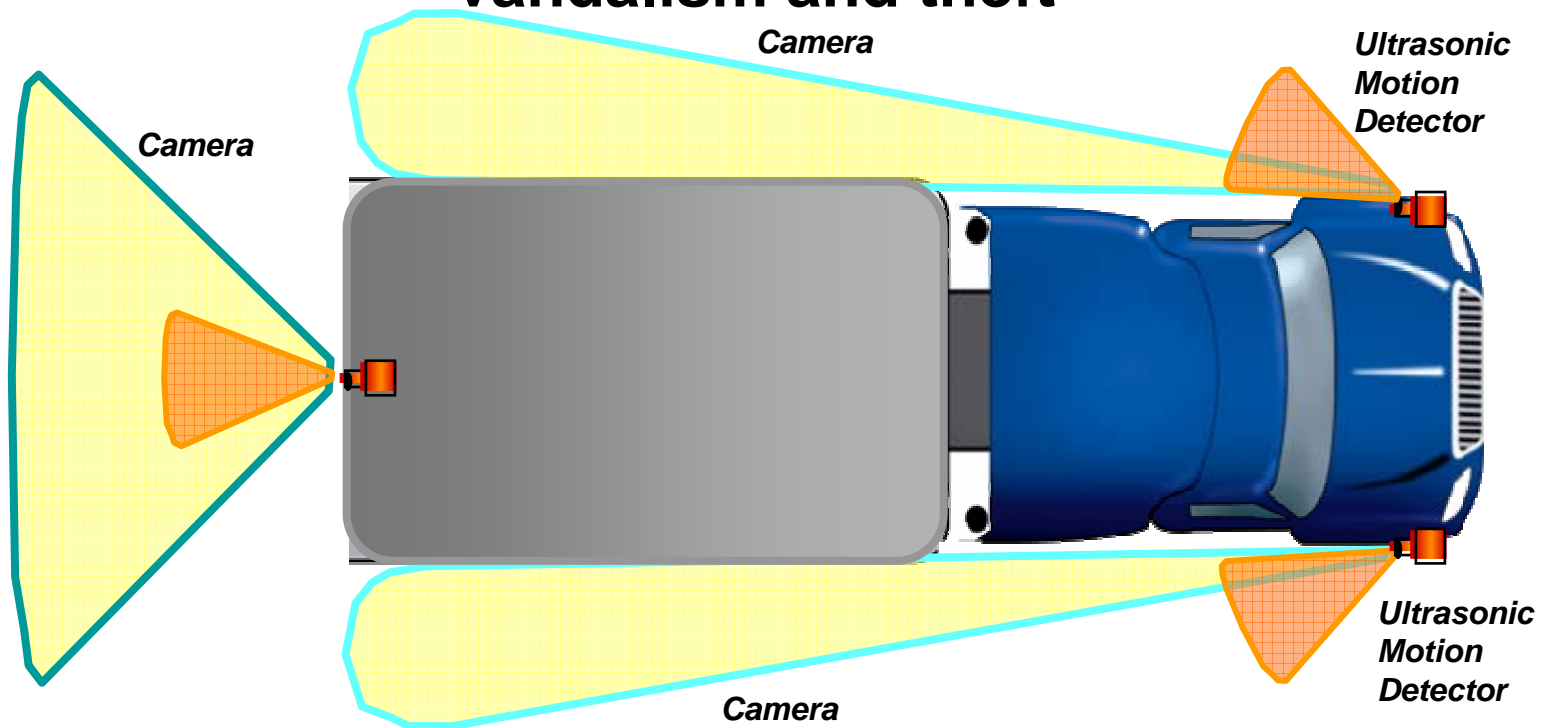
> Monitors head position and pose over time



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SECURITY ASSIST

→ Monitors important areas around vehicle to help reduce vandalism and theft



Ultrasonic sensor detects motion and activates cameras, illuminates area, and provides a camera image to driver on an in-cabin display

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**ENTERTAINMENT &
COMMUNICATIONS**

PROVEN LEADERS IN EUROPEAN ENTERTAINMENT & COMMUNICATIONS

MOBILE TV

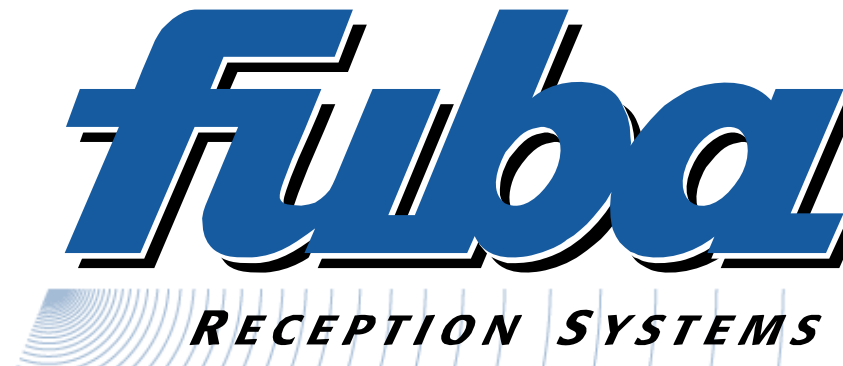
DIGITAL AUDIO BROADCASTING

DELPHI GRUNDIG

CONNECTIVITY

SATELLITE RADIO

CV RADIOS



DIGITAL RADIO MONDIALE

ANTENNA SYSTEMS

DELPHI

SATELLITE RADIO



**SDARS US AFTERMARKET
RECEIVERS**

A Success Story in the US!

- Over **11 million reception systems sold**
- **first to market with enhanced features like video or telematic content via SDARS**

Europe:

- **Leverage success and technical expertise**
- **Become a technological leader**

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PREMIUM CD/MP3 RADIO



**NEW Premium
CD/MP3 Receiver
specifically designed
for extreme CV
driving environment**

- **US market leader in CV audio in US**
- **Durable product**
- **Compliant with the SAE J1455 specification**
- **World class Reception Systems expertise**
- **Upgrade possibility** to existing and upcoming broadcast standards like SDARS, HD-Radio or DAB
- **Individually customized** for each truck manufacturer

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BLUETOOTH CONNECTIVITY

Bluetooth offers a wireless and open interface between the vehicle environment and Consumer Electronics



Seamless integration of latest features :

- **Handsfree**
- **Phone Book Access**
- **Bluetooth Audio Streaming**
- **Remote Control of Audio and Video Devices**

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POWER PRODUCTS

POWER SLIDING DOORS



WORLD MARKET LEADER IN POWER SLIDING DOORS:

→ OVER 1 MILLION UNITS/YEAR GLOBALLY

→ OVER 300,000 UNITS/YEAR IN EUROPE



**Featured on
Mercedes-Benz
Vito & Viano**

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AFTERMARKET

DS850E – TRUCK DIAGNOSTIC TOOL



Delphi's **first wireless truck diagnostic solution**

- Maximum application coverage
- user-friendly and simple

Proven Wireless Technology (DS100E, DS500E, DS800E & DSAC100E)

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YDT500 – HEAVY DUTY SEALED RAIL KIT



- Delphi's first Heavy-Duty Sealed Rail kit
- 1st All-Makes Common Rail diagnostic solution for trucks, agricultural and off highway applications on market

Great on-vehicle testing capability:

- Reduced dealer service time, reduction in cost for the vehicle operator & significantly reduced vehicle down-time
- Engine coverage includes Iveco, Perkins, RVI, John Deere and Volvo

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THANKS FOR YOUR ATTENTION

DELPHI

CAN REALLY ADD VALUE IN THE CV MARKET

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