

Barloworld
Leading brands

BARLOWORLD FREIGHTLINER INC.

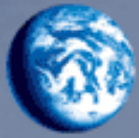
2004 INTERNATIONAL ANALYST TOUR



Barloworld
Leading brands

Freightliner, Sterling & Western Star

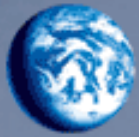
- **Largest Class 8 Manufacturer in US**
- **8 Manufacturing Facilities**
- **5 Parts Distribution Centers (2 in Memphis)**
- **Division of Daimler Chrysler**



Barloworld
Leading brands

U.S. Dealership Snapshot

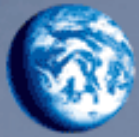
- **Approximately 1,650 Dealerships Nationwide**
- **175 Freightliner Dealerships/Dealer Groups with 443 Locations**
- **Dealer Consolidation Continues**
- **Freightliner, Sterling & Western Star Combinations Occurring**



Barloworld
Leading brands

Market Forces

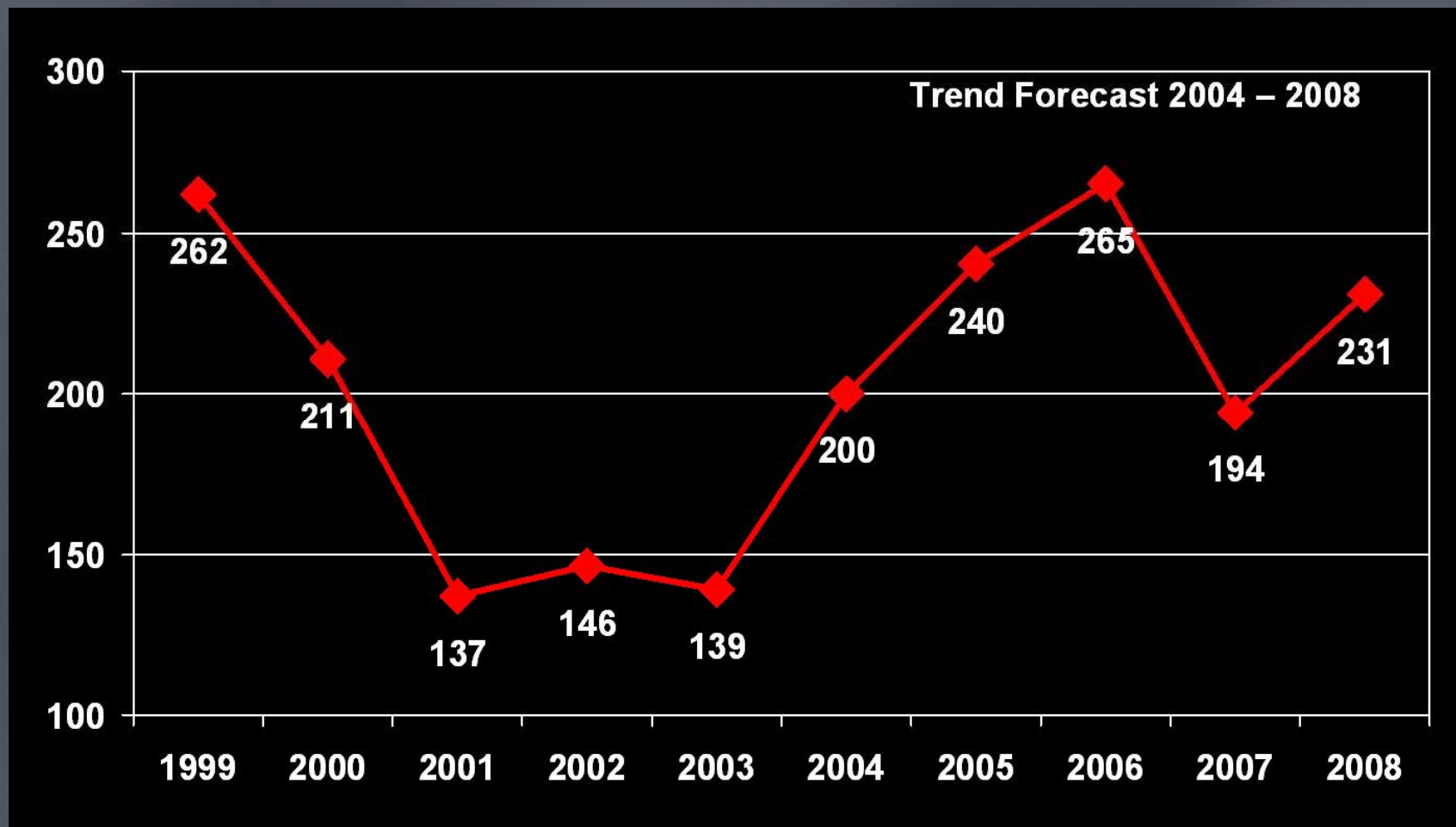
- **Shipper Demand May Outstrip Truck Availability**
- **Driver Shortage Approaching Critical Stage**
- **Hours of Service Change**
- **U.S. GDP Growing at Approximately 4%**
- **Insurance Costs High, Have Levelled**
- **Diesel Fuel Price Remains High**
- **02 Engines No significant Reduced Fuel Economy**
- **Financing Available-Subject to Tighter Credit**
- **Truck Owner Operator Market Stagnant**
- **Used Truck Market is Strong**
- **New Truck Pricing Has Skyrocketed**
 - **Major Fleets Partially Insulated**



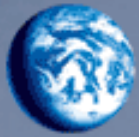
Barloworld
Leading brands

Class 8 Truck Market– USA

Retail Sales '000 Units

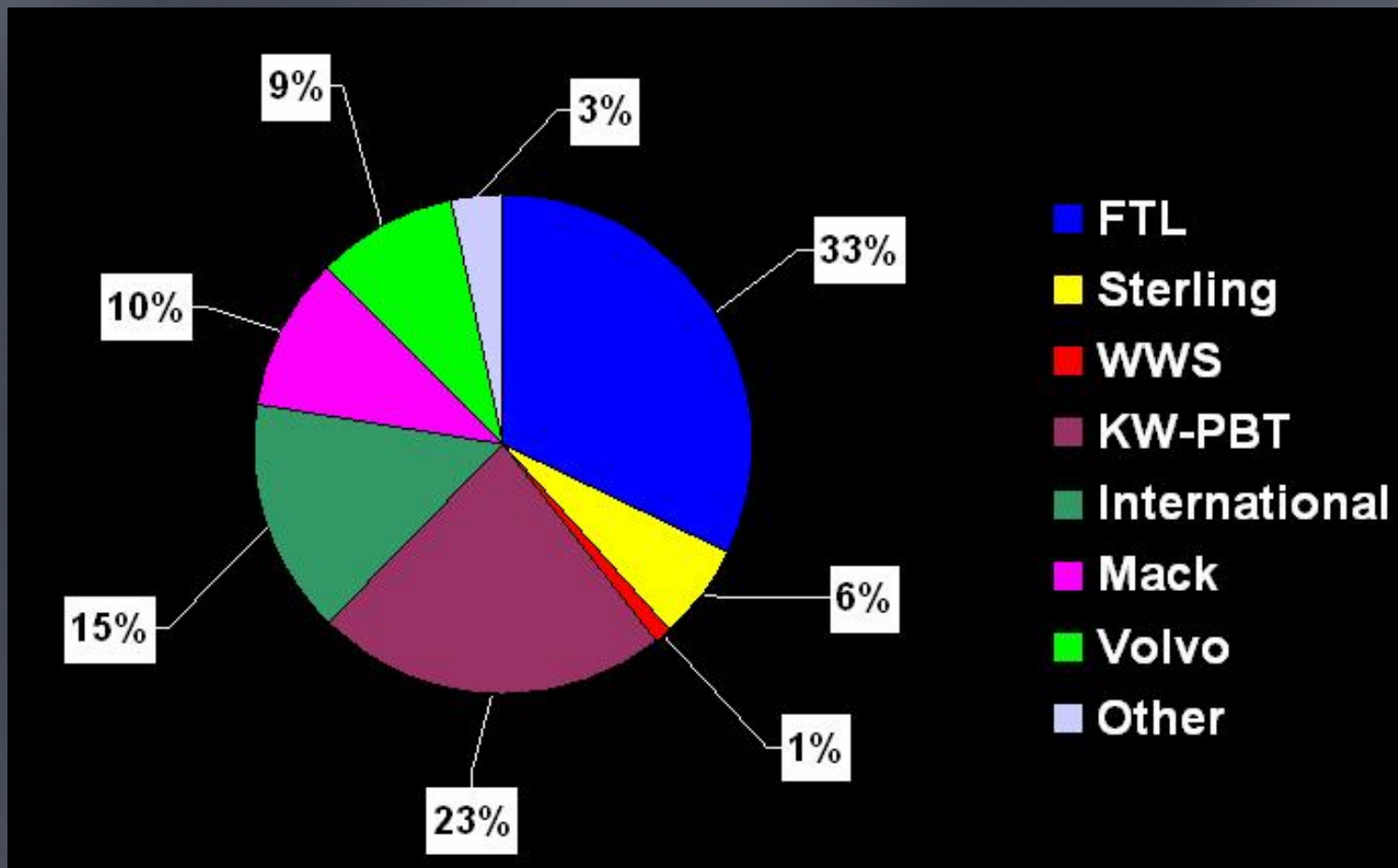


Source: ACT Research



Barloworld
Leading brands

Class 8 Market Share – USA 2003

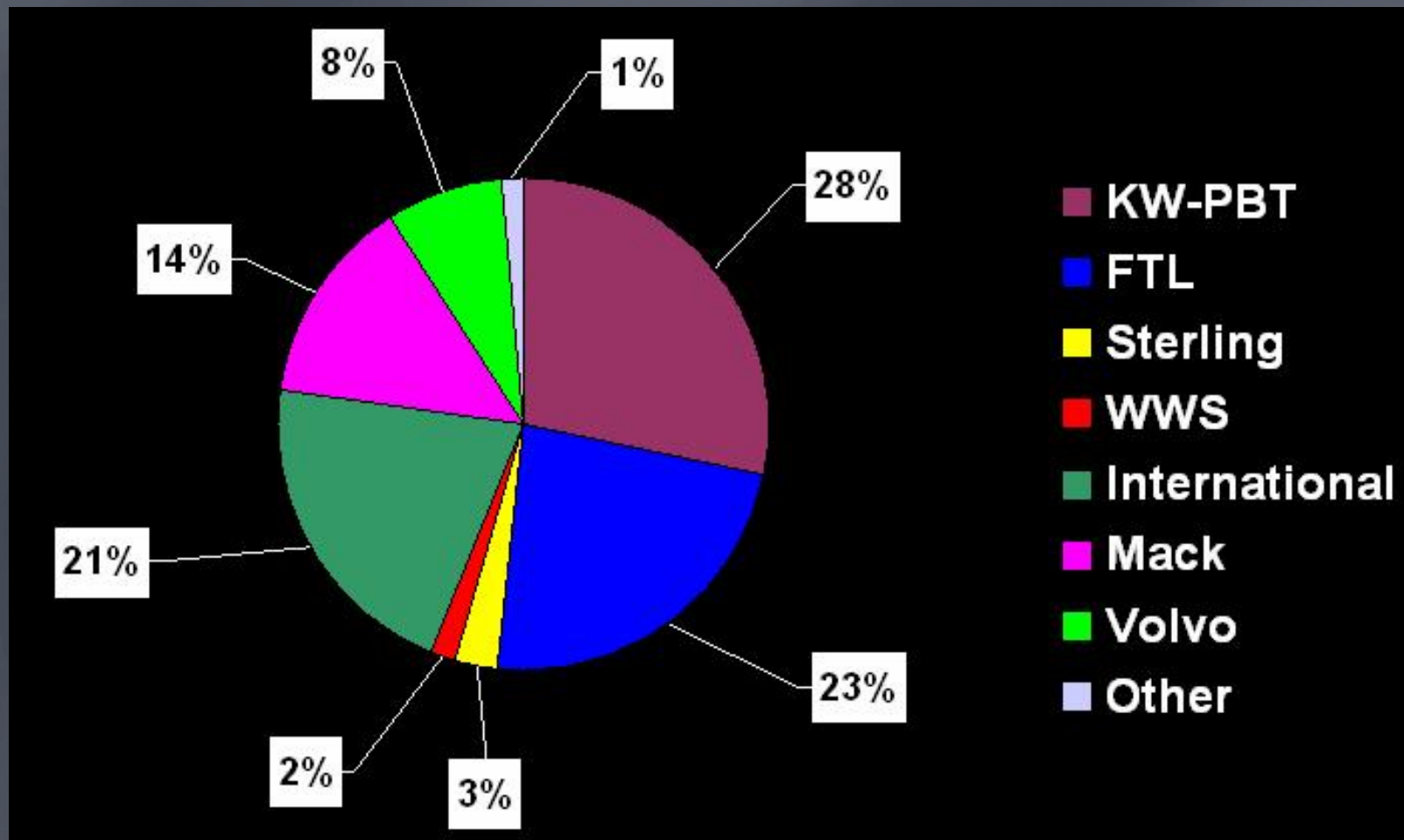


Source: Polk - Freightliner



Barloworld
Leading brands

Class 8 Market Share – BFI 2003



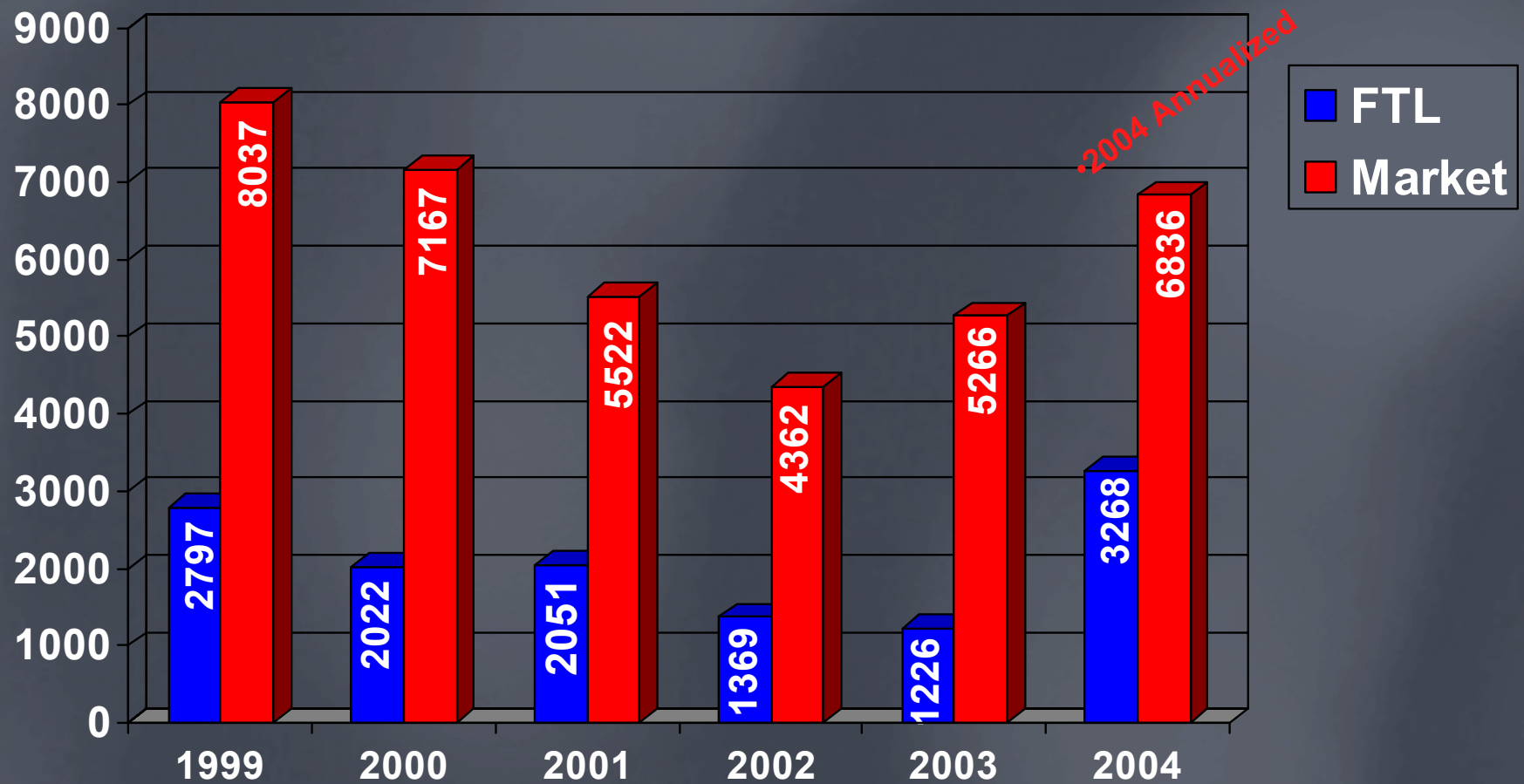
Source: Polk - Freightliner



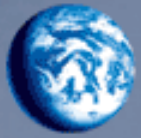
Barloworld
Leading brands

Class 8 Market – BFI Territory

New Unit Registrations



Source: Polk - Freightliner



Barloworld
Leading brands

Class 8 Market Percent – BFI Territory

Percentages



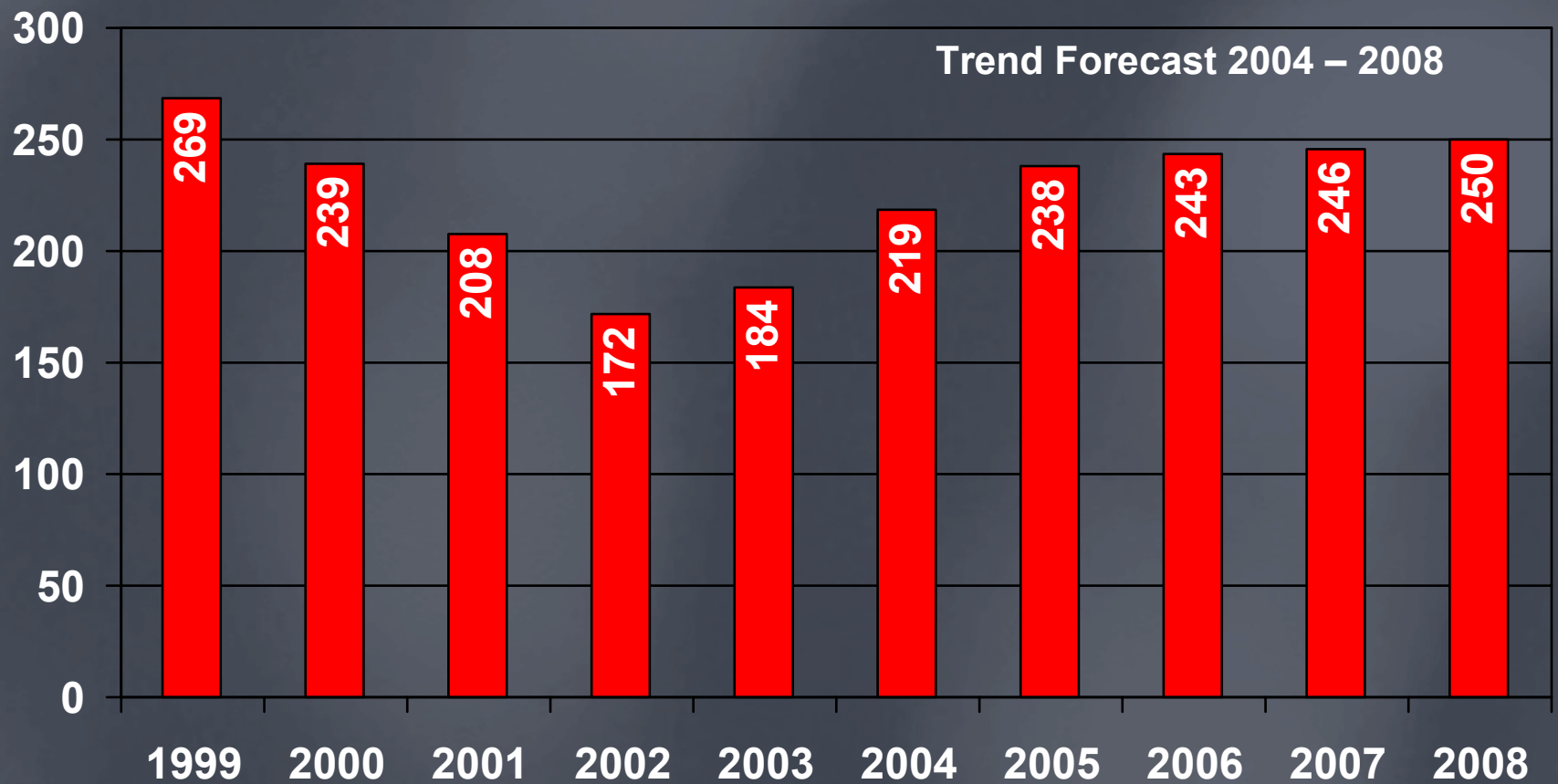
Source: Polk - Freightliner



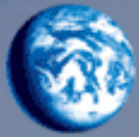
Barloworld
Leading brands

Class 5-6-7 Truck Market– USA

Retail Sales '000 Units

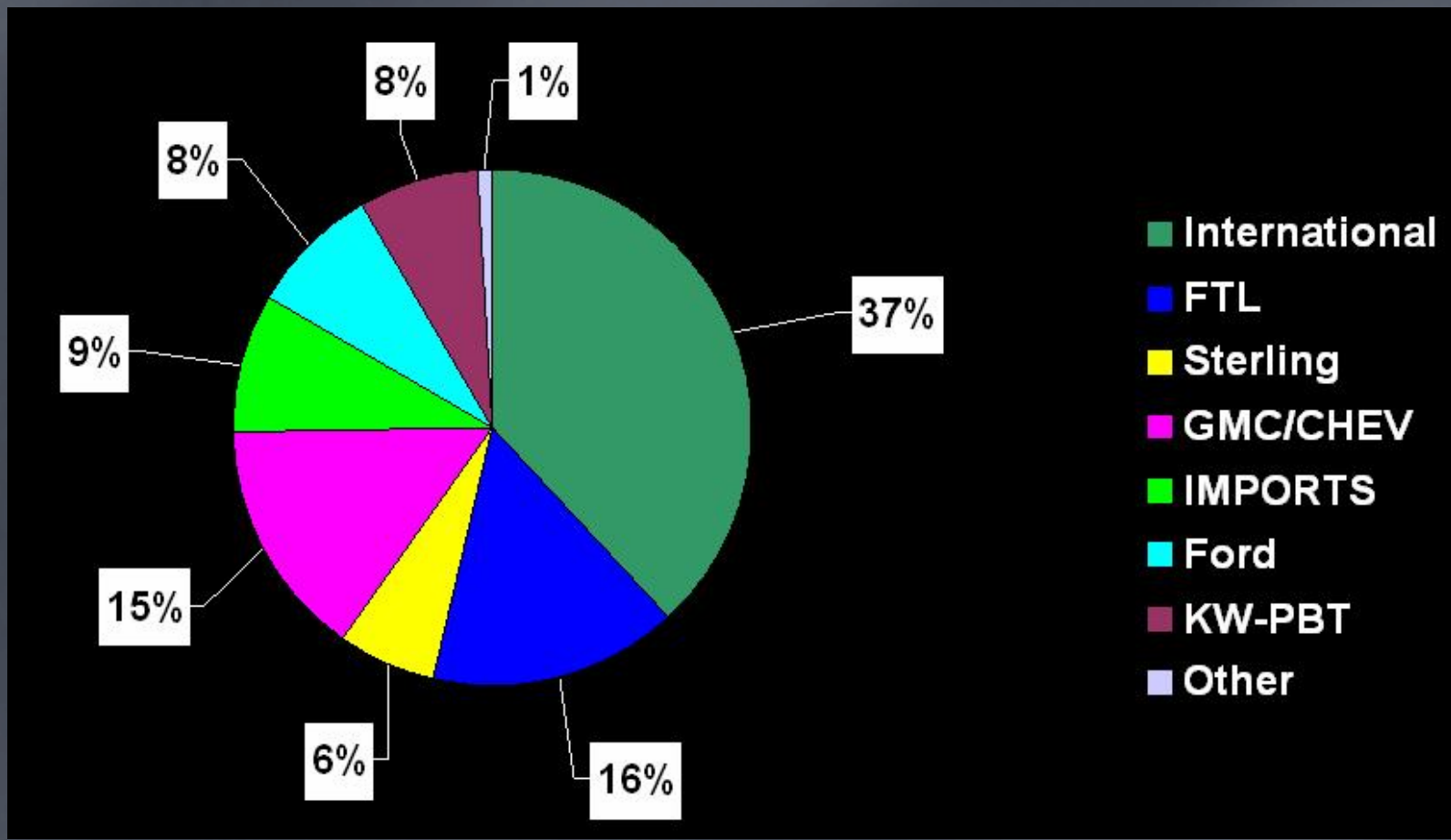


Source: ACT Research



Barloworld
Leading brands

Class 5-6-7 Market Share – USA 2003

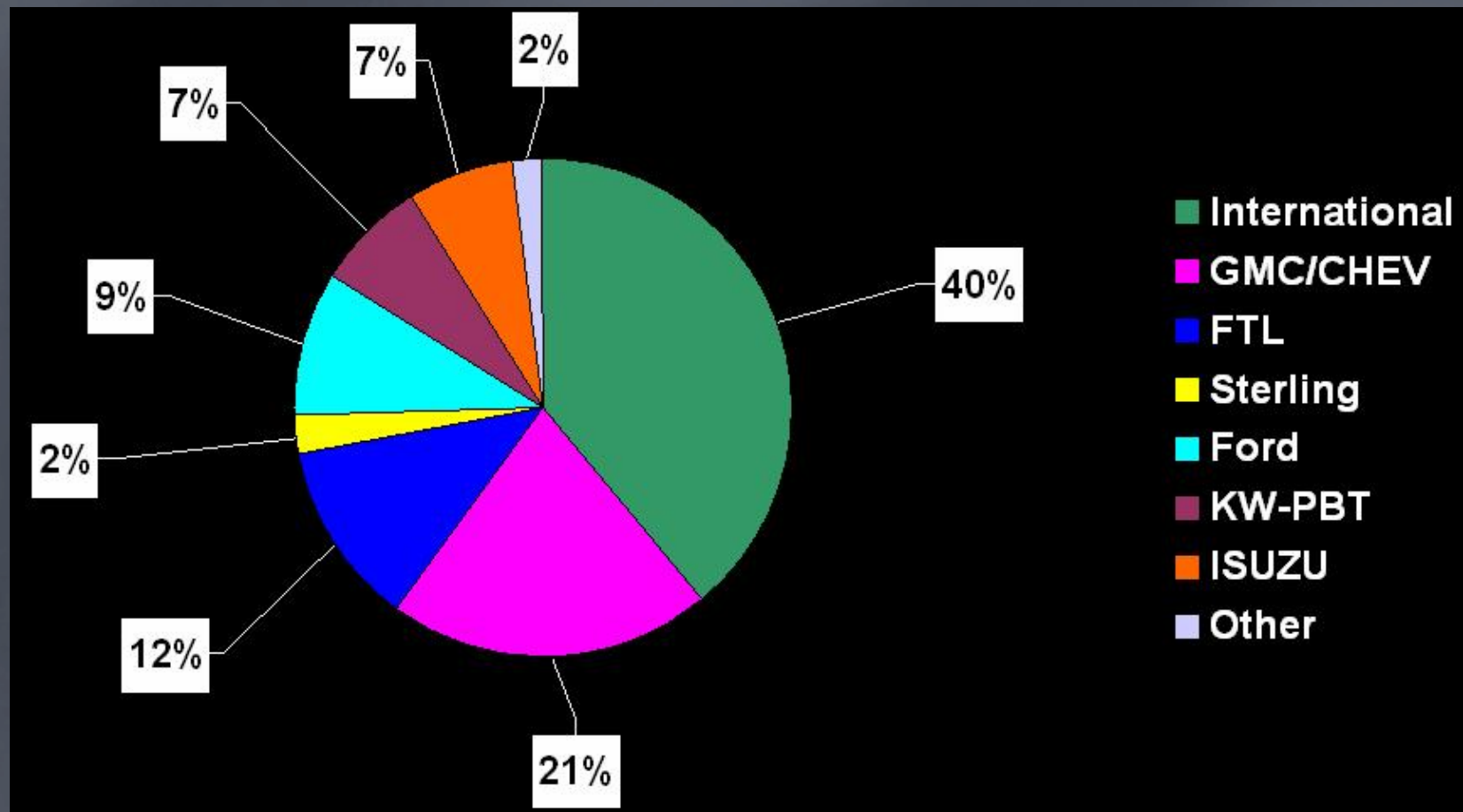


Source: Polk - Freightliner

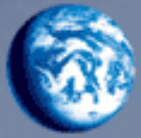


Barloworld
Leading brands

Class 5-6-7 Market Share – BFI 2003

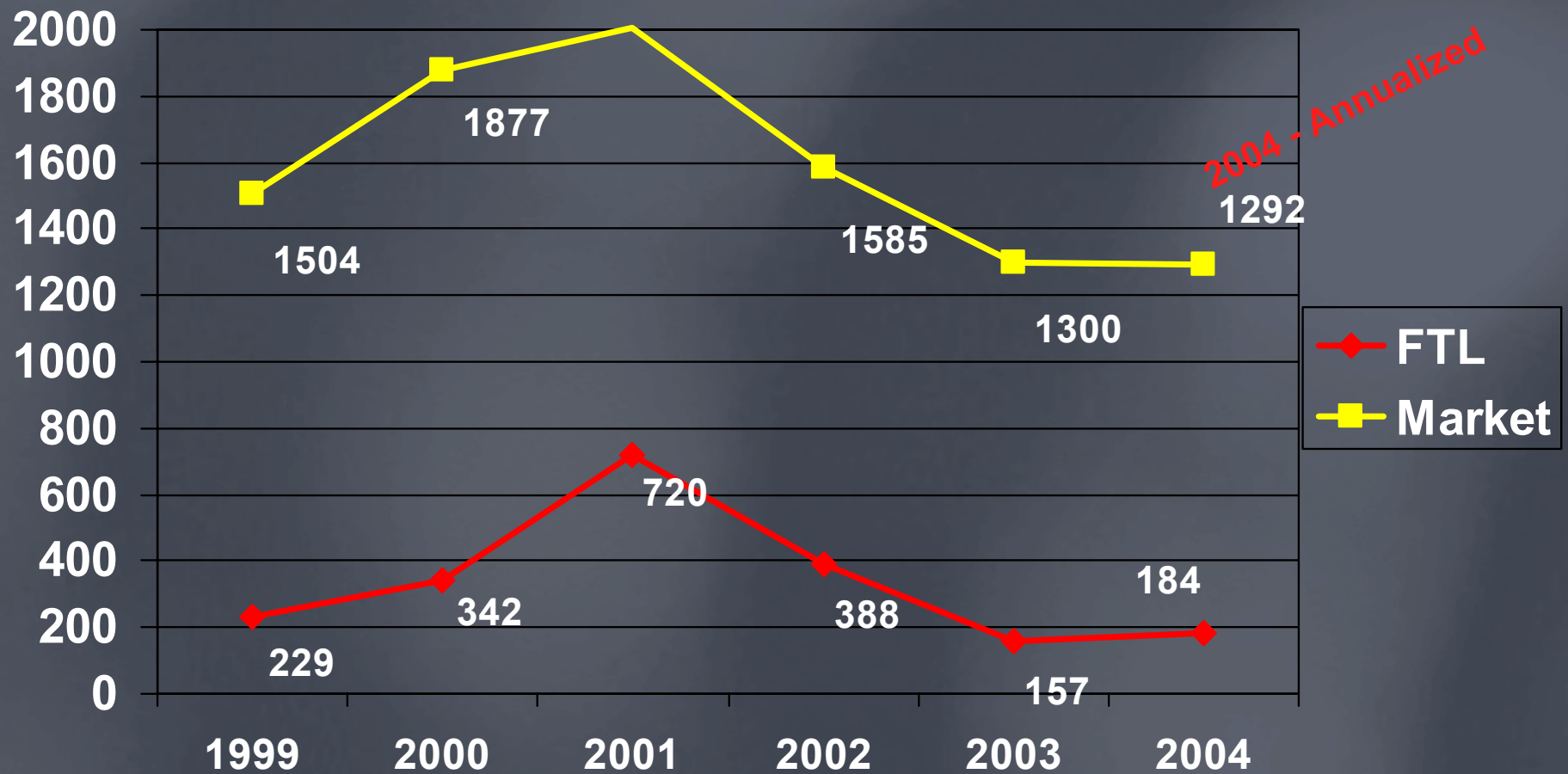


Source: Polk - Freightliner

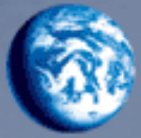


Barloworld
Leading brands

Class 5-6-7 Market – BFI Territory



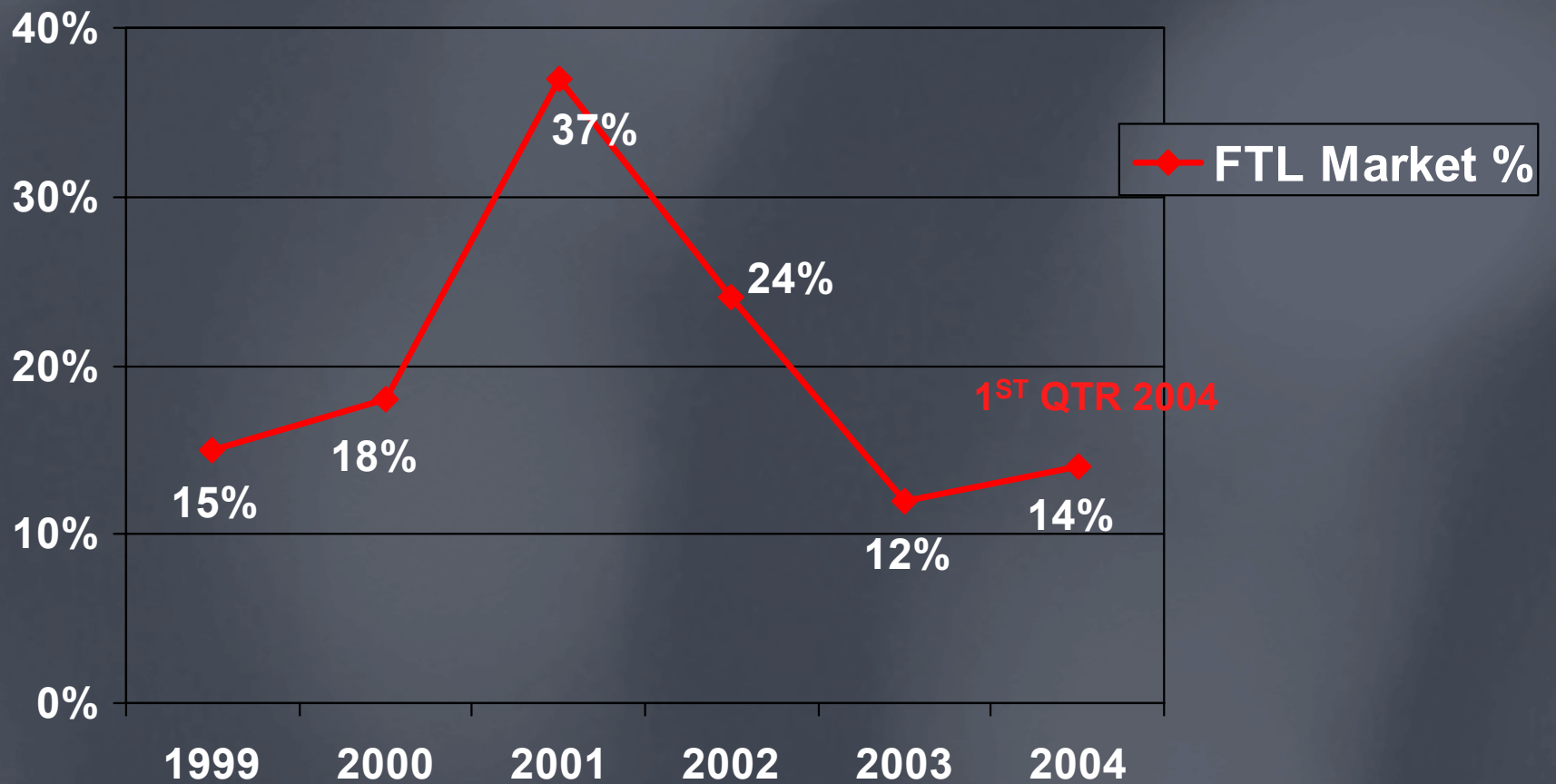
Source: Polk - Freightliner



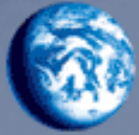
Barloworld
Leading brands

Class 5-6-7 Market Percent – BFI Territory

Percentages



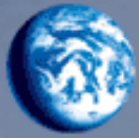
Source: Polk - Freightliner



Barloworld
Leading brands

New Truck Deliveries BFI – All Classes

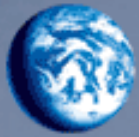
	FY	FY	FY	8 Mos
	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>
Actual Deliveries	1,764	1,283	1,614	2,632
Sales \$000's	\$107,303	\$81,310	\$107,329	\$181,428



Barloworld
Leading brands

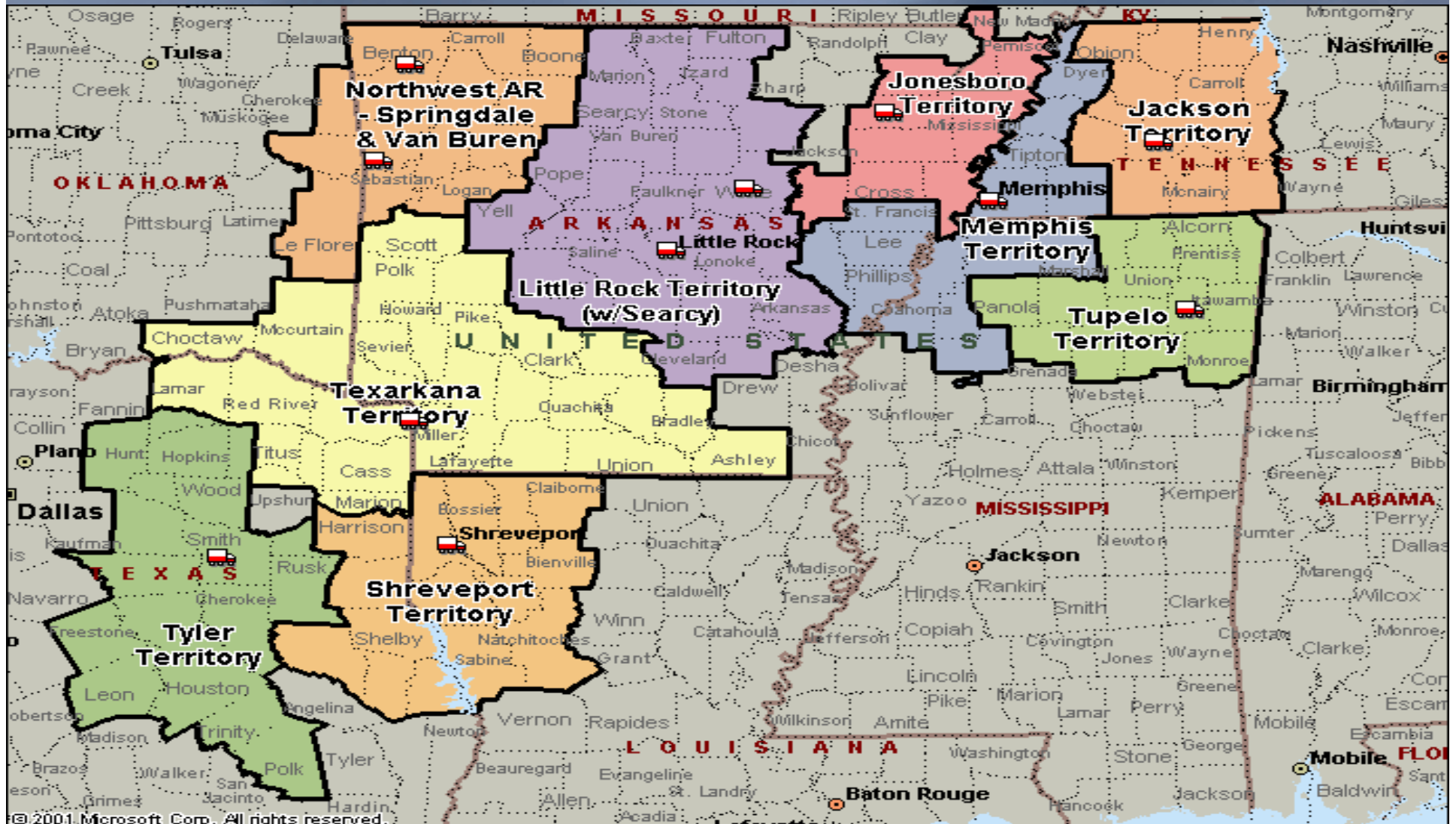
Barloworld Freightliner USA Territory

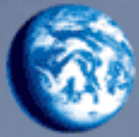




Barloworld
Leading brands

Barloworld Freightliner Territory

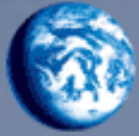




Barloworld
Leading brands

Barloworld Freightliner Facts

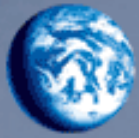
- **Full Service Truck Dealership Network**
- **New Trucks Freightliner, Sterling & Western Star**
- **New Vans Daimler Chrysler “Sprinter”**
- **Barloworld Used Trucks**
- **Parts All Makes**
- **Service All Makes**
- **Body Shops All Makes & Trailers**



Barloworld
Leading brands

The Barloworld Freightliner Team

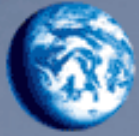
- **705 Employees**
- **12 Locations**
- **11 Cities**
- **6 Body Shops**



Barloworld
Leading brands

Parts Product Support

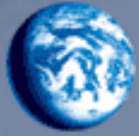
- **181 – Full time Employees**
- **\$10 Million - Inventory**
- **Freightliner & Sterling PDC in Memphis**
 - **\$90 Million in Inventory**
- **(2) National Account Call Centers**
- **Extensive Salvage Parts Department**



Barloworld
Leading brands

Quality Services

- **239 Technicians**
- **230 Service Bays**
- **Extended Service Hours**
- **Web Based Training – Sales - Service - Parts**
- **Full Time Dealership Training Facilities**



Barloworld
Leading brands

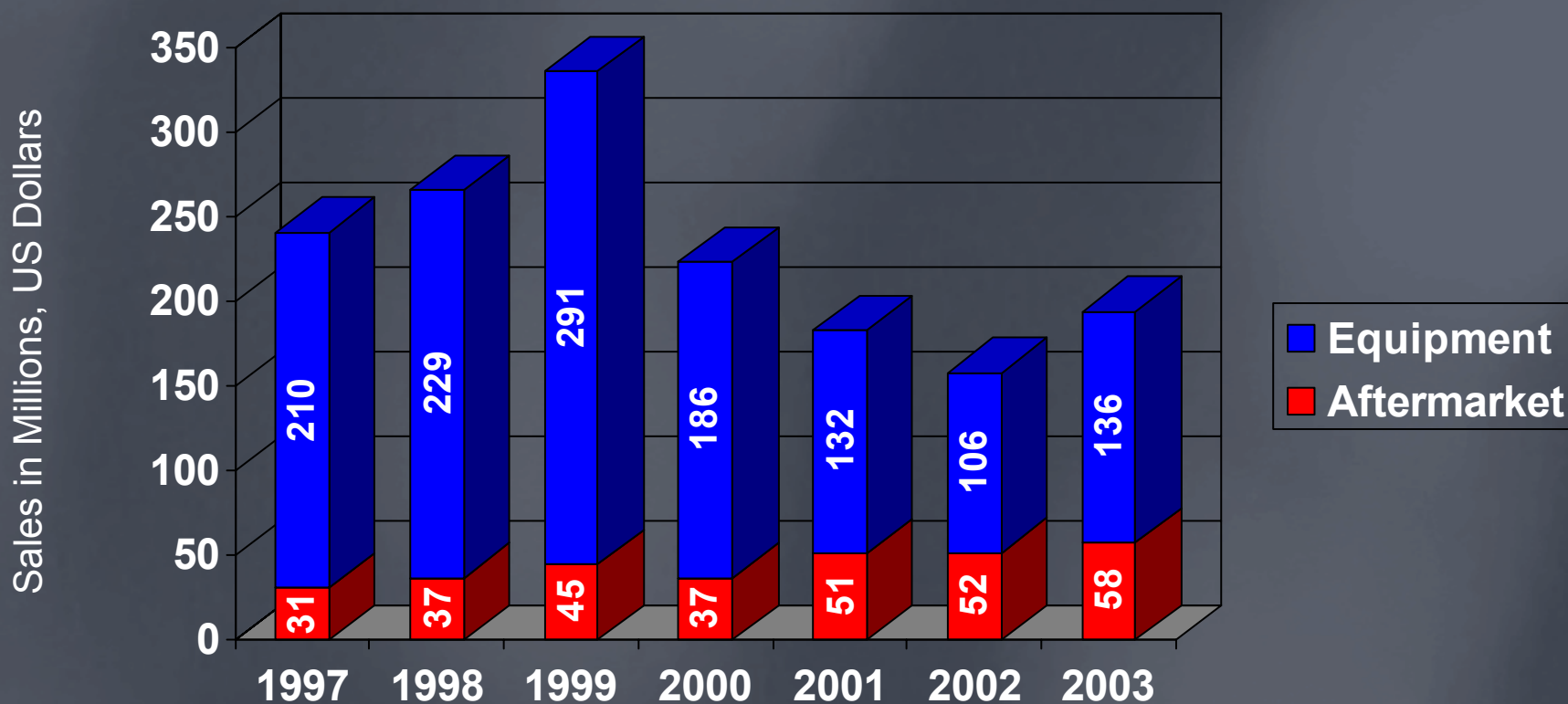
Quality Services

- **Arkansas State Partnership - Train New Techs**
- **On-Site Customer Service & Parts Facilities**
- **Mobile Van Service**
- **6 Full Service Body Shops**
- **EPA Approved Paint Booths**

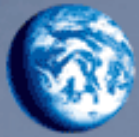


Barloworld
Leading brands

Barloworld Freightliner Annual Revenues



* 2003 Includes 6 months of NWATE

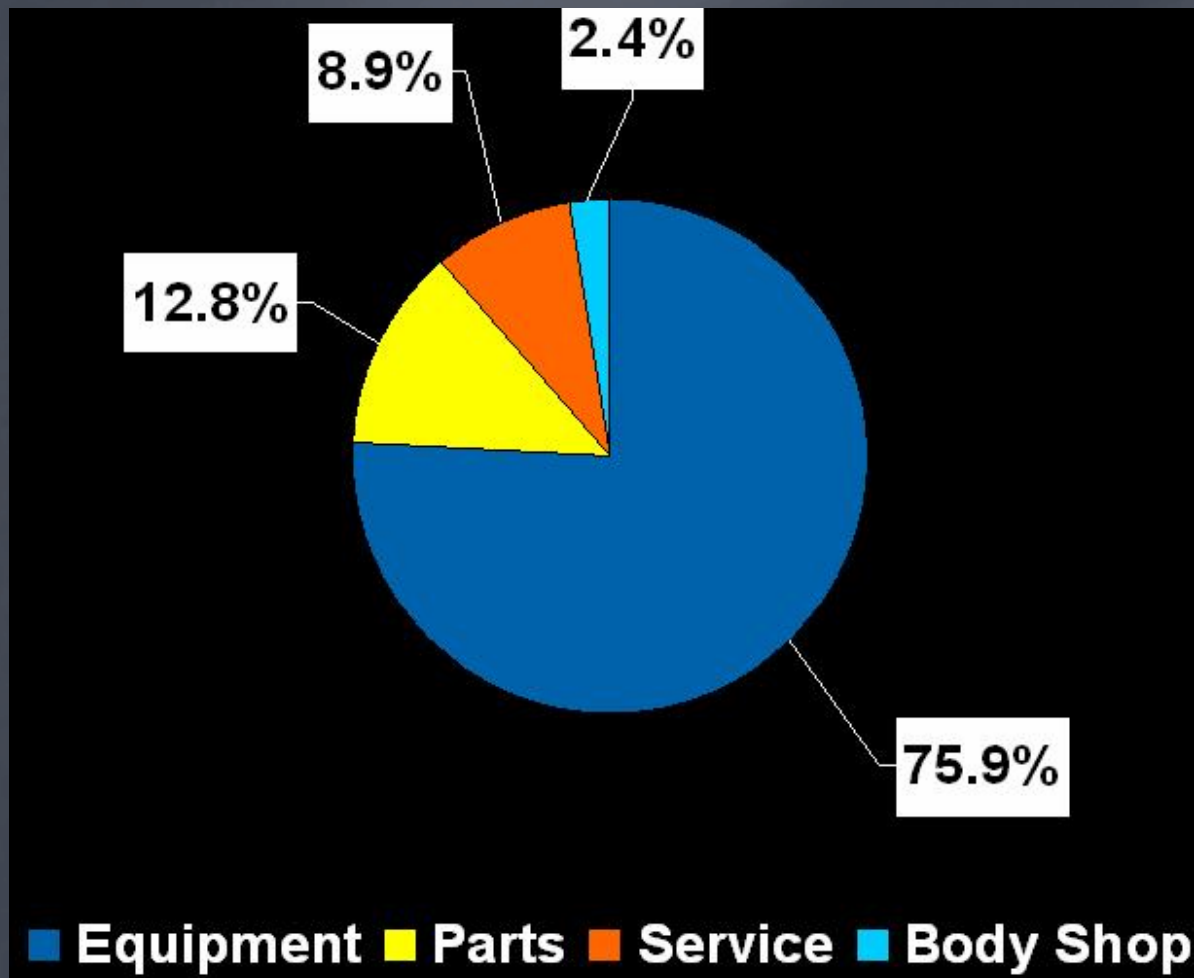


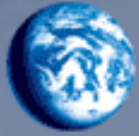
Barloworld
Leading brands

Sales - Barloworld Freightliner

YTD 8 Periods - 2004

Sales Percent by Department

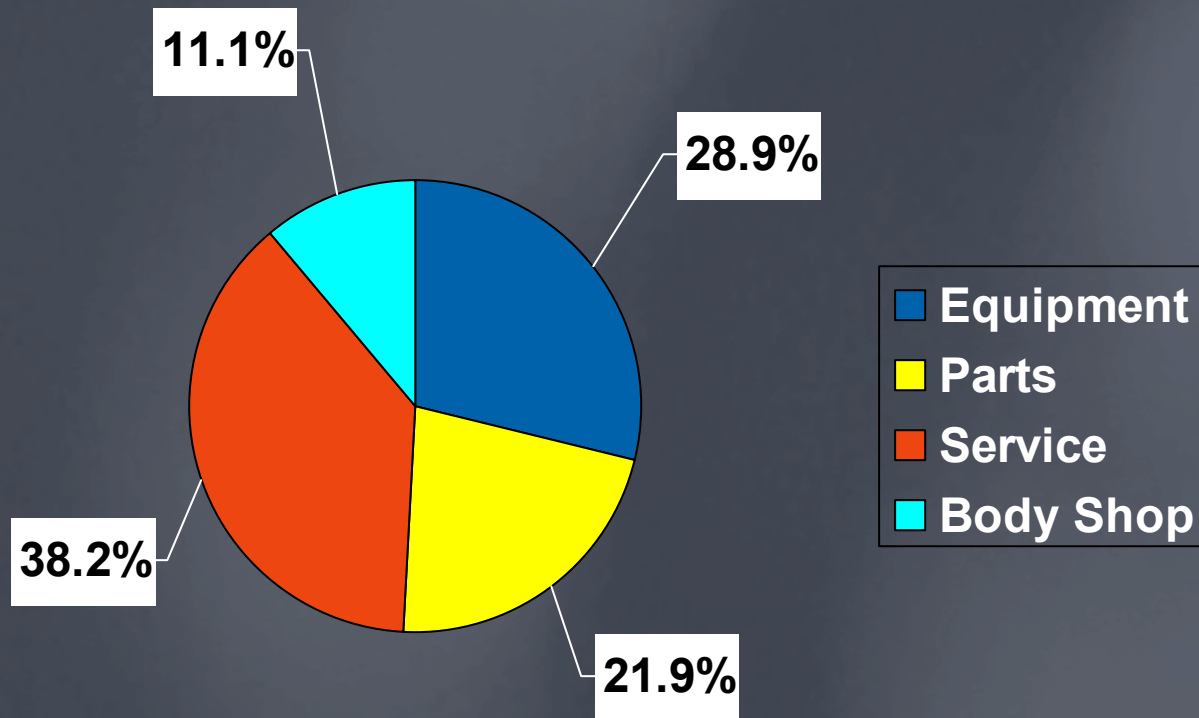


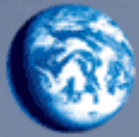


Barloworld
Leading brands

Adjusted Gross Profit by Department

YTD 8 Periods - 2004



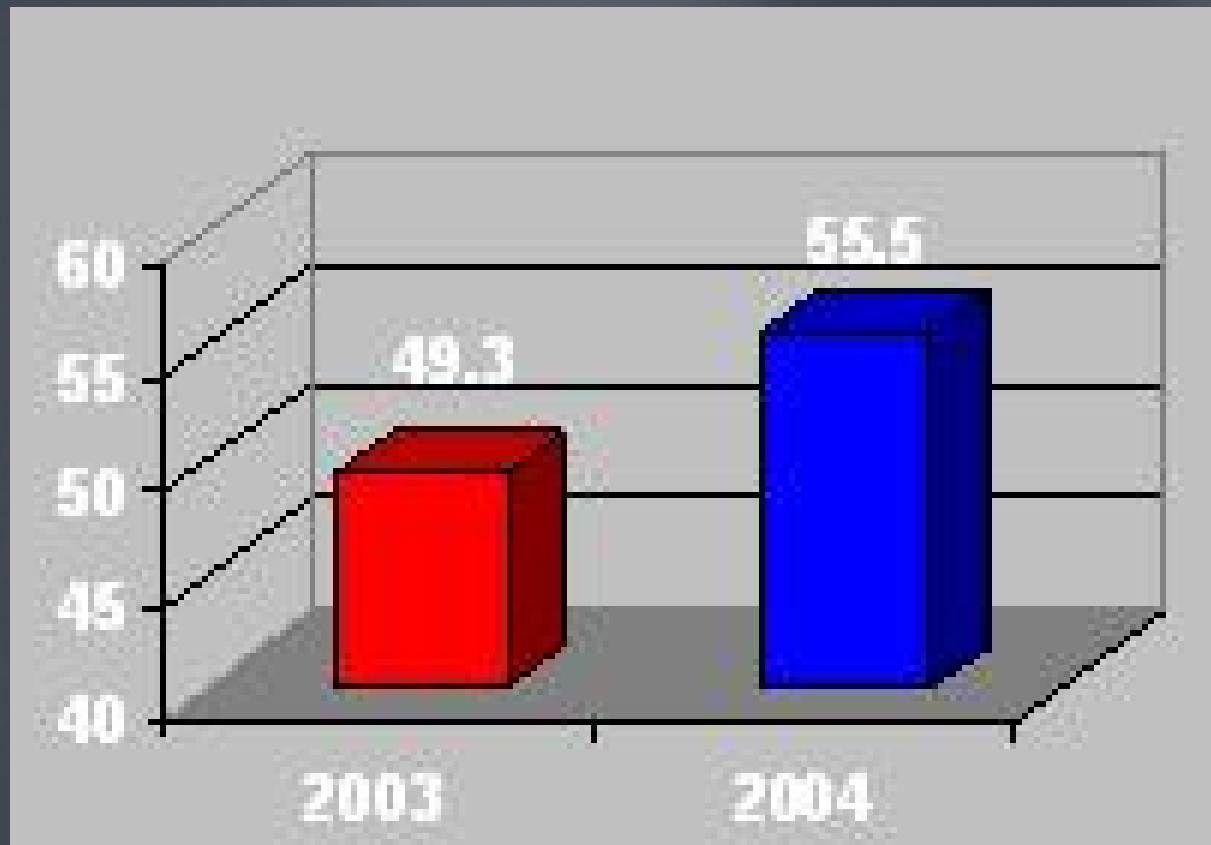


Barloworld
Leading brands

Barloworld Freightliner - Aftermarket Turnover

Same Store Sales

Sales in Millions, US Dollars



* 2004 - Annualized



Barloworld
Leading brands

Barloworld Advantages

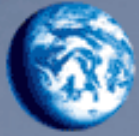
- **Value Based Management**
- **Sound Accounting/Administration**
- **State-of-the-Art Communication & IT Systems**
- **Experienced Management & Sales Team**
- **Territory Central to Truck Traffic in USA**



Barloworld
Leading brands

Growth Opportunities

- **Global Call Center**
- **Increased Salvage Parts Sales**
- **Expanding Freightliner Van Product Line**
 - **Cab and Chassis - 2004**
- **Onsite Contract Maintenance Shops**
- **Growth of Medium Duty Market throughout System**
- **Proper Inventory Utilization**
- **Increase Parts Sales Opportunities**



Barloworld
Leading brands

THANK YOU FOR VISITING
BARLOWORLD FREIGHTLINER