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FPT INDUSTRIAL PRESENTS ITS NEW PRESIDENT FOR LATIN AMERICA

FPT Industrial Latin America announces José Luís Gonçalves as its new president on 8 August 2013. Gonçalves takes on the responsibility of maintaining and accelerating the company's growth in the region, with particular focus on Brazil.

"My aim is to consolidate FPT Industrial's operation and further develop the recent growth of the business in Latin America," said Gonçalves. "After Europe, Latin America is the most pivotal market for the company and we foresee great potential for development in this area."

Growth is forecast across all sectors in which FPT Industrial operates, with the agricultural and commercial vehicle industries providing the greatest potential for expansion. Two of the world's biggest sporting events will be held in Brazil, the 2014 FIFA World Cup and the Rio 2016 Olympic Games, which will have a significant impact and require substantial investment in the country's infrastructure, affecting both the transportation and construction sectors.

"FPT Industrial provides engine technology to the fields that will assist in the expansion of the economy. Thanks to the wide range of products supplied and the positive reception to our solutions, we're confident regarding continuous growth in these areas," added Gonçalves.

One area of development will be its post-sale service offering, with additional support offices to be opened in the next 18 months. "Expanding the customer service network will be instrumental in FPT Industrial's success and the satisfaction of our customers," said Gonçalves, who has been appointed for his vast commercial and strategic experience. With a view to improving integration and implement a renewed focus on the market, Gonçalves is the first Brazilian to be appointed as President of FPT Industrial Latin America.

FPT Industrial is recognized across the globe for its pioneering technology and diverse product portfolio of diesel and compressed natural gas (CNG) engines. As a market leader it has invested in its research and development programs and is focused on innovation and sustainability.

Incorporating light, medium and heavy solutions, FPT Industrial's product range consists of 2.2-litre to 20-litre engines for applications that include commercial vehicles, agriculture, power generation and marine. Part of Fiat Industrial, it powered the 'International Truck of the Year 2013', the STRALIS HI-Way, and has recently entered into an agreement to provide 1,500 CNG-powered engines over the next five years to traditional Peruvian bus manufacturer Modasa.

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Press Release

FPT Industrial's customers include Case, Iveco, New Holland, Hyundai, Tata, Komatsu, Modasa, Stemac and Leon Heimer, which are distributed in Brazil and across Latin America.

José Luis Gonçalves

José Luis Gonçalves has over 20 years of experience in technical and commercial sectors across the globe, including Latin America, the USA, Europe, Africa, China and Russia.

Having worked at Denso and Electrolux, he joined Volvo Group in 1996. In his last role as Sales Manager in Latin America for Volvo Buses he was responsible for doubling its sales volume in highway buses and increased its presence and market share in all key regions.

In 2013 he takes on the presidency of FPT Industrial Latin America at an important time for the engine manufacturer's business development.

FPT Industrial

FPT Industrial is a company of Fiat Industrial dedicated to the design, production and sale of powertrains for on/off-road vehicle, marine and power generation applications.

The company employs approx. 8,000 persons worldwide, in 10 plants and 6 R&D Centres. The FPT Industrial's sales network consists of 100 dealers and over 1,300 service centres in about 100 countries.

A wide range of products (5 engine ranges from 31 up to 740 kW, and transmissions with maximum torque from 300 up to 500 Nm) and a close focus on R&D activities, make FPT Industrial a world leader in industrial powertrains.

For further information, visit www.fptindustrial.com.

Press Release