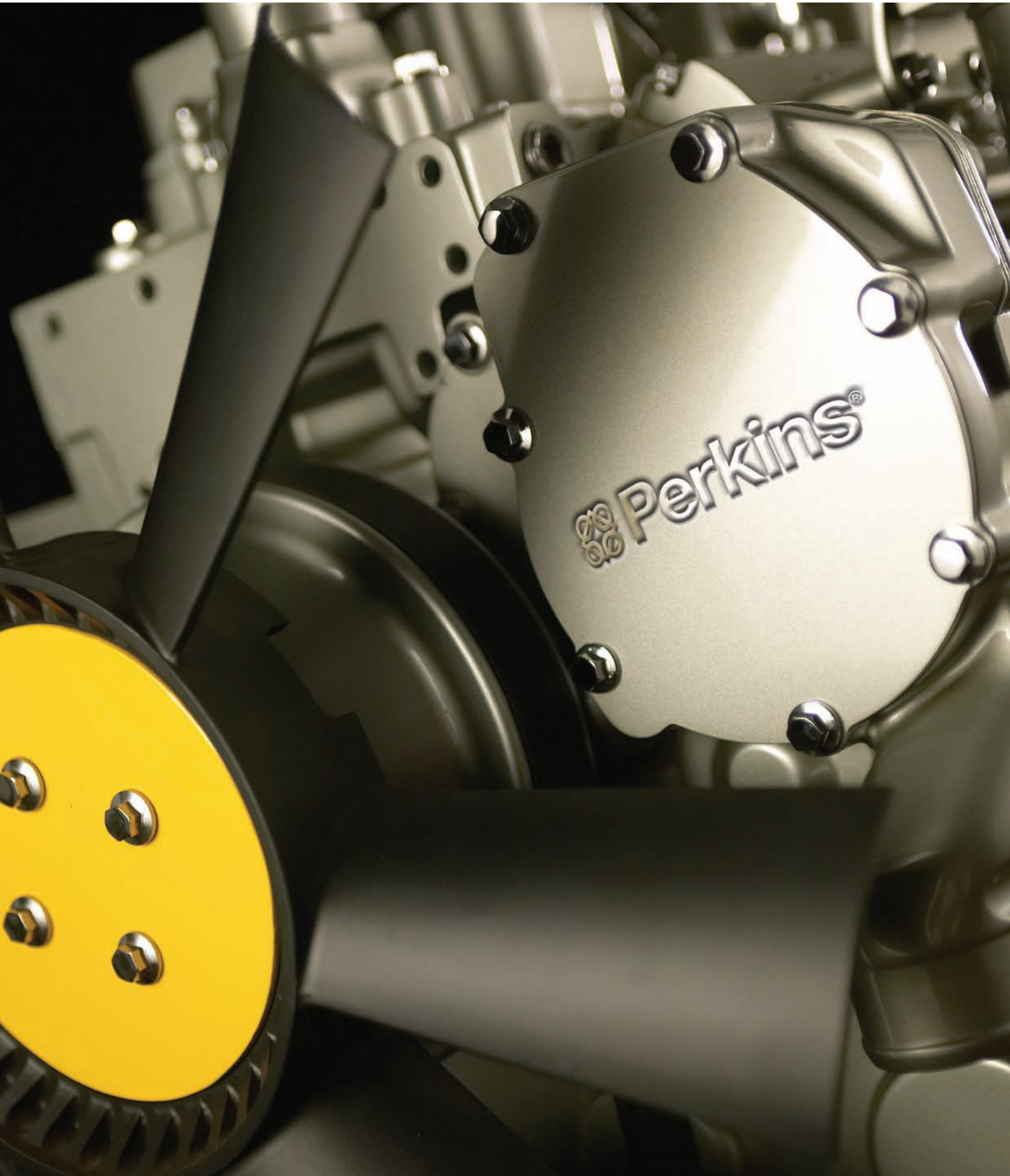
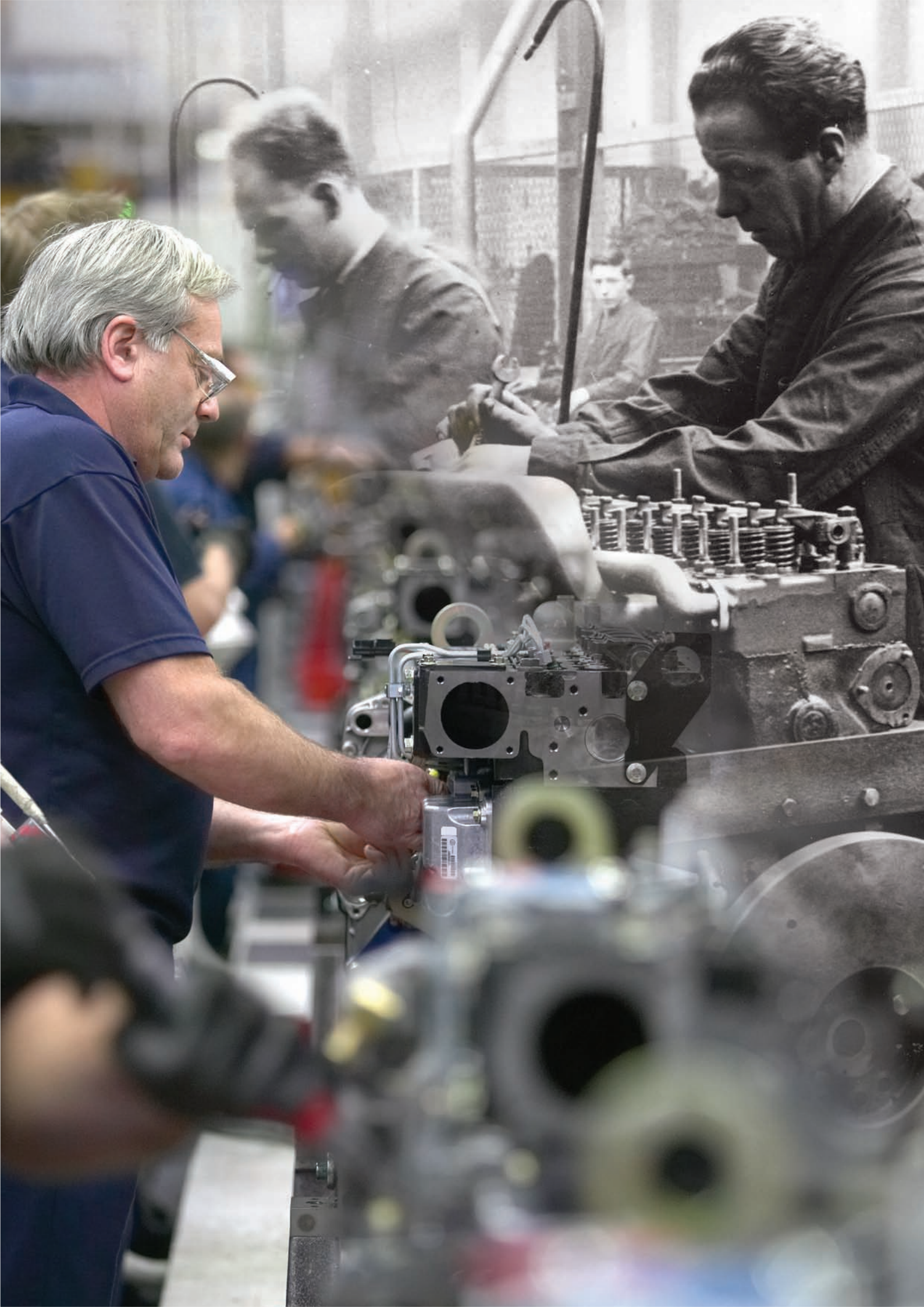




The heart of every great machine





Proud beginnings

■ Dependable, Reliable, Dedicated, Global, Enduring, Flexible and Trusted.

From the very minute of its formation, Perkins Engines set out to lead the world in the high-speed diesel technology that now underpins almost every aspect of our daily lives. It has meant a journey through more than seven decades of success and continues today, where commitment to leadership embraces not only innovative products and services, but also the best in customer value.

Perkins' values, competencies, engines and most importantly, people, are the cornerstones of our brand. It is also a distinguishing characteristic of our business that we build close relationships with our customers. Through this we get a clear understanding of customer needs and the means that we must take to achieving their goals.

Just as people, businesses have personalities too, with ways of thinking and doing that make them different and, we believe in the case of Perkins, better. So, if you would allow us a little time, we would like to give you a glimpse of not just the engine and product support solutions we offer, but also of those attributes that really makes Perkins a winner in our field of business.

In 1932, Frank Perkins, innovator, entrepreneurial businessman and engineer, saw the promise of a future in high-speed diesel engines. With just seven people, he formed a fledgling company based in Peterborough, England, to make his vision a reality.

Frank had built his first diesel engine within a few months and the company began to grow. Now over 17 million engines later, Peterborough is still home and headquarters, with further manufacturing added at Stafford in the UK, Curitiba in Brazil and Georgia in the USA. Each year, from these facilities and licensees around the world over 300,000 engines enter service, their owners finding peace of mind through the knowledge of a product support network with close to 4,000 distributors and dealers to be found worldwide.

Staying ahead in a rapidly changing world is vital; in this, Frank Perkins' vision and values continue to live on within our people. And now, as part of Caterpillar Inc, we are able to access cutting edge technology, and call upon the managerial and financial resource of one of the largest, most successful and respected brands in the world.

Dependable: we have a tradition of well-engineered product supplied by professional people that always deliver the promises made, plus a little more.

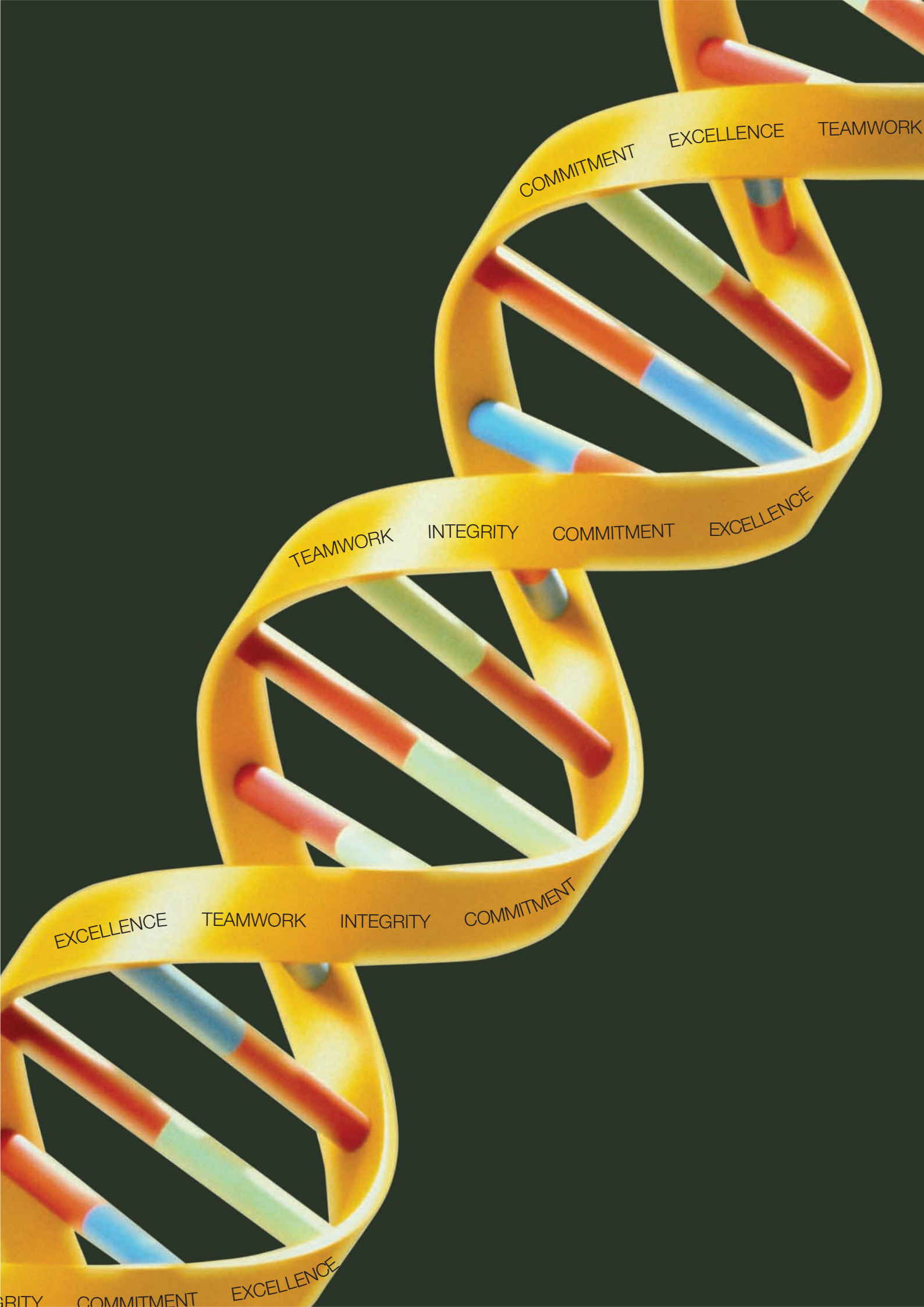


Health, safety and the environment

- Health, safety and the environment come first at Perkins. They are the primary factors in our drive for world-class standards as we strive to find new and better ways of interacting with our world and its environment.

Our approach has been to refocus our efforts on the way our business impacts the environment. From making Perkins simply a safe place to work, to eliminating accidents in the workplace - we call this 'Target Zero'. This concept confronts us with a need to manage our resources wisely while promoting the health and safety of all our employees and communities. It also means a drive to zero waste, zero emission of controlled gases, zero landfill and, of critical importance, putting safety first by fostering a culture where zero accidents become an integral part of our everyday operation.

Reliable: the quality product and service that simply provides power when required, year after year.



Living our values

- The shared values of our people are our source of performance, our source of innovation and change.

Thus, these same values are amongst the principle factors that have made Perkins such a successful company and respected brand. In living its values, the company is inspired to be an ever better neighbour, employer and supplier, our people empowered and engaged to deliver higher returns to our stakeholders and the highest levels of customer satisfaction.

- **Integrity - the Power of Honesty:** Promising the possible, building and strengthening our reputation through trust. Being respectful and behaving in an open and honest manner.
- **Excellence - the Power of Quality:** The pride we take in what we do and what we make possible. A passion about people, process, product and support excellence, an intense focus on customers.
- **Teamwork - the Power of Working Together:** We are a unique team, sharing our experiences, opinions and diverse talents, to help those with whom we work, live and serve.
- **Commitment - the Power of Responsibility:** We make meaningful commitments – first to each other then to those with whom we work and serve. We are global citizens dedicated to safety, our communities and the environment.

Dedicated: from our most senior officer driving Class A performance to our youngest operative delivering it, there is a company-wide ethos of helping customers to succeed.

Right, first time

6 Sigma “It is a statement of our determination to pursue a standard of excellence”

Throughout Perkins, 6 Sigma is transforming how people work. It fuels a relentless quest for improvement that is fact based and data driven. By streamlining our processes and eliminating variation we drive out waste and cost, leading to leaner manufacturing and a logistics system that will be second to none.

6 Sigma now underpins the whole of Perkins' activities and provides a genuine focus on the customer.

New Product Introduction (NPI)

Like all our processes, 6 Sigma has been central to a step change in NPI performance enhancement. Now, quicker than ever before, the voice of our customers is turned into metal manufactured to the most exacting standards.

A range of winning products is emerging from world-class facilities that quietly satisfy the differing emission requirements around the world. They do so with honest performance improvements, that for example, have led to a Queen's Award for export presented during 2005.

As ever, our suppliers play a vital role within the NPI process. Working in partnership with Perkins they are key to establishing the seamless borders that ensure concepts are turned into product optimally designed to satisfy supplier capability. In this way, best value is assured along with right first time, every time delivery.

Quality business systems

From a philosophy of 'Quality: at the heart of all we do' Perkins has committed to maintain and continually improve the business management systems in line with the requirements of the International standard BS EN ISO9001:2000. Perkins is also a Class A company; this internationally recognised discipline demonstrates a company's excellence in managing people, processes and systems for the provision of greatly enhanced products and services to customers.

We now operate an integrated operating system that tracks every element of the business, from the ordering of raw materials to the delivering of what we promise - 'the right engine, delivered defect free on the right day.'

Our Class A programme manager believes "As a Class A company our flexible processes allow us to be more responsive to customer requirements - whether that's a complex need such as an engine design change, or an agreement on delivery deadlines."

Global: it is an uncomplicated strategy - 'meet customer needs where they want them, when they want them'. This, and all the other attributes, have been and will continue to be delivered and improved with a commitment to 6 Sigma methodologies.

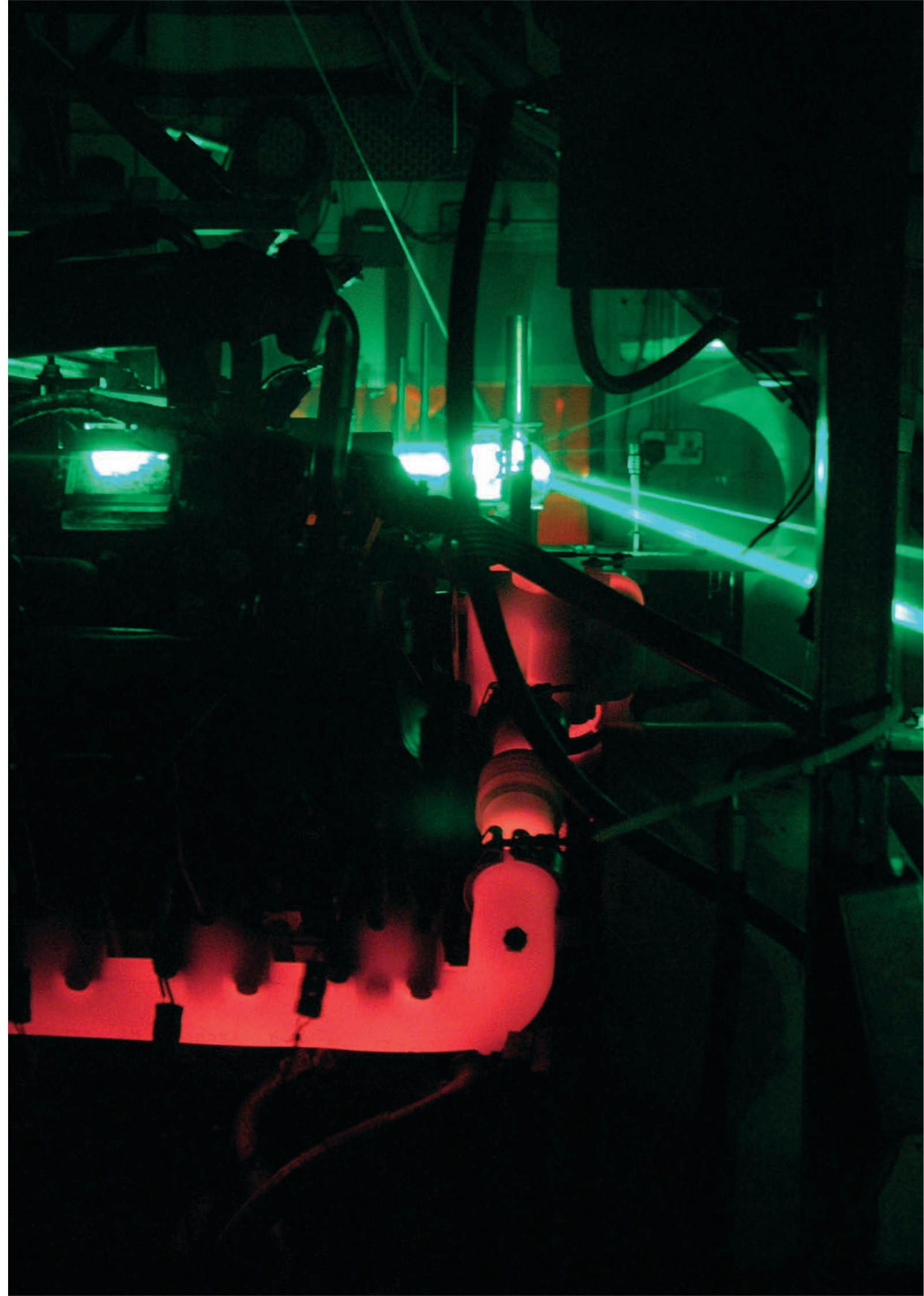
Powering the future

- Staying ahead in a rapidly changing, technologically driven world is a continuous process.

At Perkins over 500 hand-picked engineers and scientists expertly blend experience with innovation to meet the challenges of the future. They also partner with our enterprise resources and the vast store of expertise that provides technology such as ACERT™, and helps to keep Perkins powered machines ahead of the rest in performance and value.

Our strong partnership with some of the world's leading academic institutions enables the development of our graduate talent and supports our research into the embryo technologies that will power future off-highway industries and machines.

Enduring: a renowned track record, demonstrable staying power, the products and people to meet the challenges presented by the future. Plus the vast resource of a parent acknowledged as a leading brand and global technology leader.



Global Product Support

■ Wherever it is required in the world, Perkins product support is designed to keep a Perkins engine running. We recognise the importance of maximising engine productivity to fulfil our customer's needs, hence our goal to be the world leader in global product support for engines.

Our network are the engine experts when it comes to the full Perkins range. Perkins trained distributors have TIPSS (The Integrated Product Support Solution) suite of web enabled tools at their fingertips, providing them with the very latest, up-to-date real time information. So whether it's for parts identification and ordering, engine fault diagnosis or technical information, the Perkins distributor can complete the job to Perkins stringent standards, first time, worldwide.

From cradle to grave, Perkins has the solutions to meet customer needs. From standard maintenance, to comprehensive repair or complete overhaul, a cost effective solution is available whatever the age or condition of the Perkins engine. Perkins OE specification parts also come with a 12 month warranty, providing the best quality at the lowest possible cost.

Fully dedicated to looking for innovative solutions to industry issues, Perkins is working hard to ensure continuity of component supply. The exchange range offers remanufactured parts, giving good as new quality parts, from reworked core. A sustainable proposition, at the right price and all this with a reduced impact on the environment.

To give complete peace of mind to the machinery user, Perkins also offer Extended Service Contracts that take the worry out of engine ownership. Flexible coverage can be taken out for up to 8,000 hours of engine service, giving total protection against unexpected repair costs.

Perkins global product support is designed to enhance the customer experience of owning a Perkins powered machine. We deliver this through the quality of our distribution network, extensive global coverage and a range of Perkins supported OEM partnership options. So whether you are an end-user or an equipment manufacturer our engine expertise is essential to your success.

Perkins product support ensures engine expertise is available throughout the world and around the clock. Surpassing customer's needs and keeping Perkins powered machines productive



Perkins

■ In more than 160 languages it's the word that translates into quality, but in this the telling of our story, compelling though it is, we can only briefly touch on what we really are. That's because there cannot be a substitute for the quality people who really shape our character.

Perkins' people everywhere turn strangers into friends and friends into customers by working as partners in developing the extensive range of power solutions that not only meet the challenge posed by the environment, but also the varied demands of industrial equipment worldwide.

In this way huge numbers of manufacturers and operators of powered industrial equipment have put their trust in Perkins. We are trusted to not only deliver reliably, but also deliver reliability and performance. Trusted to find cost effective solutions as emissions standards tighten. Above all, trusted to provide the best levels of support, lower costs of operation and when the time comes, the quality name as equipment is sold on.

At the end of our journey we now trust that you too can tell us what it takes to make Perkins the first choice to power your world.

Trusted: throughout our business there is a real commitment to customer satisfaction and should issues arise, honesty in resolving them.



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