

SSANGYONG MOTOR

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#### OUTRO

#### Successful Innovation

## **Core Purpose**

"A leader in innovation, Ssangyong Motor strives to deliver an enjoyable and safe driving experience for customers with modern, people-focused products and service. On this basis, we aim to achieve continuous growth, management stability and corporate social responsibility."

Creative innovation making new markets and customers. Advanced innovation surpassing barriers and limits.



## **Ssangyong Motor thinks about a better future.**

As a leader in innovation, we will lead change for a better future amidst endless challenges. Ssangyong Motor, here for you today and tomorrow in your life.

We will constantly strive to deliver the best products and customer service for your enriched life, through technological innovation, process and business innovation and customer focus.

### **A Respected Company**

### **A Korean Company**

We have a rich motoring heritage and legacy as a Korean company which we will keep and develop, elevating our status in the global market as a truly global company.

# MOST INNOVATIVE AND RESPECTED **KOREAN AUTOMOTIVE COMPANY**

#### **An Innovative Company**

We will achieve growth and the highest satisfaction through mutual respect and trust, side by side with stakeholders including shareholders. executives and business partners.



## Ssangyong Motor, 50 years of legacy will continue to strive over the next 50 years.

Ssangyong Motor has challenged for a better future. We will travel on this journey along with you continuously.

#### 1954~1986

Foundation, for a start of great history and craftsmanship

1954. 01 Ha Dong-Hwan Factory founded 1975. 05 Initial Public Offering (IPO) 1976. 09 Manufactured special motor vehicles 1977. 02 Renamed Donga Motor Co. 1979. 12 Pyeongtaek Plant construction completed 1981. 03 Renamed GeoHwa Co., Ltd. 1983. 03 Adopted the 'Korando' trademark 1985. 08 Combined Busan Plant and Pyeongtaek Plant

#### 1987~1997 Pursuit, for major automaker and high technology

1986. 11 Acquired by Ssangyong Group 1988. 03 Renamed Ssangyong Motor Co. 1988. 07 Acquired Panther Car Co., UK 1988. 12 Launch of the <sup>r</sup>Korando Family<sub>J</sub>, station wagon 1991. 02 Technical tie-up with Mercedes Benz AG for small compact cars and Diesel-engines 1992. 01 Launch of the <sup>r</sup>Kallista<sub>J</sub>, the first Korean sports car 1992. 06 Central R&D Center construction completed 1992, 10 Technical tie-up with Mercedes Benz AG for gasoline-engines 1993. 01 Joint capital investment (5%) with Daimler Benz AG 1993. 02 Technical tie-up with Mercedes Benz AG for large vehicles 1993. 08 Launch of the Musso, 4DW wagon 1993. 11 Technical tie-up with Mercedes Benz AG for large size diesel engines 1994. 04 Opened After-Sales Service Technical and Training Center in Daejeon 1994. 06 Changwon Engine Plant construction completed

- 1994. 08 Launch of the New Family\_
- 1994. 10 The Musso, awarded 'Auto Design Prize'at Birmingham UK
- 1995. 06 Parts Logistics Center construction completed in Cheonan
- 1995. 07 Launch of the <sup>r</sup>Istana, small compact car
- 1996. 07 Launch of the New Korando

3rd gen.

1997. 10 Launch of the <sup>r</sup>Chairman<sub>J</sub>, large flagship sedan

#### 1998~2004 Success and Hopes

#### 2004~2009 Challenge to be a global automaker

in Netherlands

Netherlands 2008'

'Best Concept Car'

awarded the Gold Prize at

**Ergonomics Design Awards** 

1998. 07 Launch of the New Musso van 1999. 06 Launch of the <sup>r</sup>New Musso<sub>J</sub>, 7-passenger SUV 1999. 09 The Korando Won Pampas rally 1999. 11 The Korando Won BAJA rally 1999. 12 Underwent corporate restructuring program 2000. 03 Launch of the <sup>r</sup>Chairman<sub>J</sub> CM500/CM400 series 2000. 08 Obtained ISO9001/14001 certification 2000. 10 The Korando, awarded 'Energy Winner 2001'prize 2001. 04 Produced 500,000 engines at Changwon Engine Plant 2001. 09 Launch of the Rexton , new premium SUV 2002. 03 Musso , awarded 'No.1 Brand Power' in SUVs at Korea Management Association for 3 consecutive years 2002. 06 Certified as 'Best Company in customer astisfaction management system' 2002. 06 Awarded 'Best Company in Value Management' 2002. 09 Launch of the Musso Sports, first Korean SUT 2002. 12 Awarded 'Best Companyn icustomer satisfaction management system'prize 2008. 11 EU Parts Center, 2003. 07 Launch of the Korando Van Youth 2003, 09 Launch of the <sup>r</sup>New Chairman 2003. 10 Opened Human Resources Development Center in Pyeongtaek 2003. 12 Produced XDi 270 engines, 2009. 02 Started Company Awarded the Grand Prize at 2003 Corporate Communications Awards 2009. 04 The C200, awarded 2004. 03 The Musso Sports, crossing the Rocky and Andes 2004. 05 Launch of the Rodius, premium MPV 2009. 06 The Chairman WJ, 2004. 07 The New Chairman, and Rodius, Awarded 'Good Industry Design'prize 2004. 09 Changwon 2nd Engine Plant construction completed

Porduced total a million engines



# **Company History**

2010~2013

New start, New future

2004. 12 Awarded 'Best Company 2010. 06 Contracted with Russia to Export KD in Design Management' 2010. 08 Launch of the <sup>r</sup>Chairman W<sub>J</sub> 4-TRONIC 2005. 04 The <sup>r</sup>Actyon<sub>J</sub> won Lop Nur rally 2010. 11 Signed an agreement among Labor, 2005. 06 Launch of the Kyron Management, Publics and Politics 2005. 08 The Kyron」, awarded 2010. 11 Signed M&A Definitive Agreement 'A Energy Winner 2006' with Mahindra & Mahindra 2011. 03 Launch of the <sup>r</sup>Korando<sub>J</sub>, new concept CUV 2005. 10 Launch of the Actyon 2006, 03 Launch of the Rexton II Acquired by Mahindra & Mahindra 2006. 04 Launch of the <sup>r</sup>Actyon Sports Completed Company Rehabilitation Procedure 2006. 07 The Rexton II, awarded 2011, 04 The Korando, awarded 'A Energy Winner 2007' 'Most beloved SUV Brand' 2006. 12 Opened EU Parts Center 2011. 05 Launch of the <sup>r</sup>Chairman H<sub>1</sub> New Classic 2011. 07 Launch of the New Chairman W 2012. 01 Launch of the <sup>r</sup>Actyon Sports<sub>J</sub>, 2007. 07 The New Rodius, awarded 'A Energy Winner 2008' first Korean LUV 2007. 10 Launch of the Rexton II Euro 2012.01 The Korando, won the ScanCovery Trial 2008. 01 Launch of the Chairman H 2012.03 Launch of the Rexton Euro V 2012.03 The <sup>F</sup>Korando J awarded ' No.1 SUV' 2008. 02 Launch of the Chairman WJ 2008. 07 Opened EU Office in Spain at Korea Brand Star 2008. 07 The <sup>r</sup>Actyon<sub>J</sub>, awarded 2012.03 Launch of the <sup>r</sup>Korando<sub>J</sub> CHIC M/T 2012.05 Launch of the Rexton 'A Energy Winner 2009' 2012.07 Launch of the Rodius, Euro awarded 'Safest Warehouse of the 2012.08 Launch of the Actvon Sports Mania(4WD six-speed M/T) 2009. 01 The Kyron I finished Dakar rally 2012.12 Actyon Sports, awarded Grand Prize at 'Marketing Innovation' Rehabilitation Procedure 2013.02 Launch of the New Rodius 2013.04 Launch of the <sup>r</sup>Chairman W<sub>J</sub> Summit 2013.08 Launch of the New Korando at Seoul Motor Show

## Message from CEO

#### "Most Innovative and Respected Korean Automotive Company."

great love.

Throughout our 60 year history in the Korean car industry, we have always been pioneers and met the challenges of the future. Ssangyong Motor has opened up the era of 4WD with advanced technology and refinement to become a leading SUV manufacturing company with a full SUV line-up. With these developments, Ssangyong Motor has been leading advances in eco-friendly diesel technology and enhancing its reputation as the oldest brand in Korea, while gaining accolades for its efficient and compact SUV, the Korando.

Ssangyong Motor has made a major step forward as a global SUV automaker after its merger and acquisition with the Mahindra & Mahindra Group. Ssangyong Motor continues to grow and develop due to a mutual synergy between the two companies which has enhanced new vehicle development, technology, market reach and competitiveness. Above all, we are achieving sustained demand in the global market, increased product competitiveness, diversifying the product portfolio and meeting customers' needs by developing new conceptual CUV models through a compact new platform.

green growth.'

automotive company, which is also our new vision.

Be part of Ssangyong Motor's future, standing tall and center stage in the world.

I would like to express my deep gratitude for our customers' invariable attention and

Ssangyong Motor will remain one step ahead as a Korean car brand by developing various eco-friendly automotives to keep up with the growing trend for 'low carbon

Going forward, Ssangyong Motor will be increasingly known as a global SUV manufacturing company and one of the most innovative and respected Korean

Ssangyong Motor recognizes its responsibilities and role as a corporation and customers' faith and trust which helped it get to where it is today.



President and CEO Ssangyong Motor Co.

# Workplace

### Pyeongtaek Plant (Head Office)

Pyeongtaek Plant is a high-tech manufacturing facility with advanced quality and environmental management control systems on the land with about 9,260,000 sq ft. Its production capacity is 250,000 vehicles a year initially, and met global quality standards. In addition, Pyeongtaek Plant will play a core role for SsanYong Motor to be global automaker by building cutting-edge assembly line for monocoque SUV New Korando shortly.





### **Changwon Engine Plant**

Changwon Engine Plant is a high-tech engines and core powertrain manufacturing facility with high-accuracy and central control assembly line on 1,260,000 sq ft of land. All engines and core powertrain require 12 of strict performance testings for our best products.



## Ssangyong Motor builds customers' dreams.

91

We will provide better value with high quality, competitively priced and eco-friendly products for customers. Focusing on the future inspires positive changes and improvements.



# Successful Innovation . What we achieve with you



### → | Customers are central to our innovation and ambitions for the future.

Ssangyong Motor seeks innovation relentlessly.

innovation seriously.

We fulfill our passion for making the best cars using research and development to achieve a harmony between nature and humankind.

We appreciate the efforts of everyone working with us and understand the needs of anyone who loves Ssangyong Motor. That is why we always try to do our very best to provide you with better value, working through every single change and

## Innovation in Technology/Products

## We put customer-focused, eco-friendly values into the best futuristic technologies.

RSP 'Robust, Specialist, Premium' is the Ssangyong Motor's philosophy for product development.

This means that we achieve 'Fun to Drive' through balancing performance, safety and eco-efficiency.

Ssangyong Motor will deliver its mid- to long term growth strategy by strengthening its market position, developing competitive product development and the next-generation technologies and maximizing synergy with the Mahindra Group.

This approach allowed us to launch five upgraded and facelifted models by 2013, and we will launch four new models by 2016.

We will ensure further growth by developing competitive global models and highly efficient, high-output powertrain.

Fulfilling our promise for future sustainability, we will collaborate with the Mahindra Group and increase our advanced development capabilities to be competitive with regards to the next-generation automotive technologies such as the electric vehicle.



Premium CUV Concept Car<sup>T</sup>XIV-2<sub>J</sub>
 <sup>T</sup>XIV-2<sub>J</sub> Convertible
 <sup>T</sup>XIV-2<sub>J</sub> Center Fascia
 EMC Anechoic Chamber
 Collision Tests











## Innovation in Production/Quality

## We meet customers' expectations with a reliable manufacturing, delivering the highest quality.

The best quality starts from the smallest detail.

The core of Ssangyong Motor production philosophy is humanity and based on 'Principles and People' as a priority and results in a productive manufacturing site.' We pursue customer satisfaction and global competitiveness through an optomised manufacturing system.

We strive to produce immaculate vehicles through countless efficiency improvements including maintaining the best facilities and streamlining logistics.

We will also reinforce a standardized production and build a digital factory to utilize ecofriendly manufacturing technologies.

Ssangyong Motor meets customers' expectations with safe and reliable cars and by striving for constant quality and product improvements.





Chassis line for the <sup>r</sup>Korando J
 2nd Painting line for the <sup>r</sup>Chairman J
 Assembly line for the <sup>r</sup>Korando J
 Engine Sub line
 First Customer's driving
 Service Center

2 3 4



# Innovation in Sales/Service

# We are with our customers for the long term, just as we were at the very beginning.

We are always on our custo We always treat you as if yo Ssangyong Motor has sta player. The brand-new S delivering excellent service. We will strengthen our st brand strategy for the glob customers' future needs ar aim to do. We promise to do our best service centres.

**o**—





We are always on our customers' side to deliver better value.

We always treat you as if you were our first-time customer.

Ssangyong Motor has started new challenge, striving to become a global SUV player. The brand-new Ssangyong Motor focuses on customers' needs and delivering excellent service.

We will strengthen our status in all the major markets through a differentiated brand strategy for the global market. We will enhance our brand by exploring our customers' future needs and requirements, as Ssangyong Motor employees always

We promise to do our best, and also fulfill customers' satisfaction with our sales and

# Mutual Cooperation ... What we promise to you

# for everyone.

Ssangyong Motor puts 'We' before 'I'. Ssangyong Motor is building on the history of the Korean automotive market based on the idea of togetherness.



step in a new phase of Ssangyong Motor.

## $_{-\circ}$ | We try to make the world a better place



Working together has provided the foundation for a fresh start, an important first We strive to create growth with all our partners through respect and cooperation.



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- The Environmental Cleanup Campaign in Taean Peninsula
   The Sharing Briquettes Event
- 3. The sponsorship for Walnut Biker Campaign 4. The Commemorative Planting Event at
- Pyeongtaek Plant
- 5. The workers' families invitation event



### Sharing the little things brings greater happiness and brings us together.

sharing ups and downs. relationships with you. schemes and cooperative activities.



# Corporate Social Responsibility (CSR)

As running solo can be faster, but is not long lasting, we run together with you by

We put 'We' first before 'l' and carry out a spirit of 'sharing'. This is another growth engine of Ssangyong Motor and provides an energy of happiness for all of us.

Ssangyong Motor meets its corporate responsibilities in relationships with the local community, as well as shareholders, business partners, employees and customers.

We will take the lead in making the world a better place based on our valuable

Our declaration of Corporate Social Responsibility issued in 2011 is a physical representation of Ssangyong Motor's goal to make its contribution to the world. We will do our best to become a corporation that grows with the local community, by developing sponsorships, a scholarship committee, volunteer works, environmental



# Labor-Management Relations

#### Round, strong wheels at the front and back produce powerful driving.

The Strong front and back wheels running together makes a car drive smoothly. What makes us run together are trust and harmony with each other.

"Stand Upright, Stand Together, Stand Again!" is a basic guiding principle of "The Oneness Company Training Program" for harmony between employees and management. We are leading Labor-Management Relations through 'Oneness and Harmony between Labor and Management Activities', such as encouraging experiences and spontaneous interaction, and status meeting to share the information and plans of the company with all employees.

Ssangyong Motor has set a benchmark for Good Labor-Management Relations in the Korean automotive industry. Initiatives such as the Ethical Partnership of Labor-Management Practice Agreement and the Social Agreement between employees, management, public and politicians for Good Labor-Management Relations have provided win-win schemes for the union and company.





#### 1. Seoul Service Center

- 2. Labor-Management Collaboration Hiking in Concord in 2011
- 3. The Declaration of Vision Ceremony
- in 2011
- 4. The Oneness Company
- Training Program
- 5. The Oneness Company Training Program

2 3 4 5







Based on this cooperation and trust between Labor and Management, Ssangyong Motor was selected for the Best Labor-Management Partnership Program and received the Ministry of Employment and Labor Award in 2010.

This mutually beneficial relationship between Labor-Management helps to lead innovation and be a corporation to aspire to.



# **Global Brand** What we pursue for you

START

# Ssangyong's vigor is spreading throughout the world.



With its motoring heritage, Ssangyong Motor has been a leading company in the Korean automotive industry for over half a century.

We are now moving into a global market to develop its legacy and history. Ssangyong Motor believes that the best in Korea can be the best in the world.

# **Global Management**

#### Through global management, we are establishing a presence on the world stage.

Ssangyong Motor's Declaration of New Vision Ceremony to be a global company is the start of its new journey in the world automotive market.

Ssangyong Motor recorded the highest level of exports ever in 2011, and will continue to make all efforts to achieve its mid- to long-term vision by powering growth in the overseas market. To achieve this, we will strengthen our market competitiveness and drive our proactive growth strategy across the globe.

First of all, we will expand overall sales to 300,000 vehicles by establishing a sales goal target of 200,000 sales overseas by 2016. To achieve this goal, we will expand the overseas sales network from 111 to 140 countries by entering into new global markets



1. Rexton Launching Overseas O-2. New Korando, Launching Overseas

- 3. New Korando, Launching Overseas
- 4. 2013 Global Distributor Awards
- 5. Global Distributor Conference



Developing our network in Europe e.g. Germany, and launching the Korando as an entry point, we have already resumed exports to the UK and started to target the European market. We will also target the largest market in the world, China, and the major markets of Russia, Center and South America, to develop international sales. Establishing a regional training center in Central and South America as a foundation, we will expand to regions in the Middle East and Europe and reinforce our service capability overseas. Working with Mahindra & Mahindra, Ssangyong Motor will strengthen its market reach in India, Africa, and also other countries with future high growth potential. Ssangyong Motor will continue to strive for our SUVs to be represented throughout the world.







**Global Distributor Conference** 





# **Maximizing Synergy**

#### Ssangyong Motor and Mahindra Group are lights of the East.

Like the countries we come from, Ssangyong Motor and Mahindra & Mahindra have overcome adversities to achieve amazing success. Key factors in our success are passion and self belief. Ssangyong Motor and Mahindra & Mahindra are proud of our partnership and commitment.





 Mahindra & Mahindra Blue-Chip Conference
 Press Conference in Delhi, 2012
 Chennai Research Valley



Ssangyong Motor and Manindra a
through this strategic partnership.
Ssangyong Motor is creating glo
Mahindra & Mahindra, maximizing
including product development, te
Ssangyong Motor will be a global
Mahindra & Mahindra, expanding i
and new products, and strengther





Mahindra & Mah economic powe utility vehicles a steel, consulting Based in Mumb Mahindra Group dollars in assets Mahindra & Mah tractor brand twowheeled, of Mahindra & Mah its development

Ssangyong Motor and Mahindra & Mahindra are becoming global automotive players through this strategic partnership.

Ssangyong Motor is creating global brand awareness through its partnership with Mahindra & Mahindra, maximizing synergies in every field of the automotive industry including product development, technologies and markets.

Ssangyong Motor will be a global SUV automaker, by sharing global knowledge with Mahindra & Mahindra, expanding international sales, developing and investing in R&D and new products, and strengthening its core competitiveness.



Mahindra & Mahindra is one of the biggest companies in India, a country growing as a global economic power in the 21st century. Mahindra & Mahindra is a leading company in the field of utility vehicles and IT, and has developed a powerful position in the fields of air transportation, steel, consulting, energy, finance, property and distribution.

India, approximately 144,000 employees in over 100 countries work for the The company is growing as a multinational corporation with U\$14.4 billion

Mahindar & Mahindra is the only Indian company amidst the world's leading tractor brands, and works in all fields of automotive production including twowheeled, CVs, UVs, SUVs, and sedans.

dra has recently taken over REVA Electric Car Co. Ltd and is strengthening f electric vehicles.

# Drive into Future, Drive into Nature









REXTON



New korando





## SSANGYONG MOTOR





## We are ready .--

In over 50 years.

There have been many twists and turns at times with moment of glory in our journey. We are never over-confident or discouraged, but always fought and focused on the future. Now, we are ready to travel on this journey into the future along with you. Ssangyong Motor Company, a small but strong automaker, will never disappoint you and meet your expectations.

