



Herewith the minutes from our last week CV ERB Workgroup call.

1. Long production lead time Vivaro & Combo, little information on delivery given, low unsold stock to sell
 - ➔ Capacity is maxed out, sold orders have priority, stock have been reduced due to Corona; working on incremental capacity and other production facilities
 - ➔ Sold order production capacity still available for December
 - ➔ Detailed lead-times should be given on country level
2. Bonus -Target setting needs to be aligned with product availability as we are mostly short on product (R.S)
 - ➔ Improve communication and visibility linked to the FC setting to countries (P.M)
3. All salespeople must have both PC & CV training. (Poland. M.J)
 - ➔ European policy is that sales person sells PC&CV and therefore have to be trained for both.-> Polish market confirmed meanwhile policy.
 - ➔ Dedicated LCV Genius Coaching Programme under development to leverage CV expertise in markets
4. BEV
 - ➔ No volume / Co2 quotation in CY 21; focus and plan on sold orders; FC to collect from markets in progress
5. Build simplification with reduced option possibilities continuous specification changes hampers business (R.S)
 - ➔ Peter K. to address to central team in Paris, no short term solution, need for continuous awareness
6. AWD alternative converter to consider ?
 - ➔ Requires heavy investment and change in technology -> long term change might be considered, Dangel to put up manufacturing for K9 alongside plant production will shorten lead time
7. Commercial Policy CV
 - ➔ Calculation method unchanged, separate target on CV & PC; no Co2 impact 2020, no qualifier

