



COMMERCIAL/GENERAL GLOSSARY

Acquisition

Purchase of companies or parts of companies.

Aftermarket

Sale of products to independent market: in spare part business parallel with or following series production.

Audit

Investigation procedures used to assess employed processes of the organization in terms of the fulfillment of requirements and guidelines.

Best practice

Method for success—Anglo-American business term. When a company acts according to best practice, it uses proven, cost-effective processes, technical systems, and business processes, which make it an industrial model for others, at least in the major fields of activity.

BRIC countries

Acronym for Brazil, Russia, India, and China. These countries are generally regarded as major emerging growth markets.

Consolidation

In the consolidation process, intercompany holdings, receivables, liabilities, expenditure, income, and profits are eliminated in order to compile consolidated financial statements in line with the entity theory.

Consolidation group

Comprises the parent company, all subsidiaries and participations that must be considered in accordance with the regulations of the HGB on the date on which the consolidated financial statements are drawn up.

Corporate identity

The strategically planned and operationally implemented self-portrayal and behavior of a company, both internally and externally, based on an established corporate philosophy, a long-term corporate mission statement and a defined (ideal) image—with the aim of achieving uniform internal and external representation in everything that the company does.

Cost of sales method

Type for the presentation of the profit and loss statement. In the cost of sales method, the sales are set against the manufacturing costs of the goods and services sold. Expenditures are mainly allocated to the corporate divisions' production, sales, and general administration.

Deferred tax assets

As a result of different accounting regulations for the tax and commercial balance sheets, the net income according to tax law and according to commercial law may differ. Because, in this case, the tax expense derived from the tax balance sheet considers the net income according to commercial law only to a limited extent, deferred tax assets are recognized in the balance sheet to compensate for differences.

EBIT

Earnings before interest and taxes.

First consolidation/new consolidation

First consideration of Group member companies in the balance sheet of the absorbing subsidiary (usually if holding exceeds 50%).

Forward sourcing

Purchasing activities during the development process.

German Corporate Governance Code

Sets basic statutory standards for the management and for monitoring of German companies listed on the Stock Exchange (corporate governance) and comprises internationally and nationally recognized standards of good and responsible corporate governance.

Gross domestic product (GDP)

Measure of the economic performance of a national economy during a specified period. It measures the value of the goods and services (added value) produced within the country, except those treated as intermediate consumption for the production of other goods and services.

Joint venture

Business entity which is operated jointly by two or more companies on the basis of a cooperation agreement.

Key account structure

Type of sales organization geared toward purchasers or purchaser groups. The key account manager is available to key customers as a permanent contact.

Knowledge management

Consciously managing knowledge as a resource and using it in a targeted manner within the company.

Mercosur

Mercosur (Mercado comum do Cone Sul—Southern Common Market), is a trade network made up of Argentina, Brazil, Paraguay, and Uruguay, as well as the two new partner countries Bolivia and Chile, which is modeled on the European Union and officially came into effect on January 1, 1995.

NAFTA

Acronym for the free trade zone founded on January 1, 1994—North American Free Trade Agreement. Its members are the United States of America, Canada, and Mexico.

Net financial situation

Net amount of liabilities to banks and monetary current assets.

OE/OEM

Original Equipment, Original Equipment Manufacturer.

OES

Original Equipment Services—original spare parts.

Organic growth

Part of the growth (of a company) resulting from internal forces and not from acquisitions.

Profit and loss statement

Method for determining a company's profit or loss. In accordance with the HGB, the possible methods are the cost of sales method and the total cost method.

Profit center

The profit center is an organizational subdivision for which the profit for the period is calculated separately. The profit centers usually operate as independent companies, with the aim of earning as high a profit as possible (profit responsibility).

Trade balance deficit

If a country imports more goods and services than it exports, the trade balance of a national economy shows a deficit.

TECHNICAL GLOSSARY

Air impulse valve

Valve located in the intake pipe ahead of the cylinder head, which is regulated electromagnetically in order to achieve variable charge exchange control.

Articulated piston

MAHLE developed the 2-piece FERROTHERM® piston to accommodate the high loads on high-performance engines in commercial vehicles. The two parts of the piston are connected only by the piston pin, i.e., the guiding and sealing functions are separated, as are the heat dissipation and transmission of power.

CamInCam® camshaft

Variable camshaft consisting of two shafts, one inside the other. The exhaust cams are connected firmly to the outer shaft, and the intake cams are joined to the inner camshaft. This achieves the functionality of two adjustable camshafts in the installation space of one camshaft.

Camshaft, cast

Casted in the single piece, the camshaft is then machined.

Camshaft, composite

The composite camshaft consists of the individual parts main shaft, drive element, cams, and other parts, assembled by means of thermal shrink fit.

Chilled cast iron camshaft

When manufacturing a camshaft using chilled cast iron, casting techniques ensure that the cast iron on the cams solidifies more quickly, forming a hard carbide structure.

Dethrottling

Reducing the throttling loss, for example by means of exhaust gas recirculation, low-displacement supercharged engines, calibration of the intake pipe and exhaust system, cylinder shut-off, or by completely removing the throttle valve.

Downsizing

The performance and torque characteristics of smaller engines are improved by increasing the mean effective pressure, allowing them to replace larger engines.

EGR assembly

Assembly consisting of EGR valve and EGR cooler with bypass. Depending on the definition used, the mixing chamber is part of either the EGR module or the intake module.

Exhaust gas recirculation (EGR)

In exhaust gas recirculation, some of the exhaust gas is added to the intake air. This results in a reduction of nitrogen oxides (NO_x) during combustion, allowing the compliance with emissions limits.

Flex-fuel vehicle (FFV)

Flex-fuel vehicles (FFV) or dual-fuel vehicles can run on either pure gasoline or a variety of similar fuels, such as mixtures of ethanol, bioethanol, or methanol and gasoline.

Forged fracture-split connecting rod, cracking technology steel connecting rod

The fracture-splitting of the big end connecting rod in two parts is referred to as cracking.

Fully variable valve train

Type of valve control in which valve lift, valve opening time, and valve timing can be varied. Its main objective is to allow the engine to run without a throttle valve to reduce throttling loss.

HCCI—homogeneous charge compression ignition

An engine concept in which the combustion of a homogeneous mixture of fuel and air, distributed evenly within the combustion

chamber, begins almost simultaneously throughout the combustion chamber. The ignition is triggered by the increase in temperature resulting from the compression and any radicals remaining in the combustion chamber.

Hollow valve

Lightweight steel valve configured as a hollow body. The stem consists of a precision steel pipe. Valve cone and valve plate are manufactured from sheet metal parts. Sodium-filled hollow valves are used for engines subject to extremely high thermal loads.

Intake module

Assembly consisting of several combustion air guide components located in front of the combustion chamber, including the intake pipe, throttle valve, and, in vehicles with exhaust gas recirculation, the mixing chamber.

Intermetallic phase

Intermetallic compound (also called intermediate phase)—a homogeneous chemical compound of two or more metals.

Impactor

Component in which particles are deposited as a result of their inertia, i.e., because of their mass and diameter, the particles cannot follow the flow field of the carrier gas and therefore collide with an obstacle.

MONOTHERM® piston

MAHLE trademark for a single-piece forged steel piston. The piston skirt is firmly connected to the pin bore and the piston crown.

NIKASIL®-coated cylinder crankcase

MAHLE trademark for a protective surface coating for engine components, particularly cylinder liners. It improves the tribological properties of the cylinder bore and the interaction between cylinder liner and piston.

Piston/connecting rod assembly

Assembly consisting of piston, piston rings, connecting rod, piston pin, and pin retainer.

Power cell unit (PCU)

Assembly consisting of piston, piston pin and pin retainer, rings, cylinder liner, connecting rod, and bearings.

PVD coating

Physical vapor deposition—vacuum-based coating methods or thin-film technologies in which the coating is vapor-deposited directly onto the surface by means of condensation of a material vapor of the starting material.

Roller-type cam follower, switchable; roller tappet

The movement of the valves is triggered by the camshaft and transferred to the valve shaft via transfer elements, e.g., roller-type cam followers or roller tappets. Switchable roller-type cam followers make it possible to switch between full, partial, and zero valve stroke.

Supercharging

Increases the efficiency of a combustion engine: More air and thus more oxygen is pumped into the combustion chamber, thereby improving its volumetric efficiency and performance.

Tribology

Tribology is the science of friction, lubrication and wear of interacting bodies in relative motion.

Valve train

Assembly for controlling the opening and closing of the gas exchange valves of a combustion engine.