

Penske Automotive Group

Penske Automotive Group Inc., (PAG) headquartered in Bloomfield Hills, Michigan, is the second largest automotive retailer in the U.S., as measured by total revenues. PAG operates 307 retail automotive dealerships around the world – 165 dealerships are located in 19 states and Puerto Rico and 142 dealerships are located outside the United States, primarily in the United Kingdom as well as Germany and Mexico.

PAG offers a full range of 40 different new vehicle brands and previously owned vehicle brands at its dealership locations and has built an outstanding brand mix with 93% of total revenue generated from the sales of foreign named brands with 62% of total revenue represented by premium/luxury brands. In addition to selling new and previously owned vehicles, PAG offers a full range of maintenance and repair services on all brands it sells, and facilitates the placement of third-party finance and insurance products, third-party extended service contracts and replacement and aftermarket automotive products.

In key market areas, Penske Automotive Group aggregates its dealerships in a group setting in order to build a destination location for its customers. These larger dealership campuses are located in Scottsdale and North Scottsdale, Arizona; San Diego, California; Fayetteville, Arkansas; Vienna, Virginia; West Warwick, Rhode Island; and Turnersville, New Jersey.

In 2006, the Company generated revenue of \$11.2 billion. For the same year, Penske Automotive Group sold 183,300 new vehicles and 88,700 pre-owned vehicles. For the six-months ended June 30, 2007, Penske Automotive Group generated revenue of \$6.5 billion while retailing 97,000 new vehicles and 52,500 pre-owned vehicles.

Penske Automotive Group has pursued a strategy based on internal growth from its existing dealerships as well as from strategic acquisitions. By offering outstanding brands in world-class facilities, "one-stop" shopping convenience, competitive pricing and a well-trained and knowledgeable sales staff, Penske Automotive Group aims to establish lasting relationships with its customers, which enhances its reputation in the community and creates the opportunity for significant repeat and referral business.

For further information please visit www.penskeautomotive.com.

Penske Automotive Group is currently ranked #205 on the Fortune 500, is a member of the Russell 1000 and has nearly 16,000 employees.

Frequently Asked Questions

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Who is smart?

smart is a member of Mercedes-Benz Cars. smart vehicles are sold in 36 countries throughout the world. The vehicle which will be sold in the United States is the smart fortwo, which means a vehicle designed for two people. Over 770,000 smart fortwo vehicles have been sold since the product's original introduction. The United States will represent the 37th country to sell the smart fortwo .

Who will lead the smart USA team?

Roger S. Penske is Chairman of smart USA and Penske Automotive Group. Roger is also the Chairman of Penske Corporation, a closely-held diversified transportation services company. Penske Corporation and its subsidiaries manage and operate businesses with annual revenues in excess of \$17 billion and employ 38,000 people at more than 1,700 worldwide locations.

Dave Schembri is President of smart USA. Dave is a passionate smart enthusiast and brings over 30 years of automotive experience, including various executive management positions in sales and marketing at Mercedes-Benz, to smart USA.

When will smart vehicles be available for purchase in the United States?

The smart fortwo will go on sale January 2008.

How will smart USA select its retail partners?

Dealers must show a passion for the smart brand. They must be willing to commit to new, unique and non-traditional dealership processes/procedures. And they must exhibit high levels of customer service and satisfaction. Dealers will include a selection of Penske Automotive Group, Daimler affiliated, and non-affiliated dealers.

How much will a smart vehicle cost?

The smart fortwo pure retails for \$11,590, the smart fortwo passion retails for \$13,590 and the smart fortwo passion cabriolet retails for \$16,590, excluding destination charges, tax, title, license and optional equipment.

Can I order a smart now?

Yes, the \$99 Reservation Program is open to all smart enthusiasts. This program is specifically designed for smart enthusiasts, so brokers and dealers are

excluded from participating in the \$99 Reservation Program. To date more than 30,000 customers have reserved a smart.

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What smart models will be available for purchase in the United States?

The models that will be available in the United States are the smart fortwo pure (entry-level), the smart fortwo passion coupe (well-equipped) and the smart fortwo passion cabriolet (well-equipped convertible).

Why are two different consumption figures given for the smart fortwo?

For model year 2008 the Environmental Protection Agency (EPA) has stipulated a new calculation method for stating fuel consumption figures. This means beginning in 2008 all auto manufacturers must adhere to the EPA fuel consumption ratings. 2008 fuel consumption ratings reflect everyday driving situations such as air conditioning and other comfort features that impact fuel efficiency. This gives smart customers a fair comparison with current standards and other vehicles. The actual fuel consumption has not changed – only the calculation has.

What will be the initial volume level?

Please understand that we do not communicate sales expectations for our brands.

What are the exact dimensions?

The smart fortwo is small on the outside and big on the inside. The smart fortwo that will be available in the United States will be:

- 8.8 feet long (or 106.1 inches) (you can usually fit two smart fortwos in an average parking space!)
- 5.1 feet tall (or 60.71 inches) (the smart fortwo still has as much headroom as most luxury vehicles!)
- 5.1 feet wide (or 61.71 inches) (two six foot, five inch plus people can sit side by side with plenty of shoulder room to spare!)

How fast does the smart fortwo go?

The top speed of the smart fortwo is 90 mph (it is electronically limited).

What is the gas mileage of smart?

Gas mileage is 40/45 mpg for city/highway (in accordance with the EPA 07 procedures). The consumption figures in accordance with EPA 08 are 33/40 mpg.

Is the smart vehicle safe?

The safety management system of the smart fortwo will set new standards in its class, and is designed to achieve a 4-star crash rating in the USA.

The highlight of the safety management system is the tridion safety cell. The safety cell is made from steel, half of which is high-strength material, especially in highly stressed areas. The cell is designed to keep occupants protected. The reinforced steel and the design of the car allow for the displacement of impact and redistribution of crash energy. Because of the size of the vehicle, most crashes will also involve one of the wheel bases which also displaces energy.

Both doors are also designed for easy access during rescue.

The smart fortwo, which will be on sale in the United States in 2008, will come standard with four airbags (two full-sized front and two side for head and thorax protection). Other safety features such as esp (electronic stability program) and abs brakes are also standard.

And last but not least: Mercedes-Benz pioneered safety over 70 years ago. And smart is a member of Mercedes-Benz Cars.

How much space does smart have for storage?

The smart fortwo has a rear storage area that can accommodate active lifestyles. Surprisingly, the fortwo has 7.8 cubic feet of storage space – 12 feet if you load up to the roof line. This area can easily fit numerous bags of groceries, gym bags and other items that are commonly transported every day, including golf bags! The rear storage area can also accommodate many sizes of luggage making trips to the airport convenient.

The front passenger seat also folds down creating additional space for other items such as skis.

How can I find out more about smart?

The best source of information about smart coming to the United States is the smart USA website – www.smartusa.com. The site changes frequently and information that becomes available about dealership locations, ordering, USA model selections and other information will be posted on the website.

Also, smart enthusiasts may register as an "insider" to receive a monthly e-newsletter that provides updates on smart USA and the fortwo.

Is the smart fortwo safe for children and can I use a child safety seat in the fortwo?

The smart fortwo features highly efficient restraint systems that meet Mercedes-Benz's passive safety standards. Infant or children restraint systems (booster, infant or child seat) can be affixed properly to the passenger seat by means of the safety belt. A ratchet mechanism locates the tightly pulled safety belt and holds the infant/child restraint system in position. Please note that laws relating to the use and installation of infant or children restraint systems vary by jurisdiction. You will need to review the laws applicable to you prior to installing and using infant or children restraint systems in your smart fortwo.

An electronically controlled system will detect the weight of the occupant on the passenger seat or the installation of a child restraint system. The Electronic Control Unit (ECU) determines the appropriate mode of the dual stage full size front airbag deployment. For very young passengers for whom an airbag deployment could mean a serious risk, the front and side airbags will be deactivated. A control lamp in the center of the roof panel will show this clearly. Always check the control lamp to make sure the airbags are deactivated for very young passengers.

How does the smart fortwo perform in the snow?

The smart fortwo standard active safety systems - Electronic Stability Program, traction control, cornering brake control, anti-lock brakes, electronic brake distribution and brake assist - help drivers stay in control on snowy and icy terrains.

The majority of the smart's weight (engine and transaxle) is over the driven wheels resulting in better traction overall. Wider rear wheels and tires allow for better grip and traction in marginal weather conditions. Narrower front wheels and tires allow for less traction loss by penetrating into snow and ice deeper for improved steering control. All smart fortwo vehicles come standard with all-season tires.

In addition, all vehicles have heated front and rear windows, and the passion models come standard with heated and electric exterior mirrors. All models also have heated seats available as an option.

Regarding rust, the smart fortwo's steel body is fully zinc plated. As a further provision against corrosion, there is a coat of cathoretic paint under the main powder-coat paint, and all body cavities are preserved by a special agent. Finally, the body panels and complete underbody are made of plastic (polypropylene), which are not prone to rust even if scratched.

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Technical Data smart fortwo 52 kW

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Engine

Type	gasoline engine
Number of cylinders/ configuration	three in-line
Valves	four per cylinder
Engine capacity	61 cubic inch
Bore x stroke	2.83 x 3.22 inches
Rated output	52 kW / 70 hp
Max. torque	68 lb ft
Fuel delivery	electronic multipoint injection

Power transmission

Clutch	single-plate dry clutch
Transmission	automated manual five-speed transmission

Running gear

Front axle	lower wishbone, McPherson strut, anti-roll bar
Rear axle	DeDion axle, coil springs, telescopic shock absorbers
Brake system	dual-circuit brake system with tandem servo assistance, disc brakes at front, drum brakes at rear electronic stability program (esp) with hill start assist anti-lock braking system (abs) with electronic brake-force distribution, traction control system, electronic brake assist

Steering

Wheels and tires (front/rear)	rack-and-pinion steering 155/60R15 on 4.5Jx15 (front), 175/55R15 on 5.5Jx15 (rear) all-season tires
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Dimensions and weights

Wheelbase	73.5 inches
Track width front/rear	50.51 inches/54.53 inches
Length	106.1 inches
Width	61.38 inches
Height	60.71 inches
Turning circle	28.7 ft
Luggage compartment capacity	7.8 (up beltline)/12 (to roof) cubic feet
ECE weight without driver	1,808 lbs (cabriolet: 1,852 lbs)
ECE Payload	507 lbs (cabriolet: 463 lbs)
ECE permissible maximum weight	2,315 lbs
Fuel tank capacity (reserve)	8.7 gal (reserve 1.3 gal)

Performance

Maximum speed	90 mph
Acceleration 0–60 mph	12.8 sec

Fuel consumption*

City/highway (mpg)	40/45 (EPA 2007); 33/40 (EPA 2008)
Emission class	ULEV

*Provisional values, not yet approved by NHTSA