

MANN-FILTER Product Training



MANN-FILTER Product Training Agenda

1. MANN+HUMMEL Company Overview

- 1.1 OE Business
- 1.2 AA business

2. Basics of Filtration

- 2.1 Why do we use filters?
- 2.2 Filtration Triangle
- 2.3 4 Main Types of Filters

3. MANN-FILTER Products in Details

- 3.1 Nomenclatures
- 3.2 How it works
- 3.3 Features and Benefits & OE Examples
- 4. Online Catalogue how to use
- **5.** FAQ





MANN + HUMMEL

COMPANY OVERVIEW





MANN+HUMMEL Leadership in Filtration

Filtration

We separate the **useful** from the **harmful**



Cleaner Mobility

Cleaner Air

Cleaner Water







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1,200 engineers worldwide2,500 patent applicationsInnovator active patent applicant

MANN+

HUMMEL

4 billion euros in revenue26 filters per second73,000 different products

>



up to today

State of the business Our key financials

153meur

EBIT

3.6% EBIT Margin

6.9%

ROCE

387meur

EBITDA

6



EBITDA Margin



Investment in R&D



2019 Figures

Agenda MANN-FILTER Product Training

Exceptional quality Global research and development network

60+

Partnerships with Universities

1,100+

Research and Development Employees Worldwide

1,400+

Current Customer Projects

30+

R&D Locations

150+

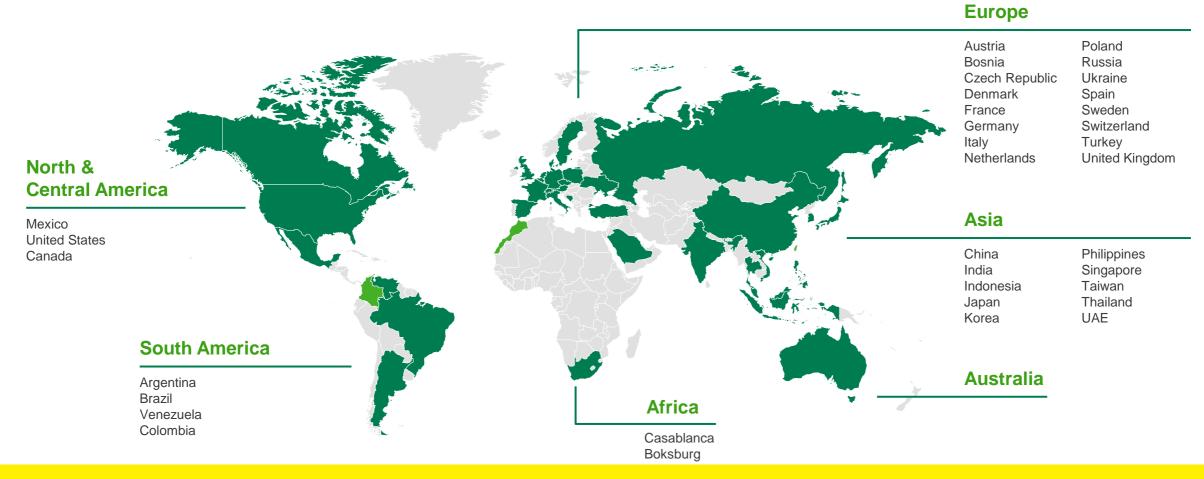
Patent Applications Annually



Agenda MANN-FILTER Product Training

MANN+HUMMEL worldwide

Global presence at more than 80 locations





Insight in the production

Worldwide biggest filter production plant in Marklkofen



https://www.youtube.com/watch?v=RUx758X2674&list=PLCkwPwPV_g-TcS7ipej4FtJZDXz6uUkGF&index=3 -







MANN+ HUMMEL

COMPANY OVERVIEW ORIGINAL EQUIPMENT



Original Equipment Segments

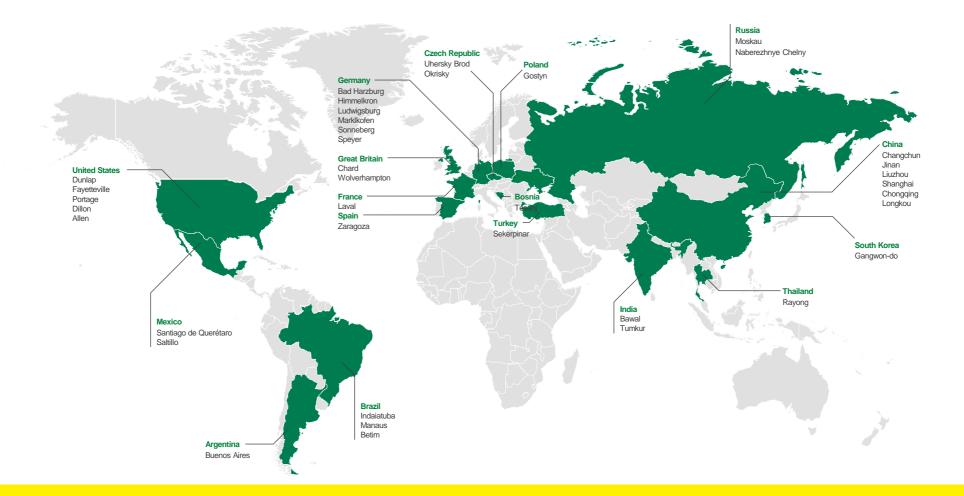
Passenger Car



Heavy Duty & Industrial



Original Equipment Production Footprint





Original Equipment Product Portfolio for Passenger Cars



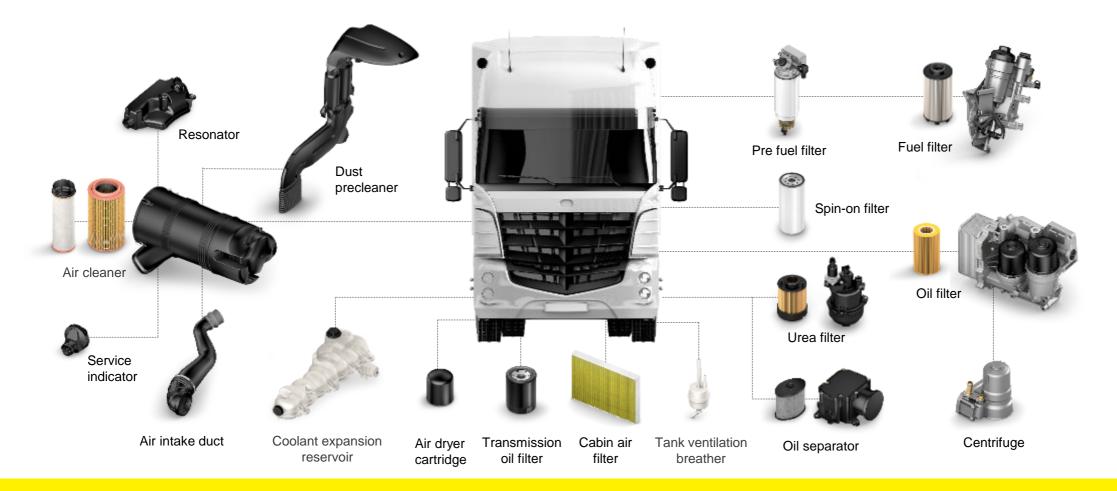


Original Equipment Product Portfolio for Pickups



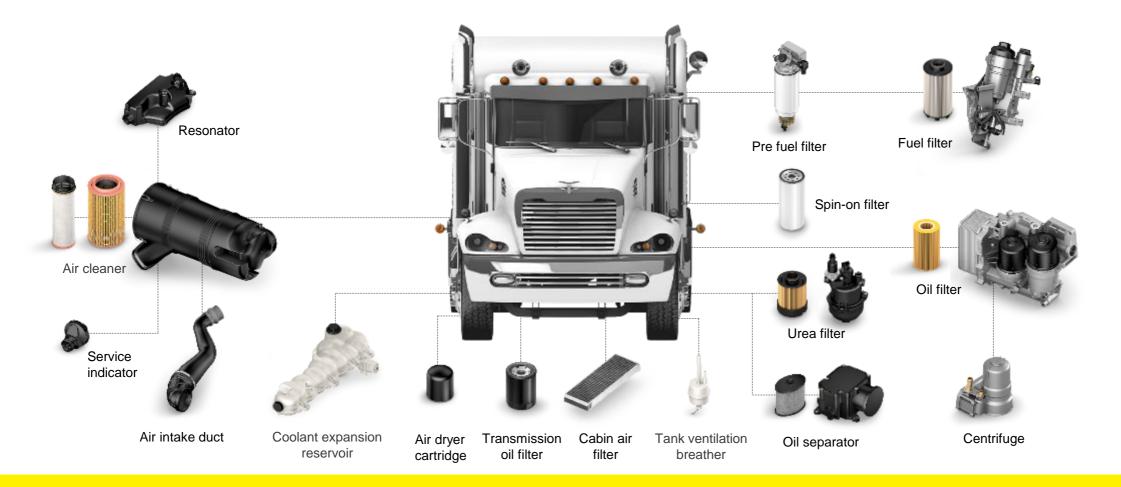


Original Equipment Product Portfolio for Trucks





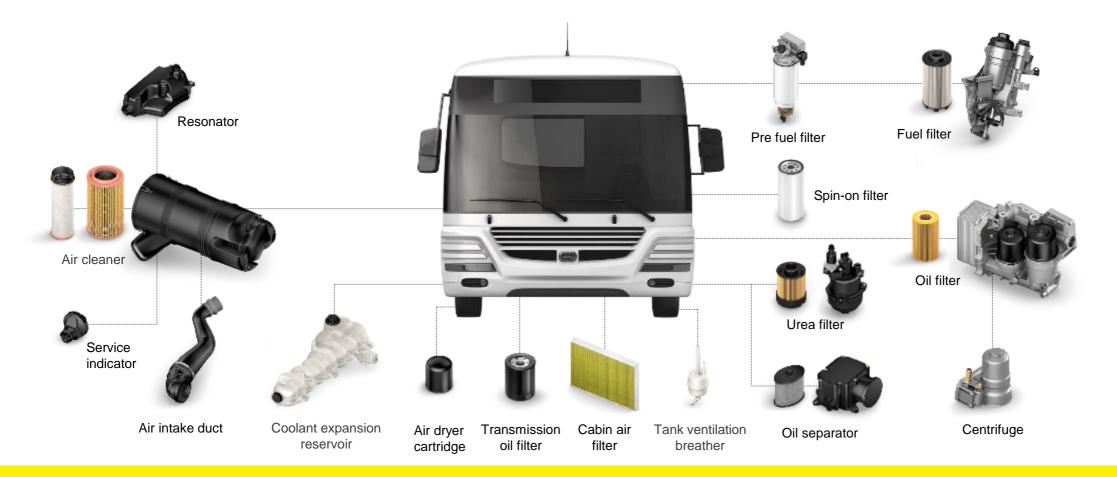
Original Equipment Product Portfolio for US Trucks







Original Equipment Product Portfolio for Buses





Original Equipment Product Portfolio for Construction Machines



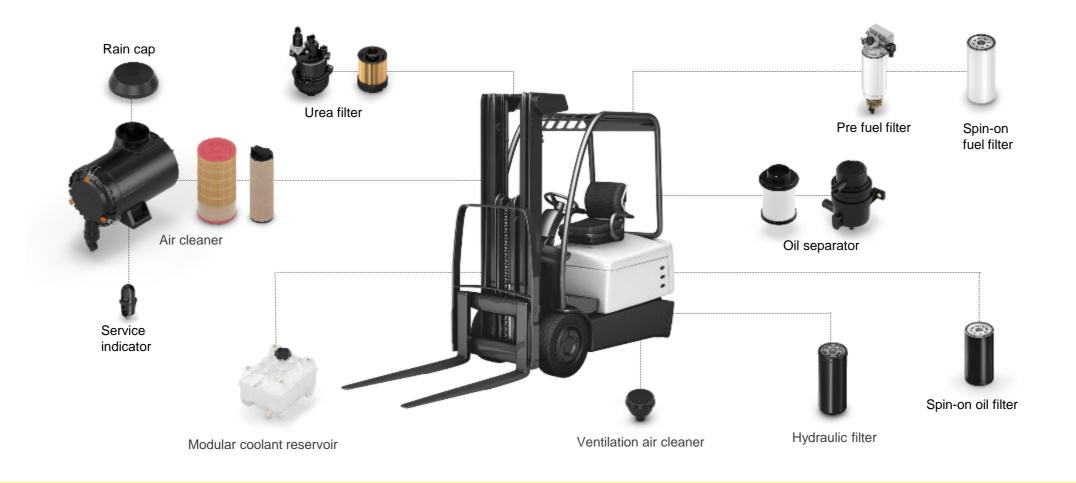


Original Equipment Product Portfolio for Agriculture Machines



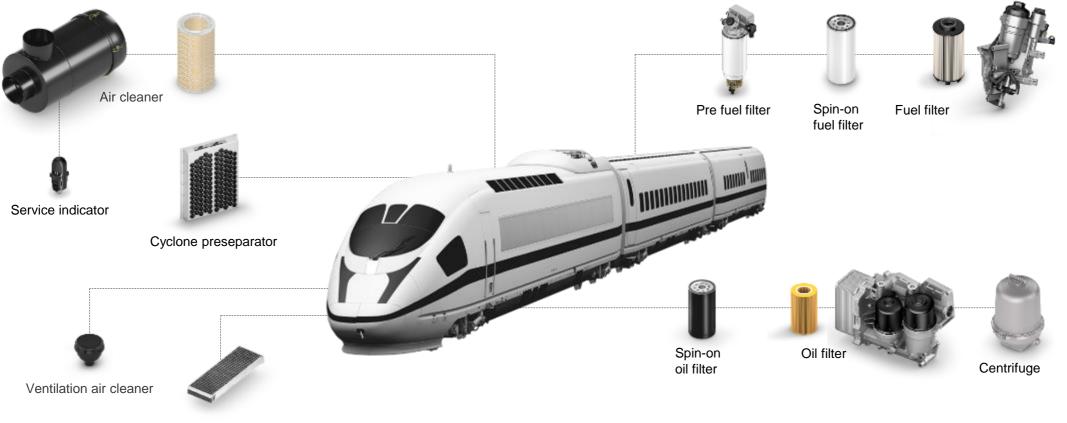


Original Equipment Product Portfolio for Material Handling





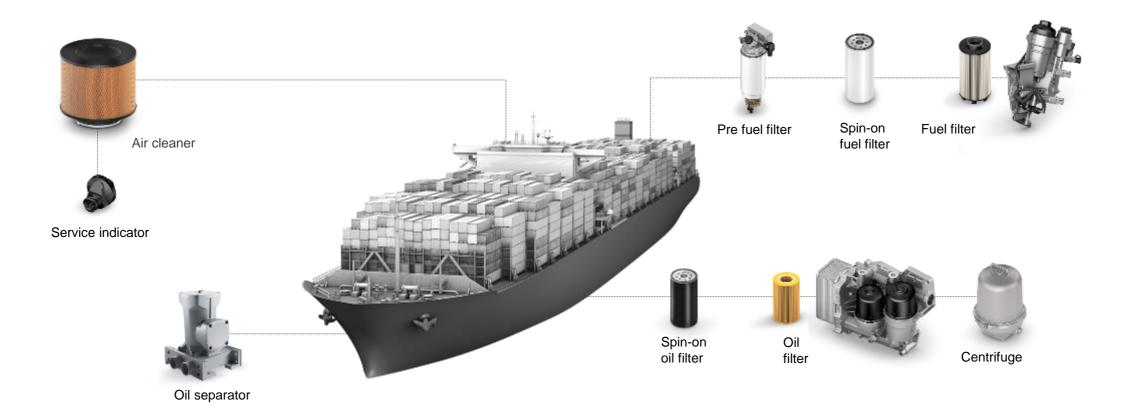
Original Equipment Product Portfolio for Railway



Cabin air filter

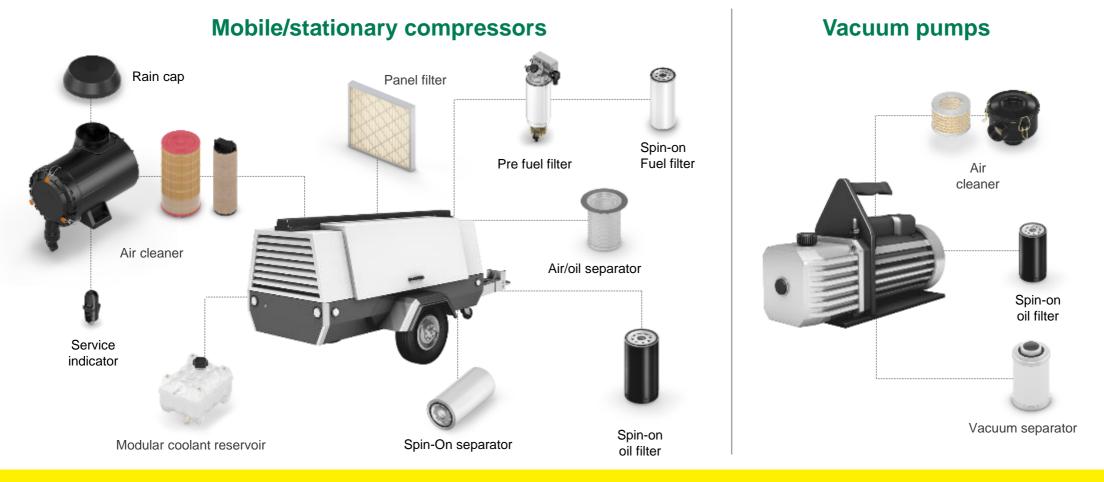


Original Equipment Product Portfolio for Marine





Original Equipment Product Portfolio for Compressors und Vacuum pumps







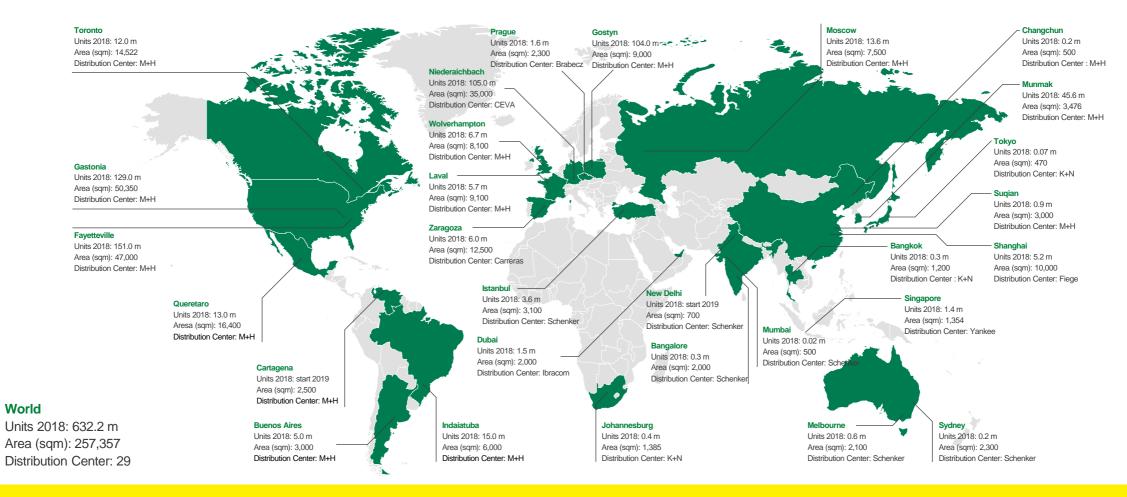
MANN+ HUMMEL

COMPANY OVERVIEW AUTOMOTIVE AFTERMARKET



Automotive Aftermarket

Global Aftermarket Distribution Center Network





Automotive Aftermarket Drive Product Innovation with Cabin Air Filters

Particle Filter

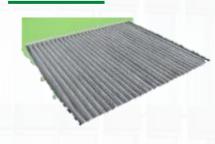


1990

Combi Filter

Fine Dust (PM2.5 Filter) Antiallergen/ Biofunctional

Nanofiber Filter HEPA Quality

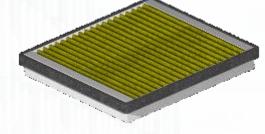


1998

26



2015

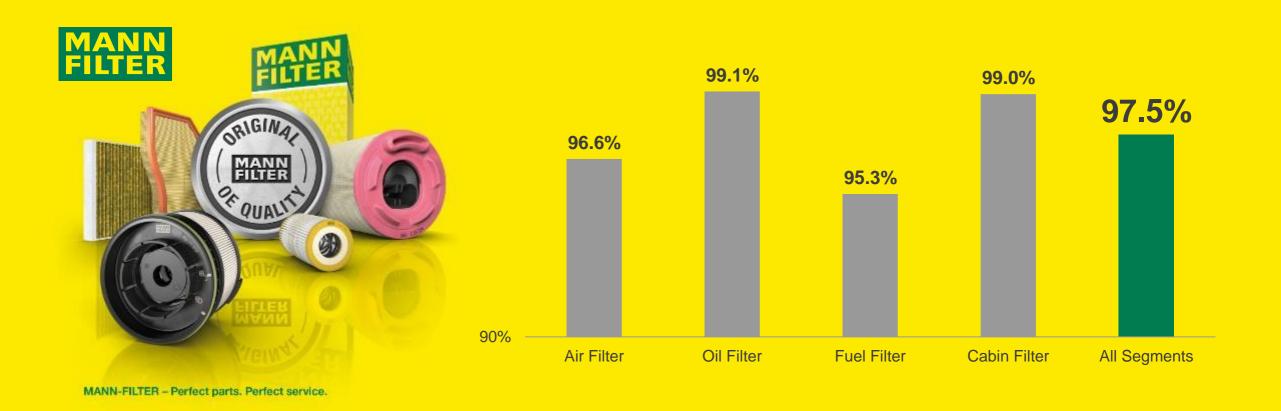


2019





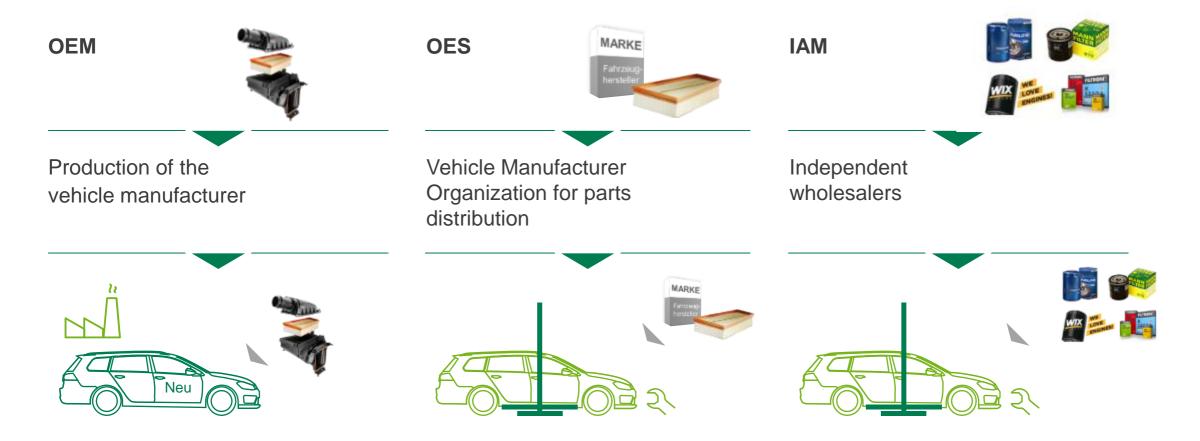
Automotive Aftermarket Global Coverage – MANN FILTER







Automotive Aftermarket Distribution Channels





Agenda

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BASICS OF FILTRATION





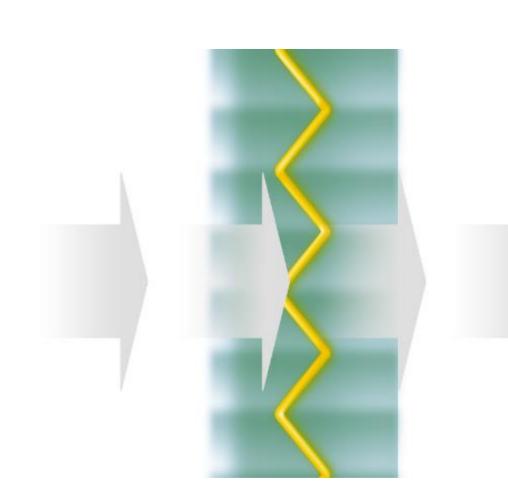
2.1

BASICS OF FILTRATION WHY DO WE USE FILTER?





Basics of Filtration What is Filter?





noun

a porous device for removing impurities (solid/liquid/gas) from a fluid (liquid or gas) passed through it.

verb

pass (a liquid, gas, light, or sound) through a device to remove unwanted material.

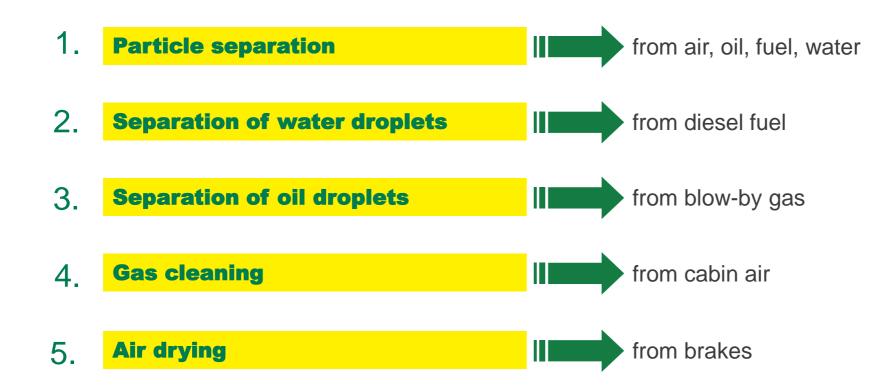


Basics of Filtration

Objectives of automotive filtration



We separate the **useful** from the **harmful**



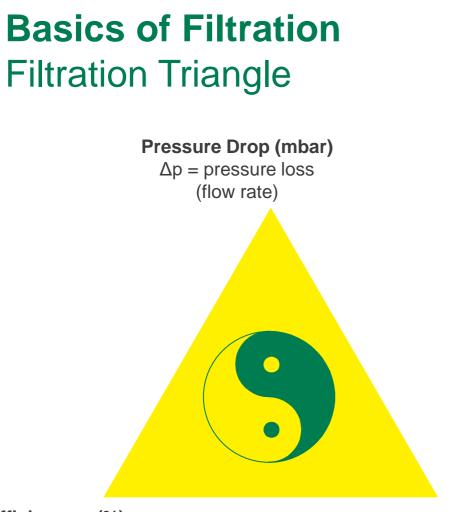




BASICS OF FILTRATION FILTRATION TRIANGLE

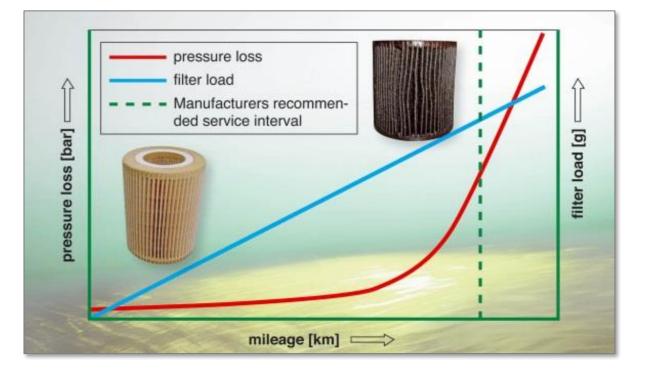






Efficiency η (%) filter fineness (particle carry over)

Capacity (g/m²) dust holding capacity (replacement interval)



MANN-FILTER meet all requirements with:

(1) optimized practice orientated replacement interval(2) optimized pressure loss at hot and cold conditions(3) optimized initial and final filtration efficiency

Key to Filtration

Balance between Pressure drop, Efficiency, and Capacity





BASICS OF FILTRATION 4 MAIN TYPES OF FILTERS



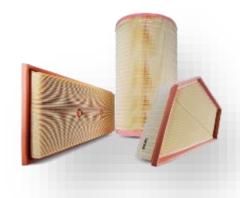


Basics of Filtration 4 Main Types of Filters



Oil Filter

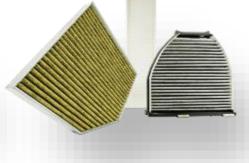
- 1. Oil Enters the filter through a set of 1. holes in the filter base.
- 2. Oil flows Through the filter media.
- 3. The media traps particles from oil.
- 4. Filtered oil enters the engine and flows through the system.



Air Filter

- Air Enters the filter through air intake.
- 2. Air flows Through the filter media.
- 3. The media traps particles from air 2.
- 4. Filtered air enters the intake. manifold to supply a clean fuel/air mixture to the cylinders.





Fuel Filter

- 1. Fuel may pick up dirt and other particles in gas tank before it is passed down the fuel rail.
 - Fuel flows Through the filter media.
- 3. The media traps particles and water, preventing them from reaching the components of the engine.
- 4. Filtered fuel enters cylinders for combustion.

Cabin Air Filter

- 1. Fresh air is routed to the HVAC System
- Contaminated air flows Through the
 filter media.
- 3. The media traps dirt, allergens and other irritants/pollutants.
- 4. Clean, healthy air enter vehicle or equipment cabin



MANN-FILTER PRODUCTS IN DETAILS





MANN-FILTER Products in details Quality is not a coincidence

Production and quality assurance at every production site follow the same defined and audited guidelines

- All manufacturing processes and production lines are subject to strict conditions which are regularly checked
- Equipment is released by independent quality auditors prior to start of production
- Qualified staff and standardised management help us to achieve our important objective

Whether from Germany, Spain, Brazil or China, MANN-FILTER stands for first-class quality





3.1

NOMENCLATURES





MANN-FILTER Products in Details

Nomenclatures - Overview



Overview from A to Z

Part number prefix explanation

| BF | Felt fuel filter element |
|-----|---|
| BFU | Metal-free felt fuel filter element |
| BL | Bowl assembly |
| C | Air filter element |
| CF | Secondary air filter element |
| CP | CompacPlus air filter element |
| CS | Air filter element (filter material foamed plastic) |
| CU | Cabin filter element |
| CUK | Cabin filter element with activated carbon |
| DH | Diesel heater |
| Di | Gasket |
| FP | Biofunctional cabin filter |
| н | Oil filter element |
| HU | Metal-free oil filter element |
| HD | Oil filter element for high pressure filters |
| LB | Air oil separator box |
| LC | Element for crankcase ventilation |
| LE | Air Oil Separator |
| LS | Removal tool |
| LSK | Removal tool case |
| MH | Oil filter element for motorcycles |
| MW | Spin-on oil filter for motorcycles |
| | |

| MWK | Fuel filter for motorcycles |
|-----------|--|
| Р | Fuel filter element |
| PL | Spin-on fuel filter for PreLine-system |
| PU | Metal-free fuel filter element |
| PF | By-pass oil filter element |
| PFU | Metal-free by-pass oil filter element |
| SP | Service pack |
| TB | Air drying box for air braking systems |
| U | Urea filter |
| W | Spin-on lubricating oil filter |
| WA | Cooling liquid filter |
| WD | Spin-on oil filter for higher pressures |
| WDK | Spin-on fuel filter for higher pressures |
| WH | Spin-on hydraulic oil filter |
| WK | Spin-on fuel filter or inline filter |
| WP | Spin-on oil filters for secondary flow or combined primary/ secondary flow |
| ZR | Rotor for oil centrifuge |
| -2 | Set, comprising several identical or different filter types, e.g. C 3698-2 |
| KIT | Product comprising filter element + non-filter installation part |
| n/t/x/y/z | Gasket enclosed |



MANN-FILTER Products in Details MANN-FILTER air filters for cars and transporters



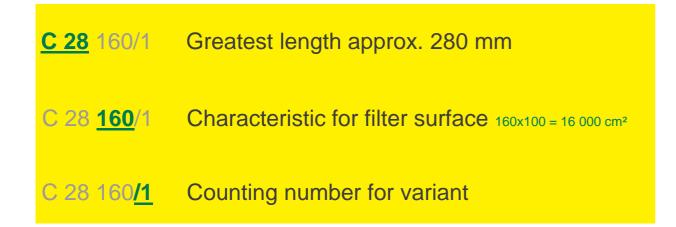


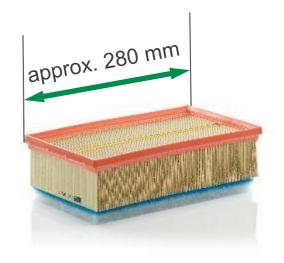
MANN-FILTER Products in Details MANN-FILTER air filters for trucks and busses





Sales designation previous Flat/rectangular air filters







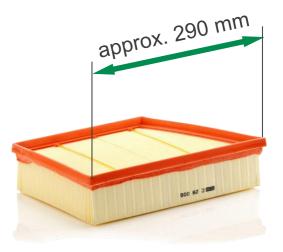


Sales designation current Flat/rectangular air filters

C 29 006/1 Greatest length approx. 290 mm

C 29 006/1 Sequential number

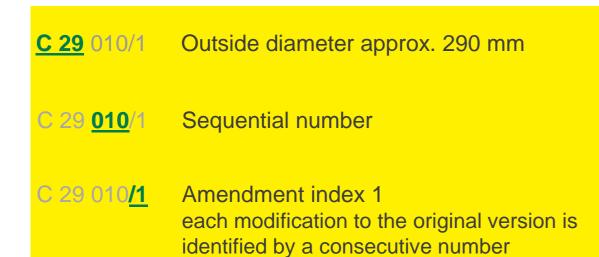
C 29 006/1 Amendment index 1 each modification to the original version is identified by a consecutive number







Sales designation current Round air filters







MANN-FILTER Products in Details MANN-FILTER oil filters

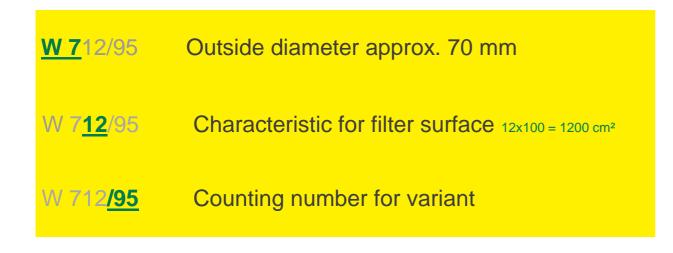
Types of oil filters







Sales designation previous Spin-on filters







Sales designation current Spin-on filters



W 11 020/1 Sequential number

W 11 020/1 Amendment index 1 each modification to the original version is identified by a consecutive number





MANN-FILTER Products in Details MANN-FILTER Oil filter

Types of oil filters



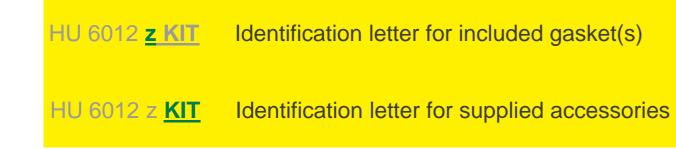








Sales designation KIT version







MANN-FILTER Products in Details MANN-FILTER fuel filters



MANN-FILTER Fuel filters A revolution: excellent water separation

The power of 3 stages

Particle separation

Water separation

Water drop coalescence







2

3

PU 11 002

PreLine: proven fuel prefilter technology protects the engine against ingress of water



Preline 150



Preline 150



Preline 270







MANN-FILTER Products in Details MANN-FILTER cabin air filters

Types of cabin air filters



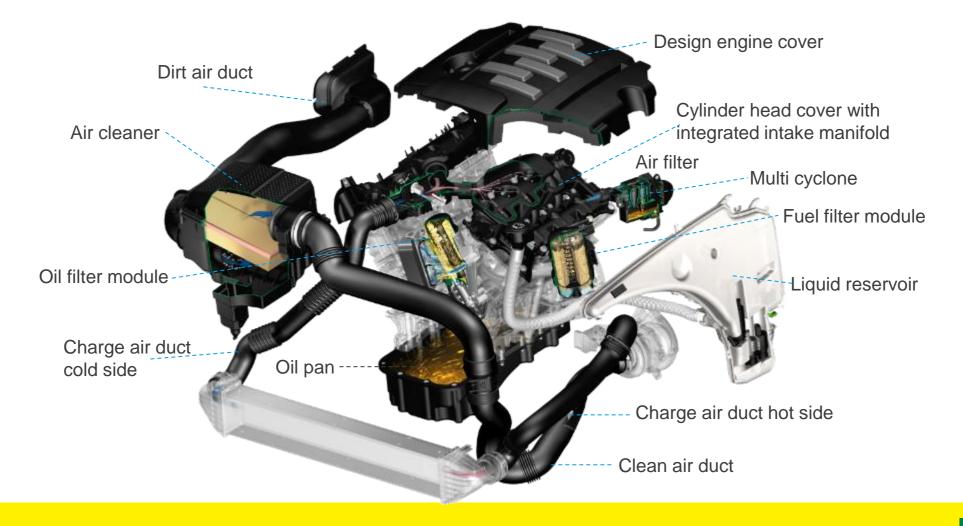


How It Works Core Products Around The Engine

https://www.youtube.com/watch?v=1AFI4Za4xq4&t=68s -



How It Works Core Products Around The Engine







Air filters





How It Works Air cleaner

Functions:

- air filtration
- bracket function
- sound design

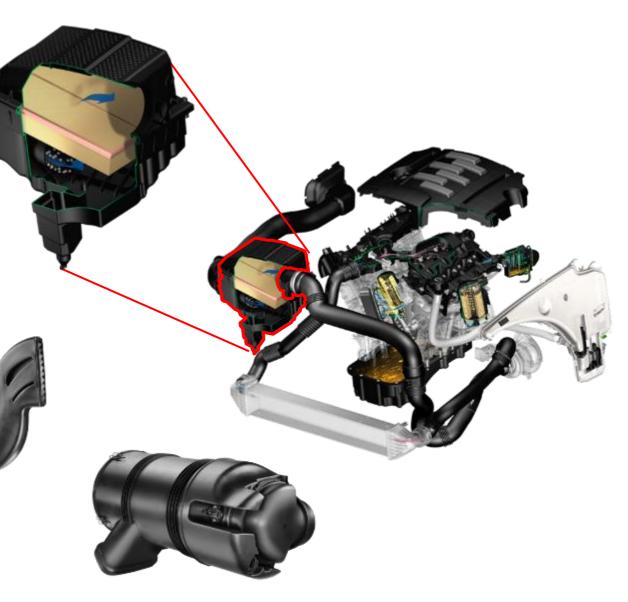


Filter element



Compact air filter





Round Air Filter



Risk situation

Cigarette tossed from a car window.





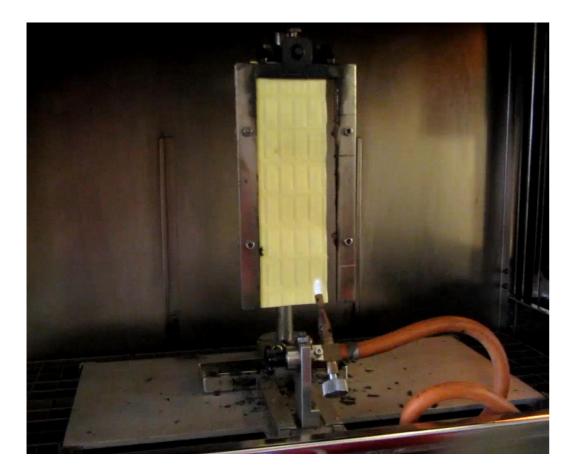
Don't take risks!

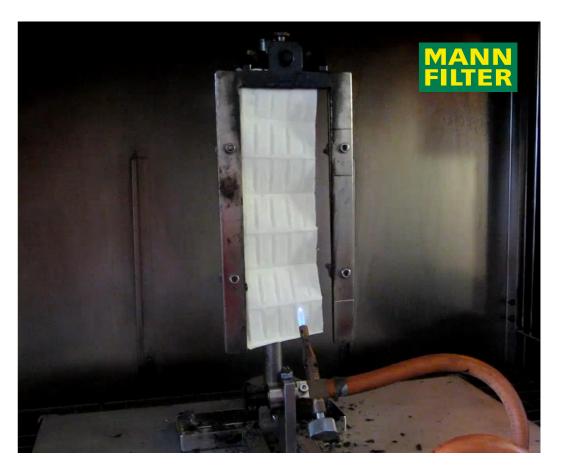




Air filters Flame retardant – a simple test demonstrates the difference

Burning test in accordance with DIN 53438-3; MHN 610 110





Air filters







Stress situation

Water floods the air filter housing

2

Water-stable

The filter needs to withstand the impact of water ...



Air filters Water stability increases functional safety

Water stability test acc. MHN 626 200

Competitor

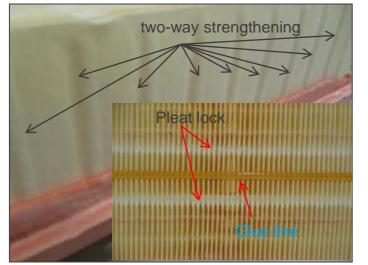




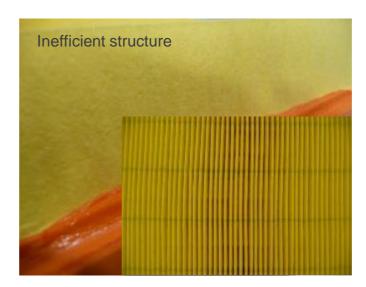
Air Filters MANN-FILTER Technology (Two-Way Strengthening)

Special pleat geometry to prevent loss of performance, due to

- highly stable pleats
- high dust holding capacity
- excelent water stability



MANN-FILTER technology two-way strengthening



Inferior filter technology No stability, reduction of the filtration area







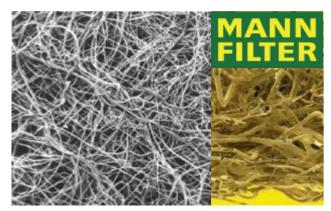
Air Filters High Dirt and Filtration Efficiency

Functional reliability over the entire service interval

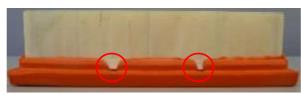
- optimum seal profiles for long term 100% impermeability, 100% protection
- specified filter media each for a specific purpose according to the OE requirements



100% impermeability



High dirt capacity and filtration efficiency



Poor sealing, lead to engine damage, wear on the pistons through ingress of dirt.



Cheap standard medium, not state of the art





OE expertise Mercedes-Benz

C 30 030, C 26 017

Air filters "FlexLine" for Mercedes-Benz



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OE expertise Hyundai i20





C 25 002

Further air filters for Hyundai, Toyota, Mazda, Honda, Suzuki, ...



OE expertise Mercedes-Benz Actros

CompacPlus air filter element is replaced by EXALIFE air filter element

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CP 50 001, CP 50 002

Further air filters for

Mercedes-Benz, Kaeser,

Wacker, ...

OE expertise Mercedes-Benz Actros

C 49 002 C 50 004/1, C 50 005

Further air filters for Mercedes-Benz, MAN Latin America



OE expertise Mercedes-Benz Actros I & Axor II

2 x C 26 1320/3 2 x CF 1650







OE expertise VW Delivery



C 37 480

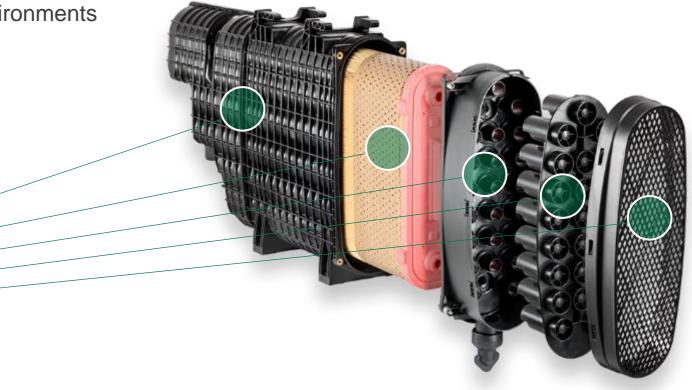
Further air filters for Mercedes-Benz, MAN Latin America



Exalife filter concept A solution for tight installation spaces

- Developed for restricted spaces in modern commercial vehicles
- 60,000 kilometre in high dust concentration environments
- Better acoustic







OE expertise Evobus





C 30 850/3, CF 1600

Further air filters for Evobus, Neoman, VolvoBus, Irisbus, VDL, Ikarus, ...



OE-Expertise Caterpillar





Further air filters for CLAAS, IVECO, FENDT ...





Oil filters





How It Works Oil Filter Module

Functions:

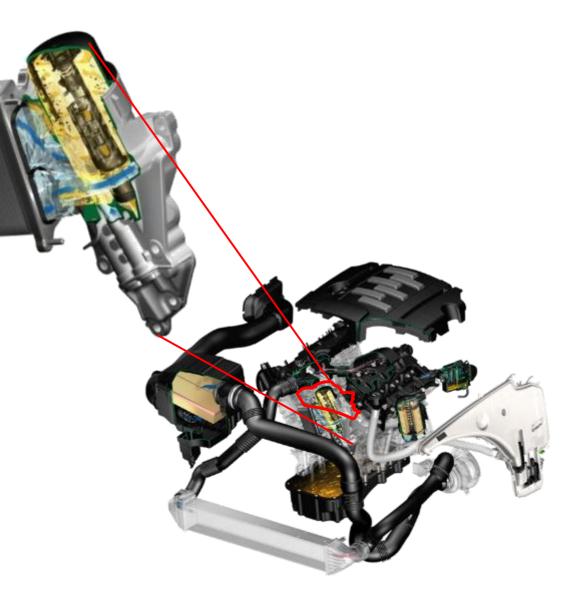
oil filtration

80

- bracket function
- sensor application
- temperature management

Agenda MANN-FILTER Product Training

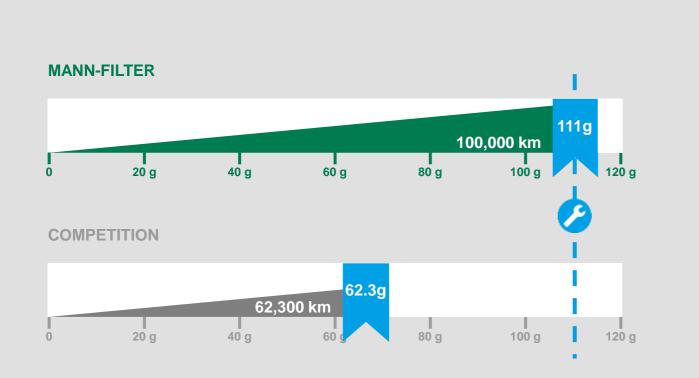
pressure management







Oil filter Will it be good until the next scheduled servicing?







gets the service interval just right!

Competition

dies before the necessary service interval!



Only at a second glance are the differences noticeable.



The only thing that counts is what's inside!





Function of the bypass valve



Using a filter with the wrong bypass opening pressure can damage the engine permanently!





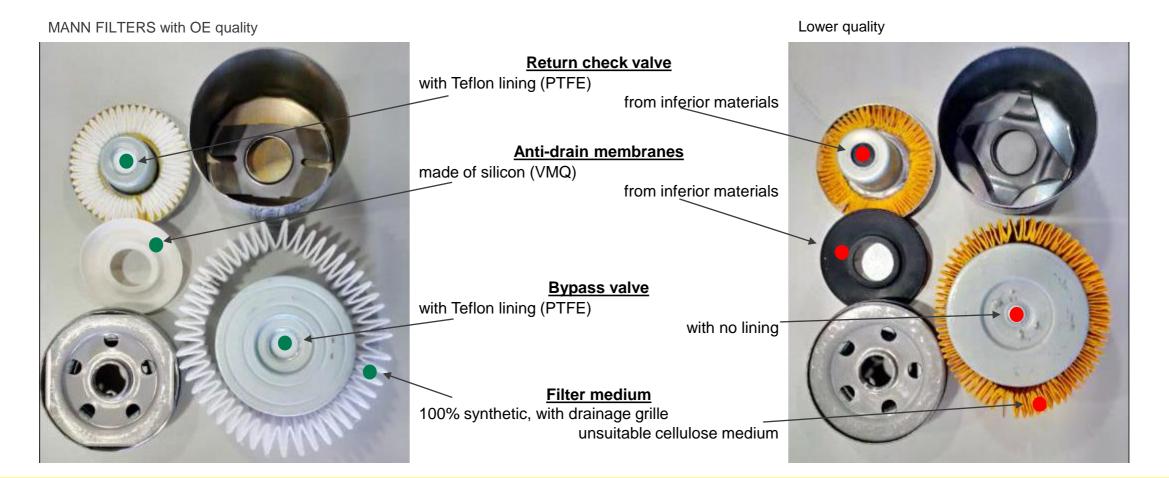
What matters are the "inner values" W 11 Series – Volvo, Scania and Renault Application

| Main application | Volvo Trucks | Renault Trucks | Scania | Volvo, Renault Trucks | Volvo Construction | Volvo, Renault |
|----------------------------------|--------------------------------|--------------------------------|---|---|---|--------------------------------|
| Current sales description (2021) | W 11 102/36 with AEM gasket | W 11 102/35 with AEM gasket | W 11 102/37 with NBR gasket | W 11 102/25 with AEM gasket | W 11 102/34 with AEM gasket | WP 11 102/3 with AEM gasket |
| Old sales description | W 11 102/4 with NBR gasket | W 11 102/11 with NBR gasket | W 11 102/14 with NBR gasket | - | W 11 102/27 with NBR gasket | WP 11 102 with NBR gasket |
| Media: | 690 (15 µm) Cellulose | 833 (13 µm) Cellulose | 1233 (14 μm) Mixed fibre old: 833 (14 μm) | 833 (14 µm) Cellulose | 833 (14 µm) Cellulose | 1231 (3 μm) Mixed fibre |
| Surface: | 7,435 cm ² | 6,097 cm ² | 7,773 cm ² | 7,669 cm ² | 7,773 cm ² | 17,799 cm ² |
| Capacity: | 90 g/m² | 120 g/m² | 130 g/m² | 90 g/m² | 120 g/m² | 15 g/m² |
| Others: | sheet thickness 0,63 mm | sheet thickness 0,63 mm | sheet thickness 0,63 mm | sheet thickness 0,75 mm, tapered thread end plate | sheet thickness 0,75 mm, tapered thread end plate | by pass filter |

MANN-FILTER : State of the art – Specific filter for OE equivalent specification or higher Competition : One filter fits all



What matters are the "inner values"



MANN FILTER

Oil Filter Engine oil filters... what you should know!





Oil Filter It's what on the inside that counts





Comparison of single parts: Anti-drain valve dirty side



No VMQ \ LSR, not OE quality Savings due to a use of cheap material No functional reliability

Excellent heat resistance (+200°C) High flexibility and stability at low temperatures (-40°C) Specially molded component for reliable function Functional reliability under all conditions



Reliable long-term

Comparison of single parts: Anti-drain valve clean side

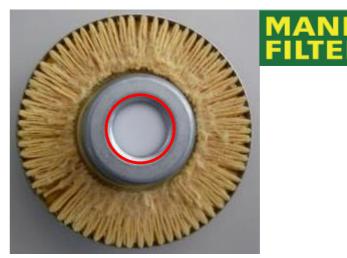




NBR (Rubber)

Delay in oil pressure build up on starting No functional reliability due to cost saving Possible drainage from filter and oil ducts

NBR PTFE (TEFLON) seal



Freeze-proof up to -40 °C Functional reliability under all conditions No drainage from filter and oil ducts,





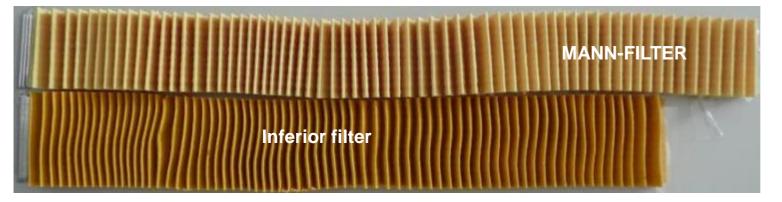
Inferior Filter

Standard cellulose





Longlife mixed fiber





Inferior filter has 15 % less filtration area, reduction of the service life! No resistance against modern Longlife oil !!



Comparison of single parts: Bypass valve

Inferior Filter



No seal, dirt particles pass the engine Small opening, inefficient oil flow Too low opening pressure, no filtration





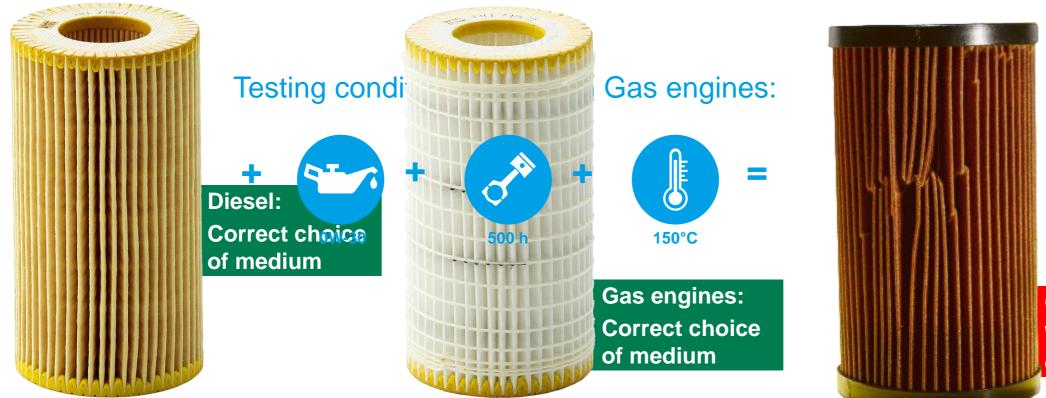
Teflon seal freeze-proof up to -40 °C Functional reliability under all conditions No drainage from filter and oil ducts,







The right filter for the correct use



Gas engines: Wrong choice of medium



Centrifuge: bypass flow oil filter can extend the service life of your lube oil

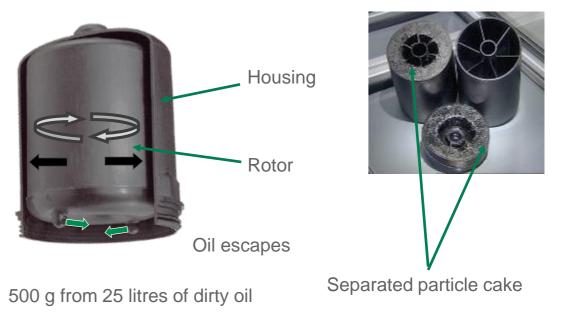


centrifuge FM025



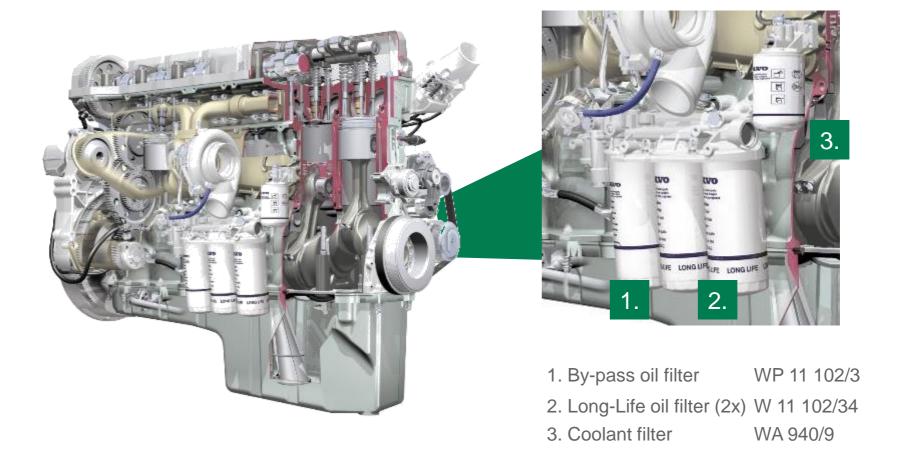
Initial values:

- Dirty oil from diesel engine
- The oil has already been cleaned in a conventional main flow oil filter



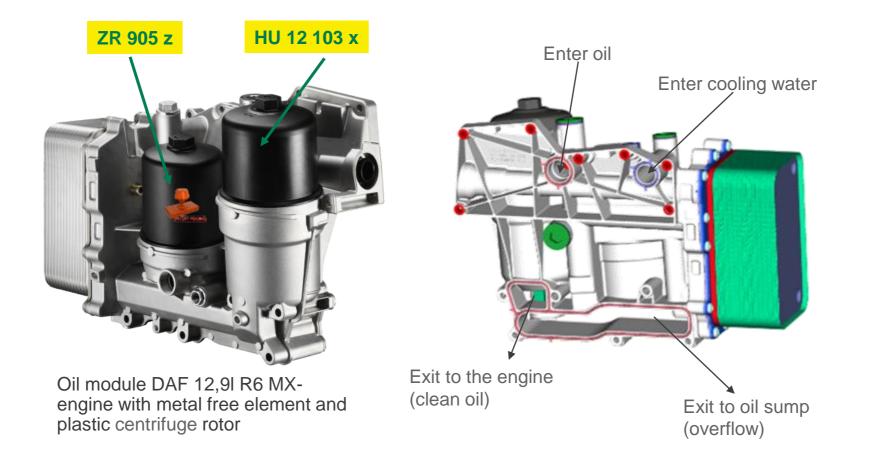


OE Expertise Example: Oil and coolant filters Volvo Trucks engine D16C





OE Expertise Oil filter module for DAF MX engines CF 85 / XF 105

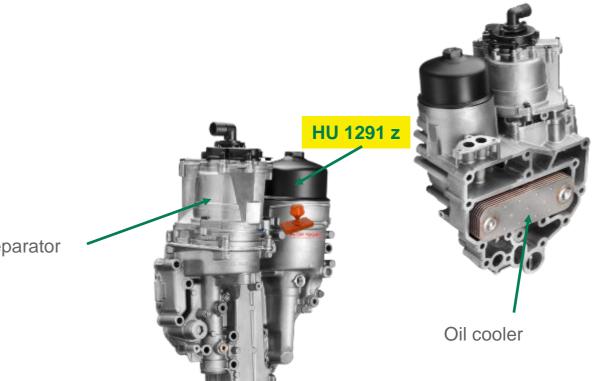




OE Expertise Example: Oil module MAN D20 / D26, 10,5 I + 12,6 I engine Euro VI



oil mist separator







Fuel filters





How It Works Fuel Filter Module

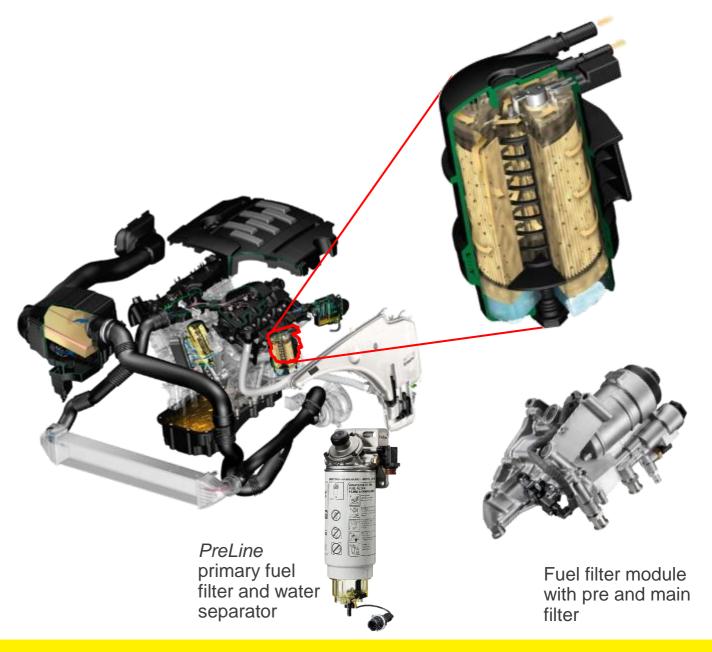
Functions:

- fuel filtration
- water separation
- temperature management
- sensor application



Metal-free fuel filter elements in single or duplex module







MANN+ HUMMEL

https://www.youtube.com/watch?v=IHSWI5d6_y8 -

Highly efficient 3-stage fuel filter

Fuel Filter What you should know – the effect of Improper fuel filtration



Damaged fuel injector



Parts corroded by water contaminated fuel



Significant loss of engine power



Damaged Fuel Injection Pump

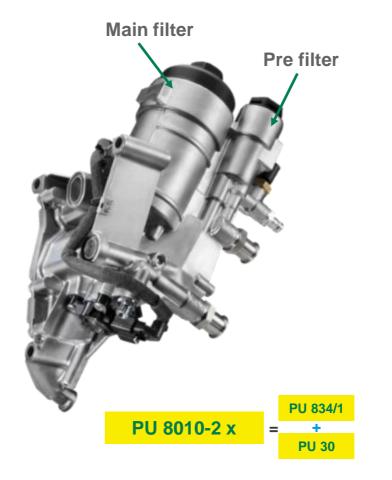


Worn roller in a distribution pump



OE Expertise Example: fuel filter system for Mercedes-Benz MDEG i.e. Atego







PreLine: proven fuel prefilter technology protects the engine against ingress of water





Preline 150



Preline 270





Agenda MANN-FILTER Product Training

Preline 150



Cabin air filters



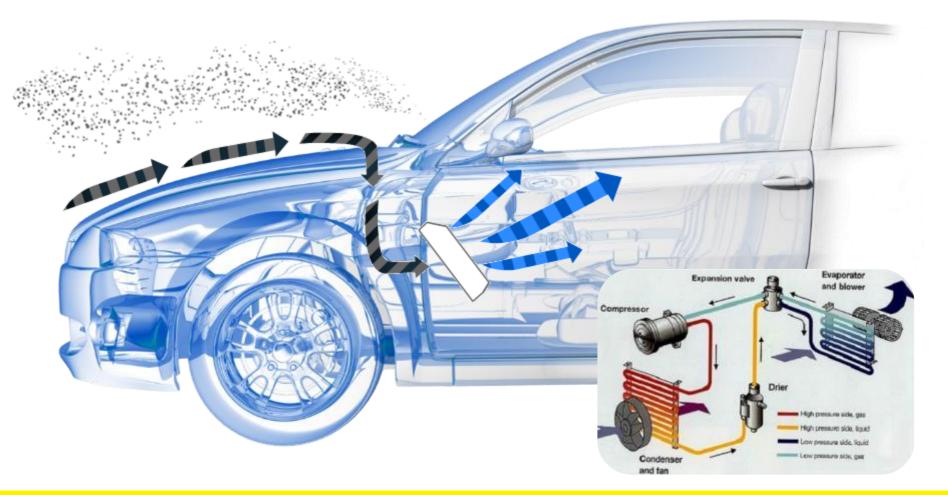


How It Works HVAC Systems

Functions:

- Air Conditioning
- Particle filtration
- Harmful Gas filtration
- Micro-organism deactivation

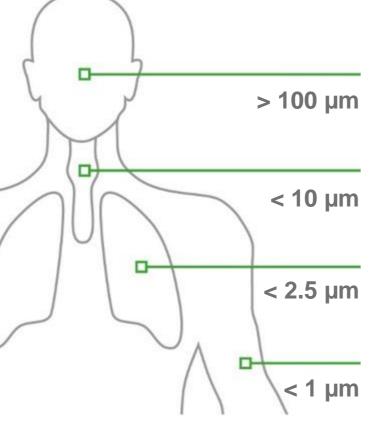
Within just one hour, approximately **300,000 litres of air** enter the car through the ventilation ducts







Cabin air filters Health risk from fine dust particles



Coarse dust particles

Get into mouth and nose Irritations such as coughing

Inhalable fine dust particles (PM10)

Reach the larynx / airway Deterioration of lung function

Inhalable fine dust particles (PM_{2.5})

Reach the bronchi / bronchioles Inflammation of the lungs

Ultra-fine particles (PM_{0.1})

Penetrate to alveoli / circulatory system Tumors, heart and lung disease Deaths caused by fine dust particles per year*: 47,000 in Germany 430,000 in Europe 7,000,000 worldwide

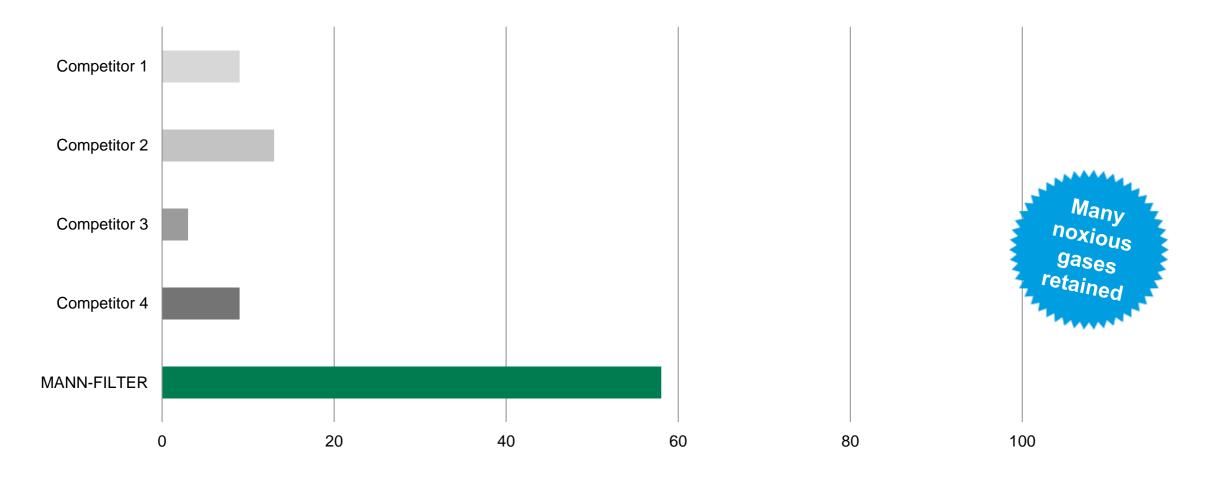
* Source: welt.de / estimation 2015







Cabin air filters Retention of noxious gases [%]



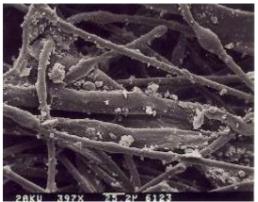




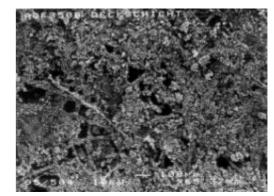
Cabin Air Filter

The cabin air filter must meet the following requirements:

- Fogging free
- Zero hydrocarbon emissions
- Cadmium free
- Resistant against chemicals in the environment
- Flame retardant
- PVC-free
- Glass fibre free
- Cellulose free (not absorbing humidity)
- Odourless (media, adhesive)
- Biological resistance / no bacteria or fungi growth
- Temperature resistant (-40° to +100 °C)



Scale ca. 400:1



Scale ca. 400:1

MANN-FILTER cabin filters meet all requirements

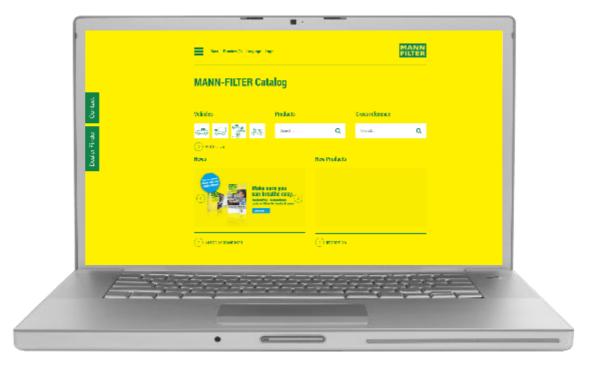




Online Catalogue MANN-FILTER Catalogue

MANN-FILTER Online Catalog Europe (https://catalog.mann-filter.com/EU/eng -)

- Cross Reference Search
 - Competitors P/N
 - OE Numbers
- Vehicle Search
- VIN Search
- MANN-FILTER data
 - Product Dimension
 - Product Images
 - Etc...





Online Catalogue Cross Reference (Competitor & OE P/N)

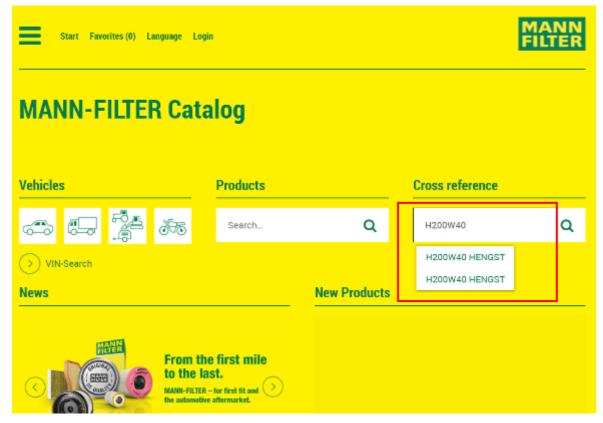
Search for VOLVO 21707133

| Start Favorites (0) Language Login | | | MANN FILTER | = | Start Favorites (0) | Language Login | | | MANN FILTER |
|--|--------------|--------------------|--|------|---------------------|---------------------------------|-------------|-----------|--------------------------------|
| MANN-FILTER Catalog | | | | | orias | ٩ | | | G Back |
| Vehicles Products | | Cross reference | | | | Manufacturer | MANN-FILTER | | 0 |
| Search | ۹ | 21707133 | Q | 2170 | 07133 | VOLVO (TRUCKS/VCE/VME/PENTA) | W 11 025 | Available | |
| VIN-Search | | 21707133 VOLVO (TR | UCKS/VCE/VME/PENTA) | 2170 | 07133 | VOLVO (TRUCKS/VCE/VME/PENTA) | W 11 025 | Available | for Trucks |
| News | New Products | | UCKS/VCE/VME/PENTA) | 2170 | 07133 | VOLVO (TRUCKS/VCE/VME/PENTA) | W 11 102/34 | Available | |
| TANK . | | | UCKS/VCE/VME/PENTA) UCKS/VCE/VME/PENTA) | 2170 | 07133 | VOLVO (TRUCKS/VCE/VME/PENTA) | W 11 102/34 | Available | for Off Highway Application |
| From the first mile to the last. NANN-RITER - for first fit and the automotive aftermarket. | | | | 2170 | 37133 | VOLVO (TRUCKS/VCE/VME/PENTA) | W 11 102/34 | Available | for Trucks |



Online Catalogue Cross Reference (Competitor & OE P/N)

Search for HENGST H200W40



| Start Favorites (0) | Language Login | | MANN FILTER |
|---------------------|----------------|-------------|----------------|
| Cross reference | | | Seck |
| H200W40 | ۹ | | |
| | Manufacturer | MANN-FILTER | 0 |
| H200W40 | HENGST | W 11 025 | Available |
| H200W40 | HENGST | W 11 102/34 | Available |



Online Catalogue Vehicle Search

| Start Favorites (0) |) Language Login | | | | MANN FILTER |
|-------------------------------|--|--|------------------|-------------------------------|--------------------------------------|
| Vehicles | - 65 | | | | Sack |
| Manufacturer VOLVO TRUCKS | | el series 12 (98-05) 98-08 | | ~ | |
| Model type FM 12-340 | Engine code D 12C/D-34 | | kW 250 | нр 340 | Year of manufacture 08/98 → 11/08 |
| 🛞 Air Filter | ം Oil Filter | 🖹 Fuel Filter | | 군글 Cabin Filte | r 🚸 Other filters |
| C 34 1500/1 Figure code D12C | W 11 102/34 O Long-life filter O Quantity: 2 Piece O optionally | WDK 11 102/24 Engine code D12D O Long-life filter | | no filt fitted ⊕->10/01 | Transmitt. |
| Accessories C 31 1345/1 | Accessories W 11 102/36 | WDK 11 102/28 | | 🥗 сик 2 | 2184 📕 🖓 HU 721 x KIT |



Online Catalogue VIN Search

Search for SALWA2EEXFA524386

| Start Favorites (0) Language L | agin | | | MANN FILTER |
|--------------------------------|----------|---|-----------------|----------------|
| MANN-FILTER Cat | talog | | | |
| Vehicles | Products | | Cross reference | |
| an (n 🛱 🕷 | Search | ۹ | Search | ۹ |
| VIN-Search | | | | |



Your chassis number could not be clearly identified. Please select your vehicle from the list.

| Model type | Engine code | kW | HP | Year of manufacture |
|--|-------------|-----|-----|---------------------|
| LAND ROVER Range Rover Sport II (LW, L494) 5.0 SVR | | 405 | 550 | 09/14 → 12/18 |
| LAND ROVER Range Rover Sport II (LW, L494) 5.0 V8 | | 375 | 510 | 04/13 → 12/18 |
| LAND ROVER Range Rover Sport II (LW, L494) 5.0 V8 | 509PS | 386 | 525 | 11/17 → |
| LAND ROVER Range Rover Sport II (LW, L494) 5.0 V8 | 508PS | 423 | 575 | 11/17 → |



Online Catalogue Product Dimension, Product Images, etc...

Search for W 11 102/34

| MANN-FILTER | Application | Cross reference | | |
|---------------------|---------------|-----------------|------|---------------------------|
| Product description | 0 | | Dime | ensions (mm) |
| Filter type | Oil Filter | | A | 108 |
| GTIN code | 4011558021658 | | в | 92 |
| Delivery status | Available | | С | 100 |
| Wrench removal tool | (\$1) | | G | 1 1/8-16 UN-28 |
| | | | н | 262 |
| 3 | - (4.4.) | | 0 | IFP1167 - alternative use |
| | | | | |

Search for W 11 025

