TrelleborgVibracoustic

PRESS RELEASE

Joint Venture for truck & bus air springs

TrelleborgVibracoustic and HSS Otomotiv join forces in commercial vehicle air springs business

Weinheim (Germany), Bursa (Turkey) March 13th, 2013.
TrelleborgVibracoustic and HSS Otomotiv yesterday signed a joint venture contract in Hamburg to merge their business for commercial vehicle air springs. The new company "VibracousticBlacktech" will be headquartered in Hamburg, Germany. With its well established "air cruise" and "Blacktech" brands it will serve OEM customers as well as the Independent Aftermarket (IAM) on a global scale. The joint venture agreement is subject to the approval of the anti-trust authorities.

"Due to its complementary product and customer portfolio, the new joint venture "VibracousticBlacktech" is a perfect fit. Together, we can offer the broadest range of air springs in the commercial vehicle market. As a development partner, we will be able to provide our customers with both tailor made solutions for OEM applications and guaranteed quality products for all stages of the vehicle's life cycle. By combining our respective process and manufacturing know-how for premium OEM air springs with an extensive range of Aftermarket solutions, we can offer products which fulfill our customers' expectations regarding high performance at competitive cost for truck, trailer and bus applications including chassis, cabin and seat air springs", said Hans Jürgen Goslar, speaker for the board of management of Trelleborg-Vibracoustic.

"The strong engineering capabilities of TrelleborgVibracoustic will enable us to offer our customers in the OEM as well as in the IAM segment innovative products for various applications. Together, we will be even more flexible in anticipating our customers' demands in the highly competitive commercial vehicle air springs market. Especially our end customers, the fleet operators, are confronted with the need to continuously reduce cost in face of rising fuel prices and increased cross-border competition. With our joint venture, we will be able to realize economies of scale and supply exactly the right air springs for each segment", said Ramazan Sahin, Chairman of the Board of HSS Otomotiv.
The new joint venture will have operations and tech centers in Germany, Turkey, Hungary, the United States and China with about 600 employees worldwide. Additionally, a strong sales organization is a sustainable basis to leverage the op-

portunities of the aftermarket. TrelleborgVibracoustic will hold 50.1 percent of the shares, HSS Otomotiv/Blacktech 49.9 percent. The decision of the anti-trust authorities is expected in the coming weeks.

TrelleborgVibracoustic

TrelleborgVibracoustic is a leading supplier of automotive anti-vibration solutions in the global passenger car and commercial vehicle industry. Established as a joint venture between Freudenberg and Trelleborg, the company generated sales of approximately €1.6 billion in 2012. Employing over 8,000 employees in 18 countries TrelleborgVibracoustic designs, develops and manufactures leading edge vibration control technologies worldwide.

HSS Otomotiv

With its successful Blacktech Brand, HSS Otomotiv ve Lastik Sanayi A.Ş is a leading supplier of air springs for manufacturers of commercial vehicles and axles as well as the Independent Aftermarket. With 270 employees the company achieved a turnover of € 27 million in 2012. Founded in 2004, the company is headquartered in Bursa, Turkey and is owned by Ramazan Sahin (50%), Cevdet Colakoglu (20%), Mahmut Ciftci and Necdet Demir (each 15%).

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