



Press Communication

Tristone Group with sales up 6 % in first nine months despite declining markets

Tristone Flowtech Group located in Frankfurt/M. communicated a sales growth of +6 % versus prior year in the first nine month of 2019 to 222.4 Mio Euro (prior year 209.6 Mio Euro) despite declining automotive passenger car markets mainly in China, Europe and partially in NAFTA.

‘This sales growth is again a strong signal in declining markets, where most of our OEM customers and the other market participants are faced with declining sales’ so Guenter Froelich, President & CEO, Tristone Group. ‘This positive sales growth is driven by Tristones broad OEM customer portfolio in the different regional markets and our strong market position in our business fields. In addition, we are highly satisfied with very high business awards of close to 92 M€ annual sales with a share of more than 42 % for battery electric or hybrid passenger cars.

At the same time, we recognize the challenging overall market situation is impacting all players. Related to this, we are seeing a first example of a OEM trying to use their market position to ignore contractual obligations towards our Group.’

‘The changed market environment and the costs for the new plants in start-up in the USA and India as well as the high number of program start-ups caused a drop of the Group’s EBIT profitability below prior years. As a consequence, we will be reducing our high investment level’ so Sonja Rossteuscher-Schuetze, CFO of the Group.

The Group is expecting now a sales growth versus prior year of +7 % in 2019 to 311 Mio Euro and a sales growth of +17 % to 364 M€ in 2020 mainly driven by ongoing start-ups based on booked business with the global OEMs in Europe, NAFTA, China and India despite the weaker automotive business in some markets.

In August 2019, the new production plant in Mooresville, North Carolina, USA started with serial production for the first OEM customer in US. Further manufacturing start-ups are in preparation in the new plant and are expected during the coming quarters.

In June 2019, the Group opened its expanded facilities in Walbrzych, Poland, with an expanded plastic plant as well as central engineering laboratory. In addition, the groundbreaking of a further plant expansion of 6.200 m² manufacturing and logistic space was held, which will double

the hose production capacity in the next years in Tristone Poland. The production plant in Poland is delivering to a broad range of global automotive passenger car customers including Ford, Volvo, RSA, Nissan, FCA, PSA, Daimler, BMW, Suzuki, JLR, and Ferrari.

In April 2019, the Group opened a further new production plant in Mooresville, North Carolina, USA to support the NAFTA market with its automotive customer plants in US and Canada in addition to the existing production plant in Mexico. It will host hose production as well as, in a next step, plastic pipe and plastic surge tank production for engine and battery cooling applications for major OEMs.

Tristone Flowtech Group is highly specialized on fluid applications in the areas of motor and battery cooling as well as air charge systems. The Group is benefiting from the trend towards a reduction of space and fuel consumption with the introduction of polyamide materials as well as the introduction of new powertrain concepts with hybrid and electrical cars and the integration of fluid motor and battery cooling systems.

Frankfurt/ Germany: TRISTONE Flowtech Group has reached 2018 an annual turnover of 291 M€ with 3.444 employees and is one of the leading automotive supplier groups worldwide for fluid applications in the area of engine cooling, battery cooling as well as turbochargers with manufacturing and development locations in Germany, Poland, Czech Republic, Slovakia, Turkey, Spain, France, Italy, Mexico, USA, India and China.

The Group was established based on a spin-off of the former Fluid Automotive Business Unit of Trelleborg AB in July 2010 and is supplying to the automotive customers Renault with Dacia, Nissan, PSA with Peugeot, Citroen, Opel and Vauxhall, FiatChrysler, Ford, Changan Ford, Volvo, General Motors, VW Group with Audi, Seat, Skoda, Porsche, Bentley and Bugatti, BMW Group with Mini, Rolls-Royce, Daimler with Mercedes, Smart, JaguarLandrover, Suzuki, Mahindra-Mahindra, Hyundai Kia, Bosch as well as further Tier I suppliers.

Effective February 22, 2017, the Group was purchased by the chinese Zhongding Group, Ningguo and is continuing to be managed under the same name and corporate structure.

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