**Hankook and Schmitz Cargobull AG to**

**intensify their strategic cooperation**

**At the 66th IAA for Commercial Vehicles, Hankook and Schmitz Cargobull agreed an early extension to their partnership. This includes expanding the existing supply contracts in the OE segment, strategic cooperation on a European level in the fleet business as well as developing the spare parts business of Hankook trailer tyres through the existing sales cooperation between the Schmitz Cargobull Service Partner network and its mutual service partner Pneunet. Hankook has been equipping Schmitz Cargobull trailer models since 2013 and currently offers 11 different sizes for the original equipment business. The two companies have been collaborating in the full-service business since the beginning of 2015 and are also concentrating on the European market.**

***Neu-Isenburg, 19 October 2016* –** Premium tyre maker Hankook and Schmitz Cargobull AG, Europe's leading manufacturer of truck trailers, have extended their cooperation earlier than planned until 2019 on the occasion of the 66th IAA for Commercial Vehicles in Hanover. The innovative manufacturing and intelligent production technologies used by the company, which specialises in the production of semitrailers for heavy-duty trucks, set benchmarks for especially efficient transport solutions. Hankook TBR trailer tyres have been available at Schmitz Cargobull as original fitment tyres for years as premium products for all trailer types. The cooperation announced at the IAA includes extending the existing supply contracts in the OE segment, increasing the strategic cooperation on a European level in the fleet business, expanding the full-service range as well as developing the spare parts business of Hankook trailer tyres through the existing sales cooperation between the Schmitz Cargobull Service Partner network and joint service partner Pneunet. This cooperation offers the trailer manufacturer's contract customers full-service concepts, including standardised conditions both for tyres as well as for tyre services and tyre management in the vehicle fleet. It also covers tyre changes due to wear, punctures, deadline monitoring and fleet checks (air pressure adjustments). In addition, comprehensive cost and mileage analyses can be made available to fleet operators.

Tony Lee, Vice President for Sales and Marketing of Hankook Tire Europe agrees: “Stepping up our partnership with Schmitz Cargobull is of strategic importance to us, particularly since it boosts both our OE and spare parts business in the trailer segment.”

“The further, long-term extension of the strategic partnership with Hankook is the right logical step for us, since Hankook's strategy effectively supports the Schmitz Cargobull strategy,” says Bernhard Schmitz, shareholder and Deputy General Manager - Purchasing. “We feel that the long-term cooperation with Hankook will complement our premium products so that we can deliver optimum transport solutions to our customers.”

Premium tyre maker Hankook supplies Schmitz Cargobull AG with its complete range of state-of-the-art trailer tyres for original fitment. These have been adapted for European conditions, are particularly eco-friendly and economic, and include the Hankook ranges e-cube MAX and SmartWork. The original fitment business for national and international heavy duty traffic with Hankook TBR trailer tyres for Schmitz Cargobull is initially concentrating on the European market and currently covers 11 trailer sizes in the 19.5 and 22.5 inch range, including the mega-trailer size 445/45R19.5, 435/50R19.5 and 455/40R22.5 of the Hankook e-cube family. All Hankook tyres are delivered directly to the production plants of the trailer manufacturer, which is based in Altenberge in North Rhine-Westphalia.

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**About Hankook**

Hankook Tire is one of the global top 5 companies in the mass production of tyres and manufactures innovative, award winning radial tyres of proven superior quality for passenger cars, light trucks, SUVs, RVs, trucks and buses as well as motorsports (circuit racing/rallies).

Hankook continues to invest in research and development so that we can always offer our customers the highest level of quality, combined with technological excellence. At a total of five development centers and seven large scale factories around the world, the company develops and produces tyre solutions specially tailored to the requirements and needs of regional markets. Bespoke tyre solutions for the European markets as well as European Original Equipment according to the requirements of leading premium car manufacturers, are developed in the company’s regional Technical Centre in Hanover/Germany. Production for the European region is taking place in the state-of-the-art manufacturing site in Rácalmás/Hungary which was inaugurated in June 2007 and is continuously being expanded. Currently more than 3,000 employees produce up to 19 million tyres a year for passenger cars, SUVs and light trucks.

Hankook Tire’s European headquarters are located in Neu-Isenburg near Frankfurt am Main in Germany. The manufacturer operates further branches in Germany, UK, France, Italy, Spain, the Netherlands, Hungary, Czech Republic, Russia, Turkey, Sweden and Poland. Hankook products are sold directly through regional distributors in other local markets. Hankook Tire employ more than 22,000 people worldwide and are selling their products in over 180 countries. Internationally leading car manufacturers rely on tyres made by Hankook for their original equipment. Approximately 30 percent of the company's global sales are generated within the European and CIS-Region.

For more information please visit www.hankooktire-press.com or www.hankooktire.com

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| **Contact:**  **Hankook Tire Europe GmbH |** Corporate Communications Europe/CIS **|** Siemensstr. 5a, 63263 Neu-Isenburg **|** Germany | | | |
| **Anna Magdalena Pasternak**  PR Manager  Tel.: +49 (0) 6102 8149 – 173  a.pasternak@hankookreifen.de | **Sabine Riedel**  Public Relations  Tel.: +49 (0) 6102 8149 –174  s.riedel@hankookreifen.de |  |  |