



Press Communication

Tristone Group 2018 with sales on prior year - highest business awards received

Tristone Flowtech Group located in Frankfurt/M. reports preliminary sales figures on prior year level with 288 Mio Euro and highest business awards ever received.

“In 2018 the Group could maintain the prior year sales level with 288 Mio Euro sales despite a significant drop of passenger car production volume in the III. /IV. Quarter 2018, mainly in China and Europe and despite negative foreign exchange impacts. The Group reached the highest business awards ever with close to 98 Mio Sales per year or 588 Mio sales on lifetime contracts. The business awards with fluid battery cooling applications for Electrical Passenger Cars (BEV) and Hybrid cars are leading to 42 Mio Euro sales per year or lifetime sales of 252 Mio Euro and are spread among 10 global OEMs with 25 different future car platforms. Business awards for battery cooling applications reached 42 % of total awards, demonstrating the very strong position of the Group in this business field”, so Günter Frölich, President and CEO of Tristone Flowtech Group.

“Despite significant R&D development efforts to follow technology trends towards electrification of the powertrain, as well as investments in establishment of new plants in the US and India to cover the future sales and production growth, Tristone achieved a positive Free Cash flow and satisfying overall financial results.’ so Sonja Rossteuscher-Schütze, CFO of the Group.

The sales level is mainly negatively impacted by reduced sales versus prior year in China by 49 % due to weakness of some customers and in the overall market, followed by -0,3 % lower sales in Europe and higher sales in NAFTA by 12 % and small first serial sales in India.

Tristone Group has started the serial production of the first programs in India, supporting the footprint expansion and materializing the first sales in the Indian region.

The Group is expecting to grow 11 % in 2019 to 321 Mio Euro and 24 % in 2020 to 399 Mio Euro due to booked business with the global OEMs in Europe, NAFTA, China and India.

The Group occupied in December 2018 the new US production plant in Mooresville, State North Carolina with a total production and logistic space of 16.500 m² and is preparing the production start-ups in the next months. The new US plant will be the eleventh production plant in the Group in addition to the existing production plants in Mexico, Poland, Czech Republic, Slovakia, Italy, France, Spain, Turkey, India and China.



In October 2018 the new production plant in Pune, India started successfully with the production of plastic surge tanks for a leading Indian automotive customer and is preparing further start-ups for plastic surge tanks and engine cooling hose production for automotive customers in India.

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

Frankfurt/ Germany: TRISTONE Flowtech Group has reached 2018 an annual turnover of 288 M€ with 3.445 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, Vauxhall, FiatChrysler, Ford, Changan Ford, Volvo, General Motors, VW Group with Audi, Seat, Skoda, Porsche, Bentley, Suzuki, BMW Group with Mini, Rolls-Royce, Daimler with Mercedes, Smart, Jaguar Landrover, Suzuki, Mahindra-Mahindra, 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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