

## Press release

### New truck workshop franchise **Bosch, Knorr-Bremse, and ZF plan joint venture**

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- ▶ Full-service portfolio for multi-brand commercial-vehicle workshops
- ▶ Scheduled to start operation in Germany in 2013

Karlsruhe/Munich/Schweinfurt – The Automotive Aftermarket division of Robert Bosch GmbH, Knorr-Bremse Systeme für Nutzfahrzeuge GmbH, and ZF Friedrichshafen AG's ZF Service business area plan to establish a joint venture. This new company will operate as a system center providing a full-service portfolio for multi-brand commercial-vehicle workshops. The joint venture is to be based in the greater Munich area and will initially employ some ten associates. The formation of the joint venture is subject to the approval of the relevant antitrust authorities.

The joint venture's full-service portfolio is to include a hotline, technical training programs and information, diagnostics, workshop equipment, and quality management. Starting from the middle of next year, it is initially planned to offer the workshop franchise as an independent brand to multi-brand commercial-vehicle workshops in Germany. Following this, it will gradually be rolled out in other European countries.

The three joint-venture partners are among the leading international suppliers to passenger-car and commercial-vehicle manufacturers. Their product range helps the transport sector save fuel and makes it more eco-friendly. Their product ranges are complemented by extensive service expertise gained over many years in their individual workshop franchises.

“In the shape of Bosch Car Service and AutoCrew, Bosch already offers two internationally successful full-service concepts in the passenger-car workshop market. Based on this experience of workshop franchises and our expertise in the commercial-vehicle industry, for example with regard to engines and electrics, we intend to work together with Knorr-Bremse and ZF, whose strengths complement our own, so that workshops that

service and repair commercial vehicles can also benefit from these services,” says Robert Hanser, president of the Bosch Automotive Aftermarket division.

“The growing technical complexity of commercial-vehicle systems makes it increasingly important that we improve workshop expertise in this area, and in this way lastingly boost these workshops’ competitiveness. As a specialist for safety systems in the commercial-vehicle sector, we are excited about this cooperation with Bosch and ZF, since it allows us to offer workshops advice in this area and to help them satisfy growing demands,” says Klaus Deller, member of the executive board of Knorr-Bremse AG.

“With its comprehensive ZF Services ProTech franchise, ZF Services already offers workshops tailored support in drive and chassis technology. Together with our partners, we are now able to offer an even wider range of services,” says Alois Ludwig, chairman of the board of directors of ZF Services. He goes on to summarize the objective of the planned workshop franchise for commercial vehicles: “Commercial-vehicle customers place particular importance on high quality and flexible service. Our combination of a new franchise concept and tried and tested products in OE quality will allow us to help workshops take up this challenge and position themselves in the market.”

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*The **Bosch Automotive Aftermarket division (AA)** provides the aftermarket and repair shops worldwide with a complete range of diagnostic and repair shop equipment and a wide range of spare parts – from new and exchange parts to repair solutions – for passenger cars and commercial vehicles. Its product portfolio includes products made as Bosch original equipment, as well as aftermarket products and services developed and manufactured in-house. More than 11,000 associates in 140 countries, as well as a global logistics network, ensure that some 450,000 different spare parts reach customers quickly and on time. In its “Diagnostics” operations, AA supplies testing and repair-shop technology, diagnostic software, service training, and information services. In addition, the division is responsible for the “Bosch Service” repair-shop franchise, one of the world’s largest independent chains of repair-shops, with some 15,000 franchises. In addition, AA is responsible for more than 500 “AutoCrew” partners.*

Additional information can be accessed at [www.bosch-automotive.com](http://www.bosch-automotive.com).

*Der **Knorr-Bremse Konzern** ist weltweit der führende Hersteller von Bremssystemen für Schienen- und Nutzfahrzeuge. Als technologischer Schrittmacher treibt das Unternehmen seit über 100 Jahren maßgeblich Entwicklung, Produktion, Vertrieb und Service moderner Bremssysteme voran. Weitere Produktfelder sind im Bereich Systeme für Schienenfahrzeuge intelligente Einstiegssysteme, Steuerungskomponenten, Klimaanlage, Scheibenwischer sowie Bahnsteigtüren. Zudem bietet Knorr-Bremse Fahrsimulatoren und E-Learning-Systeme für eine optimale Ausbildung des Zugpersonals an. Die Bandbreite des Bereichs Systeme für Nutzfahrzeuge umfasst neben dem kompletten Bremssystem inklusive Fahrerassistenzsystemen, Drehschwingungsdämpfer und Lösungen rund um den Antriebsstrang sowie Getriebesteuerungen zur Effizienzverbesserung und Kraftstoffeinsparung.*

Additional information can be accessed at [www.knorr-bremse.com](http://www.knorr-bremse.com)

*ZF is a leading worldwide automotive supplier for Driveline and Chassis Technology with 121 production companies in 27 countries. In 2011, the Group achieved a sales figure of Euro 15.5 billion with more than 72 000 employees. In order to continue to be successful with innovative products, ZF annually invests about five percent of its sales (2011: Euro 750 million) in research and development.*

*ZF Services consistently continues the systems expertise of ZF in the aftersales market. With integrated solutions and the complete ZF product portfolio, the business unit ensures the performance and efficiency of vehicles throughout their complete service life. For the aftermarket business, ZF’s driveline and chassis technology is offered using the well-established product brands Sachs, Lemförder, Boge, and ZF Parts. With its global service network and on-demand offers, ZF Services has also become a popular partner in the non-automotive sector.*

Additional information can be accessed at <http://www.zf.com/presse>