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COMUNICADO DE PRENSA | COMMUNIQUÉ DE PRESSE | INFORMACJA PRASOWA

## TRATON and Hino establish a procurement joint venture

- Procurement joint venture “HINO & TRATON Global Procurement GmbH” established as concretion of 2018 Strategic Cooperation Framework Agreement
- Hino President & CEO Yoshio Shimo: “Provide best products to customers through enhanced global optimum procurement capability”
- TRATON CEO Andreas Renschler: “Determinedly executing the Global Champion Strategy”

**Munich / Tokyo, October 29, 2019** – Commercial vehicle manufacturers TRATON GROUP and Hino Motors, Ltd. have reached a further milestone in their strategic partnership aiming to offer customers the highest value: The two companies have established the procurement joint venture “HINO & TRATON Global Procurement” in order to maximize the global procurement synergies between the two companies. The joint procurement targets a wide range of parts and technologies whose purchasing contracts are made by the two companies. Through this partnership, HINO and TRATON anticipate an increased global footprint, in particular in Europe and Asia, resulting in an expanded supplier base.

Yoshio Shimo, President & CEO of Hino Motors, Ltd.: “The joint venture is a key milestone of our strategic partnership. It enables HINO to offer products that meet customers` needs faster and appropriately priced. We are also in talks with TRATON about additional areas of collaboration announced in September 2018, which also aims to join forces in the area of electric mobility.”

Andreas Renschler, CEO of TRATON SE and Member of the Board of Management of Volkswagen AG: “The partnership with Hino is important for our Global Champion Strategy which we continue to determinedly execute. Our customers are going to benefit from an even larger basis of suppliers.”

TRATON holds a 51% stake and Hino 49%, and the joint venture will have offices both in Munich and Tokyo.

Back in 2018 Hino Motors, Ltd. and TRATON signed an agreement, aiming for a mutually beneficial strategic long-term partnership on eye-level. Based on their shared value to "offer customers the highest value", both companies agreed to explore each other's capabilities to cooperate in existing and new technologies as well as in procurement.

This press release and additional material can be found at:

[www.traton.com/en/newsroom/press\\_releases/press\\_release\\_24102019.html](http://www.traton.com/en/newsroom/press_releases/press_release_24102019.html)

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**Hino Motors, Ltd.** is a Toyota Group company selling over 200,000 trucks and buses in more than 90 countries in 2018. Number of employees totals 34,000 globally, and produces vehicles in over 20 countries including the 4 major plants in Japan. Hino slogan is “Trucks and buses that do more”. To put “Trucks and buses that do more” into practice, Hino will provide “appropriate products with safety and environment technologies”, “ultimately customized total support for customers”, and “challenge new fields”.

**TRATON SE** is a subsidiary of Volkswagen AG and a leading commercial vehicle manufacturer worldwide with its brands MAN, Scania, Volkswagen Caminhões e Ônibus, and RIO. In 2018, TRATON GROUP’s brands sold around 233,000 vehicles in total. Its offering comprises light-duty commercial vehicles, trucks, and buses at 29 production and assembly sites in 17 countries. The Company had a workforce of around 81,000 employees worldwide across its commercial vehicle brands as of December 31, 2018. The Group seeks to transform the transportation system through its products, its services, and as a partner for its customers.