Leoni supplies more commercial vehicles with wiring systems on global level

New orders from Europe, the Americas and Asia

Nuremberg, 25 September 2014 – Leoni is expanding its business with the commercial vehicle industry in all three world regions. The leading European provider of cables and cable systems to the automotive sector and other industries has won new contracts to supply wiring systems for customers in EMEA (Europe, Middle East and Africa), the Americas and Asia/Pacific.

“Manufacturers of commercial vehicles and truck engines are an increasingly important customer group for Leoni,” said Martin Glösslein, who is in charge of the Wiring Systems Division’s business with its US customers and the commercial vehicle industry. “We have obtained undertakings for new projects around the world and are therefore upbeat about raising our share of the global market for commercial vehicle cable harnesses and wiring systems.”

In Europe, Leoni also supplies equipment for busses, agricultural and construction machinery in addition to transport vehicles. The Company recently signed a multi-year contract on the supply of entire wiring systems for harvesters with a long-standing customer. Another manufacturer of commercial vehicles ordered pre-formed cable harnesses that are especially sturdy and secure while also making it easier to wire the engines. The Swedish manufacturer Scania, to which the Company will be supplying engine cable harnesses for various platforms in Europe and South America beginning in 2015, has recently been added to the customer portfolio.

Leading position in America’s truck industry

Leoni has also for years commanded a leading position among the US truck and engine manufacturers as a supplier of cable harnesses, scoring with its development expertise and the ability to realise customised specialties even for smaller production units. Most recently, an internationally operating customer signed two contracts, which comprise the supply of several models of additio-nal commercial vehicles classes. Start of production is set for 2015 and 2016.

Key development step in Asia

In the Asian market, where Leoni has to date equipped primarily passenger cars with cable harnesses, the Company succeeded in taking a key step in terms of development work. A European truck and engine manufacturer together with its Chinese joint venture partner recently gave the cable specialist the go-ahead to supply transmission cable harnesses. Under this contract, Leoni will be equipping heavy trucks in particular. Production is scheduled to commence in the 2nd half of 2015; the project has a term of several years.

Leoni is also registering growth with the commercial vehicle industry in South Korea: the project business with a local manufacturer of construction machinery has gradually been expanded. He ordered engine harnesses as well as entire wiring systems.

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About the Leoni Group

Leoni is a global supplier of wires, optical fibers, cables and cable systems as well as related services for the automotive sector and further industries. Leoni develops and produces technically sophisticated products from single-core automotive cables through to complete wiring systems. Leoni’s product range also comprises wires and strands, standardised cables, special cables and cable system assemblies for various industrial markets. The group of companies, which is listed on the German MDAX, employs about 66,000 people in 33 countries and generated consolidated sales of EUR 3.92 billion in 2013.



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