



New Customer for Chassis Module Technology: ZF Opens First Plant in Vietnam

- **ZF breaks ground in one of the fastest growing automotive markets in Southeast Asia**
- **New customer for ZF's chassis technology division**
- **Local for local: Hai Phong plant produces chassis modules for Vietnamese automotive manufacturer**
- **Inauguration with high-ranking representatives of business, industry and government**

Hai Phong, Vietnam. ZF celebrates the official opening of its first plant in Vietnam: In accordance with its local-for-local strategy, the company established a production site for a new Vietnamese customer in Hai Phong. The facility, located in Vinfast's 70-ha Supplier Park of Vinfast Manufacturing Automobile and E scooter Plant on the Cat Hai Island off the country's northern shore, produces chassis modules just-in-time for a local automotive manufacturer. ZF has invested more than 25 million Euro in the site.

The Vietnamese car industry is one of the fastest growing in Southeast Asia. With its Hai Phong site, ZF takes its first local step into this market, following the demand of an exciting new customer: Vinfast, founded in 2017 as the first Vietnamese automotive manufacturer, relies on ZF as one of its main chassis technology suppliers. "This cooperation offers ZF the unique opportunity to get in on the ground floor of a new market", said Michael Hankel, Member of the ZF Board of Management at the inauguration ceremony. "We are proud to embark on this journey together with Vinfast right here in Hai Phong."

The Hai Phong plant exemplifies ZF's local-for-local strategy. On a approx. 44.000 m² area right next to the customer's facility, the plant is designed and equipped to produce chassis module sets just-in-time at a rate of 38 jobs per hour. Series production already started at the end of July – only a little over a year after establishing the customer



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relationship. ZF invested about 25 million Euro in its first Vietnamese production site.

“With the plant in Hai Phong we add another highly efficient chassis module assembly plant to our global business network. This underlines the market leadership we have reached for chassis just-in-time deliveries globally. The ability to set up assembly plants in very close proximity to our customer’s operations at every place on earth is a must for just-in-time deliveries and clear core competence of our business”, said Dr. Peter Holdmann, Head of ZF’s Chassis Technology Division.

James DeLuca, VinGroup Deputy CEO, responsible for Vinast Global Business Development stated at the ceremony: “Vinfast highly appreciates the fact that ZF – one of the world's leading partners – locates the factory on the premises of Vinfast Automobile Manufacturing Complex. ZF's newly opened factory is an important link in the Vinfast production value chain, helping to ensure the supply of components and increase the localization rate for Vinfast products.”

Caption:

Celebrating the opening of ZF’s Chassis Plant in Hai Phong, Vietnam: Michael Hankel, Member of the ZF Board of Management (3rd from left, back row), James DeLuca, VinGroup Deputy CEO (4th from left, back row), Dr. Peter Holdmann, Head of ZF’s Chassis Technology Division (5th from left, back row).

Image: ZF

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ZF Friedrichshafen AG

ZF is a global technology company and supplies systems for passenger cars, commercial vehicles and industrial technology, enabling the next generation of mobility. With its comprehensive technology portfolio, the company offers integrated solutions for established vehicle manufacturers, mobility providers and start-up companies in the fields of transportation and mobility. ZF continually enhances its systems in the areas of digital connectivity and automation in order to allow vehicles to see, think and act.

In 2018, ZF achieved sales of €36.9 billion. The company has a global workforce of 149,000 with approximately 230 locations in 40 countries. ZF invests over six percent of its sales in research and development annually.

For further press information and photos please visit: www.zf.com