

Press release

Cologne, May 13, 2014

Making rail transportation safer – FOGTEC and Knorr-Bremse sign strategic cooperation deal

On March 21, 2014, FOGTEC Rail Systems and Knorr-Bremse Systeme für Schienenfahrzeuge signed an agreement on strategic cooperation in the field of safety-critical products and services for rail vehicles. Knorr-Bremse is the world's leading manufacturer of braking systems for rail and commercial vehicles, and FOGTEC Rail Systems is the global market leader in developing and selling fire protection systems for rail vehicles.

Both companies are recognized globally for supplying system solutions that make rail transportation safer. Signing of this cooperation agreement will enable FOGTEC and Knorr-Bremse to bundle their competences. "By drawing on each other's existing strengths and using potential future synergies we will be able to generate significant value-added for our customers. We are convinced that by working together we will be able to offer them even better solutions than before," is how Roger Dirksmeier, General Manager of FOGTEC Rail Systems sums up this intensive collaboration between the two companies. Both complement each other perfectly – after all, safety is a core issue at both FOGTEC and Knorr-Bremse. "In future, FOGTEC will be able to make use of Knorr-Bremse's well-established global sales and service network. And at the same time, with FOGTEC fire protection systems we are adding a highly relevant safety product to our own portfolio," commented Rolf Härdi, Member of the Board of Directors, Knorr-Bremse Systeme für Schienenfahrzeuge GmbH.

In a first step the agreement envisages close collaboration between the two companies over the joint provision of services, but FOGTEC and Knorr-Bremse will also be working together on new projects if such collaboration generates advantages for customers. One of the first joint projects will involve supplying fire detection and extinguishing systems and providing local installation for vehicles belonging to a Brazilian operator; another involves Knorr-Bremse Asia Pacific taking over commissioning services on behalf of FOGTEC in the Japanese market. "In order to be able to offer the customer a comprehensive package of

safety solutions from a single source we are integrating final assembly of FOGTEC fire protection systems directly into Knorr-Bremse's production facility in Brazil. This will enable specialists from both areas to work closely together and benefit from a direct exchange of expertise," explains Rolf Härdi.



FOGTEC and Knorr-Bremse sign strategic cooperation agreement (from left to right):

Roberto Beltrame
Managing Director
Knorr-Bremse Rail Systems Italia S.r.l.

Roger-A. Dirksmeier
General Manager Rail Systems
Fogtec Brandschutz GmbH & Co.KG



Dirk K. Sprakel
Managing Director
Fogtec Brandschutz GmbH & Co.KG

Rolf Härdi
Member of the Board of Directors
Knorr-Bremse Systeme für Schienenfahrzeuge GmbH

Bertram Langhanki
Head of CoE Service
Knorr-Bremse Systeme für Schienenfahrzeuge GmbH

FOGTEC Rail Systems, a business unit of FOGTEC Brandschutz GmbH & Co. KG, is a specialist in the development and distribution of user-specific fire protection system solutions in rolling stock applications. The effective and economical system solutions they offer have enabled FOGTEC Rail Systems to become established in the rail vehicle market worldwide. The company's product range covers all solutions in the field of fire detection – from simple smoke detectors to complex fire detection systems including data transfer via SMS to any cellphone or control center. In the field of fire-fighting technology, the company's portfolio ranges from small, autonomous object protection systems to complex modules for integration into vehicles. The systems can be based on different extinguishing techniques based on high-pressure water mist, gas or aerosol.

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The **Knorr-Bremse Group** is the world's leading manufacturer of braking systems for rail and commercial vehicles. For more than 100 years now the company has pioneered the development, production, marketing and servicing of state-of-the-art braking systems. In the rail vehicle systems sector, the product portfolio also includes intelligent entrance systems, HVAC systems, control components, and wind-screen wiper systems, as well as platform screen doors, friction material and driver advisory systems. Knorr-Bremse also offers driving simulators and e-learning systems for optimum train crew training. In the commercial vehicle systems sector, the product range includes complete braking systems with driver assistance systems, as well as torsional vibration dampers, powertrain-related solutions and transmission control systems for enhanced energy efficiency and fuel economy.

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