





ZHONGCE RUBBER GROUP CO., LTD.

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ZC^{中策家苑} 2018 CONTENTS

IEETING	
a Better Future s More Achievements	
VS	
mains NO.10 global tire manufacturer future with 60 years of excellence operate new branch in Germany ailand has added two production lines s named Ákos Barcsik as field engineer manager s built new R&D center for green tire material s operated AI systemin the factory s approved by SAIC GM on QSB d Bekaert has signed strategic cooperation agreement ld PRC retailer Training gs	11 13 14 14 15 16 16 17 18 19
RIPTION	
s supplies 3000 trailers for DSV has achieved SmartWay certification g more than 110000 KM DE service for SUV & heavy truck s supplied Linde (China) supplied tires for New Zealand Military be supplier of Chinese peacekeeping forces on bid for Kunming Bus to equip the fleets test report of SA57 13 tire test result s become the supplier of OFO h a new E-LINER tire family th new solid tire system enters the OE market	24 24 25 26 27 28 29 31 32 33 34
TIVITY	

ifts around the world	37
attended Off-road rally racing	43
has sponsored marathon in Brazil	45
zil enduro series	
and events	49
xhibitions in 2017	57

	_	-
110		

vertisement	65
ertising	66
rage	67
vertising	69



I hereby, on behalf of over 28,000 ZC Rubber employees, express my sincere thanks and appreciation to all of you and your contribution. We are expecting great achievements in the next decade and craft a better future together with our customers and partners together.

ZC Rubber for a Better Future

Mr. Shen Jinrong, ZC Rubber Group Chairman & President

In 2017, Chinese tire industry suffered great pressure from the increase of raw material cost and the change of market demand. For the cost, the price of natural rubber floats constantly during early and mid of 2017 influenced by the commodity market though the market supply and demand did not change greatly. Meanwhile Chinese government environmental policy forced most suppliers to reduce the production of carbon black and other chemicals needed for the tire production bringing up the cost, especially in the 2nd half of 2017. For the demand, the adjustment of Chinese economy reduced the demand on tire used for mining and construction. The new vehicle sales records just about 3.5% increase, the lowest during the past 3 years.

ZC Rubber, facing such pressure of less demand but higher cost, still achieved a remarkable performance. Our total output of truck and bus radial tires reached over 17.26 million pcs, passenger and light truck tires 32 million pcs. The total revenue jumped more than 20%. The result relied on the support from all our customers, distributors, and partners. I hereby, on behalf of over 28,000 ZC Rubber employees, express my sincere thanks and appreciation to all of you and your contribution.

In 2017, ZC Rubber aimed for the latest technology of both raw material and tire design to keep on improving the tire safety and value. The new compounding technology helps to improve about 15% more tire mileage, but 10% less fuel consumption, especially for the high speed and high temperature application. The cooperation with Tsinghua University brings a 69dB noise level for new generation of bus tires. The revised tire casing structure of construction and mining tires reduced the unexpected tire failure and guaranteed a longer tire life. ZC Rubber will continue to meet the commitment supplying suitable products to end users.

Also, ZC Rubber launched the smart production to focus on green production and promote the production efficiency. In 2017, ZC Rubber worked together with Ali Cloud, subsidiary of Alibaba and one of the leading cloud computing service provides, to monitoring all data during the production for a critical analysis on the production process, energy consumption reduction and cost saving. Not only the production efficiency but also the production yield rate is greatly enhanced in 2017 so that ZC Rubber may remain the competitiveness while facing the great cost pressure.

Smart Tire System and Auto Space retailer program were introduced to ensure that the end users may have wonderful experience after their purchase of ZC Rubber products and service. The smart tire system helps fleet owners and tire service providers to obtain the real-time tire and truck performance data as the system supervises both the tire performance with the temperature and air pressure and the truck or bus speed and transport route. The Auto Space retailer program backs all ZC Rubber distributors and retailers to provide standard and high efficiency service to the end users. ZC Rubber expects that the value-added service will be a supplementary to the safe and valuable products and our distributors and retailers may be supported to expand more business and more market shares in 2018.

Year 2018 is the 60th anniversary of ZC Rubber, who has already been the one of the global leading tire manufacturer. The history of ZC Rubber witnessed the growth from a small workshop to one giant manufacturer supplying tens of millions of tires to global end users. We will continue our mission of safe and value, continue to promote our brands and products, introducing new technology and production facilities, and supply suitable products based on the various demands from global consumers and end users. 60th anniversary is our first milestone with the support of our customers and partners all over the world. Now we are expecting great achievements in the next decade and craft a better future together with our customers and partners together.

沈锋



把步 共享高质量发展 葛国荣

More Progress More Achievements

Mr. Ge Guorong, VP of ZC Rubber

2017年的全球经历着深刻的变化: 互联网技术的深入应用,人们的思想意 识、思维方式、价值观念都正在发生快 速的变化。而在轮胎行业内,行业形势 的复杂多变,原材料市场的价格动荡, 加速了轮胎行业,尤其是国内轮胎行业 的洗牌。这一年里,机遇和挑战并存, 中策正是在这样的环境中抓住机遇,接 受挑战,以创新为动力,坦然拥抱变 化,以强劲的势头在低迷的市场中逆流 而上,备受瞩目。

Change in year 2017 shocked the world economy with the improvement of internet technology and the consumers' thoughts and value transformation. Tire industry also experienced such a great different market due to the pressure from increasing raw material cost and weak market demand, pushing the merging and acquisition in China and international markets. ZC Rubber, in such a situation, faces the challenge and marches forward. The remarkable achievement is powered by continuous innovation and brings confidence and promise for consumers all over the world.

一、看数字:新高销售 创历史 **A Historic Sales** Record

2017年是值得铭记的一年。这一 年,虽然全球轮胎行业形势并不乐观, 但是中策依旧凭借着强大的实力在重重 困难中杀出一条路,在销售业绩上交出 一张漂亮的成绩单,全球范围内的轮胎 销量也节节上升。在中策大家庭的共同 努力下,中策的全钢轮胎产量已经接近 全球最大,实现1726万套(条)的目 标,半钢子午线轮胎产量达到3270万 条,在中国替换市场的销售已经突破 1100万条, 位居销量榜首。而在国际贸 易领域,虽然面对着严峻的困难,中策 仍然取得了发货量创历史新高的好成 绩,总计发货量比2016年增长20%以 上,尤其在北美、南美、东南亚地区的 市场占有率显著上升。在如此强大的产

量和销售量的支撑下,中策继续稳居 2017年度中国第一、全球第十是自 2012年以来,中策连续6年蝉联全球第 十,也是中国大陆唯一获得如此成绩的 轮胎制造商,这足以说明了中策强大的 实力。

The 2017 witnessed the efforts and results of ZC Rubber. The total shipment of truck and bus radial tires hits the peak of over 17.26 million pcs. Such an output means that ZC Rubber is ranking as one of the world largest truck and bus radial tire manufacturers. The output of passenger car and light truck tires reached over 30 million pcs. ZC Rubber still occupies the largest market share in China market and increases over 20% in international market, especially in Southeast Asia, North and South America. Year 2017 is the 6th vear after ZC Rubber ranks as global top 10 tire manufacturers and we expect more growth in the coming 2018.

二、忆往昔:持续进步 上台阶

A Continuous **Development** 1) 全球布局 Globalization of

ZC Rubber

坚持走全球化道路,是中策布局世 界版图的必然选择。中策已然勾勒出一 条清晰的全球化道路,目前已经形成欧 洲、美国、巴西、泰国四大分公司鼎 立, 与杭州总部遥相呼应的局面, 为中 策在全球市场的扩张奠定了扎实的基 础。泰国公司发展一路进入正轨,产品 从原有的全钢及半钢轮胎延伸至工业 胎、工程胎以及摩托车轮胎,成为中策 公司全球拓展的重要支持。车空间作为 中策旗下的汽车后市场服务品牌,在国 内已经开店500多家的基础上,也自 2017年起延伸到国外市场。目前已有两 家车空间店已经在泰国落成开业,为当 地消费者提供本地化的细致服务。 2018年的中策车空间将继续在全球市场

讲军,将中策的服务体验延伸到全球消 费者。

ZC Rubber, as the leading Chinese tire manufacturer, is aiming at the global market and changing itself from a domestic oriented company to a global company. Today 4 ZC Rubber overseas subsidiaries located in U.S., Brazil, Thailand, and Germany cover nearly 85% of the international market and provide better service to local customers. Meanwhile ZC Rubber Thailand has already expanded the product lines from passenger car, light truck, and medium truck tires to industrial, construction, and even motorcycle tires. ZC Rubber Thailand is a strong pillar to our international market as it provides local products and local service to local customers. Furthermore, the Auto Space retailer program will also extend to international market after 2 shops established in Thailand. The program offers products, service, promotions and more to local consumers helping to build up the brand image of ZC Rubber.

2) 技术提升 Upgrading of Technology

中策深谙产品竞争的核心是技术含 量,为此每年都投入巨资用于产品技术 的研发,以提高产品质量,为消费者提 供更加优质的高性能产品。中策与中科 院宁波材料技术与工程研究所共同携手 成立的新型橡胶和新型环保绿色材料研 发中心,重点发展智能化生产橡胶、新 能源材料和绿色材料,致力于提高轮胎 性能。在中欧峰会上,中策还成功牵手 全球顶级钢帘线供应商贝卡尔特,双方 合作发展绿色轮胎使用的高质量钢丝帘 线,降低轮胎的重量和滚动阻力,改善 产品质量,增强中策在全球市场的核心 竞争力。

Product quality relies on technology. That is why ZC Rubber invest millions of dollars on R&D and technology upgrading. ZC Rubber set up a R&D center together with Ningbo Institute of Materials



Technology & Engineering, Chinese Academy of Sciences, to develop new environmental friendly material. Another important R&D event is that ZC Rubber signed a long-term strategic cooperation agreement with Bekaert, a global top steed cord supplier, at the 12th China-EU business summit. The cooperation is focusing on high quality steel cording helping to reduce tire weight and rolling resistance and push ZC Rubber to strengthen the core competitiveness in the global market.

除了产品研发的技术投入,中策还 在生产环节上下功夫,引入智能工厂项 目。这个项目是世界知名互联网公司阿 里巴巴旗下的阿里云开发的人工智能 (AI) 服务系统,帮助配合最佳的合成 方案,降低成本,提高质量,工业4.0变 革正在中策工厂车间内悄然上演。今 后,中策将更多引进先进的生产系统, 以先进的技术手段为支撑,将精密的数 据计算运用与轮胎生产相结合,推进实 现精细化生产。

Smart production is another topic for ZC Rubber. We work together with Ali Cloud, an AI service provider owned by Alibaba, to carry out a critical data analysis on production process. Then ZC Rubber may improve the production efficiency and product quality with the analysis result, as a fruit of data supported lean production. In the coming years, more similar production upgrading projects will be launched to enhance the lean production, cutting the production cost and improving the production efficiency.

3) 产品服务 Product & Service

安全与价值,一直是中策产品的核 心所在。面对消费者,中策不断改进产 品质量,确保行车安全,同时不断推出 新产品、新规格,满足不同地区消费者 的需求。缺气保用轮胎SA37 ZRT、全新 一代全钢公交轮胎WAU1等新产品,在 安全性方面精益求精,确保司乘人员安 全舒适;借助技术进步成果,商用轮胎

使用寿命有明显延长,持续为客户提供 价值。安全和性价比俱佳的中策产品越 来越受到全球消费者的欢迎和认可,已 经成为一汽解放、陕西重卡、江淮汽车 等国内知名卡客车制造商的优秀供应 商,还进入了北美及欧洲地区的挂车企 业供应商名单。

Safety and value is always the core mission of ZC Rubber, who introduce safe and valuable products to worldwide consumers, such as SA37 ZRT, the first run flat tire and WAU1, the new generation of city bus tire. Meanwhile the technical upgrading extends the tire life remarkably and ZC Rubber will launch the upgraded products in the coming months. With such products, ZC Rubber now listed as the key supplier of most Chinese commercial vehicle manufacturers, for example, FAW, Sinotruck, Shanxi Truck and JAC. as well as more international trailer manufacturer like Schmitz and Vanguard.

作为全球TOP10的轮胎公司,中策 提供的向来不仅仅提供高质量的产品, 更是细致化的服务。在美国SEMA展上, 中策正式面向海外客户介绍智慧轮胎系 统,为卡车司机提供胎温、胎压实时监 控的同时,实现车主、轮胎服务商的信 息共享,遇有轮胎故障,车主、司机和 轮胎服务商能同时收到警报,实现及时 救援服务。此外中策借鉴发达国家相关 经验,在中国实现多种形式的销售服务 模式,从单纯销售轮胎逐步向销售轮胎 提供服务转变。

ZC Rubber realized that competition of products is tough, while service would bring more profits for distributors and retailers in the future. Besides the Autospace retailer program, ZC Rubber introduced the Smart Tire System, which monitors the tire air pressure and temperature and sends the real-time data through internet. Compared to regular TPMS system, the Smart Tire System will advise the tire failure to not only drivers but also the fleet owners and the tire service suppliers, then the service suppliers may carry out the road rescue immediately to reduce the idle time of the truck with failed tires. Furthermore, ZC Rubber is working with local tire dealers to try more business mode to serve the fleets and key accounts, reduce total running costs, and enhance customers' satisfaction.

4) 环境保护 Environmental **Friendliness**

在发展过程中,中策非常注重环境 保护,首先在生产过程中提升技术设备 水平,力求从源头上减少污染物的排 放,实现废气排放大幅度下降,并设立 了2020年废水"0"排放的目标;其次通过 轮胎技术进步改善轮胎的磨耗和滚动阻 力,减少油耗;最后中策还开始尝试通 过智慧轮胎系统实现轮胎全寿命管理, 通过自己的翻新轮胎工厂,提供轮胎翻 新、报废处理服务。未来中策将继续秉 承中策公司的环保理念,采用最先进的 设备、最新的技术以及最低的能耗,进 一步承担起保护环境、保护员工的社会 责任。

ZC Rubber cherishes the social responsibility not only about the production but also the products. New facilities and equipment are invested on the reduction of emission of gas. Also, ZC Rubber set up the target to achieve "ZERO" emission company in 2020. For products, the extension of tire life and reduction of roll resistance mean less raw materials and fuel consumption to save our earth. Meanwhile, with the Smart Tire System, ZC Rubber will, for the first time in China, trace the tire life data including new tires, after retread, and finally the scrap and recycle. The future will witness the efforts and rewards of ZC Rubber's investments on environment protection as such investments are for the human beings and for the Earth.

三、观形势:轮胎行业 稳中有升

A Steady Demand Increase

展望2018年,无论是全球经济还是 中国经济都呈现稳中向好的趋势。世界 经济环境有望继续改善,国际货币基金 组织最近提升了对美国、欧元区、日本 和中国的增长预期,并称2018年全球经 济增长率约为3.7%, 态势为近十年来最 佳。再看轮胎市场,在2018年也会随着 全球经济的向好而持续稳定发展。世界 市场对于轮胎的需求将会进一步上升。 随着中国国内经济秩序的整顿,银行、 税收监管力度的加大,环保整治的继 续,轮胎企业将会进一步产生分化,优 势的企业将会更加强大, 弱势的企业日 子将更加难过,甚至会面临淘汰,轮胎 市场的环境会更加向好,资源的利用会 更加合理、科学,竞争会更加有序、良 性。综上所述, 2018年将给中策带来了 新的机遇和希望,尤其如中策这样规模 实力雄厚的优势部分在如此的环境下将 会更加明显。中策将与全球的经销商一 起,抓住这样的机遇,在复杂的竞争中 力争扩大市场范围,获得更大的市场份 额。

The forecast of 2018 looks optimistic as IMF (International Monetary Fund) raised its estimate for global economic growth in 2017 and the next year. The growth rate of 3.7% hit the peak after decades of slow increase. Tire demand is also expected to increase accordingly following the world economy growth. Another favorable fact about tire industry lies that Chinese government announced to continue the strict control on environmental protection policy and only qualified manufacturers will survive. The policy helps to wipe off those factories who are competing by low price but pay no cost for social responsibility. ZC Rubber will support all our customers and partners to seize the opportunity to expand the market shares.

四、出新招:多环节推 进跨越式发展

A Big Step Forward

Focus

1) 以客户为中心 Customer

以客户为中心是中策坚持的理念, 客户需求是原动力。中策始终将客户放 在首位,以客户需求为出发点,贯彻客 户思维于产品概念设计、研发、生产到 销售等各个环节中,为客户源源不断创 造价值。中策将力行完善服务系统,依 托智慧轮胎系统为客户提供轮胎全生命 周期服务,包括轮胎销售、跟踪服务、 道路求援、废胎回收、修补翻新等服 务。以互联网为技术支持,中策把线上 线下有效融合起来,充分发挥不同的优 势,彼此各取其优势,形成互补,提升 各环节效率,使中策营销价值链形成联 动,也给客户带来更多更完善的服务。

ZC Rubber always focuses on customers as the demand from customers is the power to drive us forward. It is ZC Rubber's top target to create value for our customers. Such idea is available in all working processes of ZC Rubber from R&D and production to sales and supply chain. ZC Rubber, with the Smarty Tire System, is ready to offer the life cycle service: Production, sales, data collecting, road rescue, repair, retread, and tire recycle. Also ZC Rubber may create a high efficient value chain by internet support for all the customers and partners who may benefit from such a value chain.

2) 产品技术创新 Product Innovation

创新科技的应用不断推动着轮胎产 品的升级换代,而绿色、智能是中策产 品研发的重点方向。中策在现有产品的 基础上,将继续与国内知名高校、研究 机构合作,致力于绿色轮胎和智能轮胎 的开发,降低轮胎噪音,改善轮胎配方 及其他原材料的合理运用,优化胎面花 纹、胎体结构设计,提高产品使用性 能。通过不断创新,保持中策在产品方 面的领先优势,期待为客户带来更多的 惊喜。

Innovation of green and smart tires is pushing ZC Rubber moving

forward. We will continue working with well-known universities and institutes to develop new generation tires. The development aims tire noise reduction, compound formula and raw material upgrading, tread and casing optimized design, as well as other improvements. The innovation brings remarkable tire value for all ZC Rubber's customers and partners and hopefully we will offer more for the consumers and end lisers

3) 多元渠道开拓 Channel Innovation

随着经济的发展,轮胎的销售渠道 也日益多元化,中策针对轮胎销售渠道 的探索步伐进一步加快。传统的批发零 售、大客户的集团销售、专业性很强的 车队、新崛起的互联网电商......中策提倡 的是"1+N"的复合渠道构建模式,实现 不同的销售渠道覆盖不同的客户群体, 保证不同的产品通过不同的渠道流入到 目标群客户那里,从而解决销售的不平 衡和服务的不充分,使中策在激烈的竞 争中取得相对的优势。2018年,中策要 加大对于集团用户、大型车队等大客户 的开发。以新威狮等优势产品为敲门 砖,让客户接受、享受中策轮胎服务。

The market is always changing and ZC Rubber is ready for the change. Traditionally local wholesalers and retailers control most of sales but today they are facing the great challenge from internet sales as well as the change of end users. ZC Rubber suggest the business mode of "1+N", one importer or wholesaler plus various channels to cover the most market and approach different end users while other channels ("N") for other end users. We keep the importer or wholesaler to serve the traditional channel (local regional wholesalers and retailers). Also, we support some more other distributors to cover online stores or certain key accounts. We would like to support the importer or wholesaler to enter some niche market segment. The target of ZC Rubber's channel expansion is to cover more market



COMPANY'S GREETING



segments and consumers so that more consumers may enjoy the product and service of ZC Rubber.

4) 厂商价值一体 Partnership With All Our Customers

中策历来秉承与经销商共同合作发 展的理念,历来是一个共同体,你中有 我、我中有你。所以,经销商需要一个 强大的供应链支撑、保障,而工厂需要 一个具有强大的资金实力、营销团队、 销售网络、物流配送和服务功能的代理 商。通过优势互补,双方实现强强合 作,共赢合作——共同承担市场风险, 共同分享收益,共同精耕细作区域市 场,不断地提高市场份额以满足双方发 展的需要。

The collaboration between ZC Rubber and customers/partners results rapid and strong growth during the past decades. We are working as a family. Our customers enjoy the suitable products, good service, and efficient supply chain and we also enjoy the strong sales network, financial solution, safe inventories, and local distribution. A win-win achievement between us means we share the risks and

benefits together, expand the business together, and promote the brand together.

这种合作不是短暂的,而是长久的 合作。中策寻求与经销商和合作伙伴的 密切合作,并以战略性的眼光看长远的 发展。任何一项战略的实施都不可能一 蹴而就,需要厂商经过密切配合,共同 落实各项计划、措施,才能达成目标的 实现。尤其在轮胎行业面临竞争加剧、 弱者面临淘汰的市场环境中,更需要发 奋努力,在逆境中寻找机遇,集中财 力、人力、物力把轮胎做大做强,扩大 市场份额,从而提升销售额和利润。所 以,中策将继续携手经销商,朝着共同 的目标努力奋进,最终实现双方的共 赢。

This is a long-term, strategic, and close collaboration. The collaboration relies on the frequent and effective communication between ZC Rubber and all customers/partners, the mutual support to each other in today's competing market, and the trust and confidence on each other. All of us must focus on market and consumers to find the demand, meet the demand, and even create the demand so that we may continuously grow the market shares and sales.

时刻领先、不断提升中策品牌地位 和销量(市场占有率)是中策营销的精 髓;处处关心你的中策大家庭文化是中 策团结的力量;创新求精、稳健经营是 中策可持续发展的长期战略;运用互联 网技术和工具是中策大家庭资源共享。 融合客户、触动消费者、支持集团消费 的利器。中策期待着与全球经销商一起 凝心聚力为2018年的新目标而努力,创 造更加美好的未来。

Marketing of ZC Rubber concentrates the increase of sales volume and the promotion of brands. The collaboration of ZC Rubber family pushes all members to work hard. Innovation ensures a sustainable and healthy business development. Internet and modern AI computing work as useful tools for all of us know better about the consumers and markets. 2018 as the 60th anniversary of ZC Rubber expects a splendid future of all ZC Rubber family members.

ZC Rubber remains NO.10 global tire manufacturer

ZC Rubber continues to maintain 10th tire manufacturer globally, No.1 in mainland China in 2017, according to the report announced by Tire Business.

Based on tire manufacturers' revenue in 2016. Tire Business ranks the top 75 global tire companies as well as comprehensive strength. ZC Rubber is the only tire manufacturer in the mainland China who achieves the top 10 in the global ranking since 2012. "We appreciate for the all dealers and customers around the world. Without the

2017 Global Tire Company Rankings Base on 2016 results. Includes subsidiaries.

			2016		2015		201	14	20	
2016 Rank	2015 Rank	Company/Headquarters	Tire sales	% of total corp. sales	Tire	% of total corp. sales	Tire sales	% of total corp. sales	Tire sales	% of total corp. sale
1	1	Bridgestone Corp." Tokyo, Japan	*22,121.0	*75.0%	*24,045.0	*75.0%	*26,045.0	*75.0%	*27,390.0	*75.0%
2	2	Group Michelin* Clermont-Ferrand, France	*21,129.4	*95.0%	*22,130.0	*95.0%	*24,668.5	*95.0%	*25,545.0	*95.0%
3	3	Goodyear Tire & Rubber Co. ⁴⁴ Akron, Ohio	*13,645.0	*90.0%	*14,800.0	*80.0%	*16,355.0	*90.0%	*17,586.0	*90.0%
4	4	Continental A.G.* Hanover, Germany	*10,785.0	*25.0%	*10,780.0	*25.0%	*11,875.0	*24.8%	*11,150.0	*25.2%
5	5	Pirelli & C. S.p.A.** Mitan, Italy	6,380.0	100.0%	6,933.6	100.0%	7,992.2	100.0%	8,007.0	97.8%
6	6	Sumitomo Rubber Industries Ltd. ⁴⁷ Kobe, Japan	6,029.9	85.6%	6,051.2	86,3%	6,917.7	87.3%	6,971.3	87.3%
7	7	Hankook Tire Co. Ltd. Secul, South Korea	5,008.7	91,6%	*5,320.0	*90.0%	5,595.4	88.0%	6,868.1	99.0%
8	8	Yokohama Rubber Co. Ltd. ⁴⁴ Tokyo, Japan	4,208.0	93.6%	4,152.8	79.8%	4,703.2	79.6%	4,915.6	79.7%
9	9	Maxxis International / Cheng Shin Rubber Yuanlin, Talwan	3,887.0	100.0%	3,847.0	100.0%	4,441.3	100.0%	4,768.6	100.0%
10	10	Zhongce Rubber Group Co. Ltd. Hangzhou, China	3,229.2	98.0%	3,395.3	95.4%	4,118.5	96.6%	4,529.1	96.6%
11	11	Giti Tire Pte. Ltd.* Singapore	3,030.0	100.0%	3,130.7	100.0%	3,474.08	100.0%	3,755.7	98,4%
12	12	Cooper Tire & Rubber Co. Findiay, Ohio	2,924.9	100.0%	2,972.9	100.0%	3,424.8	100.0%	3,439.2	100.0%
13	13	Toyo Tire & Rubber Co. Ltd. Hyogo, Japan	2,685.9	79.6%	2,690,4	79.8%	2,969.3	79.3%	2,970.0	78.8%
14	14	Kumho Tire Co. Inc. ¹⁰ Secul, South Korea	2,409.0	99.0%	2,663.0	99.0%	3,876.7	*99.0%	*3,419.0	*99.0%
15	16	MRF Ltd. * Chennai, India	2,173.9	96.6%	2,145.8	99.0%	2,325.8	98.7%	2,619.9	100.0%
16	15	Triangle Group Co. Lld. Shandong, China	*2,000.0	100.0%	2,437.7	100.0%	2,869.7	100.0%	2,712.4	100.0%
17	17	Apollo Tyres Ltd." Gurgaon, India	1,943.9	100.0%	1,931.4	100.0%	2,084.5	100.0%	2,405.7	100,0%
18	18	Nexen Tire Corp.* Seoul, South Korea	1,703.6	93.1%	1,778.4	93.8%	1,862.3	92.6%	1,770.2	91.6%
19	19	Nokian Tyres P.L.C. ⁴¹ Nokia, Finland	*1,380.0	*93.0%	1,389.5	*93.0%	1,752.7	95.0%	*1,817.9	*90.0%
20	20	Linglong Group Co. Ltd. Shandong, China	1,324.0	100.0%	1,346.7	100.0%	1,672.8	100.0%	1,884.1	100.0%
21	21	Shandong Hengfeng Tyre Co. Ltd. Guangrao County, China	1,319.2	100.0%	1,344.2	100.0%	1,623.0	100.0%	1,580.0	100.0%
22	24	JK Tyre & Industries Ltd.* New Delhi, India	1,198.3	100.0%	1,138.7	100.0%	1,342.2	100.0%	1,521.3	100.0%

COMPANY NEWS

support and trust from them, we would not achieve the success and expand the market in the fierce competition." The company said.

ZC Rubber devotes to perfect the products and service, enhancing customer loyalty around the world. "Our mission is providing safe and value for our customers, and to be one of the most respected tire companies in the world." ZC Rubber has set up subsidiaries in North America, Brazil and Europe to serve the customers better.





CRAFT A BETTER FUTURE WITH 60 YEARS OF EXCELLENCE

For ZC Rubber, 2018 is the significant year to celebrate its 60th anniversary. Founded in 1958, ZC Rubber is the largest tire manufacturer in China, headquarters at Hangzhou. During the past 60 years, ZC Rubber has focused on the development of premium tires and perfected different production lines with advanced

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Well des	Companies like yours with a brilliant team of dedicated workers and with a friendly work environment can only aim for high results. For the whole team at TBC Mendo	The Zeniess Group congratulates Zeongie Rubber on the adhievement of its 4200 anniversity. During them the databas, the type industry has changed beyond recognitions and it is become the leading type anterprise in China but also to be today a global power in our industry. The Zeniesis Group has supported you on this journay over 2 becades and we look forward to partnering Zeongie Rubber in your continued success for mane years to come.	Congretalizations as the assaulties of the BO-year services y institution. Deer M: Shen Arrang Outstanding additional participation institutions of assault indexes and additional participation institutions. The operation of assault
Our en site a transformer and all and	We wish you all the success for many more years to come. And we hape to continue doing business with you in future. Best regards.	S To	We are looking back to good cooperation in the past and forward to keep the first and forward to keep the first regards. History of the past and forward to keep the first regards.
Pray + Shilet ton	CEO TBC de Mexico	RUE RUE RUE RUE RUE RUE To La 209 500 2244, P. Hat 201 200 2143, We wave automation To La 209 500 2244, P. Hat 201 200 2143, We wave automation	Participan and an and a

COMPANY NEWS

equipment and R&D technology. Together with global dealers and customers, ZC Rubber explores in more than 200 countries and regions and builds win-win cooperation with them. Congratulations letters from dealers and partners all over the world were received by ZC Rubber to celebrate the milestone year.



ZC Rubber to operate new branch in Germany

ZC Rubber, the largest tire manufacturer in mainland China, has built its new branch Zhongce Europe GmbH(ZC Europe), which focus on the expansion of the European market especially on the OE field and improving the market shares by exploring the market with local mentality and by providing more services.

It is the fourth branch of ZC Rubber on the global market after Thailand, Brazil and America. ZC Rubber marks the establishing of ZC Europe as another significant milestone on its way of global expansion.

"Europe is one of the most important markets of ZC Rubber. With the building of ZC Europe, according to the demand of local market as well as the development strategy, we deeply convinced that it offers a better chance to expect the increasing of the sales." The company said.

ZC Europe is located in Germany. It is considered to be the main economic power in Europe. What's more, it has the strictest standard towards the tires which will be a benefit if a tire brand proved to be good in German market. "We believe that Germany will be a good choice after comprehensive consideration and survey. It will provide more possibilities to the business based on the advantages of the country."

ZC Europe will be moving ahead with plan for the expansion in local market. "Rounding out the existing presence in the tire market, we will devote to improving the service capability, especially on the OE cooperation." Westlake tire and Goodride tire are the main brands in Europe for ZC Rubber. Westlake is now popular in Europe, cooperating with many well-known companies including DSV and Schmitz Cargobull.

"In the near future, we are preparing to launch more new product series to meet market-oriented demands. ZC Rubber will try the best to differentiate from other Chinese competitors."

For business cooperation, please email:

jonah@zc-rubber.com liaoqh@zc-rubber.com Milly@zc-rubber.com (Two wheel business)



ZC Rubber Thailand has added two production lines

ZC Rubber Thailand has added two new production lines and launched its first industrial tire and motorcycle tire to support the market in Southeast Asian market.

Built in 2015, after 2-year development, ZC Rubber Thailand nowadays puts the capacity for the PCR at 5 million units, to go with 1.4 million for TBR. The second phase of the factory started in 2016, focusing on the two-wheel and bias tire. The motorcycle tire in Thailand factory will reach daily capacity of 3,000-5,000 units.

The industrial production line began to operate in May 2017, producing skid steer tire and pneumatic bias industrial forklift tire. "The demand for industrial tires is increasing in Southeast Asia based on the market research and we will produce targeting industrial products to meet customers' demands. Furthermore, the advanced equipment in Thailand factory can result in a better quality for the products." Richard Li said, marketing director of ZC Rubber.

ZC Rubber has named Ákos Barcsik as field engineer manager



ZC Rubber has named Ákos Barcsik as its new field engineer manager, who will work in the Zhongce Europe GmbH (ZC Europe) and provide targeted service for the European market.

In his new role in ZC Rubber, Ákos Barcsik will focuse on the development of products and local market. He will coordinate and manage all Field Engineering activity (PCR, TBR, AG, OR, MC). Keeping monitoring and analyzing tire market changes, Ákos Barcsik will get the latest market demands and timely share the feedback with R&D center to develop the new tires as well as QPR issues. ZC Rubber will host tire tests regularly, and analyzing and evaluating the performance of new tires is the important work of Ákos Barcsik to get more valuable

The company says.

COMPANY NEWS

In addition, ZC Thailand will not only produce skid steer tire and forklift tire, but also produce radial OTR tire and port tire in Thailand in the future. "ZC Thailand will help further improve the company competitiveness on the market, by extension, can expand market share in the Southeast Asian regions, even the global market. We committed to supply SAFE and VALUE to worldwide customers and to be the most respected tire manufacturer in the world."



Prior to joining ZC Rubber, Ákos Barcsik served as national field engineer manager for 9 years at Bridgestone East Europe. "Europe is the important market to ZC Rubber in its global business map. We are pleased to work with Ákos Barcsik and achieve the company's goals in European market together."

"The joining of Ákos Barcsik will greatly improve the service as well as products in Europe based on his rich experience in the tire industry and expect to perfect the operation of ZC Europe. We always believe that products are the core competitiveness in the market. As such, we will design more targeted premium tires to meet different demands together with new field engineer and offer the best service for all the supported customers."





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ZC Rubber has built new R&D center for green tire material

The new R&D center for rubber and novel environmentalfriendly green materials, built by ZC Rubber and Ningbo Institute of Materials Technology &Engineering, Chinese Academy of Sciences, will focus on the development on the rubber and materials for smart production, new energy and green material.

President of ZC Rubber Shen Jinrong and vice president of ZC Rubber Zhang Liming attended the ceremony and signed with Ningbo Institute of Materials Technology & Engineering, the top 10 national research institutions on patents in China, equipped with advanced equipment.

"We are pleased to cooperate with the 13 years developed Ningbo Institute, who has lots of experienced experts and also has significant achievements on the materials. We devote to develop the new R&D center to be the international advanced tire materials research base to bring us new and special material to improve the tire performance to meet global customer's demands." says Shen Jinrong.

ZC Rubber always is on the way to develop the premium green tires with innovative technology to high mileage, and more environmentally friendly than traditional tires. ZC Rubber cooperates with not only Ningbo Institute, but also domestic well-known universities and institutes including Tsinghua University, Beijing University of Chemical Technology, Harbin Institute of Technology and Qingdao University of Science and Technology.

"We will continue to cooperate with R&D institutes and universities to reinforce our core material technologies and develop highly competitive products to improve the market competitiveness around the global market. Intelligent and green tires will be our focus to fit with commitment 'Safe& Value' that our company always insist on." says Shen Jinrong.



ZC Rubber has operated AI system in the factory



ZC Rubber has operated smart factory project based on the ET industrial brain, new artificial-intelligence (AI) service system for manufacturing launched by Ali Cloud owned by Alibaba group, and greatly improve the production in the factories.

The cooperation between ZC Rubber and Ali Cloud started at the end of 2016. "It is gratifying to be one of the leading enterprises in China to operate the AI system offered by Ali Cloud. ET industrial brain is the best way that we always want to deal with the data efficiently. It maximizes the value of the production data and helps us

ZC Rubber has approved by SAIC GM on QSB

ZC Rubber has achieved the Quality System Basis (QSB) certification from SAIC GM in 2017 for its stick quality management during the production.

The QSB is the quality assessment system for supplier, used by many automobile manufacturers in China. And also QSB certification is necessary for establishing cooperation with SAIC GM. It will help improve quality of products, strengthen the competitive advantage and increase the profits. "We are pleased to be recognized by SAIC GM, which always have strict requirements on the quality. Their trust would be an honor for us and encourage us to perfect our development and products to meet their demands."

ZC Rubber not only has established steady cooperation with SAIC GM, but also other well-known automotive companies in China including Chery Jaguar Land Rove and Changan. "ZC Rubber will be OE supplier with more increase machine output and decrease waste products through data collected from equipment." said Zhang Limin, vice president of ZC Rubber.

After half-year operation of ET industrial brain, ZC Rubber increased 5% efficiency on the mixing rubber based on the artificial intelligence that can help match the optimal synthesis scheme, reducing the cost and improving the quality of mixing rubber.

"ZC Rubber is driving the Industry 4.0 revolution at the factories, which is the current trend of automation and data exchange in manufacturing technologies. ZC Rubber will have in-depth discussion with Alibaba for further cooperation in the areas of tire and store to perfect the supply." The company said.

Zhang Limin stated that smart production provides opportunity for Chinese manufacturer to develop more technological products for the global customers. As the largest tire manufacturer in mainland China, ZC Rubber will continue to perfect the R&D and production on the way to Industry 4.0, at the same time, to be a guide for the companies in tire industry.



companies with the premium tires. In the future we will further perfect the quality management system and improve the quality to meet more demands of global customers."



COMPANY NEWS



ZC Rubber and Bekaert has signed strategic cooperation agreement

ZC Rubber has signed strategic cooperation agreement with Bekaert, the global top steel cord supplier, and will focus on the development of steel cord on green tire.

On June 2, The president of ZC Rubber Shen Jinrong and the president of Bekaert Bert De Graeve have attended the signing ceremony at the EU-China Submit in Brussels, Belgium . The Chinese Prime Minister Li Keqiang and Prime Minister of Belgium Charles Michel witnessed the important moment.

Bekaert is the world market and technology leader in steel wire transformation and coatings headquarters in Belgium. ZC Rubber is working with the company to produce safe and valuable tires with the high quality steel cords. The new agreement promotes the integrated cooperation in the steel cord area, and will allow ZC Rubber to further increase its focus on developing the green and smart tires.

"ZC Rubber is pleased to expand the ongoing relationship with Bekaert through this agreement. ZC Rubber always shares the commitment to delivering innovation to premium tires with global customers." president of ZC Rubber Shen Jinrong said.

The high quality of the steel cord product helps reduce tire's weight and rolling resistance. Cooperation with Bekaert would aim to develop green and smart tires with the improved steel cord and strengthen the core competitiveness in the global market.

Furthermore, Shen Jinrong stated that "Green is the key word in the cooperation." The two companies will cooperate not only on the new materials, cutting-edge products and clean production but also on the social responsibility, environmental protection and personal health. "The green development is increasingly prominent theme of ZC Rubber. We devote to protect the environment and advocate the green development in the whole rubber industry as well as provide more premium green tires for global customers."



ZC Rubber held PRC retailer Training

The PRC retailer training of ZC Rubber started on April at both Emei Mountain and Chengdu for the retailers in Sichuan province, and carried out the training throughout the country for different markets gradually.

The training focuses on introducing the products, sales, channel and Auto Space. How to operate the tire stores, expand the channel and increase profits is always the important topic for the retailers. "According to the retailers' demands, we aim to support our retailers on their



sales and help increase the profits of their stores. We encourage the retailers to join us and share their stories and valuable experience with us in the training."

During the training, ZC Rubber also launched a competition for the retailers to compare the skills on the tires. The attending retailers thought it was a meaningful for them to improve the skills. "We will launch more activities for the retailers and we believe that it will helpful to enhance the competitiveness in the market."

Dealer meetings

ZC Rubber held dealer meetings in different market to introduce new goal and development strategy, and expanded the market with dealers based on the current situation of tire industry globally.







African dealer meeting

Ge Guorong, Vice President of ZC Rubber, noticed that Chinese tire industry is facing a great change. The future replies on a supplier with potentiality and prospect. As the largest tire manufacturer in mainland China, ZC Rubber is a company with great potentiality and continues to on the way to R&D and produces more valuable products for all the customers.

According to the company, ZC Rubber will also promote the Auto Space, a brand owned by ZC Rubber focusing on automotive aftermarket. In 2017, ZC Rubber built its first oversea Auto Space in Thailand. In Auto Space, service will be provided covering tire replace, tire repair, alignment, balancing, braking and cleaning etc. What's more, customers also can ask Auto Space road rescue service through the telephone when they fall into trouble on the road.

Furthermore, to better serve customers, ZC Rubber is going to develop a cloud-based tire life-cycle management platform to timely collect the information of air pressure, tire temperature and GPS, and make sure tire safety and fuel efficiency. "This gives our dealers an opportunity to participate and to improve business mode and service. We will equip our dealers with program introduction, spare parts, training and IT system to go with the Auto Space project."



Middle East dealer meeting



COMPANY NEWS

Two Auto Space stores in Thailand

ZC Rubber has operated Westlake Auto Space and Goodride Auto Space stores at Thailand, to perfect the service in local market for customers.

At beginning of 2017, ZC Rubber opened its first oversea Auto Space store of Westlake tire in Rayong, Thailand. The Goodride Auto Space store, located at Samut Sakhon, Thailand, covers 1600 square meters. It is the second Auto Space store in Thailand opened by ZC Rubber.

Auto Space, building in 2015, is the service brand of ZC Rubber in automotive aftermarket. And Westlake and Goodride are the two well-known tire brands of ZC Rubber. "The building of Auto Space stores in Thailand is the first step for ZC Rubber to develop the service network in the global market. Combining the tire brands with Auto Space, we will explore the new service

and match the different advantages to provide best service for customers. ZC Rubber will operate the stores together with our local dealer of Goodride tire."

The two stores will not only sells Goodride and Westlake tires but also provide express services including lubricant, brake, balancing and alignment etc. The Goodride store has 6 service bays and enhances the customer's service by offer professional tire installation and maintenance services.

Westlake Stores in **Brunei**

Two new Westlake stores located at Mata-Mata and Tutong have opened in Brunei in the year 2017 to perfect the service for local customers together with dealers. In 2016, the first Westlake store operated in Lambak Kanan, Brunei. The expansion of stores in different markets meets local customers' demands with premium tires and target service. "We will further explore the market in Brunei and build more stores to improve the service for all the customers. It will help improve Westlake brand image in local market as well as the end-customeres."



ZC Rubber's store expansion globally

ZC Rubber now is accelerating its store expansion plans on the global market with local dealers, covering Thailand, Australia, Brunei, New Zealand and Dubai etc. Stores in different areas help perfect the

service for local customers based on the local market. Especially in Thailand, The Auto Space stores provide customers new express services.





COMPANY NEWS

Goodride Tire Shop in New Zealand

Mr Andrew Mc Saveveny from Complete Tyres in Ferry road ran a WOF shop for many years, all his customers liked him. "When first time we visit his shop in 2013, he ran quite many tire brands, like Hankook, Linglong, and so on. When we met again in 2015, most of his tires is Goodride and Kumho, then he told us you want to change this shop to Goodride tire shop." The sales manager of ZC Rubber said. Two years later, he became total green man---everything is green in his shop. Green is the logo color of Goodride tire. now he purchased 50K NZ dollar tire monthly from Goodride exclusive distributor Blair Tyres.

Westlake tires supplies 3000 trailers for DSV

As the sole original equipment fitment, Westlake tires will equip on the 3000 trailers for the DSV Company in Germany and continue to expand on the OE market for the fleets on Europe in the coming year.

Since the beginning of 2015, DSV has been ordered the 3000 trailers from Schmitz Cargobull AG, a famous German manufacturer of semi-trailers, trailers and truck bodies. The trailers have been delivered successively and the volume of the follow-up order will also be processed continuously within the next two years.

In the year 2017, ZC Rubber, the largest tire manufacturer in mainland China, begins cooperating with Schmitz Cargobull AG as well as DSV company, and will continue to serve them better with premium tires.

New Westlake tires, including WTM1, WTR1 and WTL1, are the developed versions and different size 385/65R22.5, 385/55R22.5 425/65R22.5 445/65R22.5 are selected for Schmitz and DSV to meet their different needs.

"We are proud that Westlake tires meet Schmitz Cargobull AG and DSV Company's strict demand on the tire guality: high mileage and wear-resisting. Our company will be committed to and continuing to make progress in R&D and produce more performance tires for targeted markets." The company said.

Furthermore, the cooperation among ZC Rubber, Schmitz Cargobull AG and DSV fits with company's business strategy that ZC Rubber embarked on one year ago to expand on the OE market in Europe. "Also, we will improve the sales channel and further explore on the OE markets, serving more large fleets to meet their different requirements."









SL369 running more than 110000 KM

The 31×10.50R15 SL369 Goodride has ran 80000 KM in the Nissan SUV. It can be run more than 110000 KM easily. SL369 is the premium AT tire with great performance, its wide tread and multi-stepped grooves increase surface area of tread to enhance traction both on the off roads.

Arisun AD759 has achieved SmartWay certification

Arisun is a tire brand by ZC Rubber targeting U.S market and only focuses on the TBR tires for trucks and trailers. Arisun AD759, launched in 2016, is drive position tire in long haul application. The tire has a solid close shoulder, now is SmartWay verified, 30/32nd tread depth and three deep grooves to improve even wear and evacuate water efficiently for traction. Also strong casing resists cuts and punctures for enhanced toughness and long casing life.

environment.

Available in the sizes 11R22.5, 295/75R22.5, 11R24.5 and 285/75R24.5, AD759 is designed for the high-mileage demands. "The SmartWay-approved Arisun AD759 is in high demand in the U.S market and provides the fuel economy for all the customers. We may add new sizes of AD759 as per the market demand." The company says.

ers"



ZC Rubber' Arisun AD759 has received SmartWay certification from the U.S. Environmental U.S. Protection Agency.

The SmartWay verified tire is made with a low-rolling resistance compound to improve fuel economy. According to the test result, Arisun AD759 is 5.3% lower than the limited rolling resistance of SmartWay, which is much more help to save the fuel and protect the

After USITC released that no anti-dumping penalties for Chinese tires in U.S as well as the new infrastructure investment by Donald Trump, ZC Rubber is moving ahead with the expansion plan for TBR market and is growing its presence in the North American market. "Arisun tire will play an important role on the U.S market and more premium products and sizes will be launched for the local custom-





ZC Rubber's OE service for SUV & heavy truck

Chaoyang AZ565 & Faw J6 heavy trucks

ZC Rubber has supplied Chaoyang AZ565 for new J6 heavy trucks, produced by Faw Jiefang Automotive Company (Faw Jiefang), the largest manufacturer of heavy trucks in China.

The application of ultra high strength steel cord and unique belt improves the quality of AZ565 with E-MARK certification. Tire weight and rolling resistance of AZ565 is 5% and 10% lower than the general products respectively. In the tire test held by Faw, AZ565 achieved good result in the limit environment including plateau, alpine and high temperature. "We are proud to be supplier of Faw Jiefang and provide premium products for them to equip their new heavy trucks. It is good choice for the long haul driving trucks. Increasing durability, traction and wear resistance helps improve the tire life and fuel efficiency as well as the tire safety."

Chaoyang RP18 & Geely Yuanjing X3 SUV

Geely is a Chinese multinational automotive manufacturing company and Yuanjing X3 is the new SUV equipped with RP18 205/60R16.

RP18 is the premium all-season touring tires with M+S rated offering consistent high way performance, improved tire structure guarantees a comfort and smooth ride. CAD designed tire tread helps to reduce road noise significantly

and remarkable handling on dry and wet road surface. 10%~15 lower roll resistance of RP18 makes the SUV fuel efficiency and improved mileage.

Chaoyang SA37 & Zotya Auto T300 SUV

Zotya Auto T300 is targeting the young people and the tires they want are excellent on the grip, handling and breaking to bring customers better driving experience. Chaoyang SA37 is the premium tire to meet their demands.

SA37 is the new generation of asymmetric ultra high performance tire for summer and SILICA TECH compound helps to enhance wet grip providing shorter braking distance. Also strong center rib guarantees excellent handling on both wet and dry roads and on-center feel.

Chaoyang SA07 & Landwind X2 SUV

It is the first cooperation between ZC Rubber and Landwind in 2017. Landwind X2 is designed for young people with smooth appearance. SA07 achieves good evolution from landwind and that' s the reason why the X2 equipped with SA07.

SA07 is the premium performance tires for sedans and race cars and SILICA TECH is adopted for low rolling resistance and precise control. RIM PR OTECTOR protects the wheel rim and provides superior handling control and enhanced cornering.

ZC Rubber has supplied Linde (China)

ZC Rubber has built the new cooperation relationship with Linde Forklift Truck Corp., Ltd. on the OE business, supplying premium OTR tires for the forklifts in Linde.

Linde Forklift Truck Corp., established in 1993, is the Asian R&D, manufacturing, sales and service base of Linde Material Handling, which is one of the world's leading manufacturers of industrial forklift trucks, headquartered in Aschaffenburg, Germany.

ZC Rubber's Chaoyang tire and Westlake tire are the two brands that provided for Linde (China). And serials of trusted tires will be offered, including CL403S, CL403, CL621, GI68 and CL619, more than twenty tire sizes for the forklifts in Linde.

"We are glad to be the supplier of Linde and the chosen by Linder highly proves the quality of our products and the capacity to offer valuable tires. We are also proud that our tires could meet premium vehicle manufacturers' demands and bring customers more value and safety." ZC Rubber said.

Goodride has supplied tires for New Zealand Military

ZC Rubber has supplied Goodride 900R20 CB972 for the rapid troop carriers of New Zealand Military together with Blairs Super Tyre Distributors Ltd, the exclusive Goodride brand tire in New Zealand in the year 2017.

The dealer relationship between with ZC Rubber and Blairs Super Tyre Distributors Ltd has been built for many years. Blairs has been operated since 1956, one of New Zealand's leading tire wholesalers, who has an excellent distribution network and depots throughout New Zealand.

"We are pleased to cooperate with Blairs, who possesses a strong blend of perfect network and industry knowledge in local tire market. We are so appreciative of our growing relationship to further expand the market and improve the local market share in the tire industry in New Zealand." The company said.

Goodride CB972 is popular TBR tire in local market, has aggressive lug design with large blocks at tread center provides excellent traction and braking on rough roads ZC Rubber has cooperated with many well-known companies for the original equipment, including DSV (De Sammenslutted Vognmaend). "ZC Rubber will continue to expand the OE market in the year 2017. Furthermore, closing to our customers, ZC Rubber will reinforce the committee to develop targeted tires for OE manufactures based on their requirements."





with mud or gravel and is self-cleaning for ease of maintenance, applicable in mining, logging, construction or rock and quarry operations with some very short on high-way use possible.







ZC Rubber to be supplier of **Chinese peacekeeping forces**



ZC Rubber has provided tires for Chinese peacekeeping forces and serves stationed forces in different areas at abroad.

Peacekeeping forces always work in complex road conditions and damp and dry climate, which have higher requirements on the quality of tires. How to protect the safety and successfully accomplish the task in such harsh environments is really important for them.

Premium Chaoyang CB999 and CM913A meet their demands and offer excellent driving experience for them. Rugged tread blocks and tread design on the CB999 offer outstanding off-road traction. Tough tread rubber compounds help resist chipping and chunking, and enhanced traction in mud and sand.

CM913A has wide base multi-rib trailer tires with durable compound to deliver excellent value. Strong casing structure offers multiple retreads and lower total cost and improved tread design promises outstanding stability with optimized footprint and better tire life.

ZC Rubber won bid for Kunming Bus





PRODUCT DESCRIPTION

ZC Rubber has achieved the winning bid for Kunming Bus group, the largest bus company in Yunnan province, China and provides the service for them.

Kunming Bus Company operates the transportation for the people in Kunming city and suburban citizens and owns more than 6000 buses, including Indoor buses, urban and rural buses, high-speed rail, airport buses and tour buses.

Over the years, ZC Rubber builds the cooperation relationship with public transport companies in Hangzhou, Wuhan, Tianjin, Shenzhen, Guangzhou, Qingdao and Chongging. To meet the customers' demand, ZC Rubber upgrades the products and special design for the bus companies.

"We will perfect the products, marketing activities and service to provide comprehensive support for them. Value and safe is the mission of ZC Rubber that we insist on. We devote to offer the premium tires to our customers to bring them more safety and value."





Westlake tire to eqiup X-ray machines of Bureau of Customs (Philippines)



Westlake tires to equip the fleets

ZC Rubber has cooperated with many fleets and supplied Westlake tires around the world, especially in Europe. With the support from local customers, ZC Rubber has focused on the exploring the fleet customers based on the business strategic launched by the company. More than 20 new fleets built business relationship with ZC Rubber in the year 2017 and equipped with new Westlake tires that highly praised by fleets on the quality.



State State



WSR1 on their fleet





Barker Haulagey testing the WDM1 and the WTM1 on the rugged forestry roads they meet every day with their fleet









Legnakelly Transport trading as Moore's using the WTR1 385/65R22.5, WTL1 385/65R22.5, WSR1 385/65R22.5 on their fleet

29

PRODUCT DESCRIPTION









Performance test report of SA57

Compared the performance of three tires, ZC Rubber released the tire report and SA57 is in some points very remarkable and achieved a good result, especially on the wet handing, dry circle control and braking.

The three testing tires include SA57, SV308 and competitor tire brand with the size 225/45 ZR 17.

According to the report, the performance of SA57 is better on the wet handing than other testing tires, including FRT to RR Balance, Lateral Grip, Max Slalom Speed, Hydroplaning and Locked Braking project. On the dry circle control, the performance of SA57 keeps the same level of other two tries and all of them are premium.





SA 57 is new generation of directional Ultra High Performance tire and brings wonderful driving experience for drivers. Circumferential V-grooves ensure outstanding water drainage and strong center ribs provide remarkable handling while steering. Improved SILICA compounding enhances the wet and dry grip. "We believe that SA 57 is good choice for drivers to experience an outstanding blend of dry and wet street traction and handling. We will offer more tires for global customers to meet their demands."

In the test of wet braking from 80 km/h to 0, SA57 also has the shortest distance on the wet road and keeps a safe driving for the drivers.

Westlake AD713 tire test result

ZC Rubber has tested Westlake AD713 315/80R22.5 on the trucks and received a good result on the high mileage and wear-resisting during the one-year driving.

The tests started from April 2016 to March 2017. The fleet selected not only the Westlake tires but also an

Truck 1



The test tires were equipped by Wamatha Truck 144.

Tread depth: Westlake AD713 22.5 mm and competitor A 20.2mm

The competitor A managed to achieve 6181.5 km/mm of thread depth and travelled 100,141 km when they had to be removed because the tread depth left was only 4mm.

The Westlake AD713 tires travelled 108,004 km when they had to be removed because the tires were severely damage by driving them in the flat condition after a puncture. If the tyres were not damaged and used until a thread depth of 4mm the total possible km travelled is calculated to be 146,206 km using the average km's/mm of 8385.8.

Measured Tread Depth (mm)



international tire brand A and a Chinese tire brand B. They were equipped in different positions of the trailers to get the survey information.

Truck 2



The test tires were equipped by Ludeke Transport -Truck 80

Tread depth: Westlake AD713 21.5mm and competitor B 22.5mm.

The Westlake AD713 tires managed to achieve 10,263 km/mm of tread depth and the Chinese tire brand B managed to achieve 8079 km/mm of tread depth at the last survey on 25 March 2017.

Since the last survey the B tires were removed because they reached the minimum allowable tread depth and the Westlake tires still had allowable tread depth left. According to the odometer reading, brand B's total possible kilometers is calculated as 149,461 km and Westlake's total possible kilometers is calculated as 179,603 km.



Measured Tread Depth (mm)



ZG Rubber has become the Supplierof

ZC Rubber has cooperated with OFO, the largest bikesharing operator in China, to be the supplier Chaoyang tire for its millions of bicycles in China.

OFO is the first non-docking, bike-sharing platform in the world with the highest market share and operates over 10 million yellow-colored bicycles in 180 cities and 13 countries. And Chaoyang began to supply bicycle tires when the OFO built in 2014 and witnesses the growth of OFO. "Chaoyang is the popular tire brand in mainland China and we are glad to cooperate with OFO and serve millions of people through the yellow bikes with safety."

Chaoyang tires not only supply bicycle tires for OFO, but also support many public bicycle agencies at home and abroad. Chaoyang has provided target tires for New York public bicycles and also has equipped public bike in Hangzhou since 2008.

Anti stab riding bicycle tire is one of the premium tires offered to OFO and is highly praised. It can drive safely in poor conditions that may puncture by the nail or glasses, as a tire wearing body armor. The tire can be used for 5 years with performance product quality.

According to the feedback, the tire repair rate is only 3 ‰, greatly lower than other bike tires in the market. "We always devote to provide value and safe for all the customers on their driving road and more high quality bike tires will be offered in the future."





Chaoyang with a new E-LINER tire family

ZC Family 2018

PRODUCT DESCRIPTION

A full specific E-Bike tire range for MTB, City, Trekking, Road, Foldable Bikes, all with ECE-R 75 certification, special E-Bike compound for long durability and a sidewall construction that gives enough stability in any kind of surface. Latest flat protection systems and various sizes are also integrated in the new E-LINER tire family.



ZC Rubber with new solid tire system enters the OE market

Under the Chaoyang brand, ZC Rubber present a new solid tire system, named as the Nonstop Series. Due to the fact that the big rental bike projects in China request for a 100% flatless and service free tire we developed a system which includes a Micro Cell Polymere tire which fits to a customized rim. This system guarantees a great rolling performance, has a shock absorbing function and can be used for all seasons, which is why it' s named as Nonstop series. It is available in many colour options, sizes and the material is environment friendly. A great tire system for OE customer - also in Europe.



PRODUCT DESCRIPTION















Sponsored drifts around the world



MARKETING ACTIVITY

In the year 2017, ZC Rubber sponsored many excellent racers around the world and Westlake and Goodride tires help them achieve good results in Europe, Dubai, Japan, China and Malaysia etc.

ZC Family 201

zc rubber

Goodride supported the drift in Japan

In the year 2017, Goodride tires greatly improved the brand influence in Japan market by the attending drifts covering D1GRAND PRIX, FORMULA DRIFT JAPAN, D-STAGE, SLIDERS FAST STAGE and FIA Drifting Cup. Sponsored excellent racers in Japan with SPORT RS tires in a series of drifts, including Goodride tire sponsored racers including Kunihiko Teramachi, Manabu Fujinaka, Ikuo Saito, Tachiki Sato, Kouji Yamaguchi and Sheng Nian, from different regions in Japan, even the Singapore. Kunihiko Teramachi, the TOP 10 racer in 2016 in Japan, is the official driver of Goodride tire and has Goodride SPORT RS 285/35/18 on his SILVIA S15. Other support drivers' cars equipped with SPORT RS 265/35/18. Those drivers brought wonderful shows and achieved good results which greatly showed the performance of Goodride tire.



GOODR





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GALLENGE

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IN TER CO., Ltd. TONE @ CEL

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ZC Family 2018









Westlake SPORT RS sponsored driver Ahmad Daham in Dubai

Westlake officially sponsored driver Ahmad Daham in the 2016 King of Desert Champion with SPORT RS for the 2017 season races.

King of Nations is the prestigious international drifting Pro Series championship which is competed over a year globally. Over 40 participants from all around the world compete in 11 races globally. Ahmad Daham started the king of nations competition in Abu Dhabi with a bang and secured 2nd position on the podium, 3rd position in this race was also SPORTS RS user.

Westlake Sport RS is SEMI SLICK TYRE and its Ideal drifting tire with special design created for competition

experience, the tread design with big pattern blocks and special compound provides superior grip ability. The Sport RS tire has a proven record with many drift championship wins globally.

Al Rahala International Trading Co. L.L.C. is suppliers of WESTLAKE brand tires in the MENA region and has introduced their flagship range of SPORT RS tires for the first time in the region. The combination of high performance Westlake Sport RS tire and Middle East champions will create a new trend in the drifting community.



European drifts sponsored by Westlake

ZC Rubber' Westlake tire have attended different drifts in different countries and also supported many well-known drivers who equip Westlake Sport RS on their cars in Europe. The serials of drifts cover Irish Drift Championship, Eastern European Drift Championship, Drifting SM Finland, Drift GP European championships and British Drift Championship etc. During the battle with other drifters, Westlake tires with high performance help Westlake driver including Jack Shanahan and Conor Shanahan, Steve Baggsy Biagioni, Juha pöytälaakso and Sebastian Fontijn, achieve good results.









Chaoyang team won the China Around Taklimakan (International) Rally in Xinjiang, China. It is the eighth champion for the team.

Chaoyang tire attended **Off-road** rally racing







ZC Rubber' Chaoyang team attended the Off-road rally racing in Xinjiang, China and battle with other teams to bring wonderful shows. Chaoyang team won the China Around Taklimakan (International) Rally. Actually it is the eighth champion for the team. Also the team won the championship in the Dakar Series China Rally 2017 and finished the challenge the most difficult speedway. In the Alashan off-road vehicle sports, Chaoyang team battled with other team and showed the high performance of tires driving on the off-road environments.



Chaoyang team won the championship in the Dakar Series China Rally 2017 to finish challenge the most difficult speedway.







Westlake tire has sponsored marathon in Brazil

ZC Rubber's Westlake tire has supported Meia Maratona de Curitiba 2017 in Brazil and encouraged the runners to challenge themselves.

The start was in front of the Oscar Niemeyer Museum (MON), in the Civic Center, and gathered more than 3 thousand people. The runners would pass by eight districts of the city with 21 km in length. "The marathon is popular worldwide, and more and more people join in. We are pleased with the community's participation and participation. It is a sharing of experiences and stories of overcoming." The company said.

The participants tried their best to achieve good result in the marathon with perseverance and passion. As a result, in the men's singles category, the winner was Julio Cezar Batista Moreira, 40, who completed the circuit in 1h10. In the individual female, the winner was Regiane Tureta, 43, who did in 1h33.

"Challenge yourself, beyond the limit and never give up is the marathon spiritual connotation, which is really similar with that of Westlake tire. Westlake tire always discipline ourselves to produce premium tires and overcome the challenge on the way to leading tire company around the world." the company said.

Marathon as well as Westlake Tire not only share the spirit, but also benefit the attending people for their healthy. "Westlake tires focus on the development of high performance tires and brings wonderful experience for all the customers with safety and value. Safety is core of Westlake tire and cost performance is the advantage of Westlake covering the price and performance of tire."





MARKETING ACTIVITY

baoyang Brazil Centro Series

With over 50 years of experience producing tires, Chaoyang consolidated with Brazil Enduro Series promoting Enduro sports in Brazil market.

"We are proud to sponsor Brazil Enduro Series. We believe in the exponential growth of Enduro sport in Brazil, in competence of the organizing committee and especially in courage of athletes who will compete in these technical and hard race of Chaoyang Brazil Enduro Series. Chaoyang supports and appreciates events, organizations and people who seek to increase and enhance the strength and cycling warrior spirit in Brazil. This passion drives us to find out new challenges and great achievements" commented Mauricio Atauri, sales manager of two wheels in Brazil.

The Chaoyang Brazil Enduro series contained 4 stages in different cities of Brazil, athletes from ten different states attended the event, making it a real National race. Chaoyang sponsored rider, Bernardo Cruz, Wallace Miranda and Babara Jechow took part in the enduro race.

The Chaoyang Brazil Enduro Series is sponsored Gold Chaoyang. It also has the Cannondale sponsorship, Bell Helmets, Exceed, Audax, Santa Cruz Bicycles, GT Bicycles, HUPI Bikes, Star Mine, Zoom Bike Park, LM Bike Root Rider TV, Off Camber Bike Shop, in addition to having the support of Beer Rocky Garden, Bikelist.com.br, Bike & online Adventure and Sea Sucker.





Europe riders and events

After a very successful year in 2016 with our Teams and Riders, we continued the cooperation in 2017.

Austrian National Team

After several medals in 2016 it was a challenge to top this in 2017. But they did!



EUROPEAN CHAMPIONSHIPS ROAF **NUSTRIA** Daniel Federspiel won the Bronze medal at the

European Eliminator Championships in 2017.



MARKETING ACTIVITY



ZC Family 2018









- Lisa Pasteiner Junior 13th at the World Championships in Cairns.
- 2nd was her best result at a Junor World series.
- Max Foidl U23 8th at the World Championships in Cairns.
- 6th was his best result at the Word Cup.

Anna Spielmann U23 20th at the World Championships in Cairns.

9th was her best result at the World Cup.

Corinna Druml Junior 5th was her best result at the Junior World series.

Gregor Raggl Elite 18th at the World Championship in Cairns.

We want to thank the members and organizers of the Austrian National Team for an outstanding 2017 and we would like to continue the cooperation in

Winner of the Snow Bike Festival 2017 Several podiums in XCO, XCM and CX Winner of the Roc d'Azur 2017







Festivals 2017



Dutch Champion 2017

Winner of Algarve bike Challenge 6th at the World Championship. Winner of the Ötztal Bike Festival Several World Cup podiums.

After that success she signed at Bart Brentjens Team for 2018. We wish her good luck for 2018!

For 2018 we would like to introduce



ZC Family 2018







Team herzlichst Zypern

We we testing already in 2017 and Silke Ulrich could win the German Marathon Championships on Zippering. Together with her team mate Sascha Schwindling she could win the Bike Transalp mixed in 2017 also on Chaoyang tires. We would be proude to sponsor this Team officially with our tires in 2018.

Peter Kaiser

A freestyle Rider who was already competing on Chaoyang's Victory tire which he was actively searching for because he was convinced from the tires performance. We would be proud to sponsor Peter Kaiser in 2018.



Date	Event	Category	Location	Country	Partner
2018.4.15	Junior World Series	HC	Nalles	ITA	ÖRV
2018.4.28-5.1	Riva Bike Festival	Festival	Riva	ITA	Mandelli
2018.5.20	World Cup	CDM	Albstadt	DE	ÖRV
2018.5.27	World Cup	CDM	Nove Mesto	CZE	ÖRV
2018.6.3	Junior World Series	HC	Gränichen	СН	ÖRV
2018.6.8-10	European Sea Otter	Festival	Girona	ESP	CDC Sports
2018.7.8-10	Eurobike	Bike Show	Friedrichshafen	DE	HZ
2018.7.22	Deutsche Meisterschaft	CN	St.Ingbert	DE	
2018.7.26-29	European Championship U23 / Junior	CC	Graz	AUT	ÖRV
2018.8.7	European Championship Elite	CC	Glasgow	Scottland	ÖRV
2018.8.26	World Cup	CDM	La Bresse	Frankreich	ÖRV
2018.9.2	Junior Worldseries	HC	Muttenz	СН	Niggi
2018.9.9	World Championship Cross Country	WM	Lenzerheide	СН	ÖRV
2018.9.15	World Championship Marathon	WM	Auronzo	ITA	ÖRV
2018.9.30	Enduro World Series	EWS/Festival	Finale Ligure	ITA	Mandelli

The Event goals for 2018 are

To continue the cooperation with the teams and riders to make our product perfect. To continue the cooperation with our distributors to cover the Bike Festivals. To built up a training programm for our distributors.



ZC Rubber's exhibitions in 2017

In the year 2017, ZC Rubber participated many shows around the world and displayed a series of premium tires including PCR, TBR, OTR and Agriculture tires for all the visiting customers.Tire brands cover Westlake, Goodride, Trazano and Chaoyang. The exhibitions in different markets are the platforms for ZC Rubber introducing detail tire information for local customers. ZC Rubber expect to share more high preformance tires for global customers with safe and value.







MARKETING ACTIVITY

ZC Family 2018



























ZC Family 2018







Auto body advertise ment

Truck/taxi advertising Westlake trucks combine vehicle and advertising, and cover large areas of ground to ensure that ads attached to their sides would be seen by numerous people.







MEDIA ADVERTISING



MEDIA ADVERTISING

ZC Rubb

ta) Forklift Truck Corp., Ltd. supplying

abilished in 1993, is the Astan R&D, manufacturing, sales and service base of Linde. Linde (Chi Material Handling, which is one of the world's leading manufacturers of industrial forkill trucks. headquartered in Aschaffenburg, Germany,

ZC Rubber's Chaoyang fire and Westlake fire are the two brands that provided for Linde (China). And serials of trusted tyres will be offered, including CL403S, CL403, CL621, GI68 and CL619, more than twenty tyre sizes for the forklifts in Linde

"We are glad to be the supplier of Linde and to be chosen by Linde highly proves the quality of our products and the capacity to offer valuable tires. We are also proud that our tires could meet premium vehicle manufacturers' demands and bring customers more value and safety". ZC Rubber said in a statement



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STREET, DOG

ZC Rubber Opens Office in Europe 👔 🕐 🔞 💼 📀 | Posted on September 11, 2017

1. (ZC Rubber) has opened a branch office in Frankfurt, Germany

rope) is the company's fourth office outside of China. The others are in

hment of an office in "one of its most important markets" is another to global expansion

considered to be the main economic power in Europe and the country's its brands. The company says it plans to improve service capability through cially on GE cooperation.*

are the main brands in Europe for ZC Rubber. Westake is now popular in well-known companies including DSV and Schmitz Cardobull, according to



Friday 26th May 2017 | 0 Comments

ZC Rubber Thailand adds two-wheel production line

Atyrepress

th 2017 (0 Comment

Cloud hand tyre management system provinced

ZG Rubber's first dealer conterence of 2017 saw tyre dealers.

introductivo new cool and development strategy in 2017.

from Africa Invited to meet in Duttal. The conterence focused on

In 2018, 2C Rubber produced 27.09 million passenger car bres.

(PCR) and 15.18 million truck and but radials. Ge Gusrong, vice

president of 2C Rubber, and company PCR production will grow

about 55 per cent to 33 00 million units is year this year, while

truck tire production is likely to grow 10 per cent to 55.75 million

Ge Guorong emphasized that Chinese tire industry is facing a

According to the company, 2C Rubber will also promote the Auto

great change. The future relies on a supplier with the best

meeting

10000 in 2017

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ZC Rubber shares double digit output growth plans at African dealer

Space, a brand owned by ZC Rubber focusing on automotive aftermarket. In 2016. ZC Rubber built to first

Network

coverage

Expansions international Manufacturing Tire

branch in Frankfurt

FRANKFURT, Germany-China's biggest tire munufacturer, Zhonger Rubber (ZC Rubber),

is looking to expand its presence and market

share in Europe, and has taken the first step

toward that vision with the opening of a new

The branch, Zhongce Europe GmbH (20

Europe), is key to enhancing services in the European region, "one of the most

overses Auto Space in Thailand. In Auto Space bre replacement, repair, alignment, talancing, and br

New ZC branch to target European OE

Home > 20 Rubber shares itsuble shipt surger growth plans at African Aniar meeting

ZC Rubber Thailand has added a new production line for motorcycle tyres to support the market in Southeast Asian market. The manufacturer also launched its first bias industrial tyre.

Built in 2015, the Thailand factory expanded ZC Rubber's manufacturing footprint to nine factories. It is also a step towards the globalisation of ZC Rubber, the largest tyre manufacturer in mainland China. Following a two-year development, ZC Rubber. Thailand now puts its capacity at 5 million car tyres and 1.4 million truck and bus radials. The second phase of the factory started in 2016, focusing on two-wheel and bias tyres. Capacity for motorcycle tyres will reach between 3,000-5,000 units per day, the manufacturer stated.

Zhang Liming, vice president of ZC Rubber, was present to witness thelatest development and express his



Zhang Liming (centre), vice presider of ZC Rubber, marks the production of the Thailand factory's first two-wheel and bias industrial tyres





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property, will focus on the denosel endrancempl friendly green mamerials." ZC Putties paid We dought to devidual the same B&D or

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dugy & Engineering

ZC Rubber shared latest company news covering achievements, products and marketing acticities with customers with the popular media.

ZC Rubber opens 'green' R&D center

s named fires Electric as its new fairt and ager who will work from Zhongra Europe Gintol4 (20) period provide tempetent earwice for the European marrie

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IN THE BUSINESS

< SHARE

Ge Quorong, wee president of 20

increase fire production by double

digit amounts and will launch a new

increase the emphasis on the firm's

Rubber said the company will

cloud-based tire management

aystem There are also plane to

Auto Space retail cham

er fer janning ZC Rutther, Anne Barenik nanwer an rezhenal Bald manager for 0 years at Ebidgestone East Europ cope is an important martal to 20 Rulitar in its global ees map. We are pleased to werk with Asian Darchik and withe company's poals in European manuflogener party representatives said in a statement.

to new role to 20 Highber Jane Barchie will bits whomen of products and total market as well as ordinating all fact anymouring activity Facthermore 2C Huisber ports that the company will hast tyre tests ingutarly, analysing I excluding the performance of new break

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nut, Az such, we will design many langeled premium break to meet different demands together with ner





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Market Date	Read about spcoming Events

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ZC Rubber states that it wants to lead development ZC Family 2018 reen lyres zc rubber and environmentally friendliness. ZC Rubber cooperates with not only Ning stitute, to stitute, but also domestic well-known universities and institutes including Tsinghua University, Beijing Uni to vti





ZC Rubber to build R&D centre for green tyre material with Ningbo

Friday 12th May 2017 | 0 Comments

representatives, the latest news comes as part of a strategy fit

Westfinks in expanding the OF regulation the facety in Furness

Institute

advanced equipment.

ZC Rubber and Ningbo Institute of Materials Technology & Engineering, Chinese Academy of Sciences have announced their new Research & Development centre for rubber and novel environmental-triendly green materials. According to China's largest tyre manufacturer, the centre will focus on the development on the rubber and materials for smart production, new energy and green material. President of ZC Rubber Shen Jinrong and vice. president of ZC Rubber Zhang Liming attended a ceremony to sign the cooperation agreement with the Ningbo Institute, a top 10 national research institutions on patents in China, equipped with

"We are pleased to cooperate with the 13 years developed Ningbo Institute, which has lots of experienced experts and also has significant achievements on the materials. We are devoted to



Sport auto: Two tire legts in one, and two victors

ZC Rubber and and Ningbo Institute of Materials Technology & Engineering, Chinese Academy of Sciences agree to build an eco tyre materials R&D. Centre

developing the new R&D centre as an international advanced tyre materials research base to bring us new and special material to improve tyre performance to meet global customer's demands " says Shen Jinrong.

MEDIA ADVERTISING

WEST LAKE

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Magazine advertising

ZC Rubber posted ads in leading professional tire magazines around the world, including Tire Business, Morden Tire Dealer, Tire Review and Fleet Equipment in U.S and Tyre and Accessories in UK.

SAFETY VALUE **EFFICIENCY**

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Performance tyres

UJEST LAKE



FEATURES	FUNCTIONS	CUSTOMER BENEFITS
Strong center rib	On-centor feel	Guarantee excellent handing on both wet and dry roads
Four continuous longitudinal grazva	Effective water evacuation	Improved safety and control potential aquaplaning situat
Asymmetric pattern design with compact external area	Optimized footprint at speed	High level of handing and lower nosie
SILICA TECH compound	help to enhance wet grip	Provide sharter broking dist in all road conditions
ZRT TECH	Carry on driving after a poncture	Provide greater central of yo car in emergency conditions

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August 29-31, AIMER

GOODRIDE





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Enhance the tyre body and avoid possible tyre failure during low pressure driving

ZC RUBBER RUNFLAT TYRES (ZRT)



RINAL UNES



RunFlat tyres are tyres on which you can continue driving after a puncture so you can take time get to an auto shop or find a safe, level area to change your tyre.

You can't drive on them indefinitely, though. Check the manufacturer's specifications to find out how fast and how far you can drive on your run flat tyres. ZC rubber RunFlat tyres will allow continued operation even after a loss of some or all inflation pressure for up to 50 miles (80 km) at a maximum speed up to 50 mph (80 km/h.)







ZRI have been developed based on the specifications of the vehicles an which they are mounted. Accordingly, IRI may only be mounted an

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tyres and the TPMS should be checked immediately by a spec

After a loss of presson, the rive should be in sting a new Run Flat type.

& tyre stould always be changed and not repaired after a less of

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