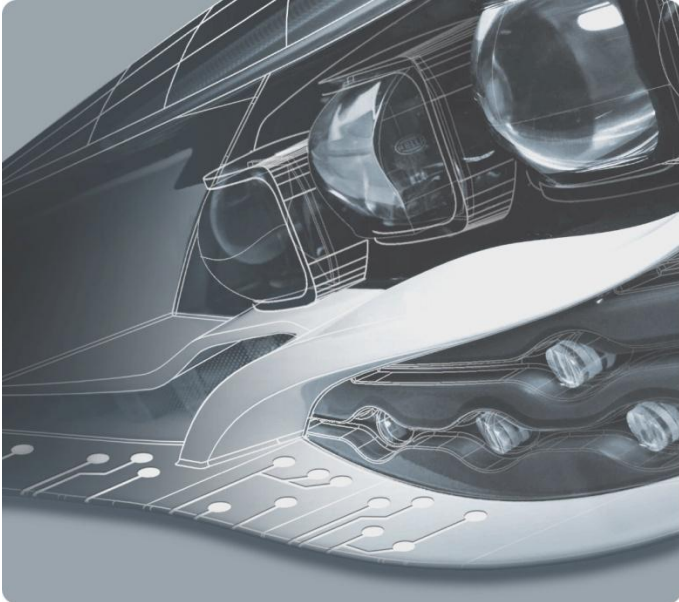




HELLA Group Overview

January 2012



HELLA Group

Overview



- Partner of the automotive industry and the aftermarket for **over 100 years**
- Global **family-owned company with 70 locations in more than 30 countries**
- **Sales of € 4.4 bn.** FY 2010-2011
- More than **25,000 employees** worldwide, thereof **3,800 in Research & Development**
- One of the **top 50 automotive suppliers in the world** and **one of the 100 largest German industrial companies**

Business Segments

Automotive Sales of € 3.2 bn.		Aftermarket Sales of € 1.2 bn.	
Business Division Lighting	Business Division Electronics	Business Division Aftermarket & Special OE	
<ul style="list-style-type: none"> • Headlamps • Rear Lamps • Single Function Lamps • Interior Lighting • Lighting Electronics 	<ul style="list-style-type: none"> • Body Electronics • Energy Management • Driver Assistance Systems • Sensors • Actuators 	Product Range: <ul style="list-style-type: none"> • Lighting • Electrics • Electronics • Thermal Management 	Services: <ul style="list-style-type: none"> • Sales Support • Technical Service

Business Field Industries

- Street Lighting
- Airport Lighting
- Interior Lighting
- People Counter



HELLA Group

Corporate Structure



HELLA KGaA HUECK & CO.

Dr. Jürgen Behrend
Chairman and President

Dr. Rolf Breidenbach
CEO

Business Segment Original Equipment
Dr. Rolf Breidenbach

Business Segment Aftermarket
Carsten Albrecht

HELLA CORPORATE CENTER GMBH	Business Division Lighting	Business Division Electronics	Business Division Aftermarket & Special OE
Sales Original Equipment Bernd Spies	Executive Board: Martin Adirsch, Ignacio Moreno Betanzo, Jörg Buchheim	Executive Board: Dr. Christian Amsel, Heiko Berk, Jörg Buchheim, Dr. Martin Fischer, Jens Grösch, Ralf Kuhl, Bernd Münsterweg, Dr. Thomas Netterscheid, Dr. Matthias Schöllmann, Matthias Wiehen	Executive Board: Dr. Jens-Holger Dodel, Franz-Werner Drees, Friedhelm Glormann, Günther Katz, Dr. Gunther Schmidt, Jürgen Victor
Finance and Controlling, Industries Dr. Wolfgang Ollig	Dr. Hans-Theo Dorßen, Dr. Christof Hartmann, Franz-Josef Klegraf, Dr. Michaela Schäfer, Matthias Thiemann, Bernhard Wiehl		
Human Resources, Information Management and Logistics Stefan Osterhage			
Purchasing & Quality Dr. Rolf Breidenbach			
International HELLA - Companies			

General Partners: Dr. Jürgen Behrend, HELLA Geschäftsführungsgesellschaft mbH, HELLA Beteiligungsgesellschaft mbH & Co. KG
 Executive Board of HELLA Geschäftsführungsgesellschaft mbH: Dr. Rolf Breidenbach (CEO), Carsten Albrecht, Dr. Wolfgang Ollig, Stefan Osterhage, Bernd Spies
 Chairman of the Supervisory Board : Prof. Dr. Michael Hoffmann-Becking
 Shareholder Committee: Dr. Jürgen Behrend (Chairman), Roland Hammerstein (Deputy Chairman), Dr. Dietrich Hueck, Dr. Gerd Kleinert, Klaus Kühn



HELLA Group History

1899 – 2012: Milestones



Founding of the Westfälische Metall Industrie AG

1899



Hella becomes a trademark

1910



First factory abroad in Australia

1961



Start of production in China

1992



Beginning of Network Strategy: Joint Venture for air conditioning control units and front-end modules with Behr

1998



Continuation of Network Strategy: Joint Venture for diagnostics with Gutmann; Joint Venture for chassis electronics and driver assistance systems with Mando

2008



First LED Street Lights on large scale basis in Europe

2009



Leader in LED-Technology Automotive

2010

- 15% global market share in lighting business, top 3 Europe
- Global market leader with regard to selected electronic products
- Biggest trade organization for spare parts in Europe
- More than 70 locations in 30 countries
- 10 Joint Ventures

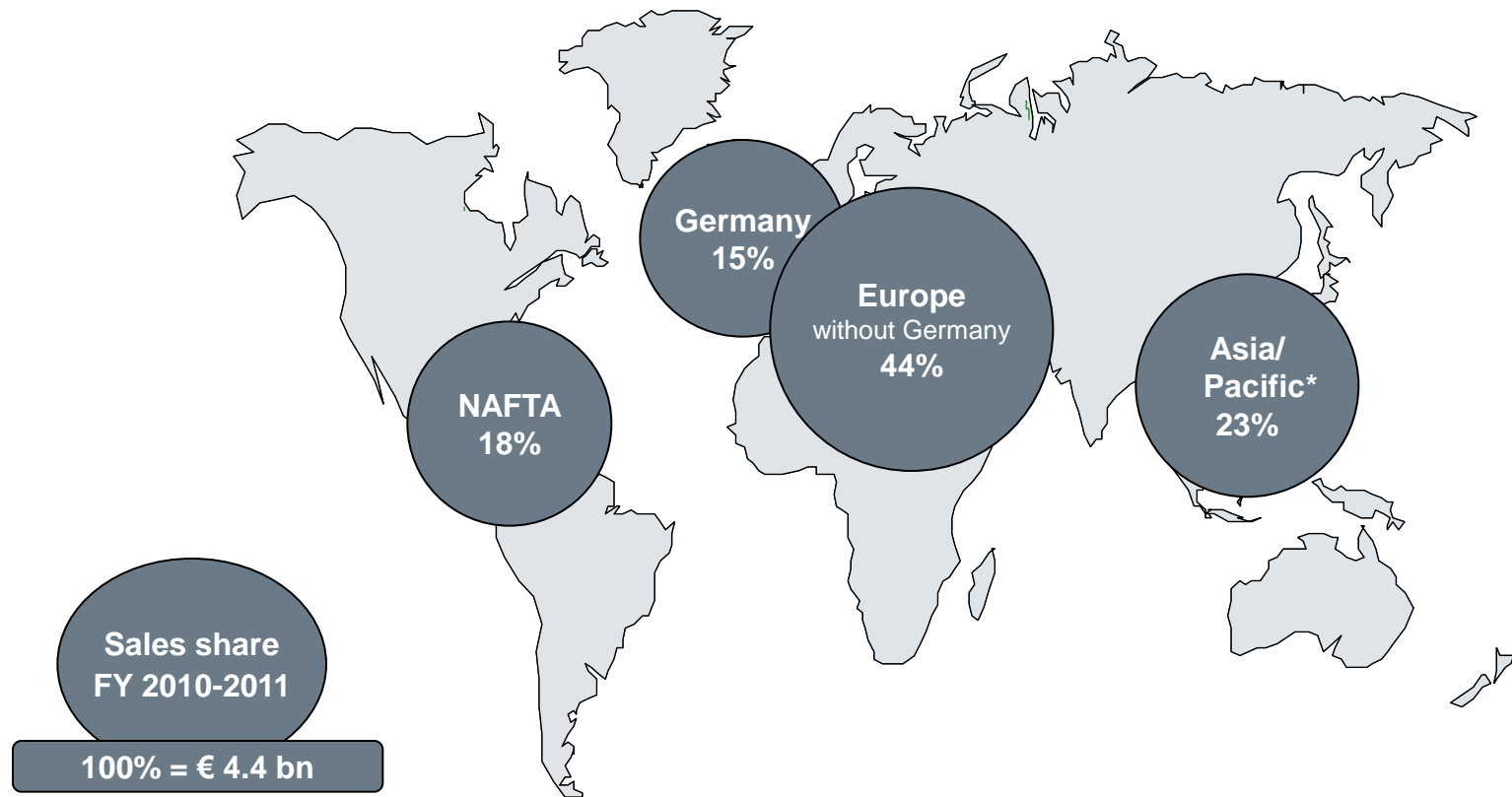
Today



HELLA Group

Regional market coverage by end customers FY 2010-2011

→ HELLA improves continuously the regional diversification and benefits from global economic growth in emerging markets



* incl. "Rest of World"

HELLA Group

Business development FY 2008-2009 – FY 2010-2011

Key figures of the income statement	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011
Sales in bn. Euro	3.3	3.6	4.4*
EBITDA in mill. Euro (% of sales)	279 (8.5%)	406 (11.5%)	565 (12.9%)
EBIT in mill. Euro (% of sales)	49 (1.5%)	146 (4.1%)	268 (6.1%)
Annual Result in mill. Euro (% of sales)	7 (0.2%)	81 (2.3%)	164 (3.7%)

* Non consolidated total HELLA sales share by at-equity entered investments in the balance sheet: 412 mill. Euro

HELLA Group

Development of important key figures FY 2008-2009 – 2010-2011

Key figures	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011
Equity*	659	756	921
Equity Ratio	27%	28%	32%
Net Debt / EBITDA	1.1x	0.7x	0.7x
Research & Development Expenditure*	306	296	346
Employees	22,847	22,852	25,171

* in mill. Euro

HELLA Group

Global network

→ 25,171 employees are working for HELLA at 70 locations in more than 30 countries

