



Technology with Vision

# HELLA Group Overview

August 2020



# HELLA – Partner of the automotive industry and the aftermarket for over 120 years

## FACTS & FIGURES

- Global market-listed, family-owned company with more than 125 locations in some 35 countries
- Sales of € 5.8 billion in Fiscal Year 2019/2020
- Around 36,000 employees worldwide, thereof almost 8,000 in Research & Development (as at 31 May 2020)
- Attractive business portfolio with the three segments **Automotive**, **Aftermarket** and **Special Applications**

## SEGMENT

### Automotive Lighting

Sales:  
~ € 2.6 bill.

### Automotive Electronics

Sales:  
~ € 2.3 bill.

### Aftermarket

Sales:  
~ € 0.6 bill.

### Special Applications

Sales:  
~ € 0.3 bill.

## PRODUCT EXAMPLES



Full-LED Headlamps



Glare-free beam light



Energy Management



Automated Driving



Independent Aftermarket



Workshop Equipment



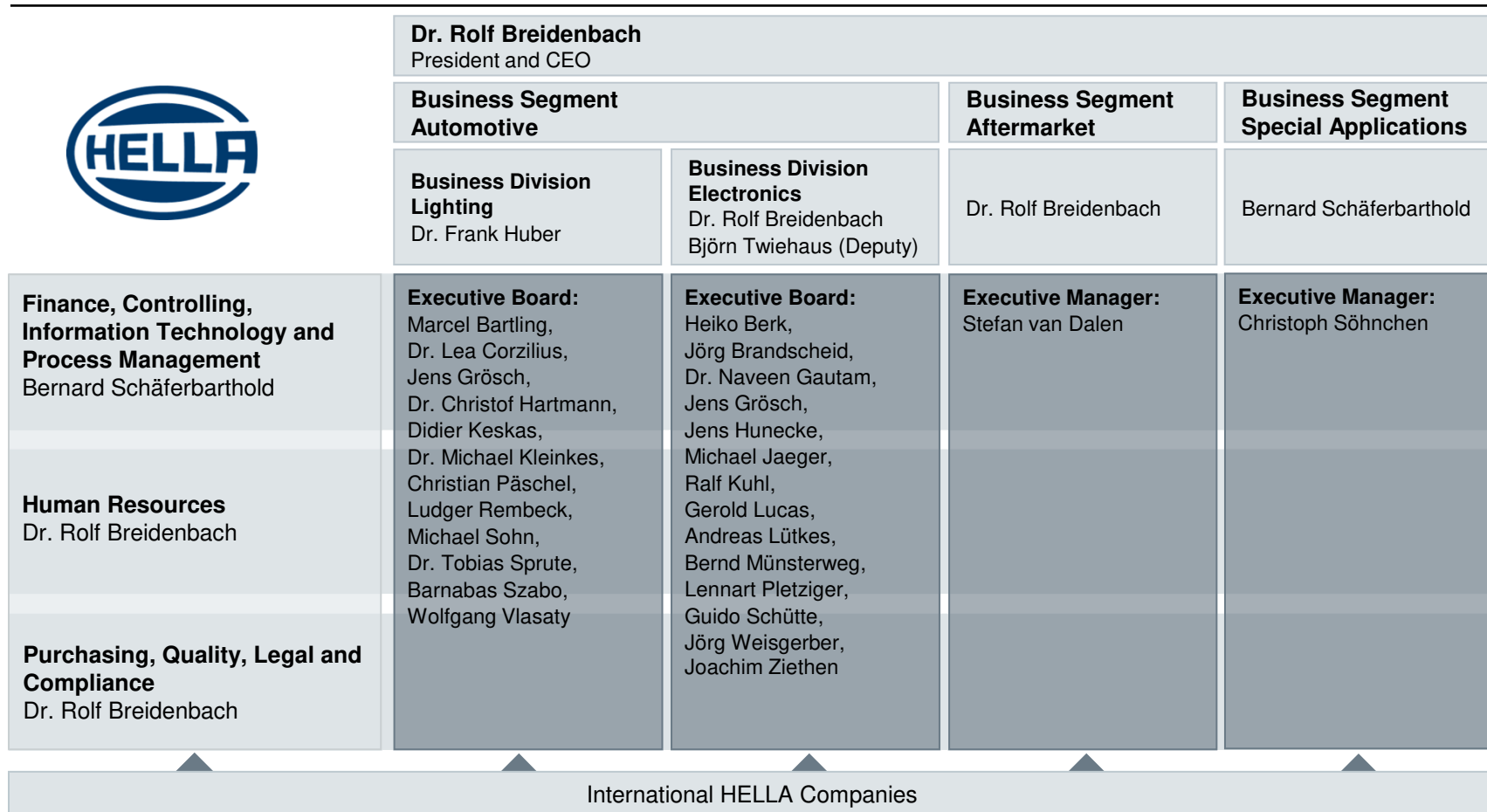
Lighting technology for specialist vehicles



Lighting technology for marine

# HELLA Group

## Corporate Structure



General Partner: Hella Geschäftsführungsgesellschaft mbH

Management Board of Hella Geschäftsführungsgesellschaft mbH:

Dr. Rolf Breidenbach (CEO), Dr. Frank Huber, Bernard Schäferbarthold, Björn Twiehaus

Chairman of the Supervisory Board: Klaus Kühn

Shareholder Committee: Carl-Peter Forster (Chairman), Dr. Jürgen Behrend, Horst Binnig, Samuel Christ, Roland Hammerstein, Klaus Kühn, Dr. Matthias Röpke, Konstantin Thomas



# HELLA Group History

## 1899 – 2020: Milestones



**Founding**  
of the West-  
fälische  
Metall  
Industrie  
AG

1899



HELLA  
becomes a  
trademark

1908



**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

1999



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

2008



**HELLA  
becomes a  
listed  
company**  
On 11  
November  
2014 HELLA  
shares are  
traded for the  
first time on the  
Frankfurt Stock  
Exchange.

2014



### MULTIBEAM LED:

84 individually  
controllable  
LEDs per  
headlamp  
adjust the light  
distribution  
dynamically,  
depending on  
traffic, weather,  
and road  
conditions. The  
adaptive High  
Beam Assistant  
Plus also  
ensures that  
high beam is  
used more  
frequently

2016

- **12% global market share\*** in lighting business, **top 2 Europe\***
- **Leading market position** with regard to selected electronic products
- **One of the largest trade organizations** for spare parts in Europe
- More than **125 locations** in roughly **35 countries**
- **More than 10 Joint Ventures**

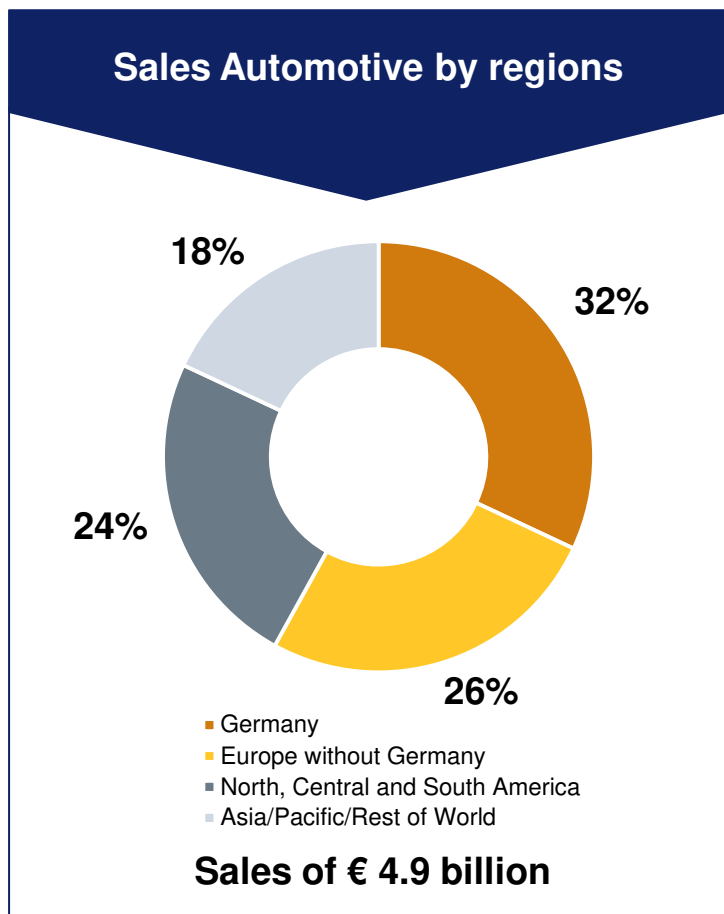
Today

\* Based on a market study commissioned by HELLA

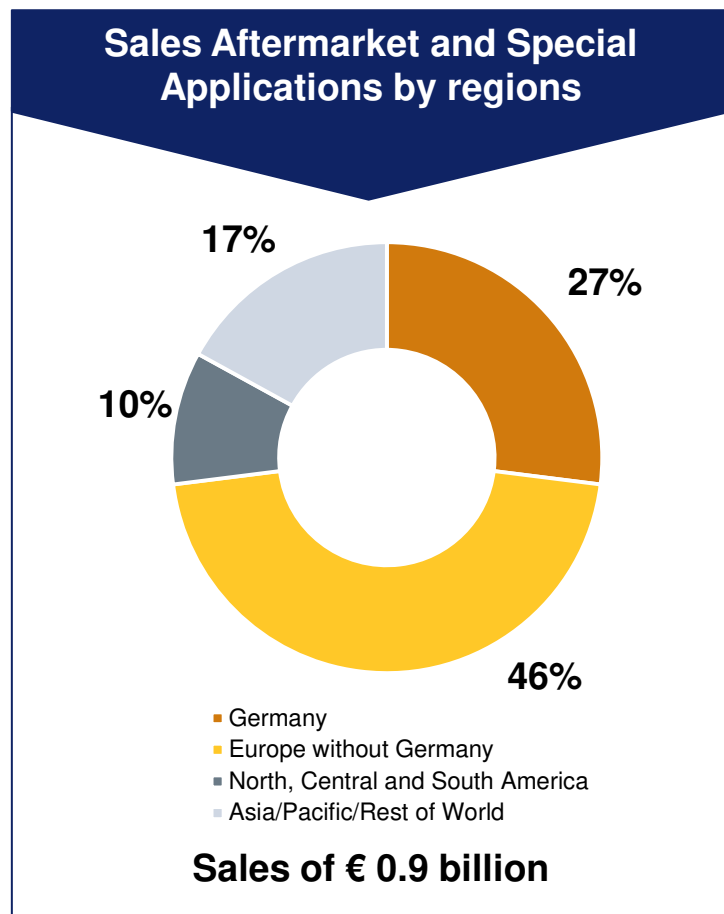


# HELLA Group

## Regional market coverage – Fiscal Year 2019/2020



➔ Presence in all relevant core markets of the automotive industry



➔ Business focus Europe ("regional business")



# HELLA Group

## Business development FY 2018/2019 and 2019/2020

Key figures of the income statement	Fiscal Year 2018/2019	Fiscal Year 2019/2020	Change
<b>Sales</b> currency and portfolio-adjusted in € million	<b>6,770</b>	<b>5,800</b>	<b>-14.3%</b>
<b>EBIT adjusted</b> in € million (% of sales)	<b>572</b> (8.4%)	<b>233</b> (4.0%)	<b>-59.3%</b> (-4.4 percentage points)
<b>EBIT reported</b> in € million (% of sales)	<b>808</b> (11.6%)	<b>-343</b> (-5.9%)	<b>-142.5%</b> (-17.4 percentage points)
<b>EBITDA adjusted</b> in € million (% of sales)	<b>948</b> (14.0%)	<b>667</b> (11.4%)	<b>-29.6%</b> (-2.6 percentage points)
<b>EBITDA reported</b> in € million (% of sales)	<b>1.191</b> (17.0%)	<b>576</b> (9.9%)	<b>-51.7%</b> (-7.2 percentage points)

# HELLA Group

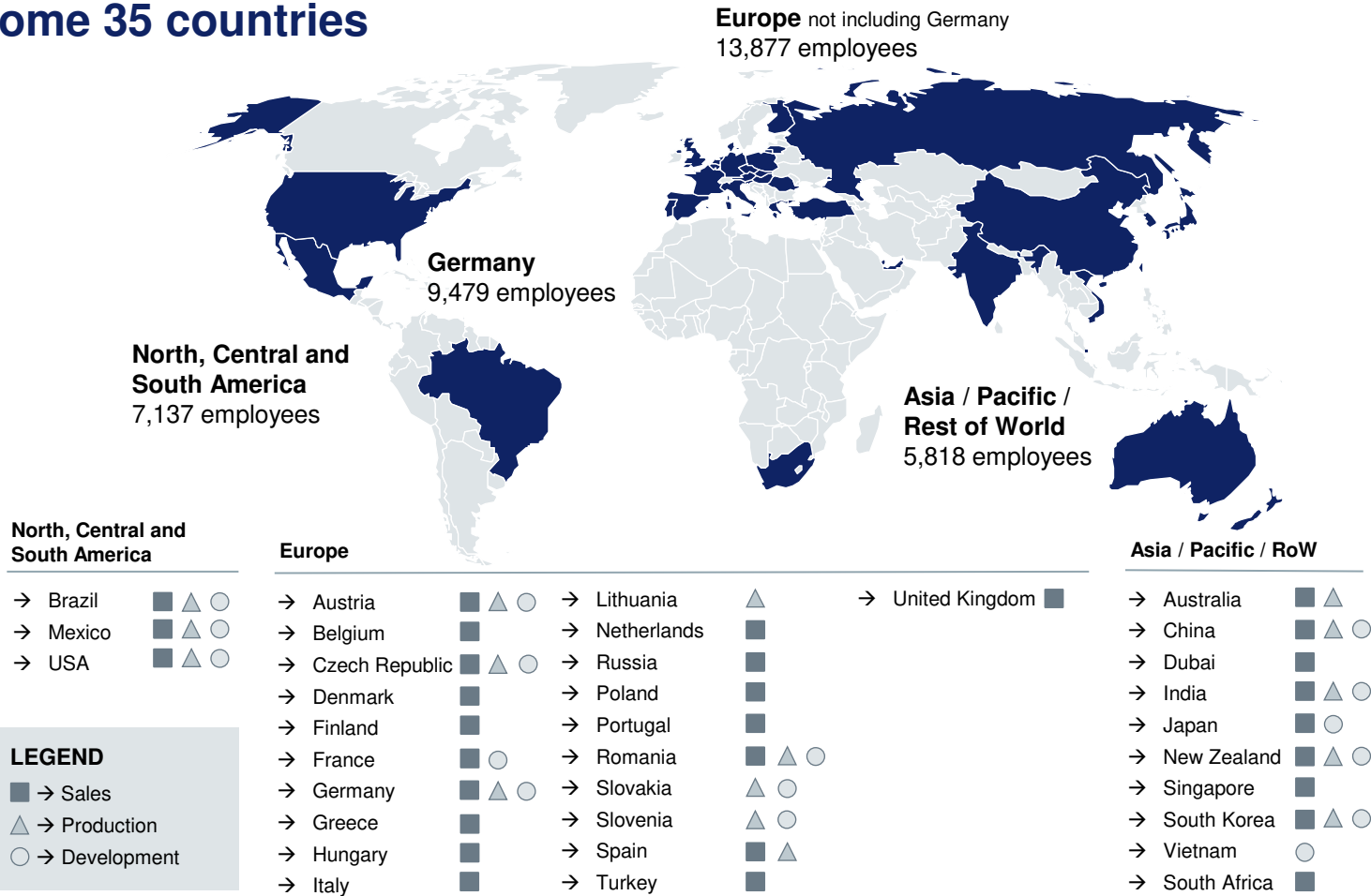
## Development of key figures FY 2018/2019 and 2019/2020

Important key figures	Fiscal Year 2018/2019	Fiscal Year 2019/2020	Change
<b>Equity</b> in € million	2,968	2,107	-29.0%
<b>Equity ratio</b>	46.3%	37.0%	-9.3% percentage points
<b>Net financial debt / - liquidity</b> in € million	66	-140	-206
<b>Research &amp; development expenses</b> in € million	611	620	+1.6%
<b>Employees as at balance sheet date</b> (31 May)	38,845	36,311	-6.5%

# HELLA Group

## Global network

→ 36,311 employees\* are working for HELLA at more than 125 locations in some 35 countries



\* As at 31 May 2020

