



Technology  
with Vision

**SIX MONTH REPORT**  
**FISCAL YEAR 2015/2016**  
1 JUNE – 30 NOVEMBER 2015



# KEY PERFORMANCE INDICATORS

In € million	1st half-year 1 June to 30 November		2nd quarter 1 September to 30 November	
	2015/2016	2014/2015	2015/2016	2014/2015
Sales	<b>3,159</b>	2,826	<b>1,663</b>	1,508
<i>Change compared to last year</i>	<b>12%</b>	6%	<b>10%</b>	7%
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	<b>400</b>	381	<b>225</b>	206
<i>Change compared to last year</i>	<b>5%</b>	18%	<b>9%</b>	12%
Adjusted* earnings before interest, taxes, depreciation and amortisation (EBITDA)*	<b>436</b>	386	<b>246</b>	209
<i>Change compared to last year</i>	<b>13%</b>	14%	<b>17%</b>	9%
Net operating profit/loss (EBIT)	<b>203</b>	221	<b>134</b>	127
<i>Change compared to last year</i>	<b>-8%</b>	29%	<b>6%</b>	16%
Adjusted* net operating profit/loss (EBIT)	<b>256</b>	227	<b>155</b>	130
<i>Change compared to last year</i>	<b>13%</b>	21%	<b>19%</b>	10%
Earnings for the period	<b>131</b>	151	<b>88</b>	88
<i>Change compared to last year</i>	<b>-13%</b>	39%	<b>1%</b>	22%
Earnings per share (in €)	<b>1.16</b>	1.45	<b>0.79</b>	0.83
<i>Change compared to last year</i>	<b>-20%</b>	37%	<b>-5%</b>	19%
Net cash flow from operating activities	<b>301</b>	180	<b>110</b>	1
<i>Change compared to last year</i>	<b>67%</b>	-13%	<b>&gt;100%</b>	-99%
Net capital expenditure**	<b>189</b>	194	<b>37</b>	28
<i>Change compared to last year</i>	<b>-3%</b>	4%	<b>30%</b>	-45%
Research and development (R&D) costs	<b>291</b>	269	<b>152</b>	152
<i>Change compared to last year</i>	<b>8%</b>	15%	<b>0%</b>	29%

In € million	1st half-year 1 June to 30 November		2nd quarter 1 September to 30 November	
	2015/2016	2014/2015	2015/2016	2014/2015
EBITDA margin	<b>12.7%</b>	13.5%	<b>13.5%</b>	13.7%
Adjusted* EBITDA margin	<b>13.8%</b>	13.7%	<b>14.8%</b>	13.9%
EBIT margin	<b>6.4%</b>	7.8%	<b>8.1%</b>	8.4%
Adjusted* EBIT margin	<b>8.1%</b>	8.0%	<b>9.3%</b>	8.6%
R&D expenses in relation to sales	<b>9.2%</b>	9.5%	<b>9.1%</b>	10.1%

	30 November 2015	30 November 2014
Net debt (in € million)	<b>231</b>	262
Net debt/EBITDA (last 12 months)	<b>0.3x</b>	0.4x
Equity ratio	<b>38.4%</b>	36.0%
Return on equity (last 12 months)	<b>16.2%</b>	22.0%
Employees	<b>32,731</b>	31,800

\* Adjusted for non-recurring charges arising from the default of a supplier in China (€ 47 million) and the costs incurred in relation to voluntary partial and severance payment programme (€ 6 million). For further information on the adjusted non-recurring charges, please refer to the current and prior financial statements.

\*\* Settlements for capital expenditure offset against cash proceeds from customer refunds.

Please note that where sums and percentages in the report have been rounded, differences may arise as a result of commercial rounding.

# HELLA

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# HELLA ON THE CAPITAL MARKET

## **Volatile phase on the capital market**

Concerns about future global economic development in the last few months, triggered by weaker Chinese economic data among other things, led to price declines on the capital markets in September. It was also feared on the German capital market that the emissions affair in the automotive industry could significantly dampen the domestic economic climate. However, the negative effect of these economic indicators on market sentiment was short-lived, as the announcements made by the central banks (rate cut in China, Fed's postponement of the anticipated interest rate turnaround and the early signal from the ECB that it might extend the bond purchase programme in December) led to a strong countermovement from October onwards.

The leading German index DAX corrected to 9,325 points by the end of September and closed the period under review (September to November) up approx. 11 % at 11,382 points. The MDAX consolidated to a lesser extent in percentage terms in September and closed up 10 % in the quarter to 21,593 points as at 30 November.

## **HELLA share price performance falls short of market development**

The HELLA share was subject to greater volatility during the period under review. It declined significantly on 18 September, triggered by the report about the default of a supplier in China and the resulting impact on earnings. This decline continued initially in the days that followed on the back of the emissions affair and the negative implications for the sector, until the share

price bottomed out at around € 31. All in all, the share price fell by around 14 % in September, while the benchmark MDAX index only gave up around 2 % in this period.

The subsequent price recovery drove the HELLA share back to the price level seen at the start of the period under review. The share ended the period under review with a XETRA closing price of € 39.15 (as at 30 November 2015). This equates to an increase of around 4 % (6.3 % including dividend payments) during the period under review, while the MDAX as the relevant benchmark index improved by almost 10 %.

The HELLA share was included in the MDAX, the key index of Deutsche Börse for medium-sized enterprises, as at 21 September 2015. The share's liquidity has recently increased further. The average daily XETRA trading volume in the period under review increased to around 185,000 shares (+40 % compared with Q1), whereby 18 September was defined by unusually high trading volume (approx. 2.1 million shares).

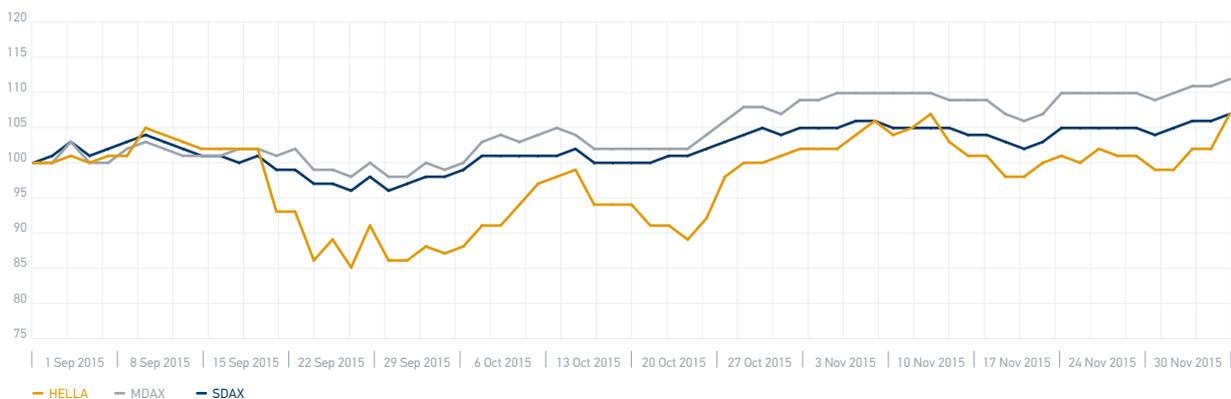
## **HELLA bonds suffer slight losses in declining markets**

Sector-specific news, especially within the scope of the emissions affair in September, also had repercussions for the German bond market, predominantly for issuers from the auto manufacturing and automotive supplier sector. Market concerns that other companies could be affected led to lower bond prices in the entire automotive and automotive supplier sector and to spread widening. This development was tempered again (at least partially) by the end of the quarter, although the ripple

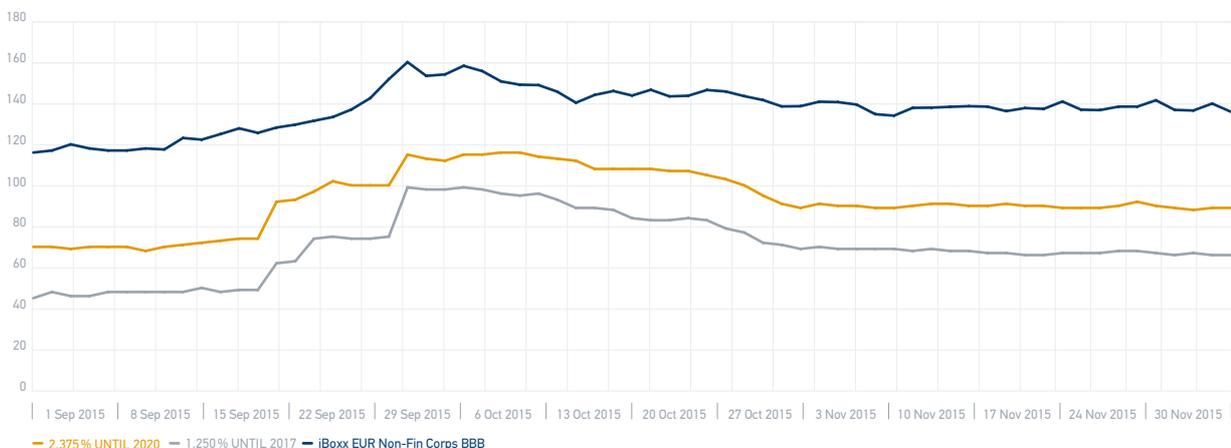
Initial stock market quotation	11 November 2014
Ticker symbol	HLE
ISIN	DE000A13SX22
SIN	A13SX2
Share class	No-par value ordinary bearer shares
Market segments	Prime Standard (Frankfurt Stock Exchange) Regulated market (Luxembourg Stock Exchange)
Index	MDAX
Nominal capital	€ 222,222,224
Number of shares issued	111,111,112 shares
Highest price in the second quarter	€ 39.15 per share
Lowest price in the second quarter	€ 31.13 per share
Average daily trading volume	185,000 shares
Average daily trading volume	€ 6.49 million
Closing price on 30 November 2015	€ 39.15 per share
Market capitalisation on 30 November 2015	€ 4,350.00 million

All trading information relates to XETRA.

### The HELLA share – price development in the period under review compared to selected indices (indexed on 1 September 2015)



### HELLA bonds – development of the Z-spreads



### Shareholder structure



effects are still apparent on the market. As a consequence of these developments, the Z-spreads (measured in basis points over the euro mid-swap reference rate) of the two HELLA bonds rose by an average of around 50 basis points by the start of October. The spreads subsequently tightened again and, at 91 basis points for the 2.375% bond and 68 basis points for the 1.250% bond at the end of the quarter as at 30 November, were roughly 20 basis points above the level seen at the start of the quarter (1 September 2015).

### Investor Relations

The IR team continued to engage in continuous dialogue with investors, analysts and its private shareholders in the second quarter of the fiscal year 2015/2016. In September, the investor conferences "Fourth German Conference" held by Goldman Sachs/Behrenberg Bank in Munich and Deutsche Bank's "db Access IAA Cars" within the scope of the IAA international motor show were used for holding investor discussions. Numerous investors and analysts also availed themselves of HELLA's debut in the IAA's "New Mobility World" to obtain information. The roadshow activities in the second quarter focused on the US, where international investors were visited in New York and Boston.

Besides the planned events, investors and analysts were able to exchange views in the last quarter within the scope of numerous group appointments or individual discussions held at the Group

head office in Lippstadt, as well as in numerous telephone appointments with the IR team and management.

One week before the figures for the first quarter were published, an extraordinary investor teleconference was held on 18 September against the background of the non-recurring charges arising from the loss of a Chinese supplier. All interested analysts and investors were informed extensively about the circumstances surrounding the event.

The first annual general meeting after the public listing was held at the factory premises in Lippstadt on 25 September 2015. More than 500 shareholders participated in the event.

The capital market remains very interested in HELLA as a company. An up-to-date list of brokers and their recommendations for the share can be viewed in the Investor Relations section of the website at [www.hella.de/ir](http://www.hella.de/ir).

### Shareholder structure

Following the placement in May 2015, the free float of the HELLA share remains unchanged at 27.7%. The family shareholders are the largest shareholder group, accounting for around 72% of HELLA shares. The rest of the shares are owned by institutional investors and also by private shareholders. In the period under review, none of these held reportable shareholdings.

# INTERIM GROUP STATUS REPORT

## for the first six months of the fiscal year 2015/2016

### Economic report

#### General economic conditions

In the first six months of HELLA's fiscal year 2015/2016 (June 2015 to November 2015) the global economy continued its muted performance. According to the IMF, six years on from the economic and financial crisis global growth remains unstable and shows little momentum, with pronounced regional differences. The industrialised nations reported stronger short-term growth in the second quarter of HELLA's fiscal year and are, according to the IMF, on a recovery path. Moreover, growth rates in Japan turned positive for the first time. By contrast, growth rates in the emerging markets continued to decline, also as a result of the low commodity prices the world over. Growth in China, which plays an important role for the global economy, slowed down although the government has reaffirmed its growth target of 7%. Lower prices for oil and commodities, which fell further in November following a temporary phase of stabilisation, helped support growth in the industrialised countries, in particular. Then again, uncertainties and concerns about the growth policy in China weighed on the climate for investment, resulting in the postponement of long-term investment projects and a declining propensity to invest. The expected turnaround in the interest rate policy of the US Federal Reserve (FED) and the resultant uncertainty about the trend of global financial flows constitute a further global growth risk which weighs particularly on the emerging markets via exchange rates and the flows of capital required.

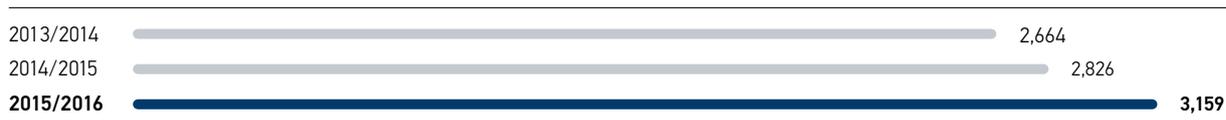
#### Economic growth in the automotive sector

Global passenger car unit sales recorded an overall good performance in the first 11 months of 2015. The main growth drivers of this trend were the USA, Western Europe and China. By contrast, the negative development of the Russian and Brazilian vehicle markets continued.

In the USA, new registrations of light vehicles rose by 5% to a total of 15.8 million units so far in the 2015 calendar year (January to November). While demand for light trucks remained high with a rise of 12%, demand for passenger cars declined slightly (-2%). The US recorded growth of around 10% in the second quarter of the fiscal year compared to the prior year's quarter.

New vehicle registrations in Western Europe recorded an increase of 8% to 12.1 million vehicles between January and November. All in all, the Western European market grew by some 8% to a good 3.4 million new vehicles in the second quarter of the fiscal year.

Following considerable fluctuations in growth since the beginning of the year, from January to November China recorded growth in the upper single-digit percentage range with 8% and approximately 17.7 million new registrations. In the second quarter of the fiscal year, the Chinese automotive market returned to double-digit percentage growth (15.1%) for the first time in a while. This development is mainly due to government incentives such as tax concessions granted since the beginning of the fourth quarter of the year for new cars with an engine size of up to 1.6 litres.

**HELLA Group sales (in € million) for the first six months of 2015/2016**

The Indian vehicle market has grown by a good 8% to 2.5 million new registrations so far this year. By contrast, the decline of the Russian and Brazilian vehicle markets continued unabated. Both nations also experienced double-digit percentage drops in the light vehicle market. Thus Russia fell 35% below the prior year's level in the period from January to November and Brazil 24% below.

**Business development and situation of the Group****Growth after six months of 11.8%**

The growth course of the HELLA Group continued in the second quarter of the fiscal year 2015/2016. With an increase of 10.3% over the prior year's quarter, consolidated sales during the period from September to November came to € 1.7 billion. The pace of growth declined slightly when compared with the first quarter.

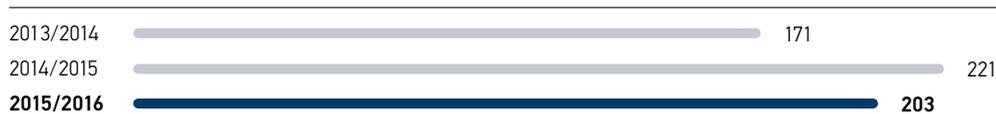
Compared to the prior year, sales in the first half of the fiscal year 2015/2016 increased by € 333 million to € 3.2 billion, equivalent to an increase of 11.8%. Changes in the exchange rates of the US dollar and the Chinese yuan, in particular, contributed 3.1 percentage points to this trend. At the end of the first quarter exchange-rate-related growth stood at 4 percentage points. The market outperformance of HELLA Group's sales when compared with global new registrations and sales of both passenger vehicles and light vehicles was around 9 percentage points in the first six months of the fiscal year.

The Automotive segment remained a driver of growth by serving automotive megatrends, such as energy efficiency (CO<sub>2</sub> reduction), safety and styling (LED). Despite declining initial registrations on the Chinese automotive market in the first quarter of the fiscal year, the growth trend continued in the second quarter thanks to solid demand in Europe and America and increased demand in China. The Automotive business with third-party companies thus continued to report strong growth in the first half of the year. The Aftermarket segment made up significant ground on the very weak demand recorded in the prior half-year.

**Results of operations****Adjusted earnings up 13% in the first half of the year**

Net operating profit/loss in the second quarter increased by € 7 million to € 134 million when compared with the prior year. This equates to a margin of 8.1% compared to 8.4% in the prior year. The result includes additional charges of € 18 million arising from the reported supplier default in China as well as restructuring expenses of € 3 million (prior year: € 3 million). Earnings adjusted for these charges were € 155 million in the second quarter and therefore € 25 million over the prior year's quarter. The adjusted EBIT margin rose by 0.7 percentage points from 8.6% to 9.3%.

Earnings of the first half-year were significantly weighed down by additional expenses in connection with the supplier default in China. The resultant expense came to € 47 million in the first

**Earnings before interest and income taxes (EBIT; in € million) for the first six months of 2015/2016**

half of the year and has thus essentially been absorbed. The measures introduced have stabilised the supply chain. Furthermore, around € 6 million were spent on restructuring measures in the period under review (prior year: € 5 million). Because of the aforementioned charges, net operating profit/loss (EBIT) in the first half-year fell by € 18 million to € 203 million when compared to the prior year. The EBIT margin therefore came to 6.4%. Adjusted earnings without the one-time charges rose by 13% from € 227 million in the prior year to € 256 million. The adjusted EBIT margin increased by 0.1 percentage points, from 8.0% to 8.1%.

Gross profit in the second quarter grew from € 423 million in the prior year's quarter to € 459 million. In relation to sales a margin of 27.6% was realised, compared to 28.0% in the prior year.

As in the first quarter, the good result of the first half-year is essentially due to the positive performance of gross profit although the latter was adversely affected to a considerable extent

by an additional expense of € 27 million (0.9% of sales) resulting from the default of a Chinese supplier. Nevertheless, growth of € 61 million to € 834 million along with a gross profit margin of 26.4% (prior year: 27.3%) was realised. This performance is based on volume effects and steady productivity growth in the Automotive segment. By contrast, the additional start-up costs of new products exerted a negative impact. Measures are being steadily taken in connection with active currency management to provide protection against exchange rate fluctuations. The expenses and income resulting from operational exchange rate hedging are included in the cost of sales.

Research and Development at HELLA remains the basis of technological competence and competitiveness, as it has been in the past. At € 152 million, the associated expenses were roughly in line with the prior year level. In relation to sales their share fell to 9.1%, compared to 10.1% in the prior year. The prior year's costs were, however, substantially higher due to the effects of shifting between the first and the second quarter.

**Research and development**

	<b>First half of 2015/2016</b>	+/-	First half of 2014/2015
R & D employees	<b>6,181</b>	5%	5,897
<b>EXPENSES IN € MILLION</b>			
Automotive	<b>275</b>	9%	252
Aftermarket and Special Applications	<b>16</b>	-5%	17
<b>Total</b>	<b>291</b>	<b>8%</b>	<b>269</b>
in % of sales	<b>9.2</b>		9.5

### Regional market coverage by end consumers for the first six months of 2015/2016



On a cumulative basis, research and development costs in the first half of the fiscal year increased by 8.3% to € 291 million (prior year: € 269 million). Their share of sales decreased from 9.5% in the prior year to 9.2%.

Distribution costs during the period from September to November 2015 grew by € 10 million to € 125 million compared with the prior year. The distribution cost ratio declined by 0.1 percentage points to 7.5% of sales.

So far this fiscal year, distribution costs of € 244 million have been incurred, equivalent to an increase of € 22 million or 9.7%. Thanks to a disproportionately small rise in costs, distribution costs in relation to sales were reduced by 0.1 percentage points to 7.7% compared to the prior year's period. Distribution costs include the cost of the international sales organisation of the Automotive segment and of the network of dealers but also the outbound freight costs to supply our customers.

Administrative costs rose by € 3 million to € 51 million in the second quarter. In relation to sales the percentage decreased by 0.1 percentage points to 3.1%.

Administrative costs rose from € 95 million to € 103 million in the first half of the year. Measured in terms of sales the ratio fell from 3.4% to 3.3%.

The result of other expenses and income fell by more than € 18 million in the second quarter, from € +5 million to € -14 million.

This figure includes additional expenses of € 14 million in connection with the default of a supplier in China.

In the first half of the year the balance of other expenses and income fell from € +6 million in the prior year to € -17 million. Of this figure, an additional expense of € 20 million resulted from the default of a Chinese supplier.

Income from the strategic network of joint ventures and other associates in the second quarter grew by € 2 million to € 17 million compared to the prior year's quarter.

At € 25 million, income in the first half of the year was slightly down on the corresponding prior year's figure of € 28 million, due to the sales trend in Korea in the first quarter and special items such as additional tax expense.

Compared to the second quarter of the prior year, net financial expense fell by € 3 million. This trend is also evident in a cumulative analysis. Thus net financial expense declined from € 24 million in the first half of the prior year to € 18 million this year. Financial expense was reduced on a sustained basis through the repayment of a high-interest financial liability in the first half of the prior fiscal year.

After taxes on income of € 37 million (prior year: € 27 million) the net surplus for the period was € 88 million, same as in the prior year. This equates to a return on sales of 5.3% compared to 5.8% in the prior year.

**HELLA Group equity (in € million; at 30 November of each year)**

2013	1,236
2014	1,706
<b>2015</b>	<b>1,919</b>

In the first half of the current fiscal year HELLA generated a net profit of € 131 million after taxes on income of € 52 million, or € 46 million in the prior year. Compared with the first half of the prior fiscal year this corresponds to a decline of € 19 million. In relation to sales this corresponds to 4.2%, down from 5.4% in the prior year.

### Results of operations of the segments

#### Growth trend of Automotive and Aftermarket continues

In the second quarter the Automotive business recorded segment sales growth of 3% to € 1.3 billion, primarily due to a reduction in inter-segment sales. Sales with third-party companies rose by 10% on the prior year's quarter. As a result, an operating result of € 109 million was generated along with an EBIT margin of 8.6%.

In the first half of the year the broad regional footprint continued to have a positive effect. Because HELLA's presence in countries such as India and Brazil is very limited and activities in the Automotive segment in Russia play only a minor role, the weakness of the general economic conditions in these regions has no materially negative impact on the segment's business performance. Segment sales rose by € 145 million to € 2.4 billion. The modest rise can also be explained by the sharp decline in sales with other segments. Sales with third-party companies rose by 12.4% compared with the prior year. The market outperformance of sales in the Automotive segment when compared with global new registrations and sales of passenger vehicles and light vehicles, was more than 9 percentage points in the first half of the fiscal year.

An EBIT of € 157 million was generated in the Automotive segment along with a margin of 6.5%. This equates to a decline of 28% compared to the prior year. The decrease is connected with the default of a Chinese supplier, which entailed a one-off charge amounting to € 47 million. Without this charge, the EBIT margin would have come to 8.5%, after 8.2% in the prior year. Despite additional expense for the start-up of production of complex products with LED technology in Eastern Europe and China, net operating profit/loss continued to rise.

The Aftermarket segment continued on its growth path in the second quarter relative to the prior year with a € 18 million or 6% increase in segment sales to € 317 million. A net operating profit/loss of € 21 million was generated in the second quarter along with an EBIT margin of 6.5%.

In the first half of the year the Aftermarket segment offset the substantial demand weakness of the same period in the prior year. Sales grew by 8% to € 623 million. Net operating profit/loss increased by € 5 million to € 38 million. In relation to sales a margin of 6.0% was realised, compared to 5.7% in the prior year.

The Special Applications segment, which pools business activities with producers of special vehicles and industrial lighting, recovered slightly from the recent weakness of demand in the agricultural sector.

Segment sales rose by 5.1% in the second quarter compared to the prior year's quarter. This also benefited net operating profit/loss with growth of 9.5% to € 4 million, which is equivalent to an EBIT margin of 5.2% and is thus at the prior year's level.

### Permanent employees in the HELLA Group (at 30 November of each year)

2013		29,690
2014		31,800
2015		32,731

In the first half of the year the performance in the second quarter was reflected in segment sales growth of 2% to € 155 million. EBIT rose by 13% on the prior year to € 10 million, with a margin of 6.3%, up from 5.7% in the prior year.

### Capital structure

#### Rise in operating cash flow of € 129 million in the first half-year

Cash generated from operating activities rose by € 121 million to € 301 million in the first half of the year. This figure includes € 6 million (prior year: € 13 million) in payouts for the partial retirement and voluntary severance programme in Germany and € 27 million for payouts in connection with the default of a Chinese supplier. Net capital expenditures as the balance of the net payment flows for the acquisition or sale of non-current assets (€ 249 million; prior year: € 237 million) and the corresponding customer reimbursements (€ 60 million; prior year: € 43 million) came to € 189 million and fell € 5 million short of the prior year's figure.

Cash generated from investing activities (excluding acquisitions) and operating activities correspondingly came to € 52 million, after resulting in a cash outflow of € 57 million in the prior year's half-year period. In operational terms, before payouts on restructurings and the one-off expense in connection with the supplier default in China and the acquisition of investments, the cash flow amounted to € 85 million. This represents an increase of € 129 million over the prior year's figure of € -44 million.

The acquisition of the shares in the wholesale business in Denmark and Poland, at 100% each, accounted for a total of € 58 million.

The annual general meeting on 25 September 2015 decided on a dividend of € 0.77 per share, which came to a total € 86 million paid out to shareholders.

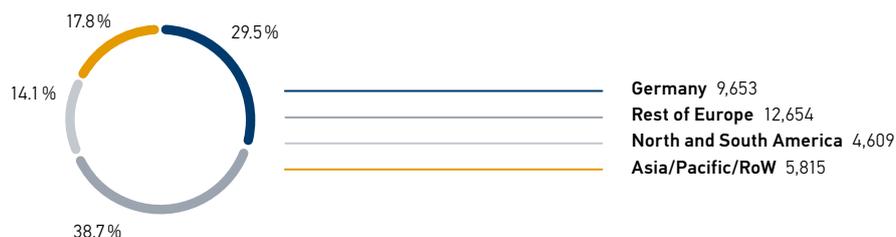
#### Continuing strong financial basis for growth

Compared to the end of the prior fiscal year, cash and cash equivalents and current financial assets decreased by € 84 million to € 923 million. The total of current and non-current financial liabilities rose to € 1,155 million, equivalent to an increase of € 16 million.

Net debt as the balance of cash and cash equivalents and current financial assets together with current and non-current financial liabilities increased by € 100 million to € 231 million in the first half of the year. At the reporting date the ratio of net debt to EBITDA for the last twelve months was 0.3, compared to 0.4 at the end of November 2014. The ratio was 0.2 at the end of the prior fiscal year.

The corporate rating issued by Moody's remains in the investment grade segment at Baa2 with a stable outlook. Moody's last updated its Credit Opinion in February 2015.

### Permanent employees in the HELLA Group by region (at 30 November)



### Financial position

At the reporting date the cash-relevant inflow as part of a factoring programme was € 90 million, € 10 million less compared with the end of the prior fiscal year. The factoring was final without right of recourse.

The high liquidity position of more than € 900 million still results in a substantial increase in total assets of € 86 million to € 5.0 billion in the first half of the year. The equity ratio remained unchanged at 38 % at the end of the second quarter.

The increase in total assets resulting from the high liquidity position influences the equity ratio significantly. The equity ratio in relation to total assets adjusted for liquidity comes to 47 %.

### Human Resources

At the reporting date on 30 November 2015 HELLA had 32,731 permanent staff worldwide. Against the prior year this corresponds to an increase of 2.9 % in the headcount, or 931 permanent employees. The most pronounced increase of 7.6 % was recorded in the region 'Rest of Europe'. This was due mainly to the hiring of new employees in Eastern Europe in the wake of production start-ups and the strengthening of HELLA's technological competence. The regions Asia, Pacific, RoW and North and South America reported a slight 0.4 % increase in personnel. In functional terms, around 19 % of the permanent staff are employed in Research and Development.

## Opportunity and risk report

There were no significant changes in the opportunities and risks during the period under review. There were also no significant changes in the ongoing investigations into cartels, the outcome of which is still not foreseeable at present. No new findings emerged in the second quarter.

Possible market risks that could arise due to events that have come to light in connection with the emissions tests for diesel passenger cars are currently still not foreseeable.

Details of the significant opportunities and risks may be found in our statements in the 2014/2015 consolidated financial statements.

## Forecast report

### Overall economic and industry-specific outlook

The world economy will most likely report a moderately positive performance in the coming quarters, although there are both macroeconomic and political risks which may have a significant impact on the global economy. The average annual growth rate for 2016 is expected to lie between 3.5 and 4.0 %. The development prospects in the individual economic regions and countries are very disparate. While the industrialised nations are considered to be in an economic recovery phase, growth in the emerging and developing countries is initially likely to be weak. Growth of 1.9 %

is forecast for the German economy next year. Despite the overall favourable outlook, the global economy continues to be exposed to economic risks, for example due to an abrupt tightening of US interest rates in tandem with an appreciation of the US dollar or a further slowdown in Chinese growth. Existing geopolitical tensions, such as in Syria and Russia, represent a further incalculable source of uncertainty for market players. Medium-term risks include a further downturn in global growth, which is already low.

According to the VDA, the global passenger car market is expected to grow by around 2 % to 78.1 million units in 2016. Despite a very heterogeneous market development, the three largest automotive markets of the USA, China and Western Europe will remain the relevant growth drivers with growth rates in the low single-digit percentage range. But the future prospects for the three economic regions are dimmed by rising market uncertainty and increasing unknowns in respect of the global economy. Possible decisions on exhaust regulations and emissions, the extent and consequences of which cannot be foreseen at present, contribute to a heightened level of uncertainty. Assuming that these general conditions do not deteriorate, the VDA is projecting a 1 % growth rate for the US market to 17.4 million light vehicles in 2016. An increase of 2 % (19.5 million passenger cars) is expected for China. The growth rate of Western Europe has been put at one percent to just under 13.1 million units. By contrast, declines in the double-digit percentage range (–20 % and –35 %, respectively) are projected for Brazil and Russia. The Japanese market is also forecast to contract by around 9 % in 2016. New registrations on the German passenger car market are likely to rise slightly to 3.2 million in 2016.

#### **Company-specific outlook**

Based on the above-mentioned general conditions and forecasts and assuming that there will be no serious economic upheaval as a result of political crises, for instance in the Middle East or in China, we expect the business activities of the HELLA Group to continue their positive development in the fiscal year 2015/2016.

As reported in the first quarter of HELLA's fiscal year (June 2015 to August 2015), net operating profit/loss (EBIT) has been weighed down significantly by the default of a Chinese supplier. The overall burden of non-recurring expenses and additional depreciation/amortisation is likely to reach up to a total of € 50 million for the full fiscal year 2015/2016.

Nevertheless HELLA still expects sales growth in the mid to high single-digit percentage range in the full fiscal year, even though EBIT will probably fall short of the prior year's level due to the one-off charge. As a result, the EBIT margin will decrease relative to the prior year. As things stand today, excluding this one-off charge from the supplier default, EBIT would record an increase in the mid to high single-digit percentage range over the prior year, as originally expected.

The forward-looking statements in this report are based on current assessments by HELLA's management. They are subject to risks and uncertainties which HELLA is not able to control or assess precisely, such as the future market environment and general economic conditions, actions by the other market players and government measures. If any of these or other uncertainties

or vagaries should occur, or if the assumptions on which these statements are based turn out to be incorrect, the actual results may differ materially from the results explicitly specified or implicitly contained in these statements.

#### **Other events in the fiscal half-year**

##### **→ Changes in the HELLA Management Board**

Carsten Albrecht, Managing Director of the Aftermarket, Special OE and Industries business division, left HELLA Geschäftsführungsgesellschaft mbH with effect from 31 October 2015 after seven years. Mr. Albrecht's role will be fulfilled temporarily by CEO Dr. Rolf Breidenbach until a successor can be appointed.

With effect from 30 November 2015 Jörg Buchheim, President & CEO China since January 2014, left HELLA Geschäftsführungsgesellschaft mbH. To streamline the matrix leadership structure the management of the region 'China', like that of all other regions, will in future be assumed via the global responsibility of the business divisions and corporate functions.

##### **→ Expansion of wholesale business through acquisitions**

In November HELLA took over the outstanding 21 percent stake in Denmark's FTZ, having already acquired 50 percent in Poland's Inter-Team in September. As a result, the former joint ventures

have now passed into full ownership by HELLA. Both companies had already been fully consolidated. With the acquisition of these stakes HELLA's wholesale activities in Northern and Eastern Europe, pooled in the Nordic Forum, are being systematically strengthened.

## **Events after the balance sheet date**

No events of special relevance other than those mentioned have taken place since the close of the first half of the fiscal year 2015/2016. Since the end of November 2015, the Group's net assets, financial position and results of operations have continued to develop positively.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

## Consolidated income statement

of HELLA KGaA Hueck & Co.

€ thousand	1st half-year 1 June to 30 November		2nd quarter 1 September to 30 November	
	2015/2016	2014/2015	2015/2016	2014/2015
Sales	3,159,129	2,826,014	1,663,167	1,508,209
Cost of sales	-2,325,460	-2,053,115	-1,204,530	-1,085,397
<b>Gross profit</b>	<b>833,669</b>	<b>772,899</b>	<b>458,637</b>	<b>422,812</b>
Research and development costs	-291,359	-268,966	-151,736	-152,271
Distribution costs	-243,855	-222,235	-124,945	-114,524
Administrative costs	-103,212	-94,754	-50,960	-48,450
Other income and expenses	-17,132	6,322	-13,754	4,667
Share of profit in investments accounted for using equity method	24,619	27,841	16,628	14,384
Other income from investments	25	20	25	0
<b>Net operating profit/loss (EBIT)</b>	<b>202,755</b>	<b>221,127</b>	<b>133,895</b>	<b>126,618</b>
Financial income	15,611	12,626	10,493	8,566
Financing costs	-34,021	-36,924	-19,257	-20,483
<b>Net financial result</b>	<b>-18,410</b>	<b>-24,298</b>	<b>-8,764</b>	<b>-11,917</b>
<b>Earnings before income taxes (EBT)</b>	<b>184,345</b>	<b>196,829</b>	<b>125,131</b>	<b>114,701</b>
Taxes on income	-52,981	-45,627	-36,726	-27,079
<b>Earnings for the period</b>	<b>131,364</b>	<b>151,202</b>	<b>88,405</b>	<b>87,622</b>
of which attributable:				
to the owners of the parent company	128,403	147,098	87,206	85,366
to non-controlling interests	2,961	4,104	1,199	2,256
Undiluted earnings per ordinary share in €	1.16	1.45	0.79	0.83
Diluted earnings per ordinary share in €	1.16	1.45	0.79	0.83

See Note 06 for explanations

## Consolidated statement of comprehensive income

(after-tax view)

of HELLA KGaA Hueck &amp; Co.

€ thousand	1st half-year 1 June to 30 November		2nd quarter 1 September to 30 November	
	2015/2016	2014/2015	2015/2016	2014/2015
<b>Earnings for the period</b>	<b>131,364</b>	<b>151,202</b>	<b>88,405</b>	<b>87,622</b>
Currency translation differences	-2,703	42,727	55,214	18,394
Financial instruments for cash flow hedging	11,149	-13,303	-1,628	-3,892
Changes realised in equity	10,301	-13,105	3,311	-5,775
Profits (-) or losses (+) recognised in profit and loss	848	-198	-4,939	1,883
Change in fair value of financial instruments available for sale	-1,227	2,578	5,044	2,742
Changes realised in equity	-1,334	2,403	5,531	2,057
Profits (-) or losses (+) recognised in profit and loss	107	175	-487	685
Share of other comprehensive income attributable to associates and joint ventures	128	6,233	11,598	1,826
<b>Items which were or can be transferred to profit or loss</b>	<b>7,219</b>	<b>32,002</b>	<b>58,630</b>	<b>17,244</b>
Revaluation from defined benefit pension plans	14,694	-32,120	-4,511	-5,461
Share of other comprehensive income attributable to associates and joint ventures	0	-1	0	-21
<b>Items never transferred to profit or loss</b>	<b>14,694</b>	<b>-32,120</b>	<b>-4,511</b>	<b>-5,461</b>
<b>Other comprehensive income for the period</b>	<b>21,913</b>	<b>-118</b>	<b>54,119</b>	<b>11,783</b>
<b>Comprehensive income for the period</b>	<b>153,277</b>	<b>151,084</b>	<b>142,524</b>	<b>99,405</b>
of which attributable:				
to the owners of the parent company	150,435	146,792	140,997	97,263
to non-controlling interests	2,842	4,292	1,527	4,292

## Consolidated statement of financial position

of HELLA KGaA Hueck & Co.

€ thousand	30 November 2015	31 May 2015	30 November 2014
Cash and cash equivalents	564,842	602,744	629,359
Financial assets	358,642	405,077	358,223
Trade receivables	912,117	839,322	790,375
Other receivables and non-financial assets	157,177	152,010	147,349
Inventories	705,793	608,853	657,824
Current tax assets	32,794	24,504	41,749
Non-current assets held for sale	3,357	3,357	5,917
<b>Current assets</b>	<b>2,734,722</b>	<b>2,635,867</b>	<b>2,630,796</b>
Intangible assets	227,494	220,861	201,899
Property, plant and equipment	1,591,393	1,612,331	1,449,507
Financial assets	18,590	19,653	16,414
Investments accounted for using equity method	263,261	266,768	258,337
Deferred tax assets	121,070	118,562	149,779
Other non-current assets	46,001	42,905	38,313
<b>Non-current assets</b>	<b>2,267,809</b>	<b>2,281,080</b>	<b>2,114,249</b>
<b>Assets</b>	<b>5,002,531</b>	<b>4,916,947</b>	<b>4,745,045</b>
Financial liabilities	87,283	100,221	100,910
Trade payables	678,602	573,893	637,238
Current tax liabilities	60,571	45,776	48,202
Other liabilities	536,260	556,934	366,691
Provisions	65,908	72,644	104,852
<b>Current liabilities</b>	<b>1,428,624</b>	<b>1,349,468</b>	<b>1,257,893</b>
Financial liabilities	1,067,566	1,038,886	1,149,161
Deferred tax liabilities	38,415	24,882	69,815
Other liabilities	205,569	236,371	250,736
Provisions	343,787	357,646	311,407
<b>Non-current liabilities</b>	<b>1,655,337</b>	<b>1,657,785</b>	<b>1,781,119</b>
Subscribed capital	222,222	222,222	222,222
Reserves and unappropriated surplus	1,690,551	1,658,016	1,453,200
Equity before non-controlling interests	1,912,773	1,880,238	1,675,422
Non-controlling interests	5,797	29,456	30,611
<b>Equity</b>	<b>1,918,570</b>	<b>1,909,694</b>	<b>1,706,033</b>
<b>Equity and liabilities</b>	<b>5,002,531</b>	<b>4,916,947</b>	<b>4,745,045</b>

## Consolidated cash flow statement

of HELLA KGaA Hueck & Co. for the period from 1 June to 30 November

€ thousand	2015/2016	2014/2015
<b>Profit before income taxes</b>	<b>184,345</b>	<b>196,829</b>
+ Depreciation and amortisation	197,251	159,691
+/- Change in provisions	1,241	-4,343
+ Payments received for series production	59,889	43,338
- Non-cash sales transacted in previous periods	-49,013	-42,758
- Other non-cash income	-40,072	-22,475
- Profits from the sale of non-current assets	-623	-157
+ Net financial result	18,410	24,298
+/- Change in trade receivables and other assets not attributable to investing or financing activities	-77,644	-98,279
- Increase in inventories	-103,632	-79,900
+/- Change in trade payables and other liabilities not attributable to investing or financing activities	137,661	63,706
+ Interest received	1,211	7,527
- Interest paid	-8,537	-33,000
+ Tax refunds received	3,099	2,818
- Taxes paid	-50,700	-60,294
+ Dividends received	28,382	23,497
<b>= Net cash flow from operating activities</b>	<b>301,268</b>	<b>180,499</b>
+ Cash proceeds from the sale of property, plant and equipment and intangible assets	5,078	4,472
- Payments for the purchase of property, plant and equipment and intangible assets	-254,015	-241,832
+ Repayments of loans from associates or unconsolidated companies	650	0
+ Cash proceeds from the liquidation of a non-consolidated company	107	0
- Payments for acquisition of subsidiaries, less cash received	0	-405
- Settlement for capital contribution in associates	0	-16,694
+ Cash proceeds from capital decrease in investments accounted for using equity method	2,766	13,200
<b>= Net cash flow from investing activities</b>	<b>-245,414</b>	<b>-241,259</b>
- Payments for the repayment of financial liabilities	-50,714	-23,497
+ Cash proceeds from borrowing	53,844	59,993
- Payments made for acquiring shares of non-controlling interests	-57,789	0
+ Cash proceeds for the sale of securities (settlements in the prior year)	45,179	-519
- Dividend paid	-86,612	-59,060
- Repayment of bond issued in October 2009	0	-200,002
+ Net cash proceeds from shares issued	0	272,325
<b>= Net cash flow from financing activities</b>	<b>-96,092</b>	<b>49,240</b>
<b>= Net change in cash and cash equivalents</b>	<b>-40,238</b>	<b>-11,519</b>
+ Cash and cash equivalents as at 1 June	602,744	637,226
+/- Effect of exchange rate fluctuations on cash and cash equivalents	2,336	3,654
<b>= Cash and cash equivalents as at 30 November</b>	<b>564,842</b>	<b>629,359</b>

## Consolidated statements of changes in equity

of HELLA KGaA Hueck & Co.

€ thousand	Subscribed capital	Capital reserve	Currency translation reserve	Reserve for financial instruments for cash flow hedging
<b>As at 1 June 2014</b>	<b>200,000</b>	<b>0</b>	<b>-33,397</b>	<b>-63,838</b>
Earnings for the period	0	0	0	0
Other comprehensive income for the period	0	0	42,535	-13,299
<b>Comprehensive income for the period</b>	<b>0</b>	<b>0</b>	<b>42,535</b>	<b>-13,299</b>
Issue of new capital against cash contributions	22,222	255,556	0	0
Issuing costs	0	-5,830	0	0
Distributions to shareholders	0	0	0	0
<b>Transactions with shareholders</b>	<b>22,222</b>	<b>249,726</b>	<b>0</b>	<b>0</b>
<b>As at 30 November 2014</b>	<b>222,222</b>	<b>249,726</b>	<b>9,138</b>	<b>-77,137</b>
<b>As at 1 June 2015</b>	<b>222,222</b>	<b>250,234</b>	<b>81,505</b>	<b>-89,092</b>
Earnings for the period	0	0	0	0
Other comprehensive income for the period	0	0	-2,584	11,149
<b>Comprehensive income for the period</b>	<b>0</b>	<b>0</b>	<b>-2,584</b>	<b>11,149</b>
Distributions to shareholders	0	0	0	0
Changes in ownership interests in subsidiaries	0	0	-159	0
<b>Transactions with shareholders</b>	<b>0</b>	<b>0</b>	<b>-159</b>	<b>0</b>
<b>As at 30 November 2015</b>	<b>222,222</b>	<b>250,234</b>	<b>78,762</b>	<b>-77,943</b>

See also Note 14 for information on equity

	Reserve for financial instruments available for sale	Revaluation from defined benefit pension plans	Other retained reserves/ profit carried forward	Equity before non-controlling interests	Non-controlling interests	Total capital
	<b>4,447</b>	<b>-48,276</b>	<b>1,253,246</b>	<b>1,312,182</b>	<b>29,879</b>	<b>1,342,061</b>
	0	0	147,098	147,098	4,104	151,202
	2,578	-32,120	0	-306	188	-118
	<b>2,578</b>	<b>-32,120</b>	<b>147,098</b>	<b>146,792</b>	<b>4,292</b>	<b>151,084</b>
	0	0	0	277,778	0	277,778
	0	0	0	-5,830	0	-5,830
	0	0	-55,500	-55,500	-3,560	-59,060
	<b>0</b>	<b>0</b>	<b>-55,500</b>	<b>216,448</b>	<b>-3,560</b>	<b>212,888</b>
	<b>7,025</b>	<b>-80,396</b>	<b>1,344,844</b>	<b>1,675,422</b>	<b>30,611</b>	<b>1,706,033</b>
	<b>10,469</b>	<b>-70,904</b>	<b>1,475,804</b>	<b>1,880,238</b>	<b>29,456</b>	<b>1,909,694</b>
	0	0	128,403	128,403	2,961	131,364
	-1,227	14,694	0	22,032	-119	21,913
	<b>-1,227</b>	<b>14,694</b>	<b>128,403</b>	<b>150,435</b>	<b>2,842</b>	<b>153,277</b>
	0	0	-85,556	-85,556	-1,056	-86,612
	0	0	-32,185	-32,344	-25,445	-57,789
	<b>0</b>	<b>0</b>	<b>-117,741</b>	<b>-117,900</b>	<b>-26,501</b>	<b>-144,401</b>
	<b>9,242</b>	<b>-56,210</b>	<b>1,486,466</b>	<b>1,912,773</b>	<b>5,797</b>	<b>1,918,570</b>

# SELECTED EXPLANATORY NOTES

## 01 Basic information

HELLA KGaA Hueck & Co. (HELLA KGaA) and its subsidiaries (collectively referred to as the "Group") develop and manufacture lighting technology and electronics components and systems for the automotive industry. The Group also produces complete vehicle modules and air conditioning systems in joint venture undertakings. The Group's production and manufacturing sites are located across the globe; its most significant markets are in Europe, the USA and Asia, particularly Korea and China. In addition, HELLA has its own international sales network for vehicle accessories of all kinds.

The Company is a stock corporation, which was founded and is based in Lippstadt, Germany. The address of the Company's registered office is Rixbecker Str. 75, Lippstadt.

This interim report has been prepared as a condensed interim report in accordance with the requirements of the International Financial Reporting Standards (IFRS) applicable as of 30 November 2015 and as adopted by the European Union. The interim report was created in accordance with IAS 34 Interim Financial Reporting. The interim financial statements are accompanied by an interim management report. The comparative values of the prior fiscal year were determined in accordance with the same principles.

The interim financial statements are prepared in euros (€). Amounts are stated in thousands of euros (€ thousand). The interim financial statements are prepared using accounting and measurement methods that are applied consistently within the Group on the basis of amortised historical cost. This does not apply to assets that are available for sale and derivative financial instruments, which are measured at fair value. The consolidated income statement is prepared using the cost-of-sales method. The current/non-current distinction is observed in the consolidated statement of financial position. The amounts stated under current assets and liabilities are for the most part due for settlement within twelve months. Accordingly, non-current items are mainly due for settlement in more than twelve months. In order to enhance the clarity of the presentation, items of the consolidated statement of financial position and consolidated income statement have been grouped together where this is appropriate and possible. Please note that where sums and percentages in the report have been rounded, differences may arise as a result of commercial rounding.

## 02 Scope of consolidation

In addition to HELLA KGaA Hueck & Co., all significant domestic and foreign subsidiaries that are directly or indirectly controlled by HELLA are consolidated. Material joint ventures are included in the consolidated financial statements in accordance with the equity method of accounting.

Number	30 Nov 2015	31 May 2015	30 Nov 2014
Fully consolidated companies	99	101	104
Companies accounted for using equity method	53	52	49

### 03 Accounting and measurement methods

The accounting and measurement methods used in the interim report are the same as those used in the consolidated financial statements of 31 May 2015. These methods are explained in detail in the consolidated financial statements of 31 May 2015.

### 04 Currency translation

Exchange differences arising from the translation of earnings and items of the statement of financial position of all Group companies which have a functional currency deviating from the euro are reported within the reserves for currency translation differences.

The exchange rates used to translate the main currencies for HELLA were as follows:

	Reporting date		Average 1st half-year		Reporting date	
	31 May 2015	31 May 2014	2015/2016	2014/2015	30 Nov 2015	30 Nov 2014
€ 1 = US dollar	<b>1.0970</b>	1.3607	<b>1.1093</b>	1.3082	<b>1.0579</b>	1.2483
€ 1 = Czech koruna	<b>27.4010</b>	27.471	<b>27.1103</b>	27.5926	<b>27.0300</b>	27.6520
€ 1 = Japanese yen	<b>135.9500</b>	138.36	<b>135.5139</b>	138.9042	<b>130.2200</b>	147.6900
€ 1 = Australian dollar	<b>1.4338</b>	1.4635	<b>1.5191</b>	1.4391	<b>1.4671</b>	1.4647
€ 1 = Chinese renminbi	<b>6.7994</b>	8.5025	<b>6.9953</b>	8.0641	<b>6.7689</b>	7.6673
€ 1 = South Korean won	<b>1,220.3100</b>	1,389.2200	<b>1,279.6862</b>	1,363.8692	<b>1,224.2100</b>	1,385.5800
€ 1 = Romanian leu	<b>4.4425</b>	4.4030	<b>4.4365</b>	4.4139	<b>4.4503</b>	4.4278

## 05 Particular business transactions

A Chinese supplier dropped out during the first quarter and unexpectedly ended its contractual delivery obligations. The manufacture of the intermediate products affected was reorganised completely in order to protect the supply chain, resulting in a significant increase in expenses, such as special freight costs and additional impairments. All in all, this resulted in an extraordinary charge against net operating profit/loss in the first half-year. The increase in expenses still outstanding leads to losses from existing trade receivables, for

which provisions will be reported. In summary, cost of sales include € 27,070 thousand in additional charges. In addition, the goodwill of € 5,611 thousand reported for the Group entity was subject to an impairment analysis and fully impaired in the result, and reported together with other cross-functional costs of € 14,178 thousand under other income and expenses. The additional charge for the half-year totals is € 47,196 thousand.

## 06 Sales

Sales for the first six months of the fiscal year 2015/2016 amounted to € 3,159,129 thousand (prior year: € 2,826,014 thousand). Sales are attributable entirely to the sale of goods and services rendered.

The sales can be classified as follows:

€ thousand	2015/2016	2014/2015
Sales from the sale of goods	2,999,335	2,751,571
Sales arising from the rendering of services	159,794	74,443
<b>Sales total</b>	<b>3,159,129</b>	<b>2,826,014</b>

## 07 Earnings per share

Undiluted earnings per share are calculated by dividing the share of earnings attributable to the shareholders of HELLA KGaA Hueck & Co. by the weighted average number of ordinary shares issued.

An issue of new capital on 7 November 2014 increased the number of outstanding shares by 11,111,112 to 111,111,112.

Undiluted earnings per share amounted to €1.16 and are equivalent to diluted earnings per share.

Number of shares	30 November 2015	30 November 2014
<b>Weighted average number of shares in circulation during the period</b>		
Ordinary shares, undiluted	111,111,112	101,457,195
Ordinary shares, diluted	111,111,112	101,457,195
<b>€ thousand</b>	<b>2015/2016</b>	<b>2014/2015</b>
Share of profit attributable to shareholders of the parent company	128,403	147,098
<b>€</b>	<b>2015/2016</b>	<b>2014/2015</b>
<b>Earnings per share, undiluted</b>	<b>1.16</b>	<b>1.45</b>
<b>Earnings per share, diluted</b>	<b>1.16</b>	<b>1.45</b>

## 08 Segment reporting

External segment reporting is based on internal reporting (so-called management approach). Segment reporting is based solely on financial information used by the company's decision makers for the internal management of the company and to make decisions regarding the allocation of resources and measurement of profitability.

The Lighting and Electronics business divisions are reported together in the Automotive segment. Both business divisions serve a similar customer base worldwide. Both segments are therefore subject to broadly similar economic cycles and market developments. In addition, the individual products have comparable lifecycles. Original Equipment provides lighting and electronics components to automobile manufacturers and other tier-1 suppliers worldwide through an integrated distribution network. The product portfolio of the Lighting business division includes headlamps, signal lamps, interior lamps, and lighting electronics. The Electronics business division focuses on the product areas of body electronics, energy management, as

well as driver assistance systems and components (e.g. sensors and engine compartment actuators). The Automotive segment develops, produces and sells vehicle-specific solutions, and develops and brings to market technological innovations. The margins attainable within the segment are mainly dependent on the respective technology used, and to a lesser extent on customers, regions, and products.

The Aftermarket business segment is responsible for the trade in automotive parts and accessories, and the wholesale business. The trade product portfolio includes service parts for the Lighting, Electrical, Electronics, and Thermal Management segments. In addition, the automotive parts and accessories businesses and garages receive sales support through a modern, rapid information and ordering system, as well as through competent technical service. The Aftermarket segment makes only limited use of the Automotive segment's resources, and largely produces the independently developed items in its own plants.

The segment information for the first half of the fiscal years 2015/2016 and 2014/2015 is as follows:

€ thousand	Automotive		Aftermarket		Special Applications	
	2015/2016	2014/2015	2015/2016	2014/2015	2015/2016	2014/2015
Sales with third-party companies	<b>2,392,286</b>	2,127,614	<b>596,595</b>	547,440	<b>154,222</b>	150,961
Inter-segment sales	<b>20,347</b>	140,130	<b>26,780</b>	30,316	<b>1,075</b>	795
Cost of sales	<b>-1,847,740</b>	-1,738,166	<b>-414,586</b>	-388,802	<b>-97,284</b>	-97,348
<b>Gross profit</b>	<b>564,893</b>	<b>529,578</b>	<b>208,789</b>	<b>188,954</b>	<b>58,013</b>	<b>54,408</b>
Research and development costs	<b>-275,432</b>	-252,308	<b>-7,378</b>	-7,908	<b>-8,378</b>	-8,750
Distribution costs	<b>-54,745</b>	-48,520	<b>-155,845</b>	-143,124	<b>-33,357</b>	-30,591
Administrative costs	<b>-86,725</b>	-74,216	<b>-15,919</b>	-12,950	<b>-7,980</b>	-7,628
Other income and expenses	<b>-12,438</b>	5,795	<b>5,020</b>	4,749	<b>1,463</b>	1,170
Result of investments accounted for using equity method	<b>21,811</b>	24,797	<b>2,808</b>	3,044	<b>0</b>	0
<b>Earnings before interest and income taxes</b>	<b>157,364</b>	<b>185,126</b>	<b>37,475</b>	<b>32,765</b>	<b>9,761</b>	<b>8,609</b>
Additions to non-current assets	<b>167,316</b>	155,922	<b>11,030</b>	15,597	<b>5,309</b>	227

Sales for fiscal years 2015/2016 and 2014/2015 are as follows:

€ thousand	2015/2016	2014/2015
<b>Total sales of the reporting segments</b>	<b>3,191,305</b>	<b>2,997,256</b>
Sales in other divisions	45,926	0
Elimination of intersegment sales	-78,102	-171,242
<b>Consolidated sales</b>	<b>3,159,129</b>	<b>2,826,014</b>

The sales generated by the other divisions are attributable to the rendering of personnel services to the reported segments or third-party companies.

Reconciliation of the segment results with consolidated net profit/loss:

€ thousand	2015/2016	2014/2015
<b>EBIT of the reporting segments</b>	<b>204,600</b>	<b>226,500</b>
EBIT of other divisions	3,886	20
Unallocated income	-5,731	-5,393
<b>Consolidated EBIT</b>	<b>202,755</b>	<b>221,127</b>
Net financial result	-18,410	-24,298
<b>Consolidated EBT</b>	<b>184,345</b>	<b>196,829</b>

The voluntary partial retirement and severance payment programme that was initiated in June 2013 led to an expense of € 5,731 thousand (prior year: € 5,393 thousand), which is attributable to income and expenses outside the reported segments.

## 09 Notes to the cash flow statement

As at 31 May 2015, the cash funds comprise exclusively cash and cash equivalents. In accordance with IFRS 3.45, provisional figures on the acquisition of the additional stake in Hella Nussbaum Solutions were reported in the interim report as of November 2014, which were specified in the consolidated financial state-

ments as of May 2015. This resulted in a reduction of € 245,000 in net cash flow from operating activities and a reverse correction of net cash generated from investing activities. The figures for the first half of 2014/2015 were adopted in accordance with the figures in the consolidated financial statements of May 2015.

## 10 Other receivables and current non-financial assets

€ thousand	30 November 2015	31 May 2015
Other current assets	41,456	21,272
Insurance receivables	18,881	16,434
Positive market value of currency hedges	3,914	5,457
<b>Subtotal other financial assets</b>	<b>64,251</b>	<b>43,163</b>
Advance payments	8,817	19,176
Prepaid expenses/deferred income	22,259	18,890
Receivables for partial retirement	995	2,323
Advance payments to employees	2,737	1,953
Other tax receivables	58,119	66,505
<b>Total</b>	<b>157,177</b>	<b>152,010</b>

## 11 Other non-current assets

€ thousand	30 November 2015	31 May 2015
Receivables from finance leases	38,072	35,707
Other non-current assets	2,644	2,640
<b>Subtotal other financial assets</b>	<b>40,716</b>	<b>38,347</b>
Advance payments	1,086	1,179
Prepaid expenses/deferred income	2,618	1,411
Plan assets	1,581	1,968
<b>Total</b>	<b>46,001</b>	<b>42,905</b>

## 12 Other liabilities

€ thousand	30 November 2015		31 May 2015	
	Non-current	Current	Non-current	Current
Derivatives	100,906	18,121	126,839	18,655
Other financial liabilities	1,166	155,403	941	190,254
<b>Subtotal other financial liabilities</b>	<b>102,072</b>	<b>173,524</b>	<b>127,781</b>	<b>208,909</b>
Other taxes	0	63,577	0	40,167
Accrued personnel liabilities	0	144,821	0	169,631
Advance payments received	783	18,927	984	19,577
Deferred revenue	102,714	135,411	107,607	118,649
<b>Total</b>	<b>205,569</b>	<b>536,260</b>	<b>236,371</b>	<b>556,934</b>

## 13 Disclosures on financial instruments

### General information on financial instruments

The carrying amounts and fair values of classes of financial instruments and the carrying amounts in accordance with IAS 39

measurement categories as at 30 November 2015 and as at 31 May 2015 are shown below.

€ thousand	Measurement category under IAS 39	Carrying amount 30 Nov 2015	Fair value 30 Nov 2015	Carrying amount 31 May 2015	Fair value 31 May 2015	Fair value hierarchy
Cash and cash equivalents	LaR	564,842	564,842	602,744	602,744	
Trade receivables	LaR	912,117	912,117	839,322	839,322	
Loans	LaR	331	331	204	204	
Other financial assets						
Derivatives used for hedging	n.a.	2,355	2,355	2,276	2,276	
Derivatives not used for hedging	HfT	1,558	1,558	3,181	3,181	
Available-for-sale financial assets	AfS	356,643	356,643	402,778	402,778	Level 1
Other receivables associated with financing activities	LaR	62,005	62,005	39,802	39,802	
<b>Financial assets (current)</b>		<b>1,899,851</b>	<b>1,899,851</b>	<b>1,890,307</b>	<b>1,890,307</b>	
Trade receivables	LaR	40,716	40,716	38,347	38,347	Level 2
Loans	LaR	7,809	7,809	8,559	8,059	Level 2
Other financial assets						
Available-for-sale financial assets	AfS	10,756	10,756	11,074	11,074	Level 2
Other receivables associated with financing activities	LaR	25	25	20	20	Level 2
<b>Financial assets (non-current)</b>		<b>59,306</b>	<b>59,306</b>	<b>58,000</b>	<b>57,500</b>	
<b>Financial assets</b>		<b>1,959,157</b>	<b>1,959,157</b>	<b>1,948,307</b>	<b>1,947,807</b>	
Financial liabilities	FLAC	85,440	85,440	97,153	97,153	
Trade payables	FLAC	678,602	678,602	573,893	573,893	
Other financial liabilities						
Derivatives used for hedging	n.a.	14,368	14,368	11,897	11,897	Level 2
Derivatives not used for hedging	HfT	3,753	3,753	6,224	6,224	Level 2
Financial lease liabilities	n.a.	1,844	1,844	3,068	3,068	
Other financial liabilities	FLAC	155,403	155,403	190,254	190,254	
<b>Financial liabilities (current)</b>		<b>939,410</b>	<b>939,410</b>	<b>882,489</b>	<b>882,489</b>	
Financial liabilities to banks	FLAC	178,688	183,468	153,793	152,506	Level 2
Bonds	FLAC	888,799	945,028	884,393	942,616	Level 1
Other financial liabilities						
Derivatives used for hedging	n.a.	100,090	100,090	118,625	118,625	Level 2
Derivatives not used for hedging	HfT	816	816	8,214	8,214	Level 2
Financial lease liabilities	n.a.	79	79	700	700	
Other financial liabilities	FLAC	1,166	1,166	941	941	
<b>Financial liabilities (non-current)</b>		<b>1,169,638</b>	<b>1,230,647</b>	<b>1,166,666</b>	<b>1,223,602</b>	
<b>Financial liabilities</b>		<b>2,109,048</b>	<b>2,170,107</b>	<b>2,049,155</b>	<b>2,106,091</b>	
Of which aggregated under IAS 39 measurement categories:						
Financial assets HfT		1,558	1,558	3,181	3,181	
LaR		1,587,845	1,587,845	1,528,998	1,528,498	
AfS		367,399	367,399	413,853	413,722	
Financial liabilities HfT		4,569	4,569	14,438	14,438	
FLAC		1,988,098	2,049,107	1,900,427	1,957,363	
Financial assets, derivatives used for hedging		2,355	2,355	2,276	2,276	
Financial liabilities, derivatives used for hedging		114,458	114,458	130,522	130,522	

Level 1: Measurement of market value based on listed, unadjusted prices on active markets.

Level 2: Measurement of market value based on criteria for assets and financial liabilities that can be either directly or indirectly derived from prices on active markets.

Level 3: Measurement of market value based on criteria that cannot be derived from active markets.

The Group reports possible transfers between different levels of the fair value hierarchy at the end of the reporting period in which the change occurred. As in the prior year, no transfers were made between different levels of the fair value hierarchy during the reporting period.

The carrying amounts of short-term financial instruments at the reporting date correspond to the market value owing to their short residual term and the fact that they are recognised at market value.

The carrying amounts of non-current financial liabilities also largely correspond to the market values owing to the mostly variable interest rates. Long-term financial instruments on the assets side are mainly determined by the other investments and loans. The fair values of these equity components measured at acquisition costs could not be determined as no stock exchange or market prices were available.

## 14 Equity

On the equity and liabilities side, share capital is recognised at its nominal value under the "Subscribed capital" item. The share capital amounts to € 222,222 thousand. The no-par value shares are issued to the bearer. All issued shares are fully paid up. Each share confers a right to vote and a right to dividends if distributions are agreed.

Under "Other retained earnings/profit carried forward", other retained earnings of the parent company and past earnings of consolidated companies are also included, unless they have been distributed. This item also includes the statutory reserve of the parent company. The statutory reserve is subject to the distribution restrictions specified in the German Stock Corporation Act (Aktiengesetz).

Offsetting of differences in assets and liabilities arising from the capital consolidation of subsidiaries consolidated before 1 June 2006, and the adjustments recognised directly in equity for the first-time adoption of IFRS are also included in this item. Actuarial gains and losses recognised directly in equity, the differences arising from the currency translation of the annual financial statements of foreign subsidiaries not recognised in profit or loss, the impact arising from the measurement of derivative financial instruments acquired for hedging purposes and financial assets not recognised in profit or loss, as well as financial assets from the available-for-sale category, are also recognised in this item.

Actuarial gains of € 14,952 thousand (prior year: a loss of € 32,120 thousand) were recognised in the item revaluation from defined benefit pension plans. The change in value of the defined benefit liabilities or of the assigned plan assets is attributable to calculation parameters and in particular the discount rate used here, which was 2.28% at the end of November 2015 (May 2015: 1.92%).

As at 25 September 2015, dividends totalling € 85,556 thousand (€ 0.77 per no-par value share) were distributed to owners of the parent company. Dividends in the amount of € 1,056 thousand were paid to non-controlling interests during the period.

As at 30 September 2015, further shares in the Polish company Inter-Team were acquired. The purchase price was € 33,296 thousand. This did not lead to any change in the accounting method, as Inter-Team was already fully consolidated. The company now holds a 100% share in Inter-Team after the purchase. Specifically, the Group recognised:

- a € 6,889 thousand reduction in non-controlling interests
- a € 26,262 thousand reduction in other retained earnings
- a € 146 thousand reduction in the currency translation reserve.

The carrying amount of the net assets of Inter-Team in the interim financial statements amounted to € 13,778 thousand at the time of acquisition. The following is a summary of the impact of changes in the Group's investment in Inter-Team:

<b>€ thousand</b>	
Share of company as at 1 June 2015	6,291
Impact of increase in the investment	6,889
Share of comprehensive income	1,127
<b>Share of company as at 30 November 2015</b>	<b>14,307</b>

Furthermore, the remaining 21.01 % share in the Danish automotive parts wholesaler FTZ was also acquired during the period under review for a purchase price of € 24,493 thousand. FTZ is now wholly-owned by the company after the purchase. As FTZ was already fully consolidated, this did not lead to any change in the accounting method. Specifically, the Group recognised:

- a € 18,556 thousand reduction in non-controlling interests
- a €5,923 thousand reduction in other retained earnings
- € 13 thousand reduction in the currency translation reserve.

The carrying amount of the net assets of FTZ in the interim financial statements amounted to € 88,326 thousand at the time of acquisition. The following is a summary of the impact of changes in the Group's investment in FTZ:

<b>€ thousand</b>	
Share of company as at 1 June 2015	64,171
Impact of increase in the investment	18,556
Share of comprehensive income	7,788
<b>Share of company as at 30 November 2015</b>	<b>90,515</b>

A detailed overview of the composition and changes in the results recognised directly in equity is presented in the consolidated statement of changes in equity. The Group aims to maintain a strong equity base. The Group strives to strike a balance between a higher return on equity, which would be possible through greater leverage, and the advantages and security offered by a solid equity position. The Group is aiming for a ratio of less than 1.0 for net debt to operating result before depreciation/amortisation (EBITDA) in the long term. The ratio as at 30 November was 0.3.

## 15 Events after the reporting date

No events of developments occurred after the end of the fiscal half-year that could have led to a material change to the recognition or the carrying amount of individual assets or liabilities as at 30 November 2015 or would have had to be reported.

Lippstadt, 18 December 2015

The personally liable managing partners of HELLA KGaA Hueck & Co.



Dr. Jürgen Behrend

HELLA Geschäftsführungsgesellschaft mbH



Dr. Rolf Breidenbach  
(Chair)



Markus Bannert



Dr. Wolfgang Ollig



Stefan Osterhage



Dr. Matthias Schöllmann

## Review report by the auditors

to HELLA KGaA Hueck & Co.

We have carried out an audit review of the condensed interim consolidated financial statements – consisting of the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of financial position, the consolidated cash flow statement, the consolidated statement of changes in equity and selected explanatory notes – and the interim group status report of HELLA KGaA Hueck & Co. for the period from 1 June to 30 November 2015, which are integral parts of the interim financial report in accordance with Section 37w Wertpapierhandelsgesetz (WpHG German Securities Trading Act). The preparation of the condensed interim consolidated financial statements in accordance with the IFRS applicable to interim financial reporting as adopted by the EU and of the interim group management report, in accordance with the regulations of the German Securities Trading Act applicable to interim group status reports, is the responsibility of the legal representative of the company. Our responsibility is to issue a review report on the condensed interim consolidated financial statements and on the interim group status report based on our review.

We have conducted a review report of the condensed interim consolidated financial statements and the interim group status report in accordance with the generally accepted German standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). These standards require that we plan and conduct the review so that we can through critical evaluation, preclude, with a certain level of assurance, that the interim consolidated financial statements have not been prepared, in material aspects, in accordance with IFRS for Interim Financial Reporting, as adopted by the EU, and that the inter-

rim group status report has not been prepared according to the applicable regulations of the WpHG. A review report is limited primarily to questioning company employees and to analytical evaluations, and therefore does not provide the level of certainty that is attainable from an audit of financial statements. As we did not perform an audit of financial statements, we cannot issue an audit report.

Based on the findings of our audit, we are not aware of any events that lead us to the conclusion that the condensed interim consolidated financial statements have not been prepared to the most part in accordance with the IFRS for interim financial statements and the interim management report has been prepared for the most part pursuant to the applicable reporting requirements of the WpHG for interim management reports as adopted by the EU or that the interim group status report has not been prepared mainly pursuant to the applicable reporting requirements of the WpHG for interim group status reports.

Bielefeld, 7 January 2016

KPMG AG  
Wirtschaftsprüfungsgesellschaft

Prof. Dr. Andrejewski  
Auditor

Hunke  
Auditor

## Declaration

on the interim consolidated financial statements and interim group status report of HELLA KGaA Hueck & Co. as at 30 November 2015.

To the best of our knowledge, the interim consolidated financial statements give a true and fair view of the net assets, financial position and results of operations of the Group and the company in accordance with applicable accounting principles, and the interim group status report include a fair review of the development and performance of the business and the position of both

the Group and the company, together with a description of the principal opportunities and risks associated with the expected development of the Group.

Lippstadt, 18 December 2015



Dr. Jürgen Behrend  
(personally liable and managing partner of HELLA KGaA Hueck & Co.)



Dr. Rolf Breidenbach  
(CEO of  
HELLA Geschäftsführungsgesellschaft mbH)



Markus Bannert  
(Managing Director of  
HELLA Geschäftsführungsgesellschaft mbH)



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(Managing Director of  
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(Managing Director of  
HELLA Geschäftsführungsgesellschaft mbH)



Dr. Matthias Schöllmann  
(Managing Director of  
HELLA Geschäftsführungsgesellschaft mbH)

# GLOSSARY

## **Adjusted EBIT**

Earnings before interest and income taxes and the non-recurring charges arising from the loss of the supplier in China, as well as the costs incurred in conjunction with the voluntary partial retirement and severance payment programme.

## **Adjusted EBIT margin**

Earnings before interest and income taxes and the non-recurring charges arising from the loss of the supplier in China, as well as the costs incurred in conjunction with the voluntary partial retirement and severance payment programme relative to sales.

## **Adjusted EBITDA**

Earnings before depreciation and amortisation, interest and income taxes and the non-recurring charges arising from the loss of the supplier in China, as well as the costs incurred in conjunction with the voluntary partial retirement and severance payment programme relative to sales.

## **Adjusted EBITDA margin**

Earnings before depreciation and amortisation, interest income taxes and the non-recurring charges arising from the loss of the supplier in China, as well as the costs incurred in conjunction with the voluntary partial retirement and severance payment programme relative to sales.

## **AFLAC**

Acronym for “American Family Life Assurance Company”. American insurance company specialised in health and life insurance.

## **Asia/Pacific/RoW**

The Asia / Pacific region comprises the countries of Asia as well as Australia and New Zealand. “Rest of world” is the term used to cover all other countries outside of those regions mentioned specifically, such as the African states.

## **Associates**

Associates are companies over which the Group exercises significant influence but no control.

## **At equity**

Inclusion in the consolidated financial statements using the equity method with proportional equity.

## **Compliance**

Compliance with regulations and social norms

## **DBO (defined benefit obligation)**

Value of obligations arising from the company pension scheme

## **EBIT (earnings before interest and taxes)**

Earnings before interest payments and income taxes

## **EBIT margin**

Return on sales (ratio of EBIT to sales)

## **EBITDA (earnings before interest, taxes, depreciation and amortisation)**

Earnings before depreciation, amortisation, interest and income taxes

## **EBITDA margin**

Ratio of EBITDA to sales

## **EBT (earnings before taxes)**

Profit before income taxes

## **Employees**

Unless defined otherwise, the employees are permanent staff.

## **IFRS (International Financial Reporting Standards)**

International accounting rules for company financial statements to guarantee international comparability of annual and consolidated financial statements

**Joint ventures**

Joint ventures are joint arrangements in which HELLA exercises joint control together with other partners and also has rights to the arrangement's equity.

**KGaA**

Acronym for "Kommanditgesellschaft auf Aktien", a partnership limited by shares. The KGaA combines the elements of a stock corporation with those of a limited partnership.

**NAFTA**

Acronym for "North American Free Trade Agreement". The North American Free Trade Agreement is a trade association between Canada, the USA and Mexico, and forms a free trade zone in North America.

**Net capital expenditures**

Payments for the acquisition of property, plant and equipment and intangible assets less cash proceeds from the sale of property, plant and equipment and intangible assets as well as payments received for series production.

**Net debt**

Net debt as the balance of cash and cash equivalents and current financial assets and current and non-current financial liabilities.

**North and South America**

This region comprises all countries of North and South America.

**Operating cash flow**

Cash generated from operating activities after capital expenditure, excluding company acquisitions and restructuring measures

**Rating**

In terms of financial accounting, the rating is a method for classifying creditworthiness. This rating is issued by independent rating agencies on the basis of a company analysis.

**R&D**

Research and development

**Rest of Europe**

This region comprises all countries in Europe including Turkey and Russia but excluding Germany.

**Return on equity**

The return on equity is a ratio calculated by dividing net income by shareholders' equity.

**Segment sales**

Sales with third-party companies and other business segments

**Segment sales of the business division**

Sales with third-party companies, other business segments and other business divisions of the same business segment

**SOE, Special OE (Special Original Equipment)**

Designation of "Special Original Equipment" at HELLA. In this division HELLA systematically taps customer target groups outside the automotive original equipment market, such as manufacturers of caravans/motorhomes, agricultural machinery and construction machinery as well as municipalities.

**Tier-1 supplier**

First-level supplier

**Working capital**

Holdings plus trade receivables minus trade receivables

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