

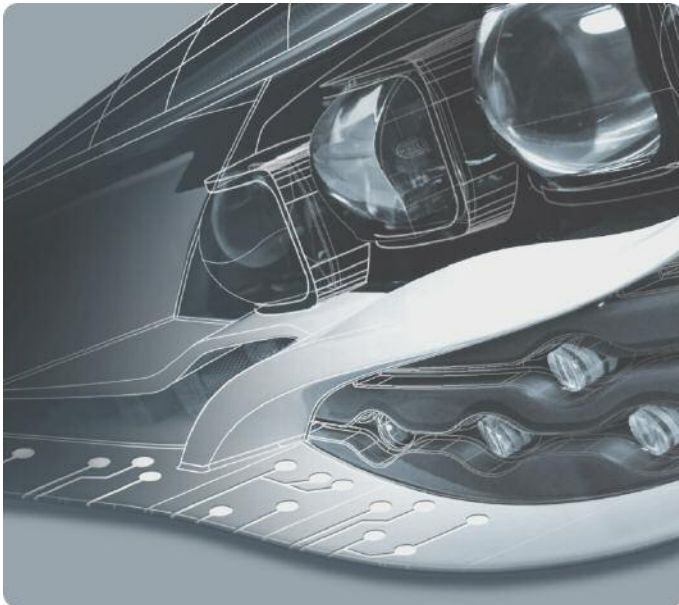


Technology with Vision

Company Presentation

HELLA KGaA Hueck & Co.

Q1 FY 2016/2017



Disclaimer

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This document may contain forward-looking statements and information on the markets in which the HELLA Group is active as well as on the business development of the HELLA Group. These statements are based on various assumptions relating, for example, to the development of the economies of individual countries, and in particular of the automotive industry. Various known and unknown risks, uncertainties and other factors (including those discussed in HELLA's public reports) could lead to material differences between the actual future results, financial situation, development or performance of the HELLA Group and/or relevant markets and the statements and estimates given here. We do not update forward-looking statements and estimates retrospectively. Such statements and estimates are valid on the date of publication and can be superseded.

This document contains an English translation of the accounts of the Company and its subsidiaries. In the event of a discrepancy between the English translation herein and the official German version of such accounts, the official German version is the legal valid and binding version of the accounts and shall prevail.



HELLA – Company Presentation Q1 FY 2016/17

Agenda

- HELLA at a Glance
- Investment Highlights
- Results Q1 FY 2016/17
- Outlook



Market and technology leadership as key strategic principles

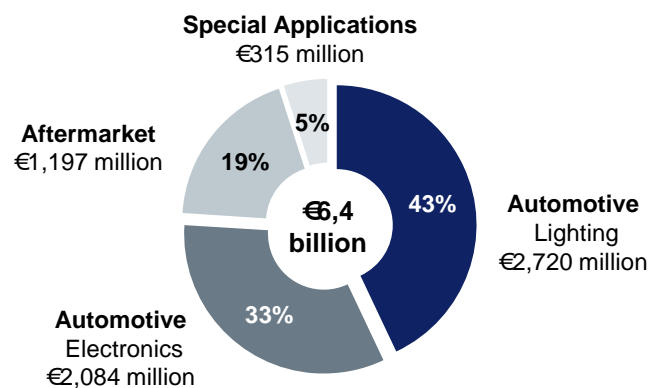
HELLA at a glance – Overview

KEY FACTS

- **Founded 1899** in Lippstadt (Germany)
- Global footprint with around **34,000 employees** at more than **125 locations** in over **35 countries**
- Integrated business portfolio in **Automotive, Aftermarket, and Special Applications**
- **Leading market positions** in automotive **Lighting and Electronics**
- One of the **top 40 automotive suppliers** in the world and **one of the 100 largest German industrial companies**

SALES BY BUSINESS SEGMENTS

external sales, fiscal year 2015/2016



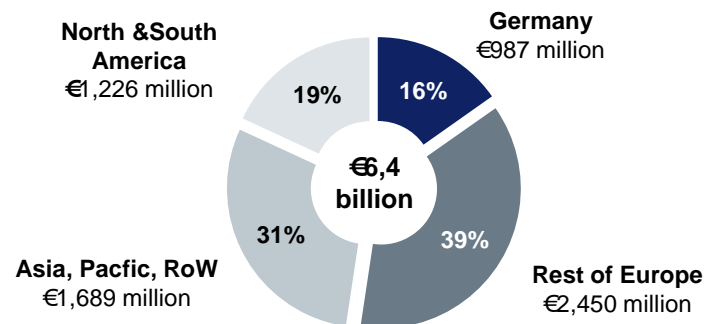
KEY FINANCIALS

in EUR millions and % of sales

| | FY 2014/15 | FY 2015/16 | Change |
|-------------------------------------|------------|--------------|--------------|
| Sales | 5,835 | 6,352 | +8,9% |
| Adjusted EBIT | 445 | 476 | +7,1% |
| Adjusted EBIT margin | 7.6% | 7.5% | -0.1% points |
| Adjusted Operative Cash Flow | 120 | 134 | +14 |

SALES BY REGIONS

end customers view, fiscal year 2015/2016

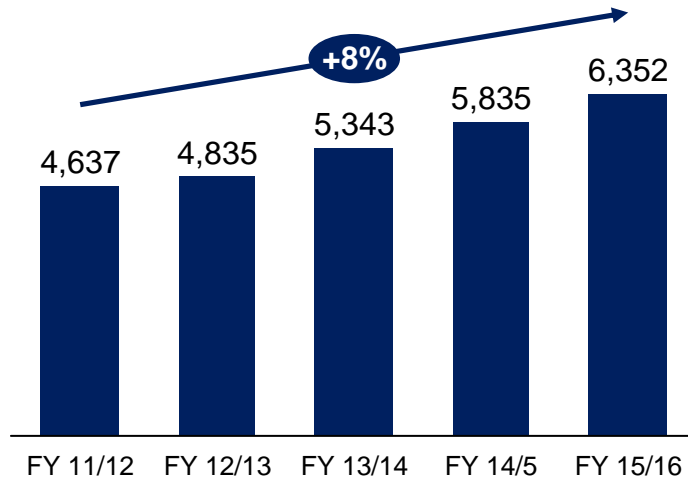


Track record of steady profitable growth

HELLA at a glance – Sales and EBIT development

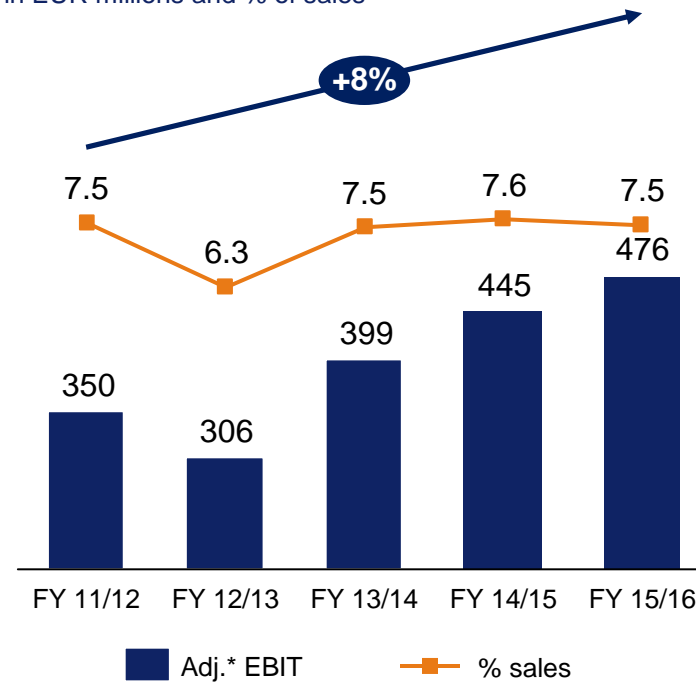
SALES

in EUR millions and % of sales



ADJUSTED EBIT*

in EUR millions and % of sales



- **Sustainable growth** during the last years with a clear **focus on organic growth**

- Overall **stable profitability**
- **Scale effects** and **increased efficiency** on structural costs drive margin

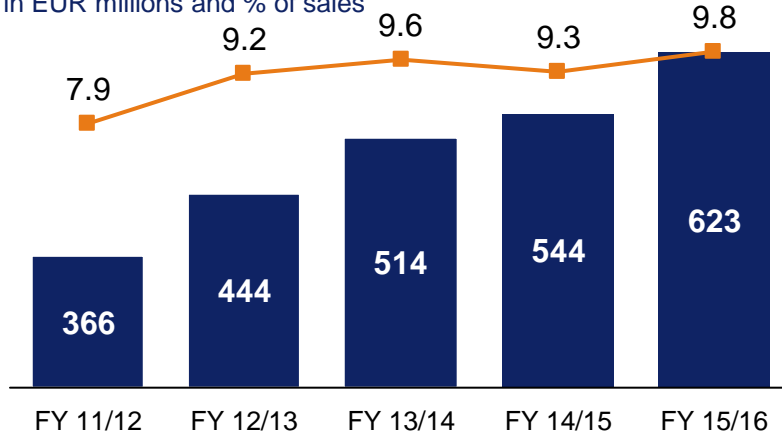
*adjusted for restructuring expenses and the effects of the supplier default in FY 15/16

Continued high R&D & CAPEX as basis for future growth

HELLA at a glance – R&D expenses and Net CAPEX development

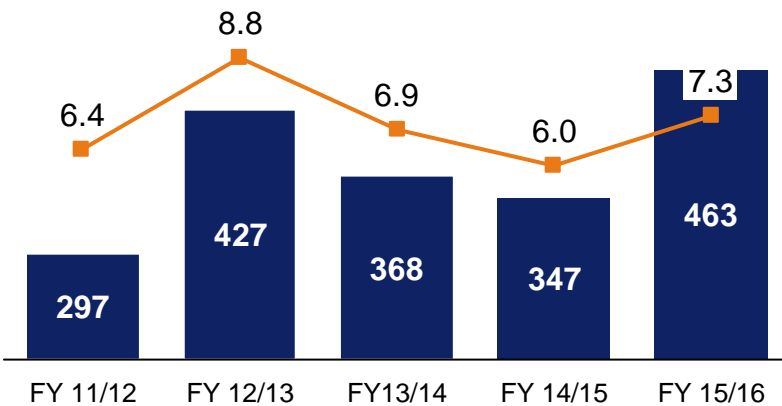
R&D EXPENSES

in EUR millions and % of sales



NET CAPEX

in EUR millions and % of sales



A Strong focus on products and technology






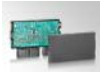












- Significant R&D investments in previous years set the basis for **strong top line future growth**
- Build-up of **local know-how**, high investment in **new technologies** (basic research), increased product complexity and **new product categories** (e.g. radar) drove recent expenses

B Continuous investments in customer-specific equipment and footprint increase

- **Strong product portfolio** geared to megatrends
- **Global production and R&D network**

Unique combination of competence set in advanced electronics and lighting technologies

HELLA at a glance – Selected products

| MARKET TRENDS | LIGHTING selected HELLA products | ELECTRONICS selected HELLA products |
|--|---|---|
| <p>ENVIRONMENT / EFFICIENCY</p>  <ul style="list-style-type: none"> ▶ Fuel System and Energy Management technologies for combustion engines, hybrids and electric vehicles ▶ Efficient lighting technologies like LED |  <p>Matrix-LED Headlight</p>  <p>LED Rear lamp</p> |  <p>48V DC/DC Converter</p>  <p>Cooling Valve Actuator</p>  <p>Battery Management System</p> |
| <p>SAFETY</p>  <ul style="list-style-type: none"> ▶ Light based assistance systems and optimal illumination ▶ Sensors for detection of the driving environment |  <p>HD headlamps systems (Advanced Front-Lighting)</p>  |  <p>24 GHz Rear radar</p>  <p>77GHz Front radar</p> |
| <p>STYLING / COMFORT</p>   <ul style="list-style-type: none"> ▶ Optical elements for individual styling with LED or OLED lighting technology ▶ Enhanced personalization and interactions (vehicle to environment) ▶ Individualized and designed parts |  <p>OLED Rear lamp</p>  <p>LED Styling Headlight</p>  <p>Ambient Interior Lighting</p> |  <p>Design-driven Remote keys</p>  <p>Body Control Modules</p> |

Powerful global network to ensure customer proximity as well as cost competitiveness

HELLA at a glance – Global footprint

- ▶ 33,689 employees* are working for HELLA at more than 125 locations in over 35 countries



GLOBAL PRODUCTION AND DEVELOPMENT FOOTPRINT

| NUMBER OF SITES | NORTH / SOUTH AMERICA | EUROPE | ASIA / PACIFIC / ROW | Σ |
|-----------------|-----------------------|--------|----------------------|--------|
| PRODUCTION | 7 | 12 | 9 | 28 |
| DEVELOPMENT | 6 | 20 | 15 | 41 |
| Σ | 13 | 32 | 24 | 69 |
| Employees* | 4,690 | 23,034 | 5,905 | 33,689 |
| | 14% | 68% | 18% | |

* As of balance sheet date (May 31, 2016)



Broad automotive portfolio in strong growing areas

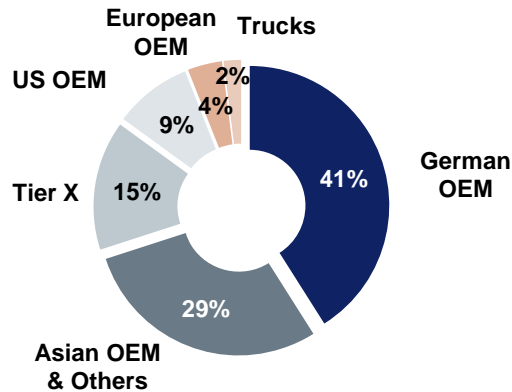
HELLA at a glance – Business Segment Automotive

BUSINESS OVERVIEW*

| | |
|---|--|
| Lighting <ul style="list-style-type: none"> ▪ Headlamps ▪ Rear Combination Lamps ▪ Small Lamps ▪ Interior Lighting ▪ Lighting Electronics | <ul style="list-style-type: none"> ▶ #1 market position in LED headlamps Europe ▶ #3-4 global and #1-2 European market position in OE passenger car lighting |
| Electronics <ul style="list-style-type: none"> ▪ Components ▪ Energy Management ▪ Driver Assistance Systems ▪ Body Electronics ▪ Steering | <ul style="list-style-type: none"> ▶ #2-3 global and #1-2 European market position in defined automotive electronic segments |

AUTOMOTIVE SALES BY CUSTOMERS

excluding non-product sales, fiscal year 2015/2016



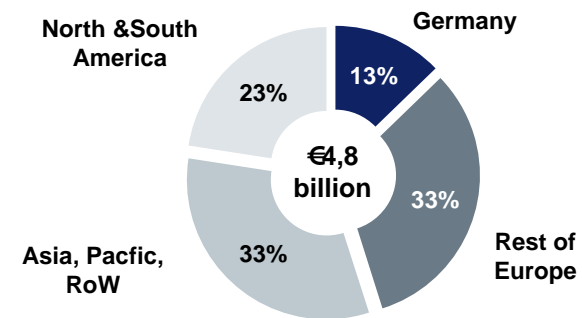
KEY FINANCIALS

in EUR millions and % of sales

| | FY 2014/15 | FY 2015/16 | Change |
|----------------------------|------------|--------------|--------|
| External Sales | 4,364 | 4,804 | +10.1% |
| Adjusted EBIT | 354 | 390 | +10.1% |
| Adjusted EBIT margin | 8.1% | 8.1% | +/-0 |
| External Sales Lighting | 2,427 | 2,720 | 12.1% |
| External Sales Electronics | 1,937 | 2,084 | 7.6% |

AUTOMOTIVE SALES BY REGIONS

external sales, fiscal year 2015/2016



* All figures related to the selected markets and product categories based on HELLA's portfolio, as covered in an external market study commissioned by HELLA (2014)



Competitive advantage through complete aftermarket solutions

HELLA at a glance – Business Segment Aftermarket

BUSINESS OVERVIEW



1 Independent Aftermarket (IAM)

- Sale of **own and third-party spare parts** to IAM wholesalers
- **Global presence** with sales into >100 countries
- **Strong position** of sales network and brand presence in **European market (# 1-3)**



2 Wholesale

- Building **holistic product portfolio** from part suppliers and **offering to IAM garages**
- **Market leader** in **Denmark**, and **second largest wholesaler** in **Poland**
- **Synergies through** HELLA wholesale organization “**Nordic Forum**”



3 Workshop Equipment

- Premium provider of **workshop solutions, diagnostic tools** and **advanced equipment** to garages
- Offering of **professional services**, e.g. technical data/hotline, trainings & financial services
- **One of the two largest suppliers** in German-speaking markets

KEY FINANCIALS

in EUR millions and % of sales

| | FY 2014/15 | FY 2015/16 | Change |
|-------------------------------|------------|--------------|--------------|
| Sales | 1,131 | 1,197 | +5.9% |
| EBIT | 73,1 | 80,1 | +9.5% |
| EBIT margin | 6.5% | 6.7% | +0.2% points |
| Sales IAM | 502 | 519 | +3.4% |
| Sales Wholesale | 496 | 534 | +7.7% |
| Sales Garage Equipment | 61 | 72 | +18.0% |

STRATEGIC FOCUS

Independent Aftermarket (IAM)

- ▶ Optimization of **product portfolio** and **customer access**

Wholesale Distribution

- ▶ Expansion of **digitalization strategy** (e.g. E-commerce, B2B2C)
- ▶ **Inorganic expansion**

Workshop Equipment

- ▶ Offering of **advanced high-tech garage equipment** (e.g. for E-mobility, autonomous driving)
- ▶ Systematic **use of own data and diagnostic competence**

Diversification of business portfolio based on existing strengths

HELLA at a glance – Business Segment Special Applications

BUSINESS OVERVIEW

- Development, production and sale of **lighting and electronics products for special vehicle manufacturers**
- **“Fast follower” of technological innovations in automotive segment** along mega-trends LED, energy efficiency and safety
- Application of know-how through **own research and development resources** and **dedicated production footprint**
- **Strong market position in lighting product** areas based on long-standing experience, in particular in Europe
- Focusing on **a variety of attractive target groups**

TARGET GROUPS



KEY FINANCIALS

in EUR millions and % of sales

| | FY 2014/15 | FY 2015/16 | Change |
|--------------------|------------|-------------|--------------|
| Sales | 308 | 315 | +2.0% |
| EBIT | 18,9 | 5,0 | -73.6% |
| EBIT margin | 6.1% | 1.6% | -4.5% points |

NOTE: EBIT decrease in FY 2015/16 mainly due to negative one-off effects in connection with the sale of the business fields „Industries“ (Street and Industrial Lighting) and „Airport Lighting“

STRATEGIC FOCUS

Lighting

- ▶ Drive **LEDfication**
- ▶ **Customized / semi-customized headlamp solutions** with innovative technology

Electronics

- ▶ Push **technology upgrade** growth with **E/E off-the-shelf**
- ▶ Enhance **electronic product portfolio**

Target groups

- ▶ Local **portfolios for emerging markets**
- ▶ **Parts of business to be analyzed** if competitive size is achievable

HELLA – Company Presentation Q1 FY 2016/17

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- Investment Highlights
- Results Q1 FY 2016/17
- Outlook

HELLA equity story is mainly based on four pillars

HELLA Investment Highlights – Overview

| | |
|--|---|
| 1 Outperformance of the automotive market based on technology leadership | <ul style="list-style-type: none">▶ Continuous investments in innovative technologies (e.g. LED, battery management, radar, camera software) to keep/achieve leading positions along automotive mega trends▶ Powerful global production and development footprint to participate in worldwide growth perspectives |
| 2 Attractive business model through strong aftermarket business | <ul style="list-style-type: none">▶ Unique value chain positioning in the aftermarket (parts, tools, services), also offering expansion into new business models (e.g. e-commerce)▶ Increased resilience of business model due to stable cash flow and profit generation by strong aftermarket share |
| 3 Proven operational excellence supporting continuous profitability generation | <ul style="list-style-type: none">▶ Stable gross profit margin generation based on established continuous improvement culture▶ Proven ability on management of SG&A costs to ensure competitive cost structure |
| 4 High financial stability ensuring long-term growth perspective | <ul style="list-style-type: none">▶ Conservative financial profile as a stable fundament▶ Good liquidity profile to finance long term growth strategy▶ High acquisition power |

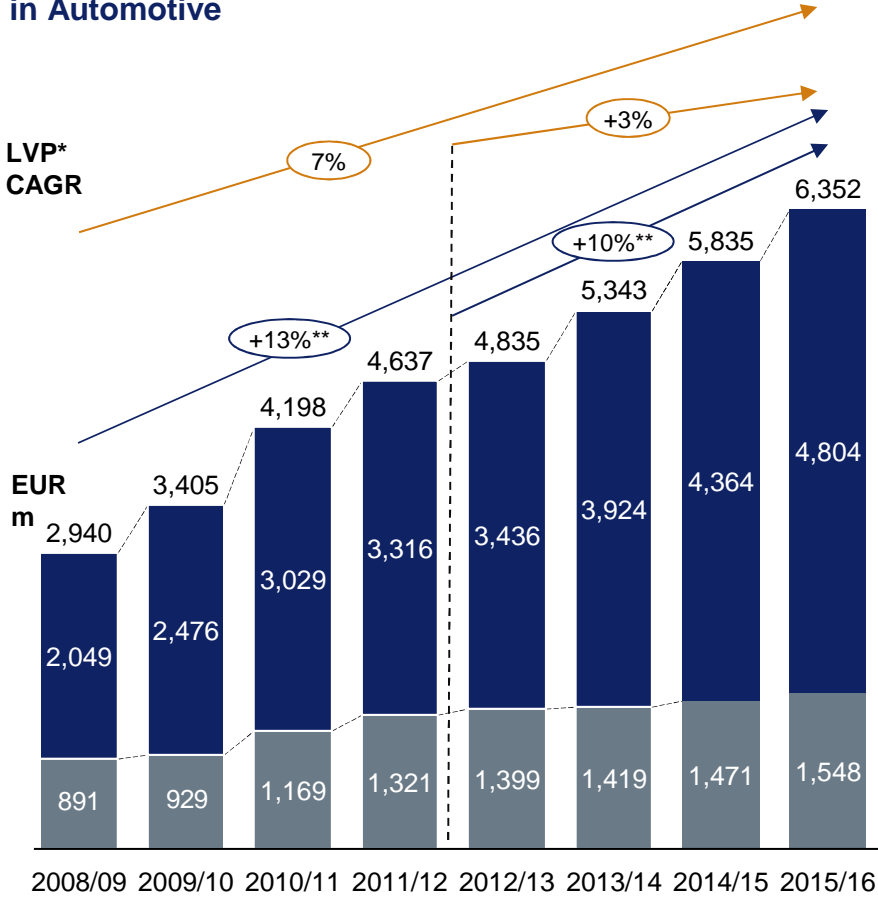
HELLA's automotive portfolio strongly outperformed the market

HELLA Investment Highlights – Market Outperformance

1

HELLA MARKET OUTPERFORMANCE

in Automotive



SOURCES OF GROWTH

- #### Automotive Lighting

 - **Technology leader** in LED with competence set in Light Based Assistance Systems
 - **Next development steps in lighting solutions and LED penetration** are strong organic growth drivers
- #### Automotive Electronics

 - HELLA solutions play **key role in automotive progress** since decades
 - Well positioned in automotive trends **energy efficiency** and **automated driving**

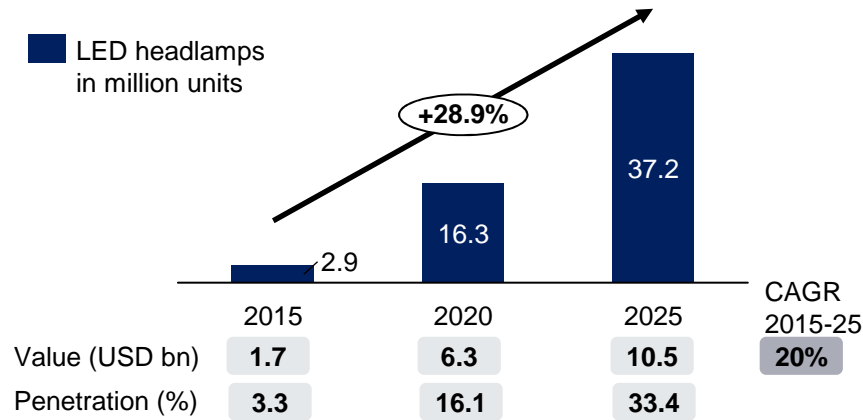
*Global Light Vehicle Production; ** CAGR Automotive segment only (external sales) including FX



LED headlamps as driver for outperformance

HELLA Investment Highlights – LED competence

LED to change the automotive market...

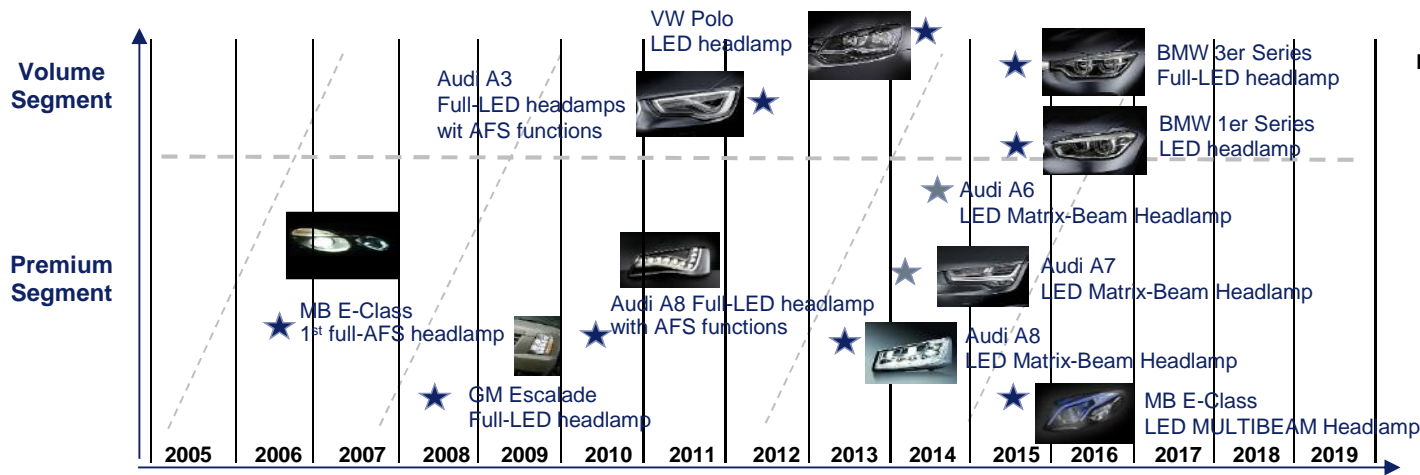


Source: Strategy Analytics

...with penetration rates of LED to explode

- More than 1/3 of produced light vehicles equipped with LED headlamps in 2025
- Driver:
 - Need for advanced lighting based assistance systems
 - Need for energy efficient lighting system
 - Need for designed parts and distinguishable lighting elements

HELLA first-to-market applications & penetration into mass models



- Hella offers scalable solutions for premium and volume segments



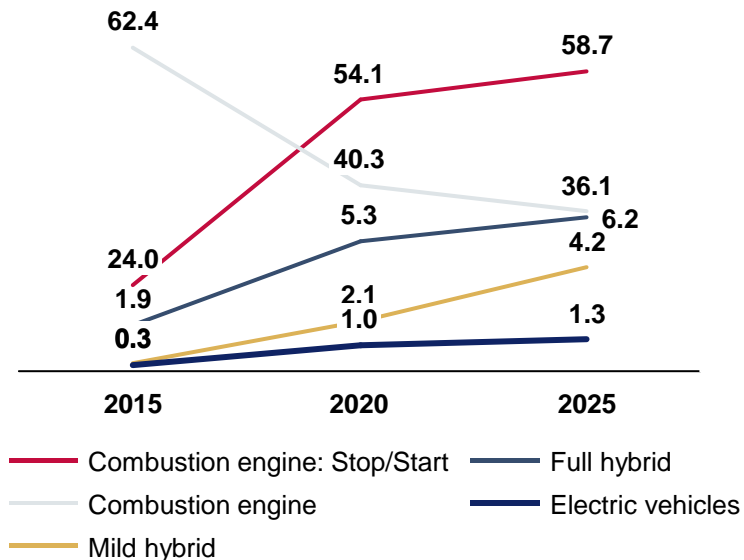
Need for energy efficient solutions drives electronic portfolio

HELLA Investment Highlights – Energy management competence

1

POWERTRAIN CONCEPTS

MARKET PERSPECTIVE
worldwide in million vehicles





- ▶ **Internal combustion engines** with start/stop still **dominant in future**
- ▶ **Growing focus on hybrid technology**

Source: IHS, Strategy Analytics


HELLA POSITIONING

Established competence for combustion engines

■ Global market leader for 12V DC/DC converters


- 
 - > 2 million units annually
 - First to market with voltage stabilizers in 2007
 - DC/DC converter for dual battery application in 2010
- 
 - High power DC/DC converter for start/stop applications in 2013

■ Global market leader for Intelligent Battery Sensors



- 
 - > 10 million units annually
 - 4th generation of IBS in 2009
 - 5th generation of IBS in 2016

Technologies for future powertrain concepts

■ New technologies for low cost hybrids

- 
 - > Start of production for a 3kW 48V high power DC/DC converter in spring 2017

■ Battery management systems and products for hybrids and electric vehicles

- 
 - High Voltage Current Sensor in 2015
- 
 - Li-Ion BMS in 2016

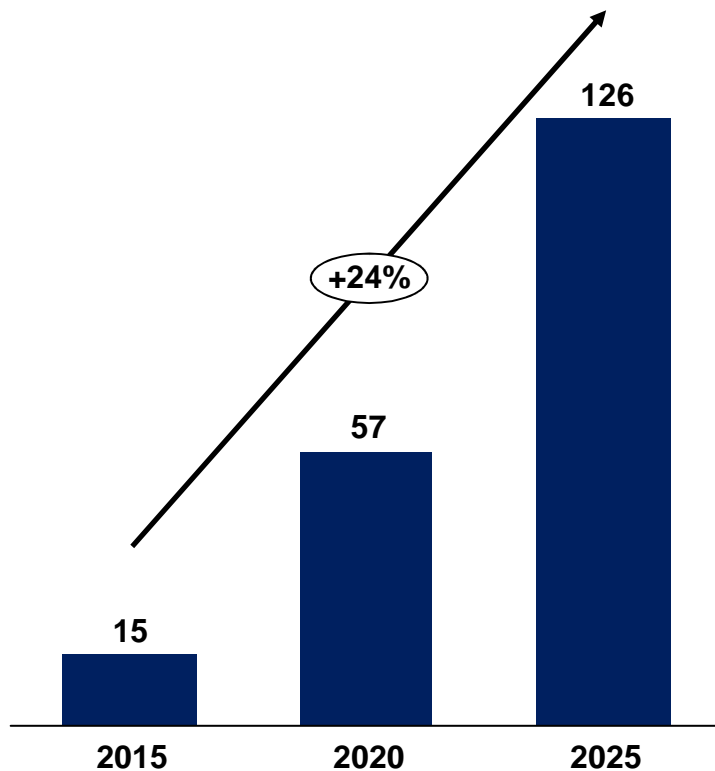
Need for driver assistance technologies drives electronic portfolio

HELLA Investment Highlights – Radar competence

1

SMALL-RANGE / MID-RANGE RADAR

MARKET PERSPECTIVE
worldwide sales in million units



Source: NHTSA, Strategy Analytics, HELLA analysis

HELLA POSITIONING

24 GHz rear radar



Functionalities



Lane change assist



Blind spot detection



Exit Assistant



Rear cross traffic alert

- World market leader in 24Ghz radar solutions
- > 120 carlines at 12 OEMs
- > 10 million produced sensors
- Fast chirp modulation principle for high performance
- Radar 4.0 in 2015 with significant packed size reduction

77 GHz front radar



Functionalities



Front cross traffic alter



Enhanced blind spot detection

- 77Ghz radar solutions developed
- Cost-efficient solution for front and side applications
- Increased performance for near range detection
- Cost-efficient solution

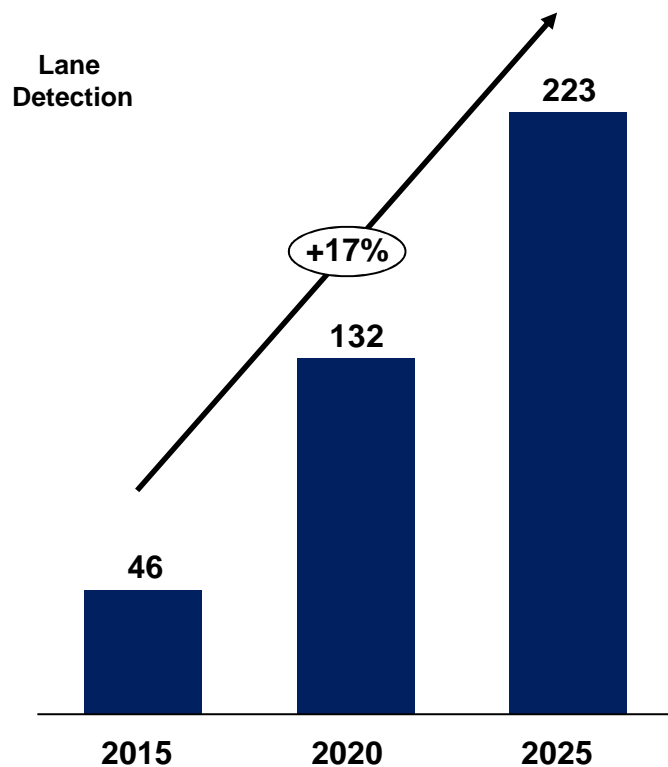
Need for driver assistance technologies drives electronic portfolio

HELLA Investment Highlights – Camera software competence

1

CAMERA TECHNOLOGY


MARKET PERSPECTIVE
worldwide sales in million units




Source: NHTSA, Strategy Analytics, HELLA analysis

HELLA POSITIONING


Camera Software



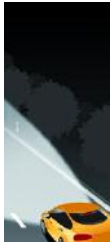
Functionalities




Lane Detection



Traffic Sign Recognition





Light Assist



Vehicle & Pedestrian Detection*

- > 10 years of experience in ADAS software
- Field proven in series projects with major OEMs

Integration Competence

| | Existing suppliers | HELLA offering |
|----------|--------------------|--|
| Chip | fixed | flexible  |
| Software | fixed | flexible  |

Black box

- Flexible and scalable hardware/software bundles
- Freedom to choose IP components (own, 3rd party)
- ADAS testing and integration as a service

* in development



Resilient business model through strong Aftermarket share

HELLA Investment Highlights – Resilient business model

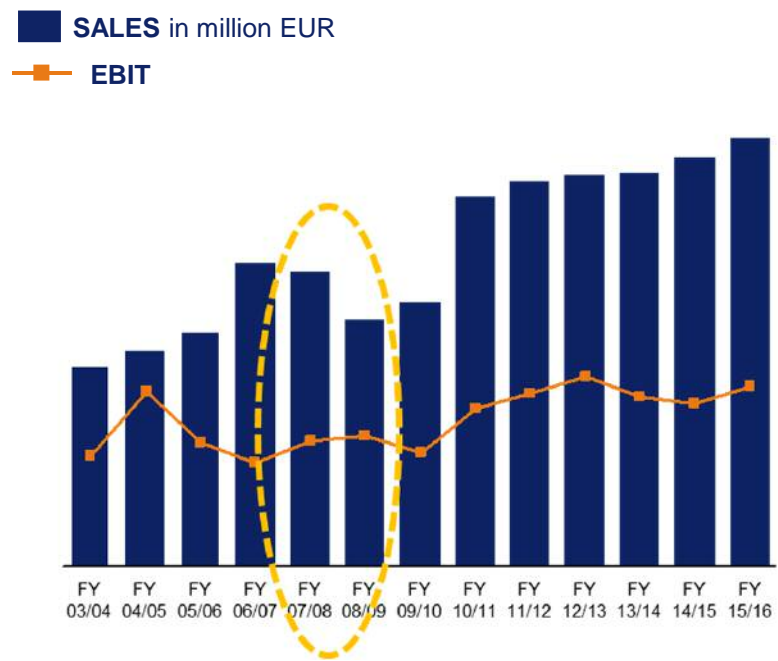
2

AUTOMOTIVE*



- ▶ Automotive clearly **growth driver**
- ▶ **Volatility** depending on cycle

AFTERMARKET**



- ▶ **Stable** cash flow and profit generation through
- ▶ **Steady sales growth**
- ▶ Innovative business models and unique value chain positioning

*Sales as reported w/o adjustments for consolidation or accounting changes, **incl. sale of Danish subsidiary Holger Christianses A/S



Innovative business model with unique Aftermarket positioning

HELLA Investment Highlights – Workshop competence

MARKET TRENDS

Increasing complexity of repairs

- Increasing functionality and interfaces
- E-mobility and autonomous driving

Changing customer demand

- Repair decisions done by intermediates
- Less importance of car and demand for **cost efficient repairs**
- **New online business channels** and interfaces
- **Big data** and comparability of offering

HELLA POSITIONING

Competence for diagnostic tools & services

| Repair Concepts | Calibration & Alignment | Testing & Analysis |
|--------------------|-------------------------|--------------------|
| DIAGNOSIS | CAMERA SYSTEMS | EXHAUST SYSTEMS |
| SOFTWARE SOLUTIONS | RADAR SENSORS | AIR CONDITIONING |
| TECHNICAL DATA | HEADLIGHTS | BATTERY SYSTEMS |
| HAND TOOLS | TIRES | LEAKS |

HELLA Gutmann empowers independent garages to offer high tech professional repairs

Unique high tech workshop competence

Strong network and e-commerce offering

- **Bundle workshops** under combined market appearance to offer comprehensive network
- Offer comprehensive product and service, be a **partner of the garage**
- Utilize workshops as fulfillment partner for digitalization strategy:
 - Ramp-up digital platform for **B2C**
 - Develop digitalization strategy for **B2B2C** (Integrated Services Platform)

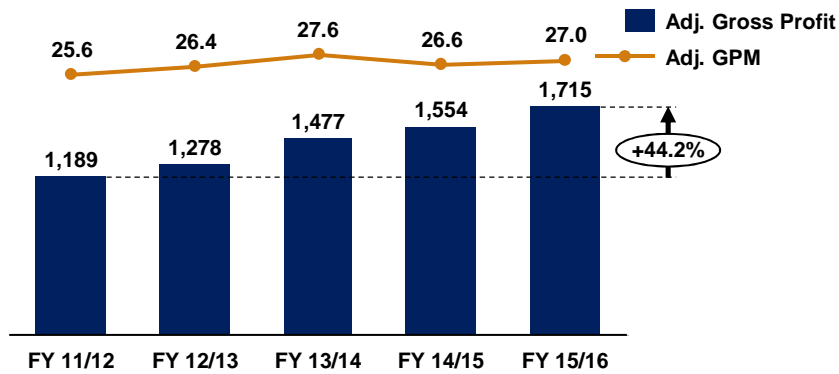


Operational excellence supports continuous profitability generation

HELLA Investment Highlights – Operational excellence

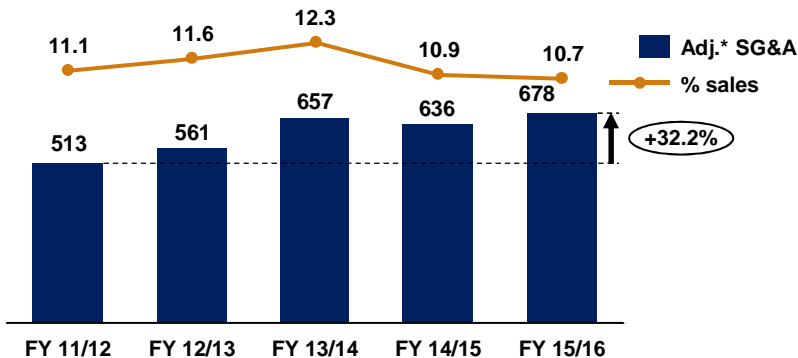
3

Stability of the Adj.* Gross Profit margin...



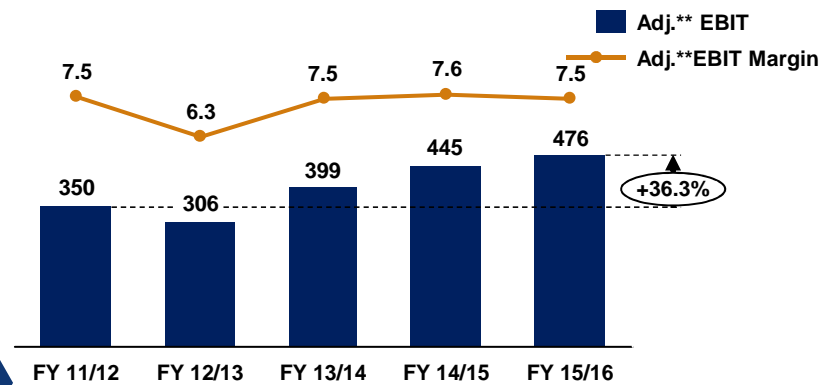
- Based on scales effects, footprint optimization, cost saving measures and supply chain optimization

and the ability to manage SG&A costs...



- Continuous improvement of global corporate center network, efficiency gains and optimized logistics

...support continuous profitability generation



- Further investments possible without jeopardizing the EBIT margin
- Future improvement of EBIT margin targeted and expected

*adjusted for one-off charges for supplier default in FY 15/16;** adjusted for restructuring expenses and one-off charges for supplier default in FY 15/16



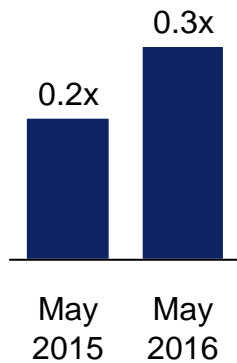
High financial stability ensuring long-term growth perspective

HELLA Investment Highlights – Financial stability

4

Solid capital structure

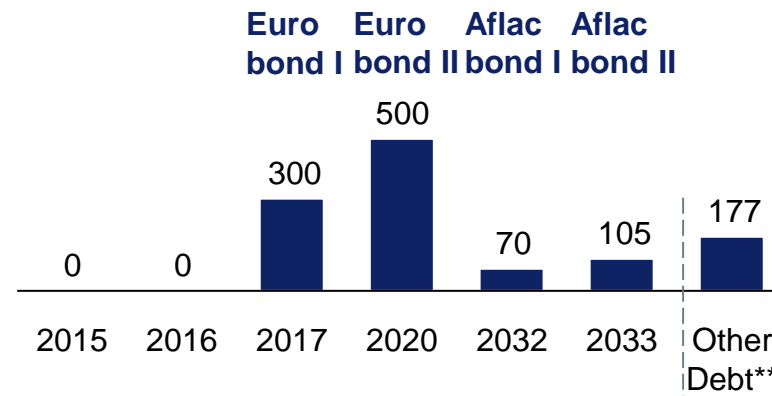
Net debt/
EBITDA



Cash & assets



Debt and maturity profile*, EUR millions



Additional Revolving Credit (2015) (1+1+5) of EUR 450m with 10 core banks as back-up facility

Strategic flexibility

HELLA has a stable and solid financial fundament which forms the basis for its future strategic plans

- Prudent financial policy throughout the cycle
- Financing of long-term growth strategy
- Acquisition firepower

- Capital-market-oriented capital structure
- **Good liquidity profile** and consistent liquidity management
- **EUR 87m dividends** (0.77EUR/share) paid September 2015

* As of May, 2016; Euro bond I: 1.15%, Euro bond II: 2.375%, Aflac bonds hedged values **Mostly short-term



HELLA – Company Presentation Q1 FY 2016/17

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Positive sales growth and strong EBIT increase in Q1 FY 2016/17

Financial results Q1 FY 2016/17

Sales

- **HELLA Group sales growth** adjusted for negative (-1.2%-points) FX effect and negative (-0.2%-points) effect of Industries disposal at **5.2%** YoY to 1.6 bill. EUR

Profitability

- **Adjusted Gross Profit margin** at **27.6%** (+0.9%-points YoY)
- **Adjusted EBIT** +17 mill. EUR (+17%YoY) to **118 mill. EUR**
- **Adjusted EBIT margin** at **7.6%** (+0.9%-points YoY)

Liquidity

- **Adjusted Operative Cash Flow** decreased by **38 mill. EUR** (-58%YoY) to **27 mill. EUR** due to **temporary shifts**
- **Continuously strong basis for future growth** with **cash** and **short term financial assets** of **825 mill. EUR**

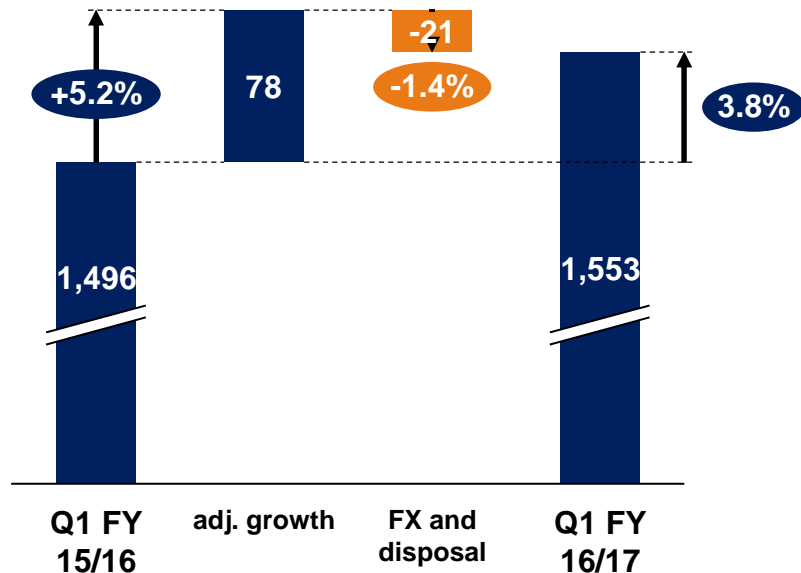
Note: Adjustments including restructuring expenses and supplier default in FY 15/16 and restructuring expenses in FY16/17



HELLA top line growth with expected development in Q1 FY 16/17

Financial results Q1 FY 2016/17

HELLA group revenues (EUR m)



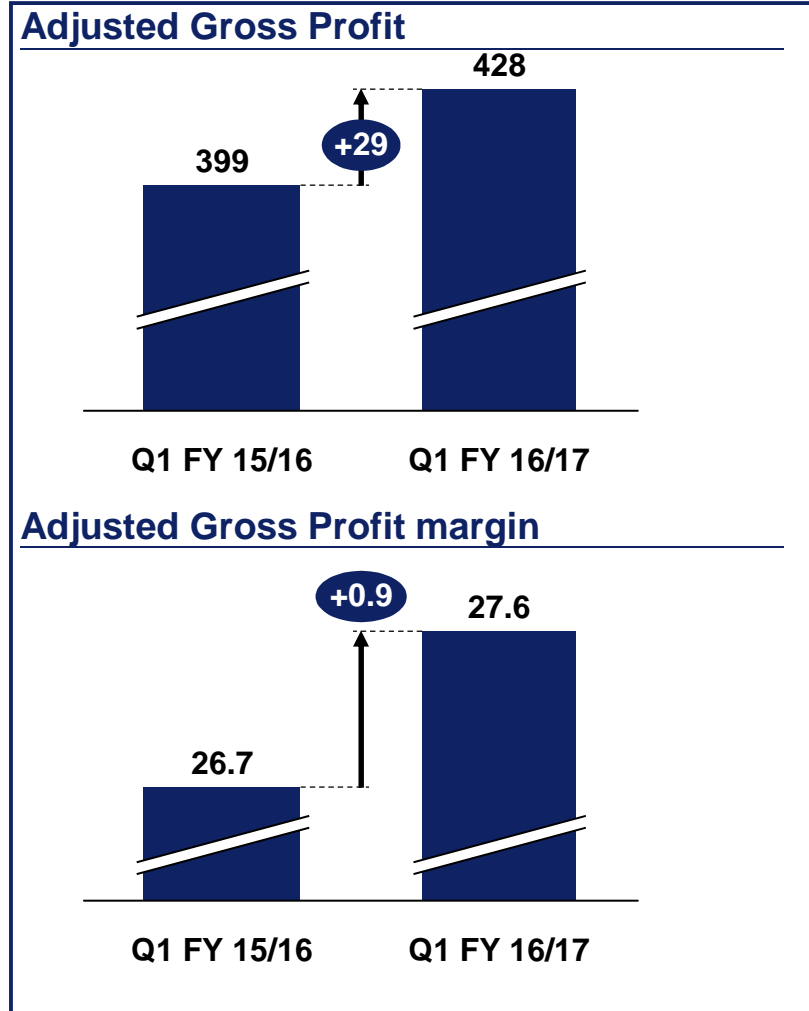
Comment

- **Currency and portfolio adjusted growth HELLA Group at 5.2%**
- **HELLA reported Group sales increased by 57 mill EUR (+3.8%) to 1,553 mill. EUR:**
 - **Automotive + 3.2% to 1,163 mill. EUR.** Moderate growth due to **project ramp downs** and **negative FX** effect
 - China continues to be an important growth driver. China entities sales growth at 18% YoY
 - **Aftermarket +7.3% to 313 mill. EUR** due to positive wholesale and strong workshop development
 - **Special Applications -2.4% to 70 mill. EUR** after **disposal of Industries business**

Improved productivity in Automotive results in Gross Profit increase

Financial results Q1 FY 2016/17

EUR millions and % sales



- Adjusted Gross Profit increased by 29 mill EUR (+7%) to 428 mill. EUR

Adj.
Gross
Profit

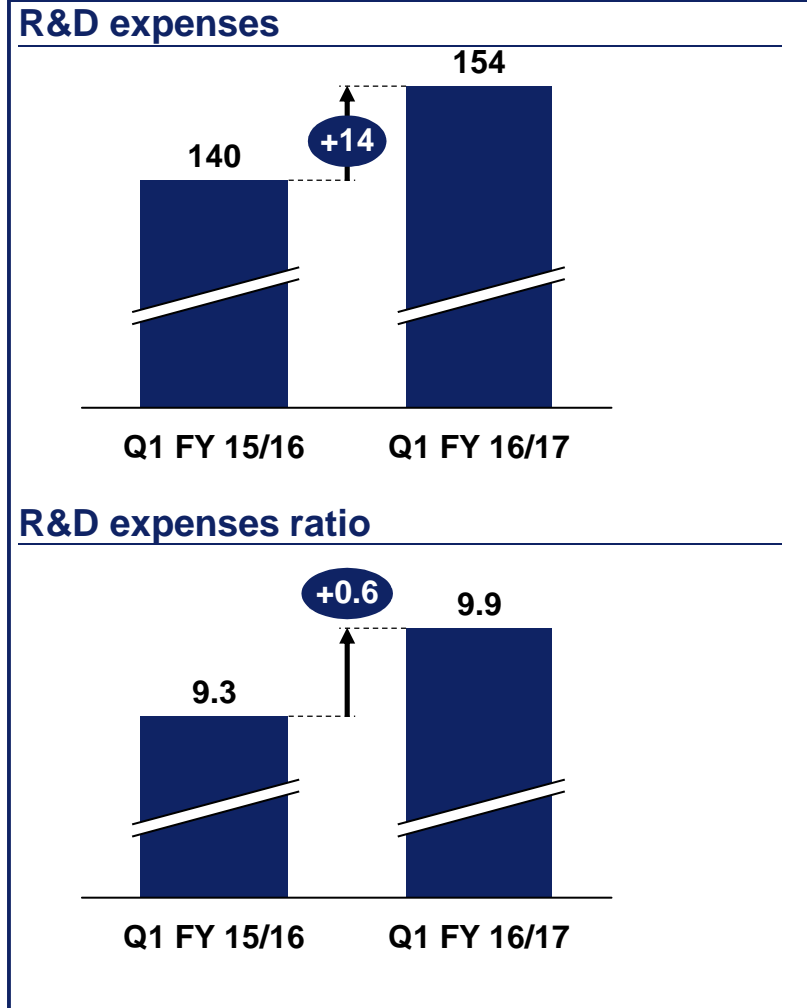
- Adjusted Gross Profit margin improved by 0.9%-points to 27.6% driven by high capacity utilization in the Automotive and positive product mix in the Aftermarket segment

Adj.
Gross
Profit
margin

High R&D expenses to secure future growth

Financial results Q1 FY 2016/17

EUR millions and % sales



R&D

- **Absolute R&D expenses** increased by 14 mill. EUR (+10% YoY) to **154 mill. EUR**
 - Over-proportional increase in acquired projects
 - Strong investments in new product generations in lighting and electronics
 - Targeted R&D efficiency not reached

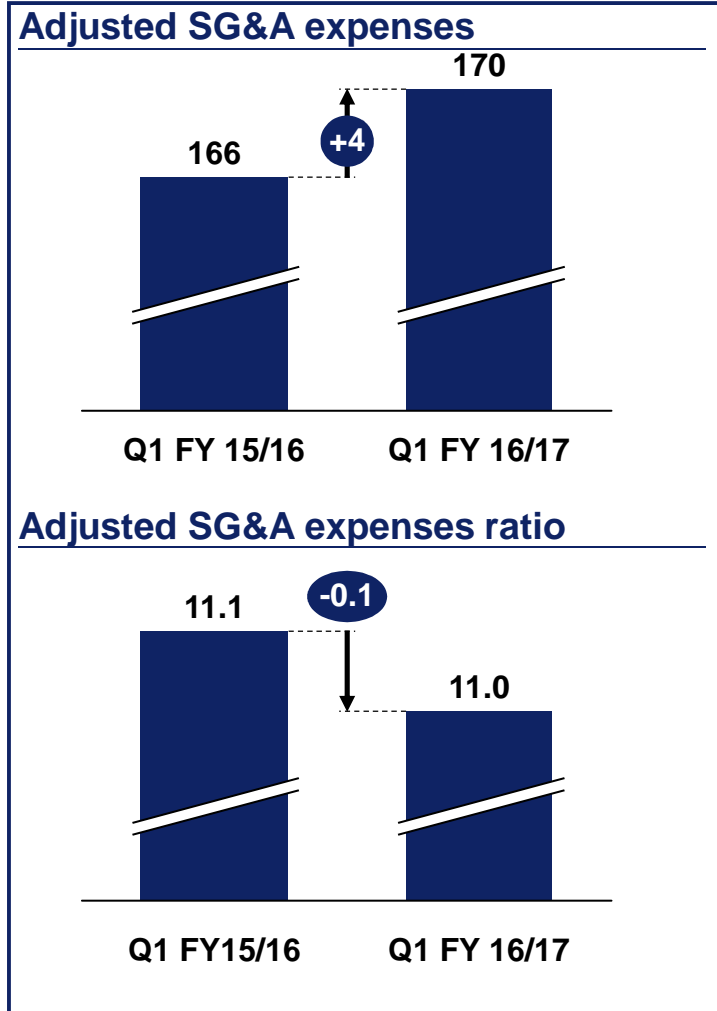
R&D ratio

- **Q1 FY16/17 ratio** increased by **0.6pp** to **9.9%** due to over-proportional increase in absolute R&D expenses
- Ratio in line with previous quarter after step-up in Q3 FY 15/16

Quite stable development of SG&A costs

Financial results Q1 FY 2016/17

EUR millions and % sales



Adj.
SG&A

- **Distribution** expenses +4 mill. EUR (+3.1% YoY) to **123 mill. EUR** due to higher Aftermarket sales
- **Adj. other income and expenses** +2 mill. EUR to **7 mill. EUR** mainly due to higher government grants and insurance reimbursements
- **Admin. expenses** +2 mill. EUR (+4.7%) to 55 mill. EUR due to **investments in corporate functions**

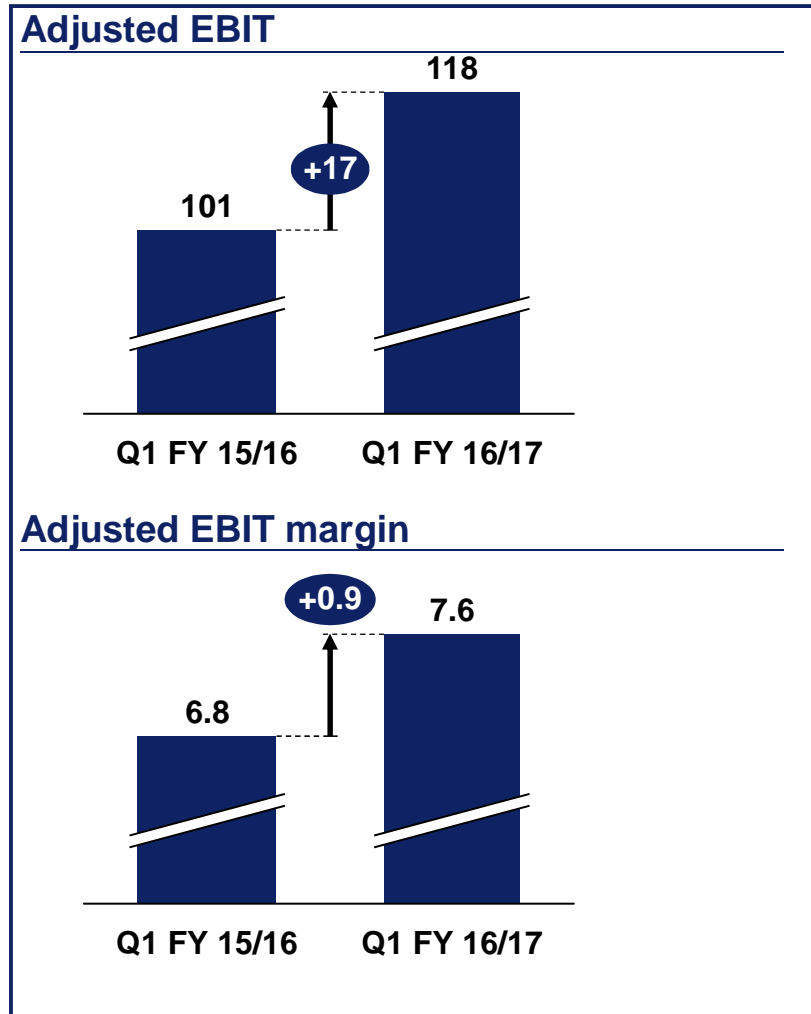
Adj.
SG&A
ratio

- **Distribution cost ratio** constant at 7.9%
- **Adj. other income and expenses ratio** +0.2%-points to 0.5%. Including charges for **supplier case ratio** and **restructuring** increased by 0.6%-points
- **Admin. costs ratio** constant at 3.5%

Adjusted EBIT above prior-year's level

Financial results Q1 FY 2016/17

EUR millions and % sales



Adj.
EBIT

- **Adjusted EBIT** increased by 17 mill. EUR (+17%) to **118 mill. EUR**
- Negative FX development did not affect EBIT

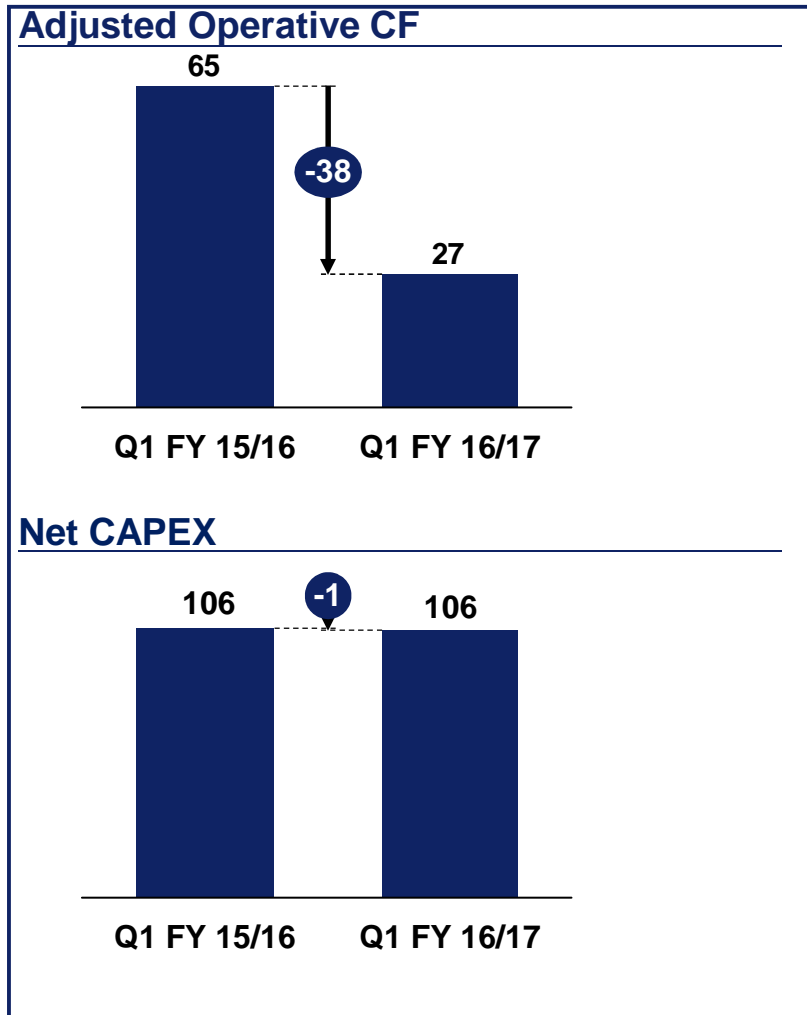
Adj.
EBIT
margin

- **Adjusted EBIT margin** increased by **0.9%-points** to **7.6%** mainly due to **increase in GPM by 0.9%-points**
- **Increase in R&D expenses** mainly compensated by **higher JV income (+0.4%-points)**

Quarterly Cash Flow influenced by temporary shifts

Financial results Q1 FY 2016/17

EUR millions



Adj.
OCF

- **Adj. operative CF** decreased by 38 mill. EUR to **27 mill. EUR**:
- **Higher Working Capital consumption** compared to Q1 15/16, mainly due to payment of trade liabilities after build-up at year-end

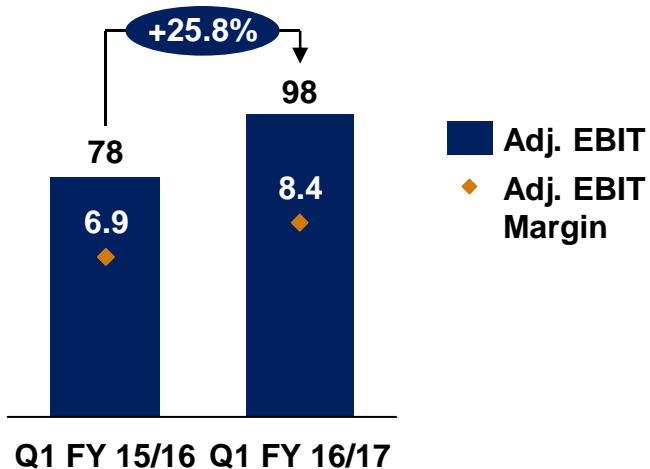
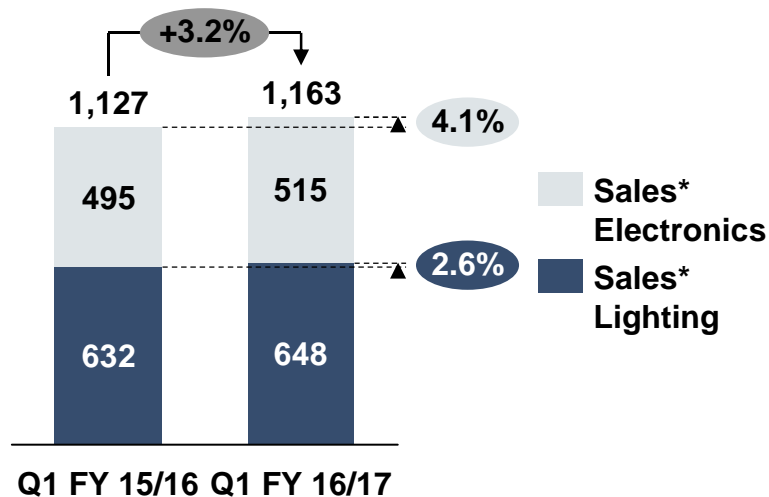
Net
CAPEX

- CAPEX lower by 1 mill. EUR to **106 mill. EUR**
- Continuous **investments** in customer-specific **equipment**
- **Reimbursements** increased by 3 mill. EUR to **26 mill. EUR** depending on project launches

Note: Adjusted Operative Cash flow Q1 FY 16/17 excludes cash restructuring payments (2 mill. EUR,) and reduction of factoring program (70 mill. EUR). Adj. Operative CF Q1 FY 15/16 excludes cash restructuring payments (3 mill. EUR)

Automotive main growth and profitability driver

Financial results Q1 FY 2016/17



* External sales, Q1 FY 15/16 residual of -10.9 mill EUR allocated proportionally to Electronics and Lighting

Automotive External Sales

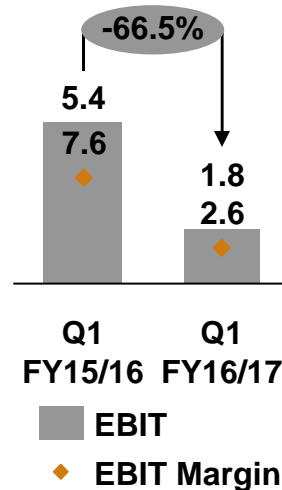
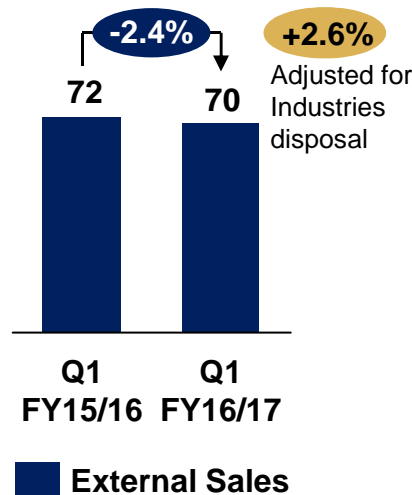
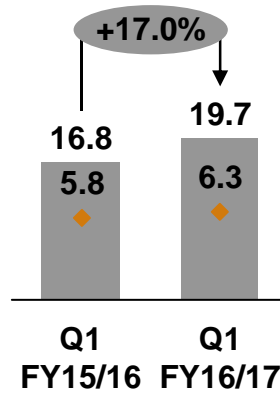
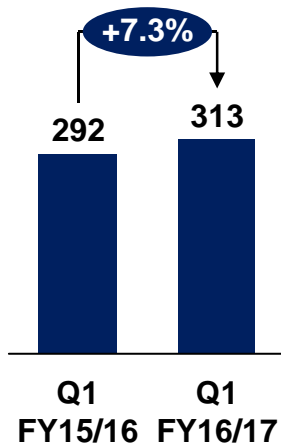
- **Sales growth** driven by **LED lighting** and **energy management** products
- **Moderate growth** due to **project ramp-downs**, **negative FX effects** and **weaker business development** of **Chinese customers**

Automotive Profitability

- **Strong increase of adj. EBIT margin to 8.4%**, mainly due to
 - **increased adj. GPM** due to **high level of utilization** and **less complex project ramp-ups**
 - **Higher JV contribution**, after a weak comparable basis in Q1 FY 15/16

Non Automotive segments with positive FY 16/17 contribution

Financial results Q1 FY 2016/17



■ External Sales

■ EBIT

◆ EBIT Margin (%)

Aftermarket

- Strong wholesale business
- Positive demand for workshop products
- Higher EBIT margin due to positive product mix and increasing sales

Special Applications

- Negative top-line growth after sale of Industries business, portfolio adjusted growth at +2.6%
- Special OE with positive sales development but Agricultural sector still difficult
- Special OE with solid EBIT margin
- Follow-on costs of Industries disposal affect margin negatively

HELLA – Company Presentation Q1 FY 2016/17

Agenda

- HELLA at a Glance
- Investment Highlights
- Results Q1 FY 2016/17

- Outlook

Positive growth outlook 2016 in key regions according to VDA

Outlook

| Region | Expected Automotive Sales (in m pieces) | Comment |
|------------------------------|---|---|
| Western Europe incl. Germany | <p>13.8 2016</p> | <ul style="list-style-type: none"> Continuing growth in 2016 expected after strong 2015, potential negative implications from BREXIT not included |
| USA | <p>17.1 2016</p> | <ul style="list-style-type: none"> After peak of US market in 2015, slight decline in 2016 expected |
| China | <p>22.1 2016</p> | <ul style="list-style-type: none"> Positive expectation for 2016 revised upwards to 10%. Partly advanced demand from 2017 due to government program. Slow down 2017 expected |
| TOTAL | <p>-80 CY 2016</p> | <ul style="list-style-type: none"> Overall growing expectations in key markets for 2016. For 2017 overall slowdown of growth expected |

Source: VDA (as of September 2016),

Company specific development for FY 16/17 generally confirmed Outlook

Current outlook is fundamentally in line with the forecasts given in the Annual Report FY 2015/16

Guidance

Sales Growth

Growth in a mid-single digit percentage range

Adj. EBIT Growth

Growth in a mid-single digit percentage range

Adj. EBIT margin

More or less remain at the prior year's level

Mid-term growth prospects

Order intake in the last two years excepted to result in acceleration of growth dynamic beyond FY 16/17



Technology with Vision

Thanks for your attention

Dr. Kerstin Dodel, CFA
Head of Investor Relations

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