



Technology with Vision

# HELLA Group Overview

October 2021



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

## FACTS & FIGURES

- Global market-listed, family-owned company with more than 125 locations in some 35 countries
- Sales of € 6.4 billion in Fiscal Year 2020/2021 (currency and portfolio-adjusted: € 6.5 billion)
- Over 36,000 employees worldwide, thereof almost 8,000 in Research & Development (as at 31 May 2021)
- Attractive business portfolio with the three segments **Automotive**, **Aftermarket** and **Special Applications**

## SEGMENT

## PRODUCT EXAMPLES

### Automotive Lighting

Sales:  
~ € 2.9 bill.



Full-LED Headlamps



Glare-free beam light

### Automotive Electronics

Sales:  
~ € 2.5 bill.



Energy Management



Automated Driving

### Aftermarket

Sales:  
~ € 0.5 bill.



Independent Aftermarket



Workshop Equipment

### Special Applications

Sales:  
~ € 0.4 bill.



Lighting technology for specialist vehicles



Lighting technology for marine

# HELLA Group

## Corporate Structure



	<b>Dr. Rolf Breidenbach</b> President and CEO			
	<b>Business Segment Automotive</b>		<b>Business Segment Aftermarket</b>	<b>Business Segment Special Applications</b>
	<b>Business Division Lighting</b> Dr. Frank Huber	<b>Business Division Electronics</b> Björn Twiehaus	Dr. Rolf Breidenbach	Bernard Schäferbarthold
<b>Finance, Controlling, Information Technology and Process Management</b> Bernard Schäferbarthold	<b>Executive Board:</b> Marcel Bartling, Jens Grösch, Dr. Christof Hartmann, Didier Keskas, Dr. Michael Kleinkes, Peter Neuhoff, Ludger Rembeck, Michael Sohn, Dr. Tobias Sprute, Barnabas Szabo, Wolfgang Vlasaty	<b>Executive Board:</b> Binyi Bai, Heiko Berk, Dr. Naveen Gautam, Jens Grösch, Jens Hunecke, Gerold Lucas, Andreas Lütkes, Karsten Müller, Bernd Münsterweg, Lennart Pletziger, Guido Schütte, Jörg Weisgerber, Joachim Ziethen	<b>Executive Manager:</b> Stefan van Dalen	<b>Executive Manager:</b> Christoph Söhnchen
<b>Human Resources</b> Dr. Lea Corzilius				
<b>Purchasing, Quality, Legal and Compliance</b> Dr. Rolf Breidenbach				
International HELLA Companies				

General Partner: Hella Geschäftsführungsgesellschaft mbH

Management Board of Hella Geschäftsführungsgesellschaft mbH:

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

Chairman of the Supervisory Board: Klaus Kühn

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



# HELLA Group History

## 1899 – 2021: Milestones



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

1899



HELLA  
becomes a  
trademark

1908



**First  
factory  
abroad** in  
Australia

1961



**Start of  
production  
in China**

1992



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

1999



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

2008



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

2014



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

2016



**Combination with  
Faurecia:**  
HELLA and French  
automotive supplier  
Faurecia agree on  
the combination of  
the two companies.  
This creates the 7th  
largest global  
automotive supplier  
and a global market  
leader in high-  
growth technology  
areas. The closing  
of the transaction is  
expected in early  
2022

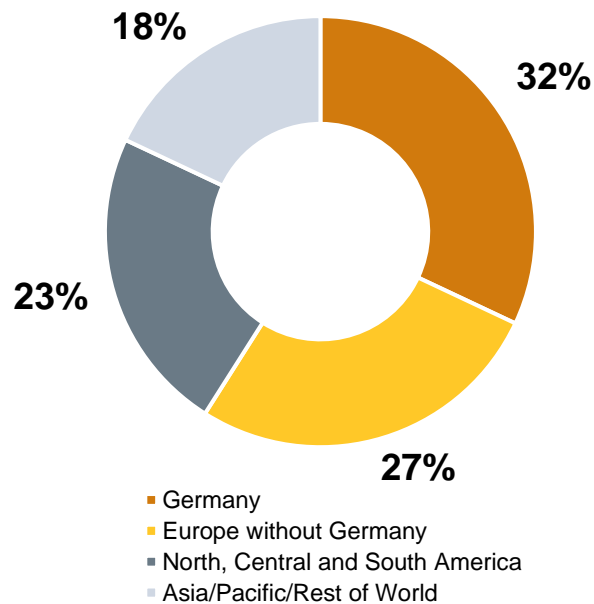
2021



# HELLA Group

## Regional market coverage – Fiscal Year 2020/2021

### Sales Automotive by regions

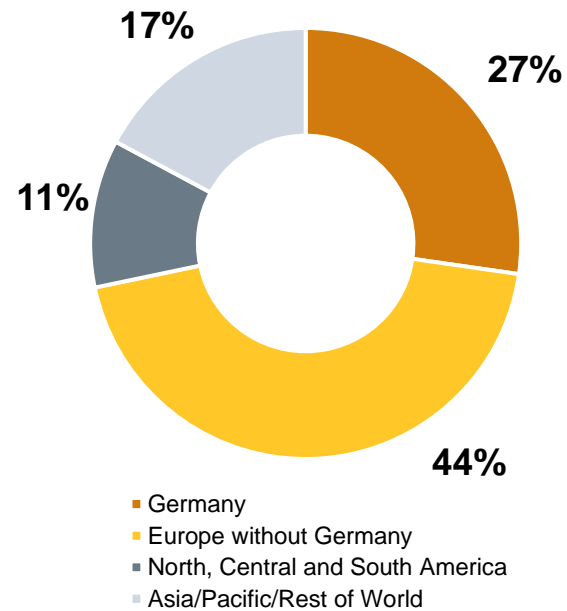


Sales of € 5.5 billion



Presence in all relevant core markets of the automotive industry

### Sales Aftermarket and Special Applications by regions



Sales of € 0.9 billion



Business focus Europe ("regional business")

# HELLA Group

## Business development FY 2019/2020 and 2020/2021

Key figures of the income statement	Fiscal Year 2019/2020	Fiscal Year 2020/2021	Change
<b>Sales</b> currency and portfolio-adjusted in € million	<b>5,829</b> (5,739)	<b>6,380</b> (6,505)	<b>+9.4%</b> (+13.3%)
<b>EBIT adjusted</b> in € million (% of sales)	<b>227</b> (4.0%)	<b>510</b> (8.0%)	<b>+125.0%</b> (+4.0 percentage points)
<b>EBIT reported</b> in € million (% of sales)	<b>-343</b> (-5.9%)	<b>454</b> (7.1%)	<b>+232.2%</b> (+13.0 percentage points)
<b>EBITDA adjusted</b> in € million (% of sales)	<b>661</b> (11.5%)	<b>917</b> (14.4%)	<b>+38.7%</b> (+2.9 percentage points)
<b>EBITDA reported</b> in € million (% of sales)	<b>576</b> (9.9%)	<b>894</b> (14.0%)	<b>+55.3%</b> (+4.1 percentage points)

# HELLA Group

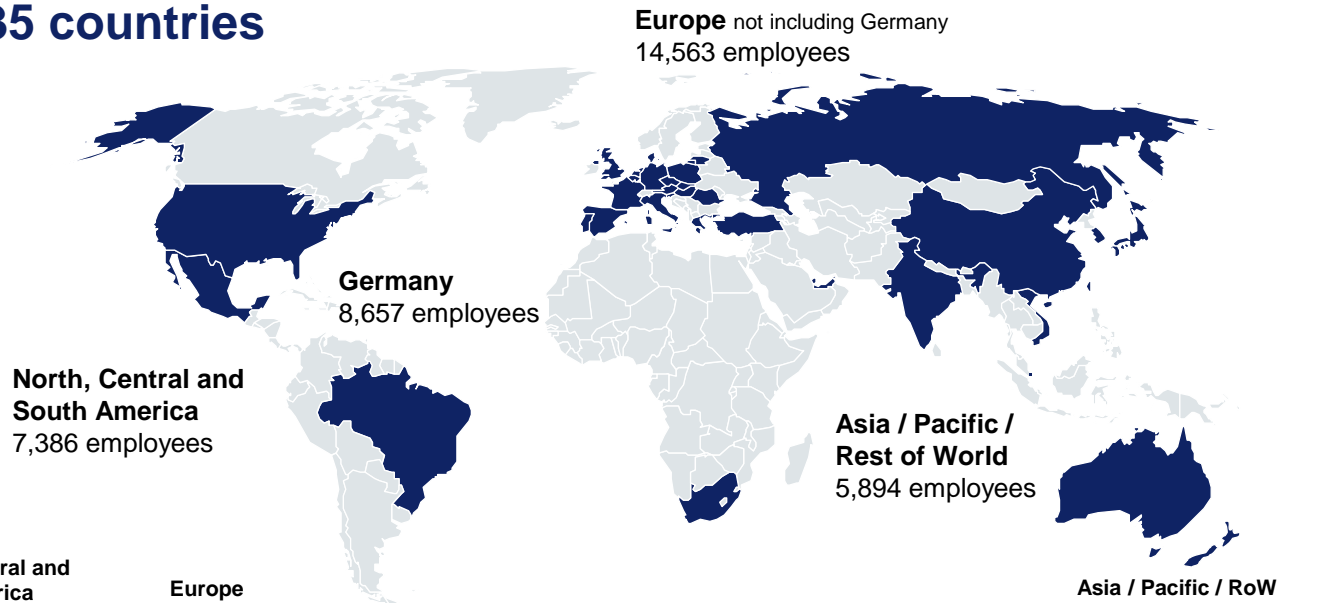
## Business development FY 2019/2020 and 2020/2021

Important key figures	Fiscal Year 2019/2020	Fiscal Year 2020/2021	Change
<b>Equity</b> in € million	<b>2,107</b>	<b>2,461</b>	<b>+16.8%</b>
<b>Equity ratio</b>	<b>37.0%</b>	<b>40.6%</b>	<b>+3.6%</b> percentage points
<b>Net financial liquidity / debt</b> in € million	<b>-140</b>	<b>103</b>	<b>+243</b>
<b>Research &amp; development expenses</b> in € million	<b>620</b>	<b>603</b>	<b>-2.7%</b>
<b>Employees as at balance sheet date</b> (31 May)	<b>36,311</b>	<b>36,500</b>	<b>+0.5%</b>

# HELLA Group

## Global network

→ **36,500 employees\*** are working for HELLA at more than 125 locations in some 35 countries



### North, Central and South America

- Brazil
- Mexico
- USA

### LEGEND

- → Sales
- ▲ → Production
- → Development

### Europe

- Austria
- Belgium
- Czech Republic
- Denmark
- France
- Germany
- Greece
- Hungary
- Italy
- Lithuania
- Netherlands
- Russia
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain

### Asia / Pacific / RoW

- Turkey
- United Kingdom
- Australia
- China
- Dubai
- India
- Japan
- New Zealand
- Singapore
- South Korea
- Vietnam
- South Africa

\* As at 31 May 2021