



Technology with Vision

HELLA Group Overview

January 2022



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

Automotive Lighting

Sales:
~ € 2.9 bill.

Automotive Electronics

Sales:
~ € 2.5 bill.

Aftermarket

Sales:
~ € 0.5 bill.

Special Applications

Sales:
~ € 0.4 bill.

PRODUCT EXAMPLES



Full-LED Headlamps



Glare-free beam light



Energy Management



Automated Driving



Independent Aftermarket



Workshop Equipment



Lighting technology for specialist vehicles



Lighting technology for marine

HELLA Group

Corporate Structure



	Dr. Rolf Breidenbach President and CEO			
	Business Segment Automotive		Business Segment Aftermarket	Business Segment Special Applications
	Business Division Lighting Dr. Frank Huber	Business Division Electronics Björn Twiehaus	Dr. Rolf Breidenbach	Bernard Schäferbarthold
Finance, Controlling, Information Technology and Process Management Bernard Schäferbarthold	Executive Board: Marcel Bartling, Boštjan Furlan, Jens Grösch, Dr. Christof Hartmann, Didier Keskas, Dr. Michael Kleinkes, Peter Neuhoff, Ludger Rembeck, Michael Sohn, Dr. Tobias Sprute, Barnabas Szabo, Wolfgang Vlasaty, Alexander Werner	Executive Board: 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	Executive Manager: Stefan van Dalen	Executive Manager: Christoph Söhnchen
Human Resources Dr. Lea Corzilius				
Purchasing, Quality, Legal and Compliance 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:**
e.g. Joint
Venture for
diagnostics
with Gutmann

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

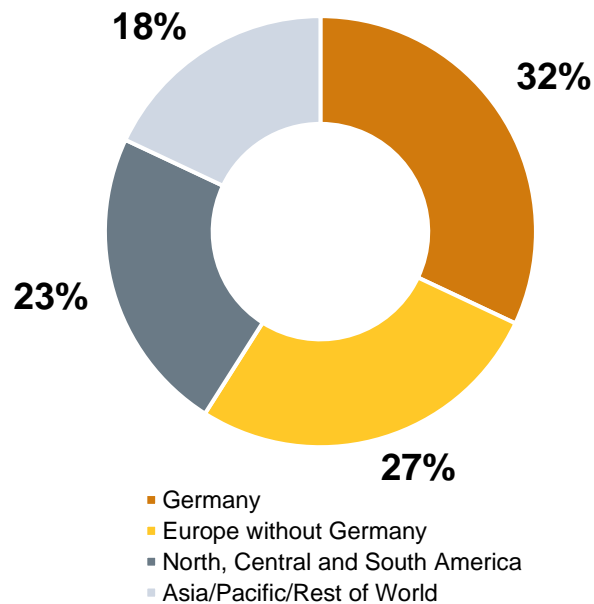
2021



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Regional market coverage – Fiscal Year 2020/2021

Sales Automotive by regions

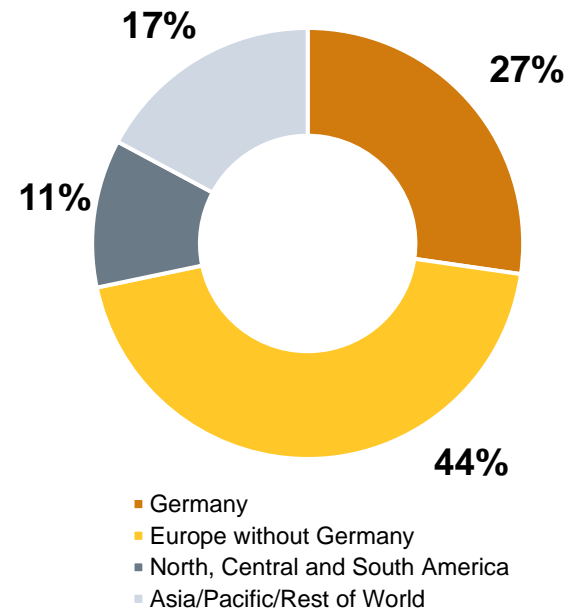


Sales of € 5.5 billion



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")

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Business development FY 2019/2020 and 2020/2021

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

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Business development FY 2019/2020 and 2020/2021

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

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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